

Bidder Information Session DSP IV March 2018 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, 2018)
 - PECO Energy Company Pennsylvania Default Service Supplier Master Agreement ("Uniform SMA") (posted January 23, 2018)

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





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



Overview of DSP IV Products in this Solicitation



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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



Customer Classes in this Solicitation

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	<i>Fixed Price</i> Supplier is paid on the basis of:	Laddered and overlapping one-year		
SC	 Supplier's average winning bid price for each MWh of load served Price is an all-in price 	and two-year products	Twice a year	
CCI	 Spot Price Supplier is paid on the basis of: Energy priced to PJM's Day-Ahead spot market (PECO_RESID_AGG zone) Capacity obligations priced to RPM Supplier's average winning bid price for each MWh of load served 	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%	3,635.45	2,382.33	38.04
SC	24	4.17%	1,102.83	445.42	18.56
CCI	8	12.50%	3,221.07	173.82	21.73



Products in this Solicitation

- Default Load for the RES and SC Classes is divided into a number of tranches, each representing a fixed percentage of the Default Load for the Class
- 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-Jun18 and RES-24-Jun18
 - SC-12-Jun18 and SC-24-Jun18
 - CCI-12-Jun18
- 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- Jun18	12	Won more than 19 tranches of RES-24-Dec16 under DSP III and RES-24-Jun17, RES-12- Dec17 and RES-24-Dec17 under DSP IV	31 less tranches of RES- 24-Dec16 won under DSP III and less RES-
RES-24- Jun18	9	Won more than 22 tranches of RES-24-Dec16 under DSP III and RES-24-Jun17, RES-12- Dec17 and RES-24-Dec17 under DSP IV	24-Jun17, RES-12- Dec17 and RES-24- Dec17 won under DSP IV



Commercial Products and Load Caps

Products	Available Tranches	Load Caps Apply to an RFP Bidder When an RFP Bidder Has:	Load Caps
SC-12-Jun18	6	Won more than 6 tranches of SC-24-Jun17, SC-12- Dec 17 and SC-24-Dec17 under DSP IV	
SC-24-Jun18	3	Won more than 9 tranches of SC-24-Jun17, SC-12- Dec17 and SC-24-Dec17 under DSP IV	SC-24-Dec17 won under DSP IV
CCI-12-Jun18	8	Load Caps always apply	4



Schedule

MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY
		February	·	
19	20	21	22	23
		Part 1 Window Opens		
26	27	28	1	2
	Part 1 Date (Part 1 Window Closes)		Part 1 Notification Date	Part 2 Window Opens
		March		
5	6	7	8	9
		Bid Submission Training	Part 2 Date (Part 2 Window Closes)	
12	13	14	15	16
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



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



3 Steps to Get Started



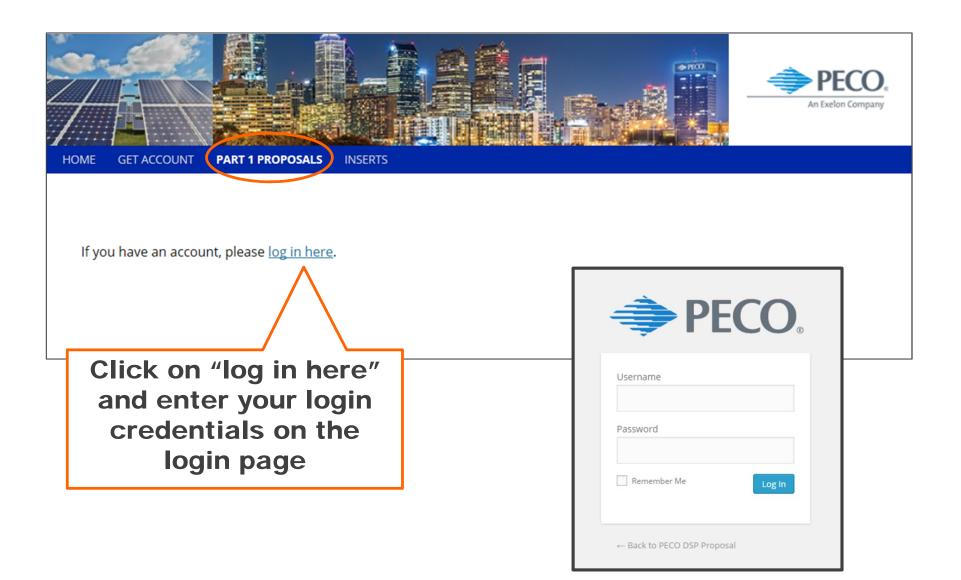
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Step 1. Request an Account

