



Bidder Information Session

DSP VI

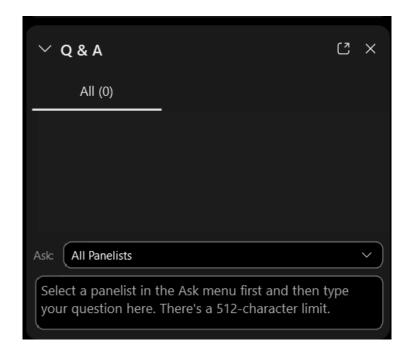
March 2025 Solicitation (first solicitation under DSP VI)

Katie Orlandi, NERA Dani Honan, NERA

February 5, 2025

Submitting Questions

- All lines have been placed on mute, but you may submit written questions throughout the presentation
- To submit a question, please locate the "Q&A" panel on the righthand side of your screen, type in your question, select "All Panelists" in the drop down, and hit Enter.







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 Sixth Default Service Program ("DSP VI") in Docket No. P-2024-3046008 and dated November 7, 2024
- RFP Rules and the Addendum to the RFP Rules (posted December 16, 2024 and January 14, 2025, respectively)
- PECO Energy Company Pennsylvania Default Service Supplier Master Agreement ("Uniform SMA") (posted December 16, 2024)

Please see the RFP website for complete documentation:

https://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 VI and Products in this Solicitation
 - What is new for DSP VI?
- RFP Process Overview
- Contract Details and Rates
- RFP Process Details
- RFP Website
- Questions









Overview of DSP VI Products in this Solicitation

DSP VI 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 held in March and September of each year 2025 – 2028
- Supply procured generally for the period **June 1, 2025 to May 31, 2028**, but some contracts extend beyond June 2028.
- Full requirements service includes energy, capacity, ancillary services, certain transmission services, and Alternative Energy Portfolio Standard ("AEPS") requirements
- New! What is new for DSP VI?
 - A capacity proxy price true-up mechanism has been added to the contract due to delays in PJM's Reliability Pricing Model
 - The load cap for Consolidated Large Commercial and Industrial class has increased from 50% to 75%

Customer Classes in DSP VI

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





Product Characteristics

Class	Basis	Contract Lengths	Procurement Frequency	
RES	Fixed Price Supplier is paid on the basis of:	Laddered and overlapping	Tuine e user	
SC	 Supplier's average winning bid price for each MWh of load served Price is an all-in price 	one-year 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 VI Tranches

 Default Load for each Class is divided into 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%	4,019.75	3,148.97	50.28
SC	24	4.17%	1,061.42	527.47	21.98
ССІ	8	12.50%	2,990.84	221.28	27.66





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-Jun25 and RES-24-Jun25
 - SC-12-Jun25 and SC-24-Jun25
 - CCI-12-Jun25
- Load caps:
 - RES and SC Classes: Default Service customers of these classes have no greater than a 50% exposure to any one Default Supplier at any given time
 - New! CCI Class: Default Service customers of this class have no greater than 75% exposure to any one Default Supplier at any given time
- Solicitation specific information, including the number of available tranches by product and load caps, are located in the Addendum to the RFP Rules





Residential Products and Load Caps

Products	Available Tranches	Load Caps Apply to an RFP Bidder When an RFP Bidder:	Load Caps	
RES-12- Jun25	12	Won more than 19 RES-24-Dec23, RES24- Jun24, RES-12-Dec24, and RES-24-Dec24 tranches under DSP V	31 less RES-24-Dec23, RES24-Jun24, RES-12-	
RES-24- Jun25	11	Won more than 20 RES-24-Dec23, RES24- Jun24, RES-12-Dec24, and RES-24-Dec24 tranches under DSP V	RES24-Jun24, RES-12- Dec24, and RES-24-Dec24 tranches won under DSP	





Commercial Products and Load Caps

Products	Available Tranches	Load Caps Apply to an RFP Bidder When an RFP Bidder:	Load Caps	
SC-12-Jun25	6	Won more than 6 SC-24-Dec23, SC-24- Jun24, SC-12-Dec24, and SC-24-Dec24 under DSP V	12 less SC-24-Dec23, SC-24	
SC-24-Jun25	3	Won more than 9 SC-24-Dec23, SC-24- Jun24, SC-12-Dec24, and SC-24-Dec24 under DSP V	Jun24, SC-12-Dec24, and SC-24-Dec24 under DSP V	
CCI-12- Jun25	8	Load Caps always apply	6	









