

# Bidder Information Session DSP IV March 2017 Solicitation

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#### **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 Fourth Default Service Program ("DSP IV") in Docket No. P-2016-2534980 and dated December 8, 2016
  - RFP Rules (posted January 24, 2017)
  - PECO Energy Company Pennsylvania Default Service Supplier Master Agreement ("Uniform SMA") (posted January 24, 2017)

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 IV and this Solicitation
- Contract and Rates
- RFP Process Details
- RFP Website
- Questions



# Overview of DSP IV Products in this Solicitation



#### **DSP IV 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
- Eight (8) solicitations to procure Default Service Supply will be held in March and September of each year 2017 - 2020
- Supply procured generally for the period June 1, 2017 to May
   31, 2021 but some contracts extend beyond June 2021
- Full requirements service includes energy, capacity, ancillary services, certain transmission services, and Alternative Energy Portfolio Standard ("AEPS") requirements

#### **Three Customer Classes**

 New! Under DSP IV, the MC and LC&I procurement classes have been consolidated to form the CCI Class

Class	Description	Criteria
RES	Residential	All Residential Customers
SC	Small Commercial	Less than 100 kW of annual peak demand
CCI	Consolidated Large Commercial and Industrial	100 kW or greater of annual peak demand

# Product Characteristics for RES, SC and CCI Classes

Class	Basis	Contract Lengths	Procurement Frequency	
RES	Fixed Price Supplier is paid on the basis of:	Laddered and overlapping one-year		
sc	<ul> <li>Supplier's average winning bid price for each MWh of load served</li> <li>Price is an all-in price</li> </ul>	and two-year products	Twice a year	
CCI	<ul> <li>Spot Price</li> <li>Supplier is paid on the basis of:</li> <li>Energy priced to PJM's Day-Ahead spot market (PECO_RESID_AGG zone)</li> <li>Capacity obligations priced to RPM</li> <li>Supplier's average winning bid price for each MWh of load served</li> </ul>	12 months	Once a year	

#### **DSP IV 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%	3,816.25	2,445.10	39.04
SC	24	4.17%	1,079.75	411.86	17.16
CCI	8	12.50%	3,231.64	160.66	20.08

#### **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 procured in this solicitation:
  - RES-12-Jun17 and RES-24-Jun17
  - SC-12-Jun17 and SC-24-Jun17
  - CCI-12-Jun17
- 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 III count toward the load cap in a Class

# **Residential Products and Load Caps**

Products	Available Tranches	Load Caps Apply to an RFP Bidder When an RFP Bidder Has:	Load Caps for RES Class
RES-12- Jun17	12	Won more than 19 tranches of RES-24-Dec15, RES-24-Jun16, RES-12-Dec16, and RES-24-Dec16 tranches under DSP III	31 less tranches of RES- 24-Dec15, RES-24- Jun16, RES-12-Dec16,
RES-24- Jun17	11	Won more than 20 tranches of RES-24-Dec15, RES-24-Jun16, RES-12-Dec16, and RES-24-Dec16 tranches under DSP III	and RES-24-Dec16 tranches won under DSP III

# **Commercial Products and Load Caps**

Products	Available Tranches	Load Caps Apply to an RFP Bidder When an RFP Bidder Has:	Load Caps
SC-12-Jun17	9	Won more than 3 tranches of SC-12-Dec16 under DSP III	12 less tranches of SC-12-
SC-24-Jun17	3	Won more than 9 tranches of SC-12-Dec16 under DSP III	Dec16 tranches won under DSP III
CCI-12-Jun17	8	Load Caps always apply	4

# Schedule

MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY				
February								
20	21	22	23	24				
		Part 1 Window Opens						
		March						
27	28	1	2	3				
	Part 1 Date (Part 1 Window Closes)		Part 1 Notification Date	Part 2 Window Opens				
6	7	8	9	10				
	Bid Submission Training		Part 2 Date (Part 2 Window Closes)					
13	14	15	16	17				
Part 2 Notification Date	Bid Date (Bids are Due)	IE provides its report to the Commission	Commission Decision (close of business)					

