

# PECO DSP III

## *September 2015*

### *Solicitation*

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**4 August 2015 – Philadelphia, PA**

# Disclaimer

Any statements herein describing or referring to documents and agreements are summaries only, and are **qualified in their entirety** by reference to such governing documents.

- These governing documents are:
  - Commission Opinion and Order related to PECO's Third Default Service Program ("DSP III") in Docket No. P-2014-2409362 and dated December 4, 2014
  - RFP Rules (posted July 27, 2015)
  - PECO Energy Company Pennsylvania Default Service Supplier Master Agreement ("Uniform SMA") (posted July 27, 2015)

**Please see the RFP website for complete documentation**  
<http://www.pecoprocurement.com/>

# NERA is the Independent Evaluator

- To ensure a transparent process for the RFP, PECO Energy Company has hired **NERA to be the third-party Independent Evaluator for the solicitations**
- NERA's role is:
  - To be the main point of contact with RFP Bidders
  - To ensure the RFP Rules, as approved by the PUC, are followed
  - To ensure Bidder Qualifications are evaluated equitably and fairly
  - To evaluate Bids on a price-only basis
  - To present the results to the Commission

# Agenda

- Overview of DSP III and this Solicitation
- Contract and Rates
- RFP Process Details
- RFP Website
- Questions

# Overview of DSP III Products in this Solicitation



# DSP III Overview

- Default Service customers are those who:
  - do not elect to take service from an EGS or
  - return to PECO after receiving service from an EGS
- Four (4) solicitations to procure Default Service Supply will be held in March and September of 2015 and 2016
- Supply procured generally for the period **June 1, 2015 to May 31, 2017** but some contracts extend to November 2018
- **Full requirements service** includes energy, capacity, ancillary services, certain transmission services, and Alternative Energy Portfolio Standard ("AEPS") requirements

# Four Customer Classes

<b>Class</b>	<b>Description</b>	<b>Criteria</b>
<b>RES</b>	Residential	All Residential Customers
<b>SC</b>	Small Commercial	Less than 100 kW of annual peak demand
<b>MC</b>	Medium Commercial	Between 100 kW and 500 kW of annual peak demand
<b>LC&amp;I</b>	Large Commercial and Industrial	500 kW or greater of annual peak demand

# Product Characteristics for RES, SC and LC&I Classes

Class	Basis	Contract Lengths	Procurement Frequency
RES	<p><b>Fixed Price</b></p> <p>Supplier is paid on the basis of:</p> <ul style="list-style-type: none"> <li>Supplier's average winning bid price for each MWh of load served</li> <li>Price is an all-in price</li> </ul>	Laddered and overlapping one-year and two-year products	Twice a year
SC		Laddered and overlapping one-year products	Twice a year
LC&I	<p><b>Spot Price</b></p> <p>Supplier is paid on the basis of:</p> <ul style="list-style-type: none"> <li>Energy priced to PJM's Day-Ahead spot market (PECO zone)</li> <li>Capacity obligations priced to RPM</li> <li>Supplier's average winning bid price for each MWh of load served</li> </ul>	One-year	Once a year



# MC Class will transition from Fixed-Price to Spot-Price

- PECO will procure a fixed-price product with a six-month term in this solicitation
- PECO is implementing and testing the necessary systems to transition the products for the MC Class from a **fixed-price** basis to a **spot-price** basis, which will affect the product schedule
- Depending when systems are ready PECO **will either**:
  - procure a spot-price product with a 12-month term in the March 2016 Solicitation; or
  - procure a fixed-price product with a six-month term in the March 2016 Solicitation and a spot-price product for a six-month term in the September 2016 Solicitation
- Notice will be given to Suppliers as early as practicable

# DSP III Tranches

- Default Load for each Class is divided into a number of **tranches**, each representing a fixed percentage of the Default Load for the Class

Class	Total Tranches	% Size of a Tranche	Total Peak (MW)	Default Peak (MW)	MW-Measure of a Tranche
RES	62	1.60%	3,492.24	2,249.83	36.29
SC	24	4.17%	1,391.23	567.27	23.64
MC	12	8.33%	1,017.10	156.10	13.01
LC&I	8	12.50%	2,495.70	70.53	8.82

Note. Last block purchased under DSP I expires December 2015; PECO continues to serve 1.06% of the Default Load of the RES Class