HOME GET ACCOUNT PART 1 PROPOSALS INSERTS			An Exelon Company	
Fields marked with an * are required Name: * Company: *	Get Account	Fill ou required and cli subm	fields ick	
E-Mail: * Position/Title: Phone Number: * Alternate Phone Number:	Submit		alrea accour or DS need	opliers that ady have an at from DSP III SP IV do not I to submit a w request

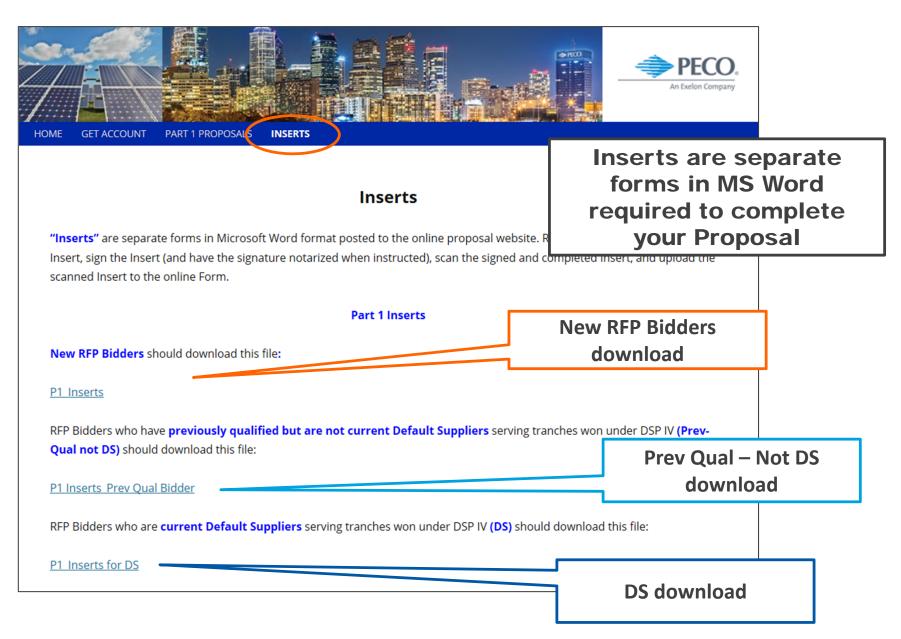








Step 3. Download the Inserts





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Contract and Rates



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Contract under DSP IV

- Under DSP IV, PECO will continue to use the Uniform SMA developed for DSP III
- 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 Te	otal Retail Elec	tric Sales
Reporting Year	Time Period	Tier I	Solar Tier I	Tier II
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%



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-Jun18	6/1/18 — 5/31/19	0	27	0
RES-24-Jun18	6/1/18 — 5/31/19	0	57	0
	6/1/19 — 5/31/20	0	27	0
SC-12-Jun18	6/1/18 — 5/31/19	0	42	0
SC-24-Jun18	6/1/18 — 5/31/19	0	87	0
3C-24-Jun 10	6/1/19 — 5/31/20	0	0	0
CCI-12-Jun18	6/1/18 — 5/31/19	0	130	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:
 - <u>https://www.peco.com/MyAccount/MyService/Pages/ElectricPricetoCompare.aspx</u>



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 2017/18 is 7.5 MW
- As of June 1, 2017, PECO's total residential default service load was reduced by the 7.5MW of NYPA allocation
- Supplier's residential tranches are a share of the Default Load for the Residential Class, which excludes this allocation