RFP Process Overview

Schedule

MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY
		February		
10	11	12	13	14
			Part 1 Form Available	
17	18	19	20	21
	Decision on Alternate Guaranty Forms	Part 1 Window Opens		
24	25	26	27	28
	Part 1 Date (Part 1 Window Closes)		Part 1 Notification Date	Part 2 Window Opens
		March		
3	4	5	6	7
		Bid Submission Training	Part 2 Date (Part 2 Window Closes)	
10	11	12	13	14
Part 2 Notification Date	Bid Date (Bids are Due)	IE Provides 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 lowest-priced 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 Entirely Online

• Part 1 and Part 2 Proposal will be submitted through online forms

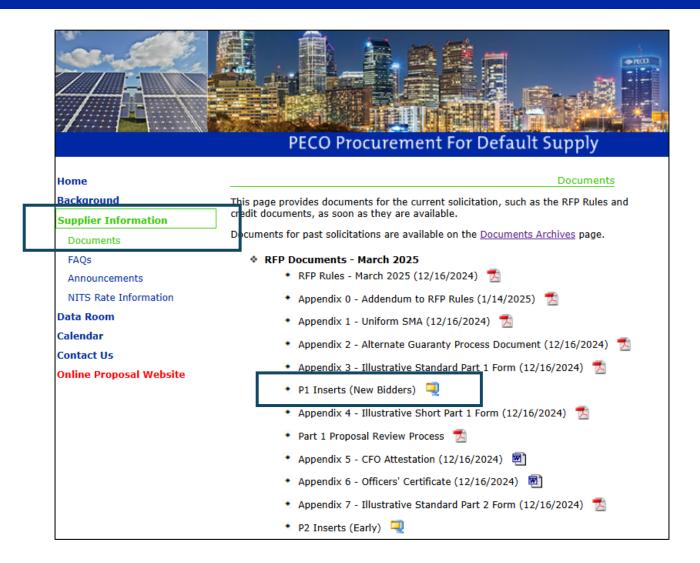
The Proposal process is entirely online

- Provide required information
- Upload or email supporting documents
- Upload or email signature pages ("Inserts")
- The Pre-Bid Letter of Credit submitted by electronic means





Download Inserts from the RFP Website







Registering for an Account

	PECO Proc	turement For Def		
Home Background Supplier Information Data Room Calendar Contact Us Register	Name *: Company *: Email Address *: Postion/Title: Phone Number *: Alternate Phone Number:		Register for Account	Click here for the Online Proposal Website
Ask a Question Info Session RSVP Independent Evaluator Contact Info Register for Account Online Proposal Website	Alternate Phone Number.	l'm not a robot	reCAPTCHA Privacy - Terms	





Current Account Holders and Account Activation

- Current account holders do not need to re-register for an account to access the online forms
- For bidders that qualified to participate in a solicitation under DSP V in 2023 or later, the email to activate the account will be sent to the Representative of the RFP Bidder
- For account holders that registered for an account under DSP V in 2023 or later, the email to activate the account will be sent to the person that registered for the account
- All account holders including current account holders listed on this slide must activate their account anew for this solicitation by following the instructions provided in the email

The Independent Evaluator will send instructions for accessing and completing the online qualification forms to current and new account holders prior to the opening of the Part 1 Window