# Products in this Solicitation

- A product has three **labels**: the Class, the length of the supply period, and the start of the supply period
- **Products** for all Classes procured in this solicitation:
  - RES-12-Dec15, RES-24-Dec15, RES-17-Jan16
  - SC-12-Dec15
  - MC-6-Dec15
- **Load caps**: a Default Supplier cannot supply more than **50%** of Default Load **for a Class** at any point in time
- The tranches won by an RFP Bidder in **DSP II count** against the load cap in a Class

# Residential Products

Products	Available Tranches	Load Caps Apply to an RFP Bidder When an RFP Bidder Has:	Load Caps for RES Class Dec 15 products	Load Caps for RES Class
RES-12-Dec15	12	Won more than 18 <b>RES-18-Dec14 and RES-24-Dec14</b> tranches under DSP II and <b>RES-12-Jun15, RES-18-Jun15 and RES-24-Jun15</b> under DSP III	30 less <b>RES-18-Dec14 and RES-24-Dec14</b> tranches won under DSP II and <b>RES-12-Jun15, RES-18-Jun15, RES-24-Jun15</b> won under DSP III	31 less <b>RES-18-Dec14 and RES-24-Dec14</b> tranches won under DSP II and <b>RES-12-Jun15, RES-18-Jun15, RES-24-Jun15</b> won under DSP III
RES-24-Dec15	9	Won more than 21 <b>RES-18-Dec14 and RES-24-Dec14</b> tranches under DSP II and <b>RES-12-Jun15, RES-18-Jun15 and RES-24-Jun15</b> under DSP III		
RES-17-Jan16	2	Won more than 29 <b>RES-18-Dec14 and RES-24-Dec14</b> tranches under DSP II and <b>RES-24-Jun15</b> under DSP III		

# Load Caps in this Solicitation – SC and MC Products

Products	Available Tranches	Load Caps Apply to an RFP Bidder When an RFP Bidder Has:	Load Caps
<b>SC-12-Dec15</b>	12	Won SC tranches in the March 2015 Solicitation	12 less SC tranches won in the March 2015 Solicitation
<b>MC-6-Dec15</b>	12	Load Caps always apply	6

# Schedule

MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY
<b>August</b>				
10	11	12	13	14
			Part 1 Window Opens	
17	18	19	20	21
				Part 1 Date (Part 1 Window Closes)
24	25	26	27	28
		Part 1 Notification Date	Part 2 Window Opens	
<b>September</b>				
31	1	2	3	4
	Bid Submission Training		Part 2 Date (Part 2 Window Closes)	
7	8	9	10	11
	Part 2 Notification Date	Bid Date (Bids are Due)	IE provides its report to the Commission	Commission Decision (close of business)

# PUC Approval Process

- RFP results are **contingent on final PUC approval**
- Independent Evaluator submits confidential report on winning bids to PUC on the day after Bid Date
- The PUC will issue a decision within **one business day** of receipt of confidential report
- Information regarding solicitation released within 15 days of the close of the solicitation

# Proposal Process is Online

- Part 1 and Part 2 Proposal will be submitted through **online forms**
- **Completely online** (almost!)
  - Provide required information
  - Upload supporting documents
  - Upload scanned signature pages (“Inserts”)
  - **Hardcopy only for Pre-Bid Letter of Credit** required by the Part 2 Proposal
- Suppliers that request an account (and returning RFP Bidders) will receive an **Addendum to the RFP Rules** that provides additional instructions for completing and submitting the online forms



# Accessing the Proposal Website

- The URL for the proposal website is [DSPproposal.com](http://DSPproposal.com)
- The site is also accessible from links on the RFP website

PECO Procurement For Default Supply

[Home](#) [Home](#)

**Supplier Information**

**Data Room**

**Calendar**

**Contact Us**

[Online Proposal Website](#)

Welcome to PECO Energy Company's ("PECO") website for the purchase of supply starting June 2015 under its third Default Service Program ("DSP III"). The Pennsylvania Public Utility Commission ("PaPUC" or "Commission") rendered a decision on PECO's DSP III (Docket No. P-2014-2409362) in its Order dated December 4, 2014.

There will be four (4) solicitations to procure Default Supply for the period June 1, 2015 through May 31, 2017 and for a portion of the requirements for the period June 1, 2017 through November 30, 2018.