RFP Process Details



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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 30, 2018
- RFP Bidders will have the opportunity to propose modifications to the Standard Guaranty during the Part 1 Window



Part 1 Proposal

- There are three types of RFP Bidders for the purposes of the Part 1 Proposal:
 - New RFP Bidders (that have not previously qualified under DSP IV)
 - 2. Default Suppliers (that have previously qualified and are currently serving tranches won under DSP IV)
 - 3. Prev Qual Not DS (that have previously qualified but are not serving tranches won under DSP IV)
- 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



- Bidder Information and Contact Information for Officer and Representative
- 2. Nominees (optional)
 - 3. Financial Statements and Credit Ratings
 - Additional requirements for Agency Agreement (if applicable)
 - 5. Information to prepare the SMA



Part 1 Requirements cont.

All Bidders provide

6. Modifications to the Standard Letters of Credit (LOCs) and Standard Guaranty

- 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.





8. Foreign RFP Bidders and Foreign Entities (if applicable)



9. Justification of Omissions

- 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 27, 2018



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 1, 2018 (the Part 1 Notification Date)

Contents

- 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



Part 2 Requirements

Online Form

- 1. Certifications and Representations
- 2. RFP Bidders have additional requirements if
 - relying on the financial standing of a Guarantor
 - submitting a proposal with a foreign entity as RFP Bidder, RFP Guarantor or Principal

Hardcopy in our Offices

3. Pre-Bid Letter of Credit

Part 2 Proposal Due on Thursday, March 8, 2018



Part 2 Proposal Credit Requirements

- All RFP Bidders must submit an executed Pre-Bid Letter of Credit
 - \$250,000 per tranche bid on the RES and SC products
 - \$125,000 per tranche bid on the spot-price product
- Maximum amount of Pre-Bid Letter of Credit:
 - \$7.5M for fixed-price, \$1M for spot-price
 - Depending on load caps, not all RFP 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 27, 2018

Phone No. 213-333-3456 Cell Phone No. (Optional) 213-333-3457 Email Address John.Doe@Company.com	Enter information into the fields provided.	
	SIGNATE THE INDIVIDUAL NAMED ABOVE TO SERVE AS THE REPRESENTATIVE OF THE RFP BIDDER BY The Representative Insert is also labelled INSERT #P1-1.) Browse No file selected.	Useful Part 1 Documents: • Part 1 Proposal Review Process
Upload supporting documents and Inserts	ications to the RFP Bidder by email and provides documents needed for participation on will be deemed received by the RFP Bidder at the time of delive sion occurs after 6 PM on a business day or occurs on a day that is n the following business day. E (3) authorized individuals (each called a "Nominee") to receive co	Click to go to the top of the form.Click to go to the bottom of the form (Save, Submit). Save and Continue Log Out

Inserts

- Inserts are separate forms in Microsoft Word format posted to the "Inserts" tab of the online proposal website
 - RFP 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, as applicable:
 - 1. Inserts for New RFP Bidders
 - 2. Inserts for Prev Qual-Not DS RFP Bidders
 - 3. Inserts for Default Suppliers
- Inserts for RFP 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

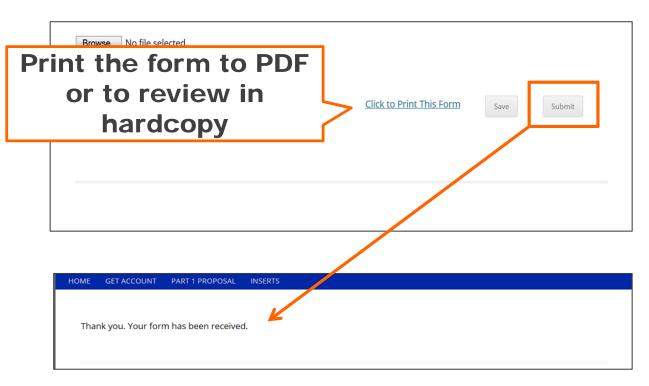
This number corresponds to the number in the Insert file name





