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### **ADDENDUM NO. 3**

## **Hometown Connections Request for Proposal AMI Solution**

**REF #: HCI\_AMIRFP\_2846**

### **RESPONSES TO QUESTIONS**

- Submitted by Email to Susan Ryba, [sryba@hometownconnections.com](mailto:sryba@hometownconnections.com)

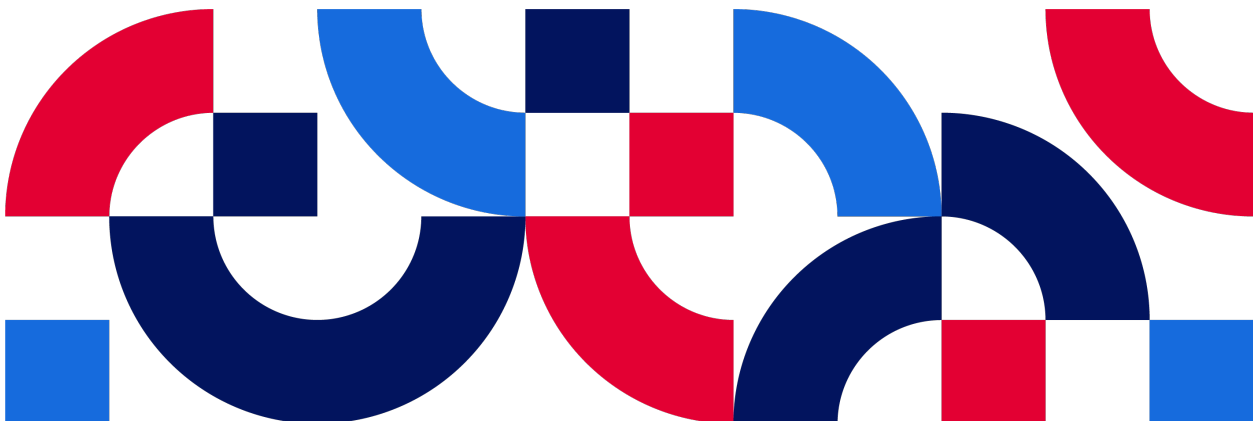
Release Date: February 7, 2020

Addendum No. 3 Date: March 13, 2020

**Revised Deadline for Submission: April 3, 2020**

Issued by:

Hometown Connections, Inc.  
12081 W. Alameda Parkway, #464  
Lakewood, Colorado 80226



## HCI\_AMIRFP\_2846 ADDENDUM NO. 3

### QUESTIONS SUBMITTED BY EMAIL FROM MARCH 5-13, 2020

#### Question 1:

- a) Will the successful bidder hold 1 contract directly with HCI for all participating APPA members or will the bidder hold multiple individual contracts with each APPA member that participates in the AMI/MDMS offering?

**Answer:**

One contract directly with HCI.

- b) Will HCI be responsible for the payments due to the successful bidder from the participating APPA members or will payment be remitted directly to the bidder from each participating APPA member?

**Answer:**

HCI will be responsible for payments to bidder.

#### Question 2:

Can you provide more detail on Section 5.1? Is it an HCI requirement for exclusivity of the awarded solution nationwide?

**Answer:**

As stated in the RFP, HCI expects to be able to deliver a solution nationally to all public power utilities.

#### Question 3:

Section 5.1.1 OWNER MEMBER RFPS implies HCI is looking for exclusivity for its members. Can you please clarify if this is a requirement, or would HCI be willing to work with the vendor's existing sales rep/distribution relationships?

**Answer:**

As stated in the RFP, ideally HCI desires to be able to respond to Owner Member RFPs as the sole proposer of your solution and not be required to compete with channel partners or distributors offering the same product/service. If this will not be possible, please explain your approach and how you expect HCI to be competitive in this scenario.