#### **PUC Approval Process**

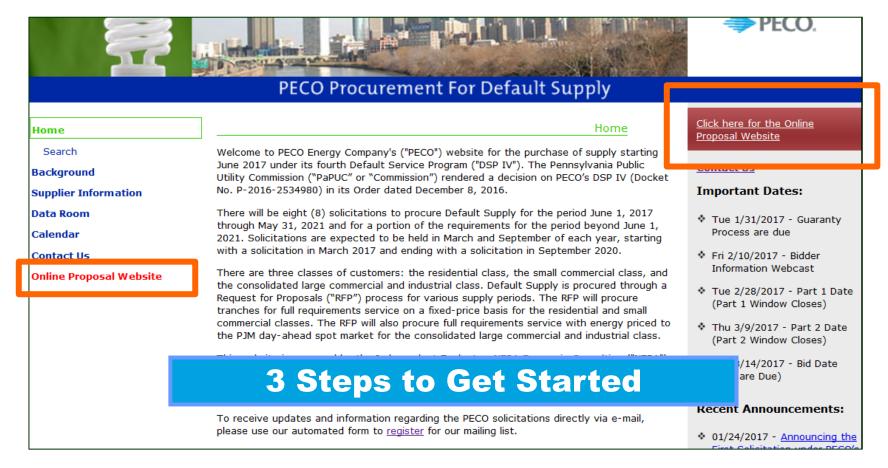
- RFP results are contingent on final PUC approval
- Independent Evaluator submits confidential report on winning bids to PUC on the day after Bid Date
- The PUC will issue a decision within one business day of receipt of confidential report
- Information regarding solicitation released within 15 days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

#### **Proposal Process Remains 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
- New! Bidders can request modifications to the Standard Guaranty with the Part 1 Proposal (instead of through a separate process)

## **Accessing the Proposal Website**

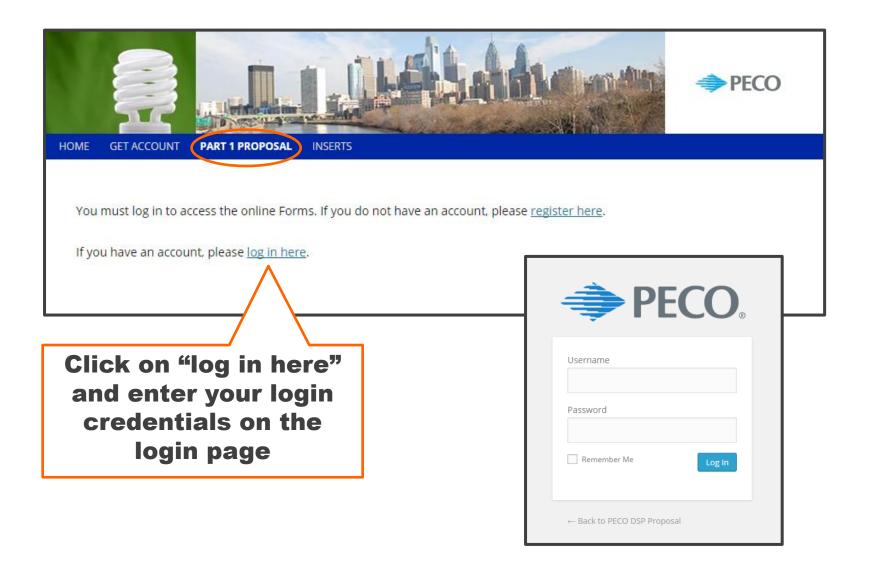
- The URL for the proposal website is <u>DSPproposal.com</u>
- The site is also accessible from links on the RFP website



# Step 1. Request an Account

HOME GET ACCOUNT PART 1 PROPOSAL INSERTS			⇒P	ECO	
Fields marked with an * are required  Name: *  Company: *  E-Mail: *	Account	Fill ou required f and cli submi	ields ck		
Position/Title:  Phone Number: *  Alternate Phone Number:	ıbmit		alr acco d	eady unt fro o not submi	ers that have an rom DSP III need to it a new uest

#### Step 2. Log In



## Step 3. Download the Inserts



#### Inserts

"Inserts" are separate forms in Microsoft Word format posted to the online pro-Insert, sign the Insert (and have the signature notarized when instructed), scan scanned Insert to the online Form. Inserts are separate forms in MS Word required to complete your proposal

#### Part 1 Inserts

All RFP Bidders should download this file:

P1 Inserts for All RFP Bidders



## **Contract and Rates**



#### **Uniform SMA Remains In Use**

- Under DSP IV, PECO will continue to use the Uniform SMA developed for DSP III
- A few clarifications regarding payment provisions and NYPA were made
- While the SMA is uniform across EDCs in PA, some EDCspecific 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
- For spot-price products, credit exposure begins at \$250,000/tranche and is recalculated each month
  - Multiplied by ratio of current PLC/tranche to MW-measure
  - Pro-rated by calendar days remaining in delivery period
- 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 To	otal Retail Elec	tric Sales
Reporting Year	Time Period	Tier I	Solar Tier I	Tier II
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%
14	6/1/19 – 5/31/20	7.50%	0.4433%	8.20%
15	6/1/20 – 5/31/21	8.00%	0.5000%	10.00%

# 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-Jun17	6/1/17 – 5/31/18	0	19	0
RES-24-Jun17	6/1/17 – 5/31/18	0	19	0
	6/1/18 – 5/31/19	0	53	0
SC-12-Jun17	6/1/17 – 5/31/18	0	31	0
SC-12-Jun17	6/1/17 – 5/31/18	0	31	0
3C-12-3u1117	6/1/18 – 5/31/19	0	88	0
CCI-12-Jun17	6/1/17 – 5/31/18	0	134	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 also include purchases by PECO for approximately 1% of the Default Load
- 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/MyAccount/MyService/Pages/ElectricPricetoCompare.aspx

#### **New York Power Authority Contract**

- Under a multi-state arrangement, PECO receives for the benefit of its residential customers an annual allocation of capacity and associated energy from the St. Lawrence hydroelectric project operated by the New York Power Authority (NYPA) and administered by the Allegheny Electric Cooperative, Inc as NYPA's bargaining agent
- Allocation is dependent upon the number of residential customers PECO serves; PECO's allocation for PY 2016/17 is 5.5 MW and will be updated for PY 2017/18 by May
- As of June 1, 2016, PECO's total residential default service load was reduced by the 5.5MW of NYPA allocation
- Supplier's residential tranches are a share of the Default Load for the Residential Class, which excludes allocation



# **RFP Process Details**



#### **Overview of RFP Process**



#### **Alternate Guaranty Process (Optional)**

- RFP Bidders with corporate policies that preclude them from using the standard guaranty can request consideration by PECO for an alternate guaranty form
- Requests for review were due by January 31, 2017
- RFP Bidders will have the opportunity to propose modifications to the standard guaranty during the Part 1 Window

## Part 1 Requirements

#### 1. Contact Information (section 1)

- List Name and Address of the RFP Bidder
- Designate (1) Officer; (2) Representative; and (3) Nominees (opt.)

#### 2. Financial and Credit Requirements (section 2)

- Quarterly financial statements and credit ratings
- Additional requirements for RFP Bidders submitting a proposal under an Agency Agreement

#### 3. Information to prepare the Uniform SMA (section 3)

- RFP Bidders either submit the required information or certify to providing the information after the Bid Date

# **Section 3: Modifications to Credit Instruments**

- RFP Bidders can propose modifications to the Standard Letters of Credit (LOCs) and now also to the Standard Guaranty at the same time (new for DSP IV)
  - Responses to proposed Pre-Bid LOC and Standard Guaranty modifications within 2 business days
  - Responses to proposed Post-Bid LOC modifications within 7 business days
  - All approved modifications are posted to the Supplier Information page of the RFP website before the Part 2 Window

**Good Idea! Check list** 

before proposing modifications

Go to Pecoprocurement.com→
Supplier Information→
Documents

#### Part 1 Requirements cont.

#### 4. Make Representations and Certifications (section 4)

- Bidders have the option to submit the representations required by the Part 2 Form during the Part 1 Window for early processing
- 5. Foreign RFP Bidders and Foreign Entities (section 5)
- 6. Justification of Omissions (section 6)
  - if any of the information cannot be provided, explain here to avoid a Deficiency Notice
  - Also space for additional uploads

Part 1 Proposal Due on Tuesday, February 28, 2017

#### **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

#### **Part 1 Notification**

 An RFP Bidder is notified whether it has qualified to submit a Part 2 Proposal by Thursday, March 2, 2017 (the Part 1 Notification Date)

#### Contents

- Credit assessment based on financials submitted with the Part 1 Proposal
- 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