Accessing the Proposal Website

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

	PECO Procurement For Default Supply	Peco [™] AN EXELON COMPANY
Home Background Supplier Information Data Room Calendar <u>Contact Us</u> Online Proposal Website	Home Welcome to PECO Energy Company's ("PECO") website for the purchase of supply starting June 2025 under its sixth Default Service Program ("DSP VI"). The Pennsylvania Public Utility Commission ("PaPUC" or "Commission") rendered a decision on PECO's DSP VI (Docket No. P-2024-3046008) in its Order dated November 7, 2024. There will be eight (8) solicitations to procure Default Supply for the period June 1, 2025 through May 31, 2029 and for a portion of the requirements for the period beyond June 1, 2029. Solicitations are expected to be held in March and September of each year, starting with a solicitation in March 2025 and ending with a solicitation in September 2028. There are three classes of customers: the residential class, the small commercial class, and the consolidated large commercial and industrial class. Default Supply is procured through a Request for Proposals ("RFP") process for various supply periods. The RFP will procure tranches for full requirements service on a fixed-price basis for the residential and small commercial classes. The RFP will also procure full requirements service with energy priced to the PJM day-ahead spot market for the consolidated large commercial and industrial class. This website is managed by the Independent Evaluator, <u>NERA Economic</u> <u>Consulting</u> ("NERA"). This website will serve as the primary source of information and documents related to solicitations under PECO's Default Service Program. Please check back often for updated information and documents. To receive updates and information regarding the PECO solicitations directly via e-mail, please use our automated form to <u>register</u> for our mailing list. For clarifications regarding the PECO solicitations, please use us automated form to <u>ask a question</u> . To contact the Independent Evaluator, NERA, please visit the NERA	Click here for the Online Proposal Website Contact Us Important Dates: Wed 2/5/2025 - Bidder Information Webcast Tue 2/25/2025 - Part 1 Date Thu 2/27/2025 - Part 1 Date Thu 2/27/2025 - Part 2 Notification Date Thu 3/6/2025 - Part 2 Date Mon 3/10/2025 - Part 2 Notification Date Tue 3/11/2025 - Bid Date Recent Announcements: 12/16/2024 - PECO RFP - ANNOUNCING the First Solicitation under PECO'S DSP VI: POSTING: RFP Documents









Contract Details and Rates

Contract under DSP VI

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- The Uniform SMA for DSP VI is unchanged from DSP V except for the addition of the capacity proxy price true-up mechanism
 - A redline to the DSP V version was filed with the petition for DSP VI as PECO Exhibit SD-3 beginning on page 204 and is available on the PUC's website here:

https://www.puc.pa.gov/pcdocs/1815136.pdf

- Appendix D includes the PJM Billing Statement line items and identifies the responsible party for each item
- Default Suppliers are required to complete Appendix H Form of Generation Supply Report with a percentage breakdown of energy supplied by source by March 31 of each calendar year
- RFP Bidders that adhere to the ISDA U.S. Stay Protocol may elect for both the RFP Bidder and PECO to execute Appendix I at the point of contract execution to incorporate necessary terms of the ISDA U.S. Stay Protocol
 - Please see Appendix I of the Uniform SMA posted to the RFP website for additional information

All winning RFP Bidders in this March 2025 Solicitation must sign a new Uniform SMA for DSP VI



Capacity Proxy Price Mechanism

- If the results for the BRA under PJM's RPM for a deliver year relevant to a product in the solicitation are not announced by PJM at least five (5) business days prior to the Bid Date, a Capacity Proxy Price ("CPP") will be established for that delivery year
 - The BRA result for the 2026/27 delivery year will not be announced by PJM at least five (5) days prior to the Bid Date. The Capacity Proxy Price to be used for the 2026/27 delivery year for purposes of the Capacity Supplement in the Transaction Confirmation is provided on the following slide.
- As described in the Capacity Supplement,
 - A true-up takes place in **each Billing Month of the delivery year** for which a Capacity Proxy Price is used
 - Default Supplier is paid (or pays) the sum, over all days of the Billing Month, of the difference between the Capacity Price actually charged for load served for the Delivery Point and the Capacity Proxy Price, multiplied by the amount of Capacity for the day reported as the Default Supplier's Capacity obligation by Buyer to PJM for the Transaction





Capacity Proxy Price Mechanism

- The Capacity Proxy Price equals the average of the most recent results under PJM's RPM for the two most recent Delivery Years for which PJM has held a capacity auction
- For this March 2025 solicitation, the Capacity Proxy Price for the 2026/2027 delivery year will be set equal to the average of the 3rd Incremental Auction result for the 2024/2025 delivery year for the PECO Zone and the BRA result for the 2025/2026 delivery year for the PECO Zone as shown below.