There are four classes of customers (residential, small commercial, medium commercial, as well as large commercial and industrial). Default Supply is procured through a Request for

[Click here for the Online Proposal Website](#)

**Contact Us**

**Important Dates:**

- ❖ Thu 2/5/2015 - Guaranty Process Submissions Due
- ❖ Fri 2/13/2015 - Bidder Information Webcast

## 3 Steps to Get Started

# Step 1. Request an Account

HOME **GET ACCOUNT** PART 1 PROPOSAL INSERTS

Get Account

Fields marked with an \* are required

Name: \*

Company: \*

E-Mail: \*

Position/Title:

Phone Number: \*

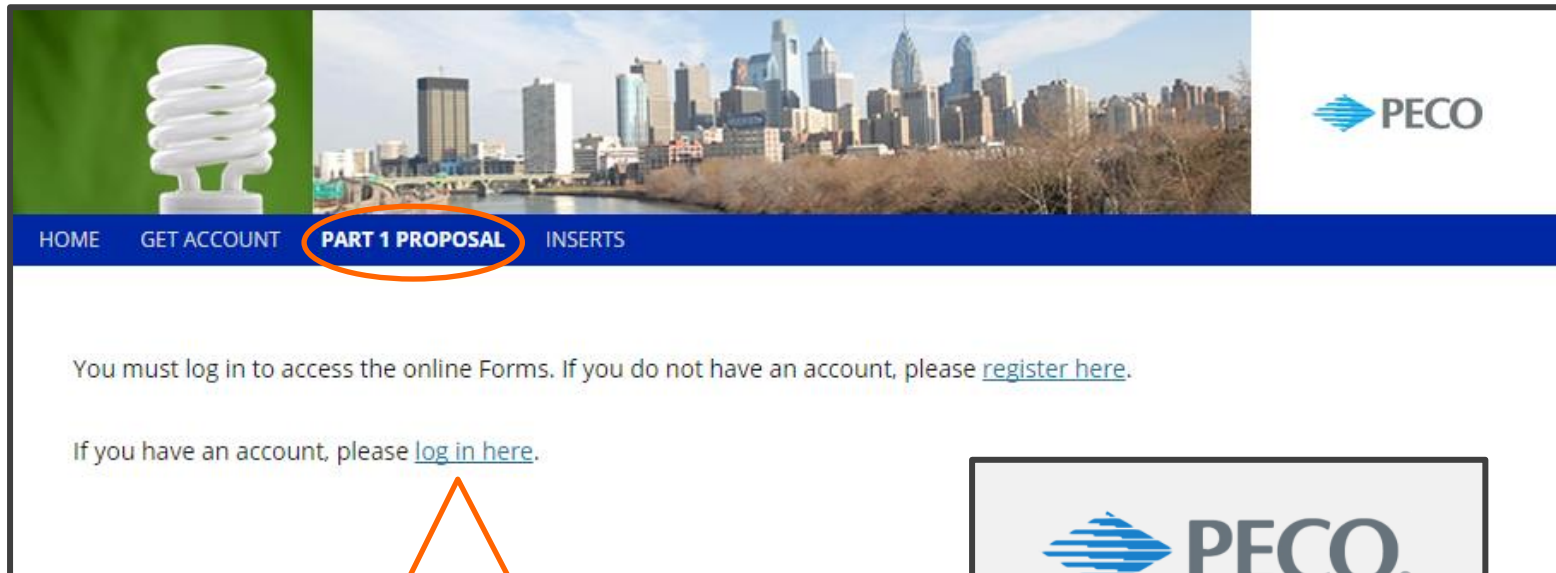
Alternate Phone Number:

Submit

**Fill out required fields and click submit**

Suppliers that already have an account do not need to submit a new request

# Step 2. Log In



**Click on “log in here”  
and enter your login  
credentials on the  
login page**

A screenshot of the PECO login form. The form is white with a grey border. At the top left is the PECO logo. Below it are two input fields: 'Username' and 'Password'. Below the 'Password' field is a checkbox labeled 'Remember Me'. To the right of the checkbox is a blue 'Log In' button. At the bottom left of the form is a link: '← Back to PECO DSP Proposal'.

# Step 3. Download the Inserts

HOME GET ACCOUNT PART 2 PROPOSAL **INSERTS**

## Inserts

**“Inserts”** are separate forms in Microsoft Word format posted to the online proposal website. Insert, sign the Insert (and have the signature notarized when instructed), scan the signed and completed Insert, and upload the scanned Insert to the online Form.

### Part 1 Inserts

The Inserts are numbered, please refer to the numbering in the form to ensure you have the proper insert.