## Part 2 Requirements

#### **Online Form**

- 1. Certifications and Representations
- 2. RFP Bidders have additional requirements if
  - relying on the financial standing of a Guarantor
  - relying on the financial standing of a foreign entity

#### **Hardcopy in our Offices**

3. Pre-Bid Letter of Credit

Part 2 Proposal Due on Thursday, March 9, 2017

# 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
  - \$125,000 per tranche bid on the spot-price product
- Maximum amount of Pre-Bid Letter of Credit:
  - \$8.75M for fixed-price, \$1M for spot-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

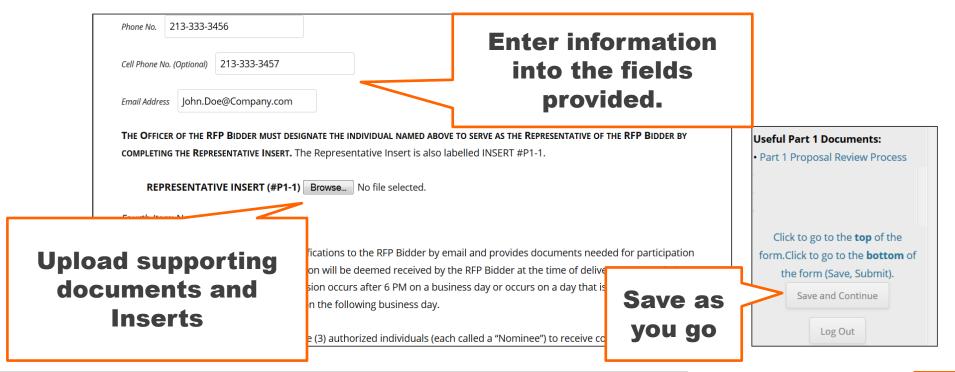


# Completing and Submitting the Online Form



#### **Provide All Information Required by Form**

# PART 1 FORM Default SERVICE Program REQUEST FOR PROPOSALS PART 1 DATE: February 28, 2017



#### **Inserts**

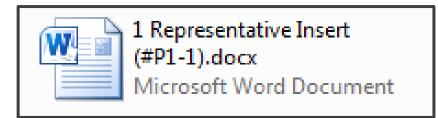
- Inserts are separate forms in Microsoft Word format posted to the "Inserts" tab of the online proposal website
  - Bidders must complete the Inserts and upload them to the spaces provided in the online form
  - Some must be signed and notarized
- RFP Bidders must download the zip file for All RFP Bidders
- Inserts for Bidders in special circumstances will be included in a folder named "Additional Inserts" in the each zip file

#### **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.

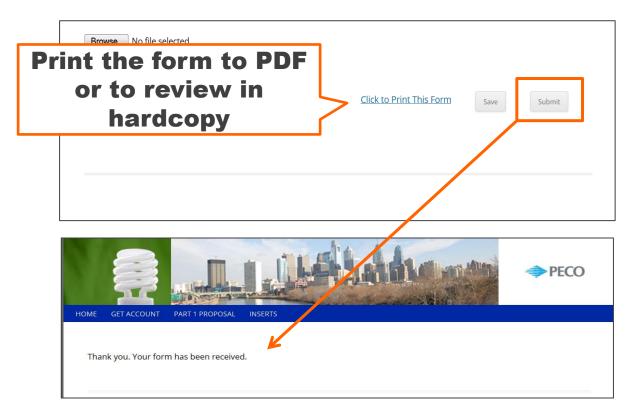
REPRESENTATIVE INSERT (#P1-1) Choose File No file chosen

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



#### 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



# **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

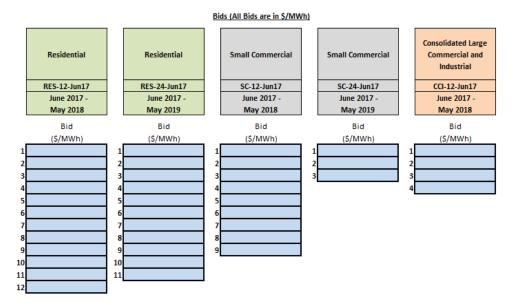
#### **Bid Form**

Section 1. Total Number of Tranches Bid

Total Tranches Across all Products
0

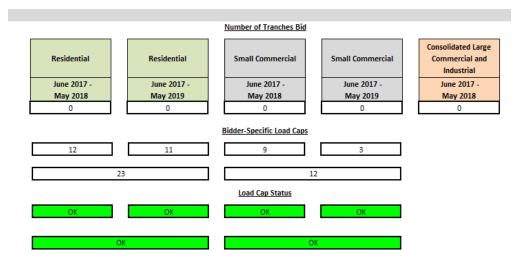
Section 2. Bids for each Tranche of each Product

