

	Questions	Supplier type of Response
	Company Background and Credentials	
1	Legal entity with whom XYZ would contract for these goods/services (please provide name, company registration number, country)	[insert text]
2	Key contact person for the ABC project:	
3	Name	[insert text]
4	Email address	[insert text]
5	Telephone number	[insert text]
6	Secondary contact person for the ABC project	
7	Name	[insert text]
8	Email address	[insert text]
9	Telephone number	[insert text]
10	Numbers of years trading?	[insert text]
11	Please provide an overview of scale and scope of your operations (company size, geographical presence, etc.)	[insert text / Attach detail]
12	Please provide information on previous and current experience in working with the utility sector	[insert text]
13	Please provide information on previous and current experience in working with sectors related to utility	[insert text]
14	Please provide a minimum of 5 revenue generating references where you have implemented your technology using one or more of the following energy relevant devices: Heat pumps Solar PV Batteries	[insert text / Attach detail]

	Night Storage Hetaers Electric vehicles	
Commercial Information		
15	Please provide details about your software license structure (i.e. revenue based, fixed price p.a., etc.)	[insert text / Attach detail]
16	In case your license structure is revenue based, how would you calculate revenues?	[insert text / Attach detail]
17	Please provide details about your offering: i.e. do you offer IaaS, SaaS, PaaS? Please include proposed solution structure details (include cost structure for proposed offering)	[insert text / Attach detail]
18	Is your platform available as a Software as a Solution?	[YES-NO / Attach detail]
19	If the answer to the previous question is YES, is your data centre hosted within the European Union / European Union legislation?	[YES-NO / Attach detail]
20	If your solution is SaaS, what platform is your solution hosted on?	[insert text / Attach detail]

21	What is your customer uptime per month (in relation to your SaaS services)?	[insert text / Attach detail]
22	Are there other costs beyond those mentioned above that could come into play in future developments and implementation should XYZ require them?	[insert text / Attach detail]
23	Please provide details, if any, of existing relationship with XYZ and, if so, how would those affect the overall collaboration with XYZ?	[insert text / Attach detail]
24	Are licensing costs applicable to all geographies, or would additional costs be incurred by developing/running in multiple territories?	[insert text / Attach detail]
Hardware and hardware related		
25	Provide an overview of the devices/assets (by types and brands) your solution has connected to?	[insert text / Attach detail]
26	How quickly can you create new device/asset drivers for a device/asset that you haven't yet connected to? Assets can be, for instance, PVs, batteries, heat pumps, CHPs, etc.	[insert text / Attach detail]

27	What is the average effort in man days for integrating a new device based on your past experience?	
28	Is your hardware/gateway CE certified?	[insert text / Attach detail]
29	What training is required by the installer to install your gateway?	[insert text / Attach detail]
30	What kind of support are you able to provide to aid installers during the installation process?	[insert text / Attach detail]
IT: testing and training		
31	How would you carry out test and QA environments?	[insert text / Attach detail]
32	How many hours/days are included for any training required? What kind of training is included e.g, online, f2f etc.	[insert text / Attach detail]
Product and product development		

33	What is the deployment process for new features? How often are new functionalities delivered? Are new functionalities available to all customers immediately, or are there dependencies to the licensing model?	[insert text / Attach detail]
34	Is there a support function for your software, or an active development support community?	[insert text / Attach detail]
35	Is there a future development roadmap for your solution? How flexible is your roadmap and development process to adjust to market demands and customer feedback?	[insert text / Attach detail]
36	What aspects of your software are open source, and what implications can this create e.g. IP, security	[insert text / Attach detail]
37	Do you do external security audits and if so how frequently?	[insert text / Attach detail]
38	Do you hold ISO 27001 certification and SOC 2 Type II Reporting or similar.	[insert text / Attach detail]

39	Does your solution provide aggregation services? If so, provide evidence of where you have delivered: Peer-to-peer energy trading Energy communities Virtual power plants	[insert text / Attach detail]
40	Is your platform device agnostic?	[insert text / Attach detail]
41	How scalable is your platform?	[insert text / Attach detail]
Product - Customer App		
42	Please provide an overview of all the features of your end customer application (both browser and mobile device)	[insert text / Attach detail]
43	What standard reports come with your solution	[insert text / Attach detail]
44	Can your customer App be white labeled?	[YES-NO / Attach detail]

45	Is your App available in both iOS and Android?	[YES-NO / Attach detail]
46	What versions of IOS and Android are you able to support (current version and how many previous versions back on average)	[insert text / Attach detail]
47	How's your App development team internally structured? (i.e. one single team, one team for each operating system, etc.)	[insert text / Attach detail]
48	Can the customer demand be viewed through a web interface?	[insert text / Attach detail]
49	Can the solution connect to a smart speaker (alexa, apple home, google assist)?	[insert text / Attach detail]
Product - Optimisation		
50	Do you optimise the energy relevant devices? If so, provide customer examples of where you've delivered optimisation	[insert text / Attach detail]

51	Do you apply AI/machine learning technologies to continuously improve optimization methods? If so, please describe the methodologies and the general approach on optimization	
52	Can your solution deliver optimisation based on the following outcomes; CO2 reduction independence from the grid Cost savings	[insert text / Attach detail]