**New RFP Bidders** should download this file:

[P1 Inserts for New Bidders](#)

RFP Bidders who have **previously qualified but are not current Default Suppliers** serving tranches won under DSP III (**Prev-Qual not DS**):

[P1 Inserts for Prev Qual-Not DS](#)

RFP Bidders who are **current Default Suppliers** serving tranches won under DSP III (**DS**):

[P1 Inserts for DS](#)

**Inserts are separate forms in MS Word required to complete your proposal**

**New RFP Bidders download**

**Prev Qual – Not DS download**

**DS download**

# Contract and Rates



# Contract under DSP III

- Under DSP III, PECO uses the **Uniform SMA** developed through the uniform procurement process envisioned by the Commission
- Allocation of risk and responsibilities are generally consistent with the prior Default Service SMAs from DSP I and DSP II
- While the SMA is uniform, some EDC-specific provisions are included
  - Assign responsibility for **generation deactivation charges** to PECO (charges will be collected through its non-bypassable transmission rate)

# Credit Requirements

- For **fixed-price products**, credit exposure to PECO is based on Mark-to-Market exposure calculations net of Accounts Receivable / Accounts Payable to Supplier
- Performance assurance requirements will depend upon a credit evaluation using criteria specified in the Uniform SMA
- Standard Guaranty and Post-Bid Letter of Credit provided as exhibits to Uniform SMA

# AEPS Requirements

- Default Suppliers are responsible for providing **Alternative Energy Credits (“AECs”)** during the term of the Uniform SMA
- Each AEC is issued for each MWh of generation from a qualified alternative energy system
- Each Default Supplier specifies the average cost for Non-Solar Tier I, Solar Tier I and Tier II AECs as part of the Transaction Confirmation process

		Percent of Total Retail Electric Sales		
Reporting Year	Time Period	Tier I	Solar Tier I	Tier II
10	6/1/15 – 5/31/16	5.50%	0.2500%	8.20%
11	6/1/16 – 5/31/17	6.00%	0.2933%	8.20%
12	6/1/17 – 5/31/18	6.50%	0.3400%	8.20%
13	6/1/18 – 5/31/19	7.00%	0.3900%	8.20%



# PECO's Allocation of Separately Procured AECs

- Under the Uniform SMA, a Default Supplier's AEPS obligation will be reduced by the number of AECs allocated to the Default Supplier in the Transaction Confirmation
  - **Prior to the opening of the Part 1 Window** in each solicitation, PECO announces the allocation of AECs to each tranche (see next slide)
  - Any PECO AECs allocated to Default Supplier's AEPS Obligation remain the property of PECO and are not transferred to the Supplier

# PECO's Allocation of Separately Procured AECs for this Solicitation

- AECs will be allocated to each tranche as follows:

Product	Time Period	Tier I (non-solar) AECs per Tranche	Tier I (solar) AECs per Tranche	Tier II AECs per Tranche
RES-12-Dec15	12/1/15 – 5/31/16	0	125	0
	6/1/16 – 11/30/16	0	151	0
RES-24-Dec15	12/1/15 – 5/31/16	0	125	0
	6/1/16 – 5/31/17	0	296	0
	6/1/17 – 11/30/17	0	175	0
RES-17-Jan16	1/1/16 – 5/31/16	0	101	0
	6/1/16 – 5/31/17	0	296	0
SC-12-Dec15	12/1/15 – 5/31/16	0	52	0
	6/1/16 – 11/30/16	0	62	0
MC-6-Dec15	12/1/15 – 5/31/16	0	33	0