Enter Prices



Running Totals

Check Load Caps



Your bidder-specific load caps for a Class are set so that you serve no more than 50% of the load for a Class at any given time and take into account the tranches won in previous solicitations under DSP III and DSP IV.



#### **Bid Date Process**

- Bids must be submitted between 10 AM and 12 PM noon on Tuesday, March 14, 2017 (Bid Date)
  - Bids submitted online through a secure file transfer system
  - 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 March 6, 2017

# **Post-Bid Process**

Date	Action
Wednesday, March 15, 2017	<ul> <li>RFP Bidders provide information to prepare the Uniform SMA and guaranty (if applicable) if not provided with the Part 1 Proposal</li> </ul>
Thursday, March 16, 2017	<ul> <li>PUC Issues a Decision</li> <li>Independent Evaluator provides PECO with Uniform SMA and guaranty (if applicable)</li> </ul>
by Monday, March 20, 2017	<ul> <li>PECO executes transaction confirmation, the Uniform SMA and guaranty (if applicable)</li> </ul>
Monday, March 20, 2017	<ul> <li>PECO sends Uniform SMA (including transaction confirmation) and guaranty by email/fax and overnight delivery service</li> </ul>
Tuesday, March 21, 2017	<ul> <li>RFP Bidders execute and return the Uniform SMA (including transaction confirmation) and guaranty</li> <li>RFP Bidders 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**

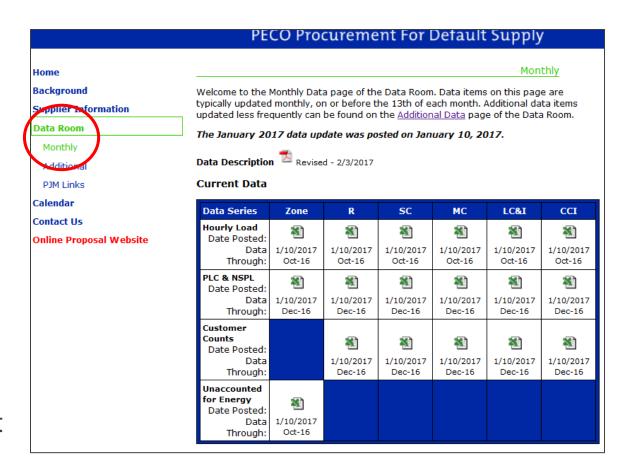
#### www.pecoprocurement.com

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

## **DSP IV Data Room Update**

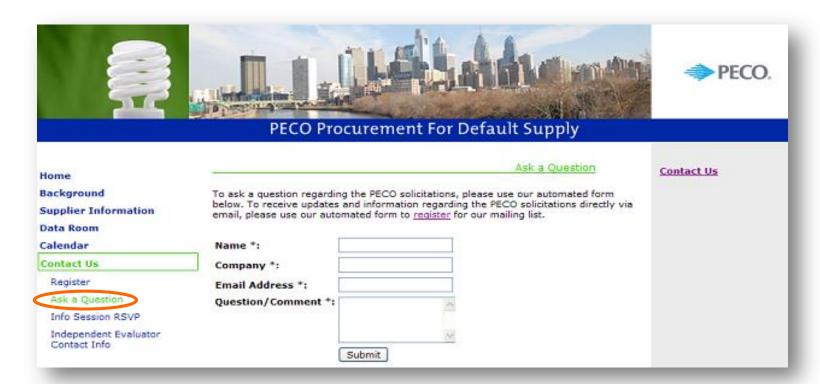
#### Changes include:

- Posting constructed data for CCI Class
  - Hourly Load
  - PLC & NSPL
  - Customer Counts
- Archiving data prior to
   January 1, 2014
- Updates to Data
   Description Document
   for DSP IV Classes



#### **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



### **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?**

