

Cost Proposal - Task Sheets

Offeror's Name:	Optimal Energy Inc.
------------------------	---------------------

Task Sheets. Please add or delete rows for team members and add or delete task tables as needed.

Task 1: Responsibilities Related to EERMC Oversight			
Labor Costs			
Subcontractor or Team Member Name and/or Job Title	Hourly Rate	Estimated Hours	Evaluated Price (Hourly Rate * Estimated Hours)
Mike Guerard Project Manager	Redacted	340	Redacted
Eric Belliveau Principal-in-Charge	Redacted	40	Redacted
Rachel Sholly Ed. & Comm. Lead	Redacted	80	Redacted
Managing Consultants	Redacted	40	Redacted
Senior Consultants	Redacted	20	Redacted
Consultants	Redacted	180	Redacted
Analysts	Redacted	240	Redacted
Additional expenses that are not included in hourly rate			
Description of Expense			Price
No additional expenses. Hourly rates are all-inclusive.			
Total Task Price:			<u>\$165,960</u>

HOURLY RATES AND EVALUATED PRICES
(IN RED) ARE CONFIDENTIAL

Cost Proposal - Task Sheets

Offeror's Name:	Optimal Energy Inc.		
Task 2: Responsibilities Related to the Development of Work Products and Representation of the EERMC			
Labor Costs			
Subcontractor or Team Member Name and/or Job Title	Hourly Rate	Estimated Hours	Evaluated Price (Hourly Rate * Estimated Hours)
Mike Guerard Project Manager	Redacted	100	Redacted
Eric Belliveau Principal-in-Charge	Redacted	24	Redacted
Rachel Sholly Ed. & Comm. Lead	Redacted	80	Redacted
Senior Consultants	Redacted	124	Redacted
Consultants	Redacted	240	Redacted
Analysts	Redacted	180	Redacted
Interns	Redacted	80	Redacted
Additional expenses that are not included in hourly rate			
Description of Expense			Price
No additional expenses. Hourly rates are all-inclusive.			
Total Task Price:			<u>\$133,580</u>

HOURLY RATES AND EVALUATED PRICES
(IN RED) ARE CONFIDENTIAL

Cost Proposal - Task Sheets

Offeror's Name:	Optimal Energy Inc.		
Task 3: Responsibilities Related to Energy Efficiency and System Reliability Program Design and Delivery			
Labor Costs			
Subcontractor or Team Member Name and/or Job Title	Hourly Rate	Estimated Hours	Evaluated Price (Hourly Rate * Estimated Hours)
Mike Guerard Project Manager	Redacted	280	Redacted
Rachel Sholly Ed. & Comm. Lead	Redacted	80	Redacted
Managing Consultants	Redacted	40	Redacted
Senior Consultants	Redacted	636	Redacted
Consultants	Redacted	440	Redacted
Analysts	Redacted	200	Redacted
Interns	Redacted	40	Redacted
Additional expenses that are not included in hourly rate			
Description of Expense		Price	
No additional expenses. Hourly rates are all-inclusive.			
Total Task Price:		<u>\$311,928</u>	

HOURLY RATES AND EVALUATED PRICES
(IN RED) ARE CONFIDENTIAL

Cost Proposal - Task Sheets

Offeror's Name:	Optimal Energy Inc.
------------------------	---------------------

Task 4: Responsibilities Related to Advancing Integrated Approaches and Addressing Emerging Issues			
Labor Costs			
Subcontractor or Team Member Name and/or Job Title	Hourly Rate	Estimated Hours	Evaluated Price (Hourly Rate * Estimated Hours)
Mike Guerard Project Manager	Redacted	120	Redacted
Eric Belliveau Principal-in-Charge	Redacted	136	Redacted
Rachel Sholly Ed. & Comm. Lead	Redacted	40	Redacted
Phil Mosenthal Partner	Redacted	24	Redacted
Arah Schuur Managing Consultant	Redacted	60	Redacted
Managing Consultants	Redacted	24	Redacted
Senior Consultants	Redacted	140	Redacted
Consultants	Redacted	80	Redacted
Interns	Redacted	80	Redacted
Additional expenses that are not included in hourly rate			
Description of Expense	Price		
No additional expenses. Hourly rates are all-inclusive.			
Total Task Price:	<u>\$125,912</u>		

HOURLY RATES AND EVALUATED PRICES
(IN RED) ARE CONFIDENTIAL

Cost Proposal - All-Inclusive Price and Signature Page

Offeror's Name:	Optimal Energy Inc.
------------------------	---------------------

One All-Inclusive Price. This number represents the sum of all total task prices and any other costs and expenses charged to EERMC.

All-Inclusive Price:	<u>\$737,380</u>
-----------------------------	------------------



Signature of Authorized Person

8/3/2020
Date

Eric Belliveau, Vice President
Printed Name, Title

ISBE Proposal – List of ISBEs Page

Offeror's Name:	Optimal Energy Inc.
------------------------	---------------------

Please see Sections 1.5, 1.6, 1.7, 3.6, 3.7, and 3.8 of the RFP for additional information.

Is the offeror a State certified ISBE (MBE, WBE or Disability Business Enterprise):	YES <input type="radio"/>	NO <input checked="" type="radio"/>
	If YES, provide the total dollar amount representing work that will be done by the offeror: <div style="text-align: right;">\$ _____</div>	

Identification of ISBE Subcontractors (Please add rows as necessary)		
ISBE Subcontractor's Name	ISBE Mailing Address, Email Address, and Phone Number	The total dollar amount representing work that will be done by the ISBE Subcontractor
Rachel Sholly	48 Hudson Street Providence, RI 02909 rachel.sholly@gmail.com 401-580-2901	\$ 43,400
		\$ _____
		\$ _____

ISBE Proposal – Participation Rate and Signature Page

Offeror's Name:	Optimal Energy Inc.
-----------------	---------------------

A. Total amount of dollars representing work that will be done by the ISBEs:	\$ 43,400
B. All-Inclusive Price Listed in the Cost Proposal:	\$ 737,380
ISBE Participation Rate (=A/B):	5.89 %



Signature of Authorized Person

8/3/2020

Date

Eric Belliveau, Vice President

Printed Name, Title