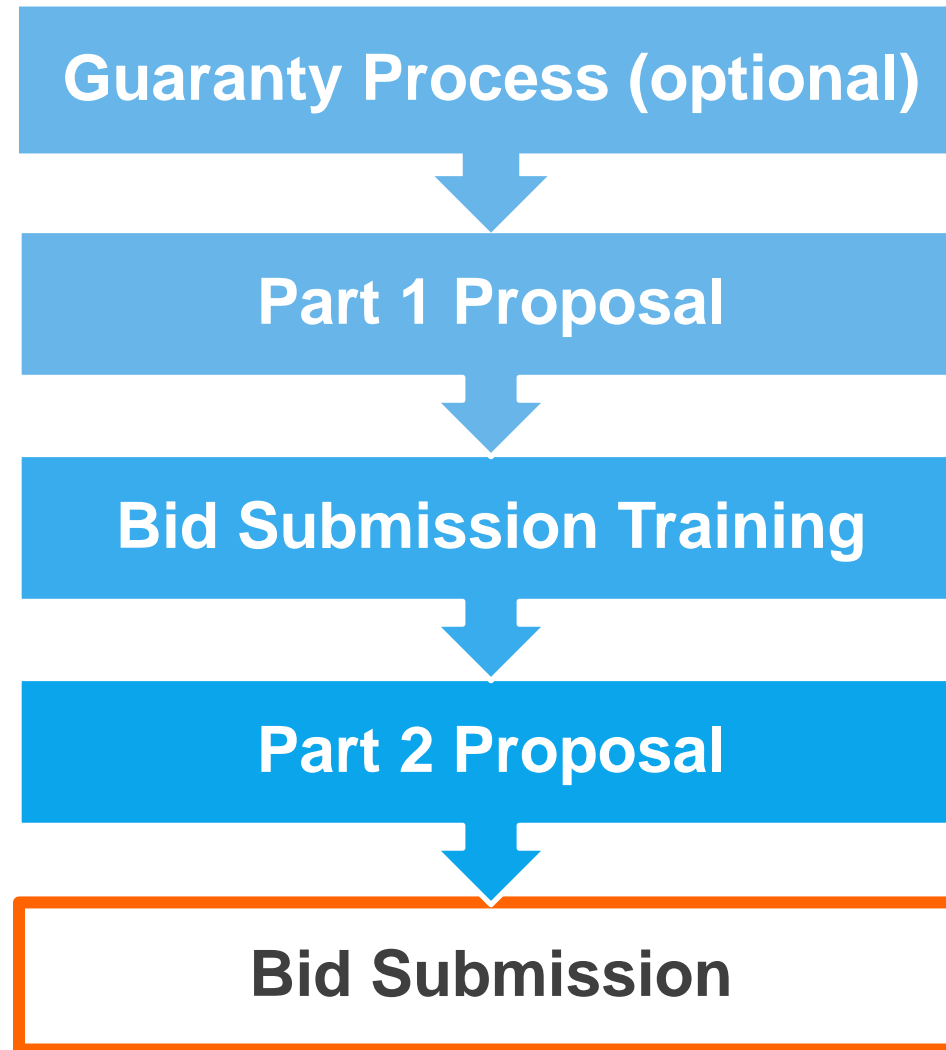
# Rate Translation: Determination of Retail Rates

- The Default Service **rates for a Class** are determined on the basis of prices determined through the RFP
- For the **RES Class**, rates through December 31, 2015 will also incorporate:
  - block energy purchases from DSP I plus any expected purchases and sales through PJM spot energy market, as PECO balances the blocks of energy and load on an hourly basis
- Rates also incorporate a quarterly true-up and administrative costs (See PECO's GSA Tariff)
- A Default Service rate calculation model is posted to the PECO website:
  - <https://www.peco.com/CustomerService/CustomerChoice/Pages/PriceToCompare.aspx>

# RFP Process Details



# Overview of RFP Process



# Guaranty Process

- RFP Bidders with corporate policies that preclude them from using the standard guaranty can submit an alternate guaranty form
- RFP Bidders may propose modifications to the standard guaranty
- **PECO will review any alternate guaranty forms and proposed modifications received before or on August 6, 2015**
- RFP Bidders will have the opportunity to elect modifications to the standard guaranty that were found acceptable during this process in the Part 1 Form

# Part 1 Proposal

- There are **three types of RFP Bidders** for the purposes of the Part 1 Proposal:
  1. **New RFP Bidders** (who have not previously qualified under DSP III)
  2. **Default Suppliers** (who have previously qualified and are currently serving tranches won under DSP III)
  3. **Prev Qual – Not DS** (who have previously qualified but are not serving tranches won under DSP III)
- **Default Suppliers and Prev Qual – Not DS** RFP Bidders **may be eligible** to use an abbreviated Part 1 Proposal Process
- The following slides outline the requirements of the Part 1 Proposal Process
  - Unless otherwise indicated, RFP Bidders participating in the abbreviated process may be asked to update or confirm the information previously provided

# Part 1 Requirements

New Bidders  
Provide

All Bidders  
provide

All Bidders  
provide

All Bidders  
provide

New and Prev  
Qual – Not DS  
(if necessary)  
provide

New Bidders  
Provide

1. **Bidder Information and Contact Information for Officer and Representative**
2. **Nominees** (optional)
3. **Certifications and Representations**
  - Bidders can submit the Part 2 representations during the Part 1 Window for early processing
4. **Financial Statements and Credit Ratings**
5. **Information to prepare the Guaranty** (if applicable)
6. **Additional requirements for Agency Agreement** (if applicable)