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







Bid Submission Process

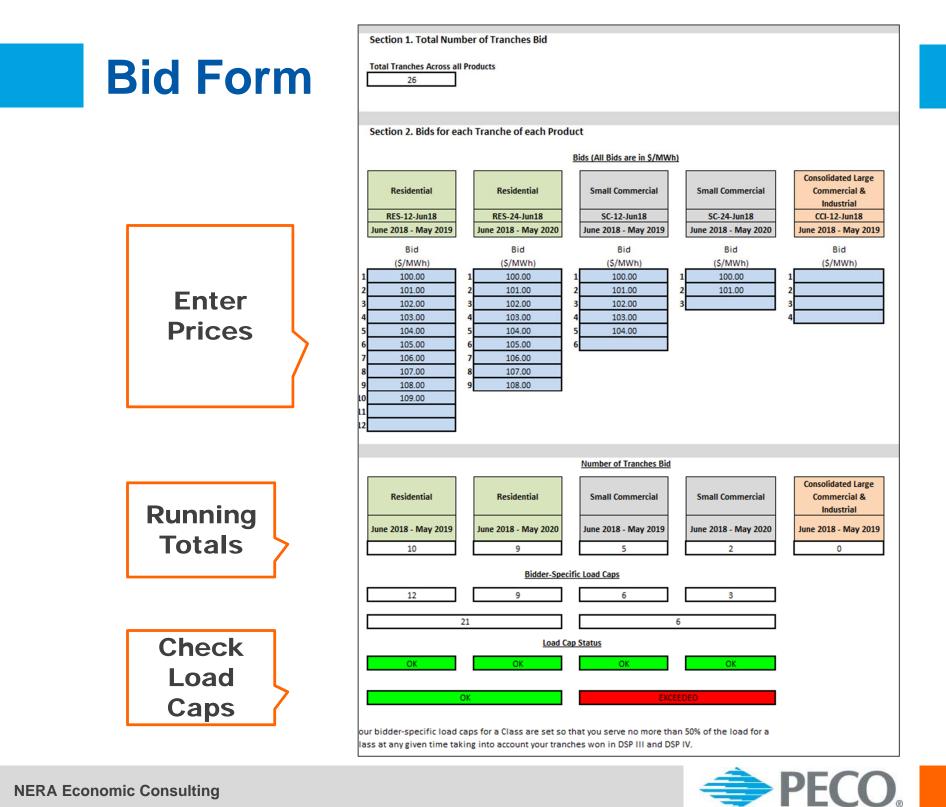


What is a Bid?

- 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



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Bid Date Process

- Bids must be submitted between 10 AM and 12 PM noon on Tuesday, March 13, 2018 (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 7, 2018



Post-Bid Process

Date	Action
Wednesday, March 14, 2018	 RFP Bidders provide information to prepare the Uniform SMA and guaranty (if applicable) if not provided with the Part 1 Proposal
Thursday, March 15, 2018	 PUC Issues a Decision Independent Evaluator provides PECO with Uniform SMA and guaranty (if applicable)
by Monday, March 19, 2018	 PECO executes transaction confirmation, the Uniform SMA and guaranty (if applicable)
Monday, March 19, 2018	 PECO sends Uniform SMA (including transaction confirmation) and guaranty by email/fax and overnight delivery service
Tuesday, March 20, 2018	 RFP Bidders execute and return the Uniform SMA (including transaction confirmation) and guaranty RFP Bidders post additional security if needed



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



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

		An Exelon Company
	PECO Procurement For Default Supply	
Home	Ask a Question	<u>Click here for the Online</u> <u>Proposal Website</u>
Background Supplier Information	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 <u>register</u> for our mailing list.	Contact Us
Data Room Calendar Contact Us Register Ask a Question	Name *: Company *: Email Address *: Question/Comment *:	
Jofo Session RSVP	~	



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?

