# Realising the Potential of Demand-Side Response to 2025 – A Focus on Small Energy Users

## Supplier Questions and Responses

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| **Questions** | **Responses** |
| Does the definition of small energy consumers refer to domestic and SMEs? | We use the term 'small energy user' to refer to domestic and smaller non-domestic (profile classes 1-4) consumers, within which domestic users are numerically dominant over non-domestic users. Our own analysis also indicates that the large majority of non-domestic users covered by this definition are small-to-medium-sized enterprises (SMEs) (<250 employees) or micro-businesses. Some background information on non-domestic metering can be found here: https://www.gov.uk/government/uploads/system/uploads/attachment\_data/file/87894/ND17Jan\_SMIP.pdf |
| Does limited experience in conducting REAs hinder the strength of the bid? | Skills and experience requirements are as set out in section 12 of the ITT |
| Are variations from the stated seven-stage REA approach acceptable? | Methodology requirements are as set out in section 4 of the ITT |
| Is the QA plan included within the 25-page limit? | Yes |
| Is the pricing schedule included within the 25-page limit? | No |
| Should case studies be based on primary data collection (such as interviews) or from evidence collected from existing research / policies? | The REA is the main method to be adopted, but we welcome case studies that use primary data collection methods if suppliers deem that specific research questions can be answered more fully by doing so |
| Should the findings exclude Northern Ireland but include England, Wales and Scotland? | Yes |
| Which other countries are of particular interest? | This is at the discretion of the supplier. Suppliers should design their proposed approach in the way that they consider will best meet the requirements of the project. In answering the research questions, suppliers should include an assessment of the relevance of the evidence to GB |
| How will the report be taken forward to develop options and recommendations for policy-making? | Outputs of this research will feed into work streams within the smart energy programme, the smart metering programme and decisions around innovation funding |
| Will access be given to relevant research already conducted by former-DECC and former-BIS teams that is not publicly available? | All government-funded research is published, so is publicly available on gov.uk |
| What is driving the March deadline? Can the project be delivered earlier? | The project must be completed this financial year, so the outputs must be delivered by 31st March at the latest. However, suppliers may deliver earlier than this |
| Will the report be BEIS-only branded or jointly branded with the contractor? | The report will be published in BEIS's template |
| Is the report intended as an internal document for sole use by BEIS and other Government departments? | All government-funded research is published and made publicly available on gov.uk |
| Which other departments are likely to form part of the Steering Committee for the project? | The bid review panel will be made up of BEIS officials |
| Will Phase 2 focus on a selection of the five research questions (excluding question six, which is part of Phase 1)? | As stated in section 1 of the ITT, the final outputs should address all of the research questions. However, following phase 1 a decision will be taken by BEIS in discussion with the supplier on which research questions should be prioritised for more in-depth analysis in phase two. |
| Is the main proposal limit of 25 pages exclusive of references, CVs and declarations? | Yes |
| Do you require five hard copies of all of the documents? | Five hard copies of the full bid (including all of the required documents) should be sent together but clearly separated. An electronic copy should also be emailed on or before the deadline |
| Is it acceptable for the bid to provide an indicative budget for phase two once its focus becomes clearer towards the end of phase one? | Suppliers should complete the pricing schedule for phases 1 and 2, as part of the bid will be assessed on cost-effectiveness. The budgets for each phase should not change to what is accepted at the start of the project |
| Can individuals from the same organisation be involved in separate bids if undertaken with other organisations? | All declarations are included in section 4 of the ITT - in particular, the statement of non-collusion should be signed to demonstrate that in such cases, individuals do not interact with other members of the same organisation if working in conjunction with another organisation through a different bid |