# Part 1 Requirements cont.

All Bidders  
provide

## 7. Modifications to the Standard Letters of Credit (LOCs)

**Good Idea! Check list before  
proposing modifications**

**Go to [Pecoprocurement.com](http://Pecoprocurement.com) →  
Supplier Information →  
Documents**

New and Prev  
Qual – Not DS  
(if necessary)  
provide

## 8. Information to prepare the SMA

# Part 1 Requirements cont.

New Bidders  
Provide

## 9. Regulatory Representations

All Bidders  
provide

## 10. Foreign RFP Bidders and Foreign Entities (if applicable)

All Bidders  
provide

## 11. Justification of Omissions

- Also space for additional uploads
- if any of the information cannot be provided, explain here to avoid a Deficiency Notice

**Part 1 Proposal Due on Friday, August 21, 2015**

# Additional Details on Roles

- **Officer of the RFP Bidder:** must be able to undertake contracts (including the Uniform SMA) and bind the RFP Bidder
- **Correspondence will be sent to the “Bidder Team”**
  - **Representative:** acts as main point of contact and receives all correspondence related to the solicitation
  - **Nominees:** Officer or Representative can designate up to three (3) authorized individuals to receive communications in addition to the Representative
    - Bidders who previously qualified or are Default Suppliers serving tranches won under DSP III must designate new Nominees (if any) for each solicitation

# Part 1 Notification

- An RFP Bidder is notified whether it has qualified to submit a Part 2 Proposal by **Wednesday, August 26, 2015** (the Part 1 Notification Date)
  
- **Contents**
  1. **Credit assessment** based on financials submitted with the Part 1 Proposal
  2. **Customized Bid Form** and instructions for bid submission
  3. **Confidential Login information** to test secure file transfer system during training and to submit Bids on the Bid Date

The Independent Evaluator may also provide with the Part 1 Notification certain Inserts and other uploads to previously qualified RFP Bidders that the RFP Bidder submitted in the prior solicitation.

# Part 2 Requirements

## Online

1. Part 2 Form
2. Certifications and Representations

**Part 2 Proposal Due  
on Thursday,  
September 3, 2015**

## Hardcopy in our Offices

3. Pre-Bid Letter of Credit

**Under DSP III**, the SMA and Guaranty are not due with the Part 2 Proposal

# Abbreviated Part 2 Process

- All RFP Bidders, even those using the abbreviated process, must meet the same **Part 2 Proposal requirements**
- RFP Bidders that aren't Default Suppliers have **additional requirements if**
  - relying on the financial standing of a **Guarantor**
  - relying on the financial standing of a **foreign entity**

# Part 2 Proposal Credit Requirements

- All RFP Bidders must submit an executed Pre-Bid Letter of Credit
  - \$250,000 per tranche bid on the fixed-price products
- Maximum amount of Pre-Bid Letter of Credit:
  - \$10.25M for fixed-price
  - Depending on load caps, not all bidders will be able to bid on all tranches
- Must use standard form, or standard form incorporating **only approved modifications** posted to the RFP website

# Completing and Submitting the Online Form





# Provide all Information Required by Form

## PART 1 FORM Default SERVICE Program REQUEST FOR PROPOSALS PART 1 DATE: August 21, 2015

Phone No.

Cell Phone No. (Optional)

Email Address

**THE OFFICER OF THE RFP BIDDER MUST DESIGNATE THE INDIVIDUAL NAMED ABOVE TO SERVE AS THE REPRESENTATIVE OF THE RFP BIDDER BY COMPLETING THE REPRESENTATIVE INSERT.** The Representative Insert is also labelled INSERT #P1-1.

REPRESENTATIVE INSERT (#P1-1)  No file selected.

**Useful Part 1 Documents:**

- Part 1 Proposal Review Process
- Addendum to the RFP Rules
- Optional Modifications to the Guaranty

Click to go to the **top** of the form. Click to go to the **bottom** of the form (Save, Submit).

