

Background: The City of Ann Arbor is seeking qualified firms to complete the tasks outlined below, that will culminate in the implementation of a Virtual Power Plant in the City's Bryant neighborhood for the Sustainable Energy Utility. The firm selected will work in deep collaboration with the City's Sustainable Energy Utility and Office of Sustainability and Innovations to complete all tasks in a timely and efficient manner and in compliance with the grant from the State of Michigan. All tasks must be completed by **October 31st, 2026**. The City anticipates the project will require near full-time dedicated work from the consultant during much of the timeframe, although workloads may vary in a particular week depending on project status. The consultant must be available to begin work immediately after contract execution given the tight timeline for the effort.

Tasks: The following are the required tasks:

1. Work with the Executive Director (ED) of the Sustainable Energy Utility (SEU) to define the scope, milestones, and timeline for deployment of the first Virtual Power Plant (VPP) in the City of Ann Arbor.
 - 1.1. Support process development to ensure grant requirements, including execution timelines, are met.
 - 1.2. Establish the VPP structure and model (program design).
2. Serve as an advisor to the Executive Director (ED) of the Sustainable Energy Utility (SEU) on best and promising practices on Virtual Power Plants (VPP) and their applicability and value to the SEU.
 - 2.1. Support decisions that ensure the VPP's policy and regulatory compliance within the context of the SEU.
 - 2.2. Interface with the SEU's rate consultant and other advisors on how the VPP impacts ratemaking and tariff design for the SEU.
 - 2.3. Collaborate with Counsel to create program documentation and agreements.
 - 2.4. In collaboration with technology consultants, help generate technical specifications for equipment to ensure future interoperability.
 - 2.5. As needed, advise on other related utility market and technological opportunities and considerations related to the implementation of the VPP.
3. VPP Project Management and Resource Procurement.
 - 3.1. Project Management: Manage the SEU's first VPP development, focused on identifying and procuring initial resources to be aggregated.
 - 3.2. Subcontractor Procurement: Identify and vet necessary subcontractors and vendors, and create detailed RFPs for their services.
 - 3.3. Vendor Selection: Assist in the vendor selection process and provide technical and strategic guidance during the evaluation phase.
 - 3.4. Support Monitoring and Reporting of Program Performance
4. Utility Interfacing: Support the SEU Executive Director in negotiations and communications with DTE Electric Co. (or resource buyers) to secure necessary agreements for the VPP's successful operation. Identify critical terms including

resource definition, measurement and verification, valuation, payment structure, interconnection, etc.

5. Attend weekly check-ins with the City of Ann Arbor SEU team to make sure all elements of this project are moving forward in a timely and holistic fashion.