

PREPARED BY GDS ASSOCIATES, INC.

# EERMC

THE RHODE ISLAND ENERGY EFFICIENCY  
AND RESOURCES MANAGEMENT COUNCIL

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## COST PROPOSAL

*RFP Number EERMC-2020-01*

### *Policy & Program Planning Consultant Services*

**August 3, 2020**





**Matt Siska, Principal**  
Matt.siska@gdsassociates.com  
direct 603-391-0035  
cell 603-657-5773

August 3, 2020

Ms. Becca Trietch  
Rhode Island Office of Energy Resources  
One Capitol Hill 4<sup>th</sup> Floor  
Providence, Rhode Island 02908

**RE: EERMC-2020-01 Policy & Program Planning Consultant Services – Cost Proposal**

Dear Ms. Trietch:

GDS Associates, Inc. (“GDS”) in partnership with Demand Side Analytics and Johnson Consulting Group (herein referred to as the “GDS Team”) is pleased to submit the enclosed cost proposal to the Rhode Island Energy Efficiency and Resources Management Council (“EERMC”) to support the EERMC in its review and oversight of energy efficiency and system reliability programs and initiatives proposed and administered by the electric and gas distribution company.

The GDS Team has presented the following costs for both the Task Sheet pages and the All-inclusive page for one year of the contract (2021) as requested in the RFP. The total proposed price for both contract years will total \$1,311,720 and represents an efficiency gain in the second year that reduces the number of man hours required by approximately 10%. Upon request, we are happy to share a full disaggregation of task hours for both contract years, but have shown the following as one year.

I am authorized to make representations on GDS’ behalf with EERMC. Rich Hasselman, Managing Director at GDS, will serve as the point of contact regarding any questions concerning our proposed scope of work or qualifications. Mr. Hasselman can be reached at (608) 354-0192 or via email at [rich.hasselmann@gdsassociates.com](mailto:rich.hasselmann@gdsassociates.com). You may also contact Josh Duckwall at (770) 799-2437 or [josh.duckwall@gdsassociates.com](mailto:josh.duckwall@gdsassociates.com). We are excited about the prospect of working with EERMC and look forward to answering any questions you might have regarding our proposed approach and our team’s qualifications and experience.

Sincerely,

Matt Siska  
Principal



## Cost Proposal Task Sheets

Offeror's Name: GDS Associates, Inc.

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

<b>TASK 1</b>			
<b>LABOR COSTS (Year One)</b>			
<i>Subcontractor or Team Member Name and/or Job Title</i>	<i>Hourly Rate</i>	<i>Estimated Hours</i>	<i>Evaluated Price (Hourly Rate * Estimated Hours)</i>
<b><i>GDS Associates, Inc.</i></b>			
Matt Siska, Principal	\$240.00	15	\$3,600.00
Rich Hasselman, Managing Director	\$243.00	320	\$77,760.00
Jeffrey Huber, Managing Director	\$243.00	80	\$19,440.00
Josh Duckwall, Project Manager	\$195.00	160	\$31,200.00
Warren Hirons, Project Manager	\$195.00	80	\$15,600.00
Kaytie Harrah, Project Consultant	\$155.00	20	\$3,100.00
Melissa Young, Engineer	\$132.00	20	\$2,640.00
Mike Coty, Analyst	\$130.00	0	\$0.00
Alyssa Gianotti, Associate Engineer	\$115.00	10	\$1,150.00
<b><i>Demand Side Analytics</i></b>			
Jesse Smith, Partner	\$195	120	\$23,400.00
Josh Bode, Partner	\$195	40	\$7,800.00
Alana Lemarchand, Partner	\$195	40	\$7,800.00
Adriana Ciccone, Principal Consultant	\$175	10	\$1,750.00
Steve Morris, Senior Quantitative Analyst	\$145	10	\$1,450.00
Mark Noll, Senior Quantitative Analyst	\$145	20	\$2,900.00
Katherine Burley, Quantitative Analyst	\$125	30	\$3,750.00
<b><i>Johnson Consulting Group</i></b>			
Katherine Johnson, President	\$185	180	\$33,300.00
Corine Mahon, Project Manager	\$85	120	\$10,200.00
Diane Mahon, Project Coordinator	\$80	140	\$11,200.00
<b>Additional Expenses That Are Not Included In Hourly Rate</b>			
<b>Description of Expense</b>			<b>Price</b>
<b>Total Task Price:</b>			<b><u>\$258,040.00</u></b>