**Enter information into the fields provided.**

**Upload supporting documents and Inserts**

**Save as you go**

# The Form has “Forks”

- As the form is completed, only requirements specific to each RFP Bidder will appear

*Sixth Item: Election of Entity on Whose Financial Standing the RFP Bidder Is Relying*

*PLEASE SELECT THE ENTITY UPON WHOSE FINANCIAL STANDING THE RFP BIDDER IS RELYING AS REQUIRED BY PARAGRAPH IV.2.1 OF THE RFP RULES:*

- (a) the RFP Bidder is relying on its own financial standing.
- (b) the RFP Bidder is relying on the financial standing of a guarantor.
- (c) the RFP Bidder is submitting a Proposal under an Agency Agreement and the RFP Bidder is relying on the financial standing of a Principal.

**Depending on your election, RFP Bidder specific requirements will appear below**

- Returning RFP Bidders automatically have access to a short form that includes previous information and elections

# Inserts

- **Inserts** are separate forms in Microsoft Word format posted to the “Inserts” tab of the online proposal website
  - Bidders must **complete** the Inserts and **upload** them to the spaces provided in the online form
  - Some must be **signed** and **notarized**
- RFP Bidders must download the zip file for 1 of **3 groups of Part 1 Inserts**, as applicable:
  1. P1 Inserts for New RFP Bidders
  2. P1 Inserts for Prev Qual-Not DS RFP Bidders
  3. P1 Inserts for Default Suppliers
- Inserts for Bidders in special circumstances will be included in a folder named “**Additional Inserts**” in the each zip file

# List of Part 2 Inserts

- Part 2 Inserts will become available at the **start of the Part 2 Window**
- Groupings of Part 2 Inserts will be the **same groupings** as those used for Part 1 Inserts:
  1. P2 Inserts for New RFP Bidders
  2. P2 Inserts for Prev Qual-Not DS
  3. P2 Inserts for Default Suppliers

# Upload Inserts to appropriate sections

THE OFFICER OF THE RFP BIDDER MUST DESIGNATE THE INDIVIDUAL NAMED ABOVE TO SERVE AS THE REPRESENTATIVE OF THE RFP BIDDER BY COMPLETING THE REPRESENTATIVE INSERT. The Representative Insert is also labelled INSERT #P1-1.

REPRESENTATIVE INSERT (#P1-1)  No file chosen

**This number corresponds to  
the number in the Insert file  
name**



1 Representative Insert  
(#P1-1).docx  
Microsoft Word Document

# Print, Save and Submit the Form

- Once you are ready to submit your proposal, press the “Submit” button to transmit the information to the Independent Evaluator

The screenshot shows a web form submission interface. At the top, there is a file upload section with a "Browse" button and the text "No file selected". Below this, there are three buttons: "Click to Print This Form", "Save", and "Submit". A callout box with an orange border and a speech bubble tail points to the "Click to Print This Form" button, containing the text: **Print the form to PDF or to review in hardcopy**. Another callout box with an orange border and a tail points to the "Submit" button. Below the form, there is a navigation bar with a green lightbulb icon, a cityscape image, and the PECO logo. The navigation bar contains the links: HOME, GET ACCOUNT, PART 1 PROPOSAL, and INSERTS. Below the navigation bar, the text "Thank you. Your form has been received." is displayed. An orange arrow points from the "Submit" button to the "Thank you" message.

# Proposal Review Process

- When you submit the form the Independent Evaluator will review your proposal
- During the review your account will be locked
- Once you receive a notice from the Independent Evaluator regarding the status of your proposal your account will be unlocked
- Notice will be sent to the Bidder Team by email before 6PM on day of receipt if proposal is received by 12PM (noon) or by 12PM (noon) the following day if received later

# Bid Submission Process





# What is a Bid?

- A Bid is a price in **\$/MWh** for one tranche of a product
  - Automatically **rounded** to the nearest cent
  - Binding until six (6) business days after the Bid Date
  - Must be supported by sufficient security
- Bids will be evaluated by the Independent Evaluator on a **price-only** basis

# Bid Form

Enter Prices

Running Totals

Check Load Caps

Use running totals to keep track of load cap constraints

**Bids (All Bids are in \$/MWh)**

Residential RES-12-Dec15 December 2015 - November 2016	Residential RES-24-Dec15 December 2015 - November 2017	Residential RES-17-Jan16 January 2016 - May 2017	Small Commercial SC-12-Dec15 December 2015 - November 2016	Medium Commercial MC-6-Dec15 December 2015 - May 2016
Bid (\$/MWh)	Bid (\$/MWh)	Bid (\$/MWh)	Bid (\$/MWh)	Bid (\$/MWh)
1	1	1	1	1
2	2	2	2	2
3	3		3	3
4	4		4	4
5	5		5	5
6	6		6	6
7	7		7	
8	8		8	
9	9		9	
10			10	
11			11	
12			12	

