How E Source Can Help You Streamline the Requisition Creation and Discovery Process

By Gabe Cuadra
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We know you have big goals: You want to achieve your savings targets, optimize your brand, create a seamless customer experience (CX), and sell solutions that help solve the unique challenges of today's energy market.

We also know that big goals require time-consuming, unglamorous steps—like writing or searching for requisitions. These can easily bog you down and slow your progress toward achieving your objectives.

How E Source can streamline your processes

Years ago, to address these unique challenges, we designed E Source Energy RFP—our searchable, interactive database that catalogs thousands of current and archived requests for proposal (RFPs), requests for information, and requests for quotation issued by utilities and regional energy-efficiency organizations. Energy RFP captures publicly available requisitions and funding opportunities, with a focus on three main topics: energy efficiency, marketing, and CX. All of the requisitions in the tool are published by utilities, efficiency organizations, utility commissions, and state agencies.

Vendors that are looking for new opportunities use Energy RFP to find hard-to-track requisitions, which allows them to spend more time on responding to requisitions as opposed to finding them. We've heard from existing Energy RFP users that the tool has helped them identify actionable RFPs the day they're released.

Utilities, on the other hand, use Energy RFP—which houses over 2,000 archived requisitions—to streamline preparing their own proposals. For example, customers use the tool to develop requisition language that's representative of what most utilities use when they solicit marketing and advertising services for their energy-efficiency programs.

New features bring new opportunities

We're adding some valuable upgrades that make the tool even more powerful:

• *Email alerts.* Beginning next week, users can sign up for emails that alert them within 24 hours of a new requisition being added to the database. These users can browse the newest opportunities directly in their inbox rather than rely on search.

• *CSV export.* For those searching in the tool for archived requisitions, the CSV export function allows users to export search results into a sortable spreadsheet that includes the program administrator, RFP title, requisition type, state, and close date.

• *Saved search.* Once a user determines the perfect combination of filters and keywords, they can save. If we enter a new requisition that fits the search's criteria, it will automatically be added the next time the user selects that saved search.

Whether you're a utility looking for inspiration or a vendor looking to streamline your processes, Energy RFP can help. It's just one of a suite of tools that are available to both E Source utility subscribers as well as energy solution providers. For more information, visit the About Energy RFP page or contact us to set up a demo.

About the author

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Gabe Cuadra updates and draws insights from E Source's demand-side management (DSM) tools and databases, in particular E Source DSMdat and E Source DSM Evaluation Library. Through this work, he helps customers discover innovative offerings and track industry trends. Gabe holds a BA in mathematical economic analysis from Rice University in Houston.

Talk back!

Let us know what you think. If you want to weigh in or chat about this topic, just email Sannie Sieper, E Source director of marketing.

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