<b>TASK 2</b>			
<b>LABOR COSTS (Year One)</b>			
<i>Subcontractor or Team Member Name and/or Job Title</i>	<i>Hourly Rate</i>	<i>Estimated Hours</i>	<i>Evaluated Price (Hourly Rate * Estimated Hours)</i>
<b><i>GDS Associates, Inc.</i></b>			
Matt Siska, Principal	\$240.00	15	\$3,600.00
Rich Hasselman, Managing Director	\$243.00	60	\$14,580.00
Jeffrey Huber, Managing Director	\$243.00	80	\$19,440.00
Josh Duckwall, Project Manager	\$195.00	75	\$14,625.00
Warren Hirons, Project Manager	\$195.00	40	\$7,800.00
Kaytie Harrah, Project Consultant	\$155.00	20	\$3,100.00
Melissa Young, Engineer	\$132.00	15	\$1,980.00
Mike Coty, Analyst	\$130.00	15	\$1,950.00
Alyssa Gianotti, Associate Engineer	\$115.00	15	\$1,725.00
<b><i>Demand Side Analytics</i></b>			
Jesse Smith, Partner	\$195.00	40	\$7,800.00
Josh Bode, Partner	\$195.00	60	\$11,700.00
Alana Lemarchand, Partner	\$195.00	20	\$3,900.00
Adriana Ciccone, Principal Consultant	\$175.00	20	\$3,500.00
Steve Morris, Senior Quantitative Analyst	\$145.00	20	\$2,900.00
Mark Noll, Senior Quantitative Analyst	\$145.00	0	\$0.00
Katherine Burley, Quantitative Analyst	\$125.00	0	\$0.00
<b><i>Johnson Consulting Group</i></b>			
Katherine Johnson, President	\$185.00	150	\$27,750.00
Corine Mahon, Project Manager	\$85.00	180	\$15,300.00
Diane Mahon, Project Coordinator	\$80.00	180	\$14,400.00
<b>Additional Expenses That Are Not Included In Hourly Rate</b>			
<b>Description of Expense</b>			<b>Price</b>
<b>Total Task Price:</b>			<b><u>\$156,050.00</u></b>

<b>TASK 3</b>			
<b>LABOR COSTS (Year One)</b>			
<i>Subcontractor or Team Member Name and/or Job Title</i>	<i>Hourly Rate</i>	<i>Estimated Hours</i>	<i>Evaluated Price (Hourly Rate * Estimated Hours)</i>
<b><i>GDS Associates, Inc.</i></b>			
Matt Siska, Principal	\$240.00	15	\$3,600.00
Rich Hasselman, Managing Director	\$243.00	80	\$19,440.00
Jeffrey Huber, Managing Director	\$243.00	60	\$14,580.00
Josh Duckwall, Project Manager	\$195.00	80	\$15,600.00
Warren Hirons, Project Manager	\$195.00	20	\$3,900.00
Kaytie Harrah, Project Consultant	\$155.00	20	\$3,100.00
Melissa Young, Engineer	\$132.00	20	\$2,640.00
Mike Coty, Analyst	\$130.00	0	\$0.00
Alyssa Gianotti, Associate Engineer	\$115.00	0	\$0.00
<b><i>Demand Side Analytics</i></b>			
Jesse Smith, Partner	\$195.00	40	\$7,800.00
Josh Bode, Partner	\$195.00	50	\$9,750.00
Alana Lemarchand, Partner	\$195.00	50	\$9,750.00
Adriana Ciccone, Principal Consultant	\$175.00	30	\$5,250.00
Steve Morris, Senior Quantitative Analyst	\$145.00	20	\$2,900.00
Mark Noll, Senior Quantitative Analyst	\$145.00	20	\$2,900.00
Katherine Burley, Quantitative Analyst	\$125.00	20	\$2,500.00
<b><i>Johnson Consulting Group</i></b>			
Katherine Johnson, President	\$185.00	80	\$14,800.00
Corine Mahon, Project Manager	\$85.00	80	\$6,800.00
Diane Mahon, Project Coordinator	\$80.00	80	\$6,400.00
<b>Additional Expenses That Are Not Included In Hourly Rate</b>			
<b>Description of Expense</b>		<b>Price</b>	
<b>Total Task Price:</b>		<b>\$ <u>131,710.00</u></b>	

<b>TASK 4</b>			
<b>LABOR COSTS (Year One)</b>			
<i>Subcontractor or Team Member Name and/or Job Title</i>	<i>Hourly Rate</i>	<i>Estimated Hours</i>	<i>Evaluated Price (Hourly Rate * Estimated Hours)</i>
<b><i>GDS Associates, Inc.</i></b>			
Matt Siska, Principal	\$240.00	15	\$3,600.00
Rich Hasselman, Managing Director	\$243.00	60	\$14,580.00
Jeffrey Huber, Managing Director	\$243.00	50	\$12,150.00
Josh Duckwall, Project Manager	\$195.00	80	\$15,600.00
Warren Hirons, Project Manager	\$195.00	20	\$3,900.00
Kaytie Harrah, Project Consultant	\$155.00	20	\$3,100.00
Melissa Young, Engineer	\$132.00	20	\$2,640.00
Mike Coty, Analyst	\$130.00	20	\$2,600.00
Alyssa Gianotti, Associate Engineer	\$115.00	20	\$2,300.00
<b><i>Demand Side Analytics</i></b>			
Jesse Smith, Partner	\$195.00	80	\$15,600.00
Josh Bode, Partner	\$195.00	50	\$9,750.00
Alana Lemarchand, Partner	\$195.00	40	\$7,800.00
Adriana Ciccone, Principal Consultant	\$175.00	25	\$4,375.00
Steve Morris, Senior Quantitative Analyst	\$145.00	20	\$2,900.00
Mark Noll, Senior Quantitative Analyst	\$145.00	30	\$4,350.00
Katherine Burley, Quantitative Analyst	\$125.00	30	\$3,750.00
<b><i>Johnson Consulting Group</i></b>			
Katherine Johnson, President	\$185.00	75	\$13,875.00
Corine Mahon, Project Manager	\$85.00	80	\$6,800.00
Diane Mahon, Project Coordinator	\$80.00	150	\$12,000.00
<b>Additional Expenses That Are Not Included In Hourly Rate</b>			
<b>Description of Expense</b>		<b>Price</b>	
<b>Total Task Price:</b>		<b><u>\$141,670.00</u></b>	