**Number of Tranches Bid**

Residential December 2015 - November 2016	Residential December 2015 - November 2017	Residential January 2016 - May 2017	Small Commercial December 2015 - November 2016	Medium Commercial December 2015 - May 2016
0	0	0	0	0

**Bidder-Specific Load Caps**

12	9	2	12	6
30				
31				

**Load Cap Status**

OK	OK	OK	OK	OK
OK				
OK				

# Process on Bid Date

- **Bids must be submitted between 10 AM and 12 PM noon on Wednesday, September 9, 2015 (Bid Date)**
  - Bids submitted online through a secure file transfer system (primary backup by fax, secondary backup encrypted email)
  - Independent Evaluator calls and confirms receipt within 15 minutes
  - **If there are errors, RFP Bidder has only until noon to correct them. RFP Bidders are encouraged to submit early for this reason!**
  - By 6 PM on the Bid Date, Independent Evaluator determines provisional winning bids, and informs RFP Bidders whether or not they are provisional winners

**RFP Bidders may participate in a training session on September 1, 2015**

# Post Bid Process

Date	Action
<b>Thursday, September 10, 2015</b>	<ul style="list-style-type: none"> <li>• <b>RFP Bidders</b> provide information to prepare the Uniform SMA and guaranty (if applicable) if not provided with the Part 1 Proposal</li> </ul>
<b>Friday, September 11, 2015</b>	<ul style="list-style-type: none"> <li>• <b>PUC</b> Issues a Decision</li> <li>• <b>Independent Evaluator</b> provides PECO with Uniform SMA and guaranty (if applicable)</li> </ul>
<b>Tuesday, September 15, 2015</b>	<ul style="list-style-type: none"> <li>• <b>PECO</b> executes transaction confirmation, the Uniform SMA and guaranty (if applicable)</li> </ul>
<b>Tuesday, September 15, 2015</b>	<ul style="list-style-type: none"> <li>• <b>PECO</b> sends Uniform SMA (including transaction confirmation) and guaranty by fax and overnight delivery service</li> </ul>
<b>Wednesday, September 16, 2015</b>	<ul style="list-style-type: none"> <li>• <b>RFP Bidders</b> execute and return the Uniform SMA (including transaction confirmation) and guaranty</li> <li>• <b>RFP Bidders</b> post additional security if needed</li> </ul>

# Information Released to Public

- Key information about prices is released 15 days after the solicitation:
  - Weighted average winning bid price by product
  - Number of tranches of each product procured

# The RFP Website



# Central Source for RFP Information

[www.pecoprocurement.com](http://www.pecoprocurement.com)

- Supplier and Regulatory documents
- Data Room with Historical Data (2006-Present)
- Calendar page for current and future solicitations
- Contact us page to register to receive email announcements
- Archive page of postings from past solicitations

# Ask a Question

- Contact Us / Ask a Question
  - RFP Bidder questions answered within 2 business days
  - New FAQs posted to RFP website every **Wednesday** (without identifying information)
    - Supplier Information / FAQs



The screenshot displays the PECO Procurement For Default Supply website. The header features a cityscape image and the PECO logo. A blue navigation bar contains the text "PECO Procurement For Default Supply". Below this, a sidebar on the left lists navigation options: Home, Background, Supplier Information, Data Room, Calendar, Contact Us (highlighted with a green box), Register, Ask a Question (circled in red), Info Session RSVP, Independent Evaluator, and Contact Info. The main content area is titled "Ask a Question" and contains the following text: "To ask a question regarding the PECO solicitations, please use our automated form below. To receive updates and information regarding the PECO solicitations directly via email, please use our automated form to [register](#) for our mailing list." Below the text are four input fields: "Name \*:", "Company \*:", "Email Address \*:", and "Question/Comment \*:". A "Submit" button is located at the bottom of the form.



# Independent Evaluator Address

- Please send your Pre-Bid Letter of Credit to us at the following address:

**NERA - Independent Evaluator  
PECO Default Service Program RFPs  
1835 Market Street, Suite 1205  
Philadelphia, PA 19103  
Phone: (215) 568-0200  
Fax: (215) 568-9358**

# Questions?