## || All-Inclusive Price & Signature Page

**Offeror's Name:** GDS Associates, Inc.

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

**All-Inclusive Price:** \$ 687,470.00

  
\_\_\_\_\_  
Signature of Authorized Person

August 3, 2020  
\_\_\_\_\_  
Date

Matt Siska, Principal  
\_\_\_\_\_  
Printed Name, Title

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AND RESOURCES MANAGEMENT COUNCIL

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## COST PROPOSAL

*RFP Number EERMC-2020-01*

### ***Policy & Program Planning Consultant Services***

**August 3, 2020**





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# EERMC

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AND RESOURCES MANAGEMENT COUNCIL

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## ISBE PROPOSAL

*RFP Number EERMC-2020-01*

### *Policy & Program Planning Consultant Services*

**August 3, 2020**





**Matt Siska, Principal**  
Matt.siska@gdsassociates.com  
direct 603-391-0035  
cell 603-657-5773

August 3, 2020

Ms. Becca Trietch  
Rhode Island Office of Energy Resources  
One Capitol Hill 4<sup>th</sup> Floor  
Providence, Rhode Island 02908

**RE: EERMC-2020-01 Policy & Program Planning Consultant Services – ISBE Proposal**

Dear Ms. Trietch:

GDS Associates, Inc. (“GDS”) in partnership with Demand Side Analytics and Johnson Consulting Group (herein referred to as the “GDS Team”) is pleased to submit the enclosed ISBE proposal to the Rhode Island Energy Efficiency and Resources Management Council (“EERMC”) to support the EERMC in its review and oversight of energy efficiency and system reliability programs and initiatives proposed and administered by the electric and gas distribution company.

The GDS Team includes Rhode Island certified Women-owned business, the Johnson Consulting Group. The information on the following pages is with regard to a 1-year period (2021), but over the 2-year contract period, GDS has agreed to maintain a 25% cost share with the Johnson Consulting Group per year.

I am authorized to make representations on GDS’ behalf with EERMC. Rich Hasselman, Managing Director at GDS, will serve as the point of contact regarding any questions concerning our proposed scope of work or qualifications. Mr. Hasselman can be reached at (608) 354-0192 or via email at [rich.hasselmann@gdsassociates.com](mailto:rich.hasselmann@gdsassociates.com). You may also contact Josh Duckwall at (770) 799-2437 or [josh.duckwall@gdsassociates.com](mailto:josh.duckwall@gdsassociates.com). We are excited about the prospect of working with EERMC and look forward to answering any questions you might have regarding our proposed approach and our team’s qualifications and experience.

Sincerely,

Matt Siska  
Principal



## List of ISBEs

**Offeror's Name:** Johnson Consulting Group- subcontractor to GDS Associates

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

<b>Is the offeror a State certified ISBE (MBE, WBE or Disability Business Enterprise):</b>	YES <input checked="" type="radio"/>	NO <input type="radio"/>
	If YES, provide the total dollar amount representing work that will be done by the offeror: <div style="text-align: right; margin-top: 10px;">                     \$ <u>172,825.00</u> </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
Johnson Consulting Group	1033 Lindfield Drive, Frederick MD 21702, <a href="mailto:kjohnson@johnsonconsults.com">kjohnson@johnsonconsults.com</a> ; 301 461 4865;	\$ <u>172,825.00</u>
		\$ _____
		\$ _____
		\$ _____

## Participation Rate & Signature

Offeror's Name:	GDS Associates, Inc.
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A. Total amount of dollars representing work that will be done by the ISBEs:	\$ <u>172,825.00</u>
B. All-Inclusive Price Listed in the Cost Proposal:	\$ <u>687,470</u>
ISBE Participation Rate (=A/B):	<u>25</u> %

  
\_\_\_\_\_  
Signature of Authorized Person

August 3, 2020  
\_\_\_\_\_  
Date

Matt Siska, Principal  
\_\_\_\_\_  
Printed Name, Title

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## ISBE PROPOSAL

*RFP Number EERMC-2020-01*

### *Policy & Program Planning Consultant Services*

**August 3, 2020**