Product	Delivery Period	Capacity Proxy Price Applies?	Delivery Period During Which the Capacity Proxy Price Applies	Capacity Proxy Price (\$/MW- Day)
RES-24-Jun25	6/1/2025 – 5/31/2027	Yes	6/1/2026 – 5/31/2027	\$163.45
SC-24-Jun25	6/1/2025 – 5/31/2027	Yes	6/1/2026 – 5/31/2027	\$163.45





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 the 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

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- Default Suppliers are responsible for providing Alternative Energy Credits ("AECs") during the term of the Uniform SMA for PECO to comply with the AEPS Act, as well as other Orders, regulations and rules
- Each AEC is issued for each MWh of generation from a qualified alternative energy system
- All solar credits must be compliant and eligible to be retired in Pennsylvania in accordance with implementation of Act 40 of 2017; all tier II credits must be compliant and eligible to be retired in Pennsylvania in accordance with implementation of Act 114 signed into law in November 2020
- If AEPS requirements change Default Suppliers are responsible to comply with any new obligations
- 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 PeriodTier ISolar Tier ITier II				
6/1/21 – 5/31/27	8.00%	0.5000%	10.00%	

PECO Allocation of Separately Procured AECs

- Under the Uniform SMA, a Default Supplier's AEPS obligation may be reduced by a number of AECs allocated to the Default Supplier in the Transaction Confirmation
 - Any PECO AECs allocated to Default Supplier's AEPS Obligation remain the property of PECO and are not transferred to the Supplier
- AECs will be allocated to each tranche as follows:

Tier I (Solar) AECs Per Tranche					
Product	EY 26/27				
RES-12-Jun25	6/1/2025 – 5/31/2026	120	0		
RES-24-Jun25	6/1/2025 – 5/31/2027	120	120		
SC-12-Jun25	6/1/2025 – 5/31/2026	81	0		
SC-24-Jun25	6/1/2025 – 5/31/2027	81	81		
CCI-12-Jun25	6/1/2025 – 5/31/2026	704	0		





Rate Translation: Determination of Retail Rates

- The Default Service rates for a Class are calculated 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
 - New! PECO to hold Solar RFP under DSP VI to offset spot purchases to serve the approximately 1% (more information in Paragraph I.1.11. of the RFP Rules)
- Rates also incorporate a quarterly true-up and administrative costs (See PECO's GSA Tariff)
- PECO offers TOU default service rate options for RES and SC default customers with smart meters (except for customers in PECO's Customer Assistance Program)
- 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 energy year 2024/25 is 5.848 MW
- Supplier's residential tranches are a share of the Default Load for the Residential Class, which excludes this 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 28, 2025
- 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 an Officer and Representative
- Nominees (optional)

2. Financial and Credit Requirements (section 2)

- Quarterly financial statements and credit ratings
- Additional requirements for Agency Agreement (if applicable)

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





Part 1 Requirements (continued)

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 Proposals are due on Tuesday, February 25, 2025. Since this is the first solicitation under a new DSP, all bidders will be required to complete the Standard Part 1 Form. There is no abbreviated qualification process.





Section 3: Modifications to Credit Instruments

- RFP Bidders may submit requests for 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

Check list before proposing modifications

Go to Pecoprocurement.com→ Supplier Information→ Documents





Proposal Review Process

- When you submit the online form the Independent Evaluator will review your proposal promptly
 - During the evaluation of your proposal, your account will be temporarily locked
- If deficiencies are noted, Bidders are advised:
 - On the same day if materials received before noon
 - Next business day otherwise
- A deficiency notice will list the items that are deficient or require clarification and bidders will
 generally have until the deadline for the Part 1 Proposal or one (1) business day to respond to a first
 request for additional information





Part 1 Notification

 An RFP Bidder is notified whether it has qualified to submit a Part 2 Proposal by Thursday, February 27, 2025 (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





Part 2 Requirements

Online Form

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

Pre-Bid Letter of Credit submitted electronically

3. The Pre-Bid Letter of Credit must be submitted as an electronic PDF file via electronic means only to the Independent Evaluator at PECOProcurement@nera.com

Part 2 Proposals are due on Thursday, March 6, 2025. Since this is the first solicitation under a new DSP, all bidders will be required to complete the Standard Part 2 Form. There is no abbreviated qualification process.





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 CCI product
- Maximum amount of Pre-Bid Letter of Credit:
 - \$8M for fixed-price, \$750,000 for spot-price
 - Depending on bidder-specific load caps, it is possible that an RFP Bidder will not be able to bid on all tranches
- Must use standard form, or standard form incorporating only approved modifications posted to the RFP website









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





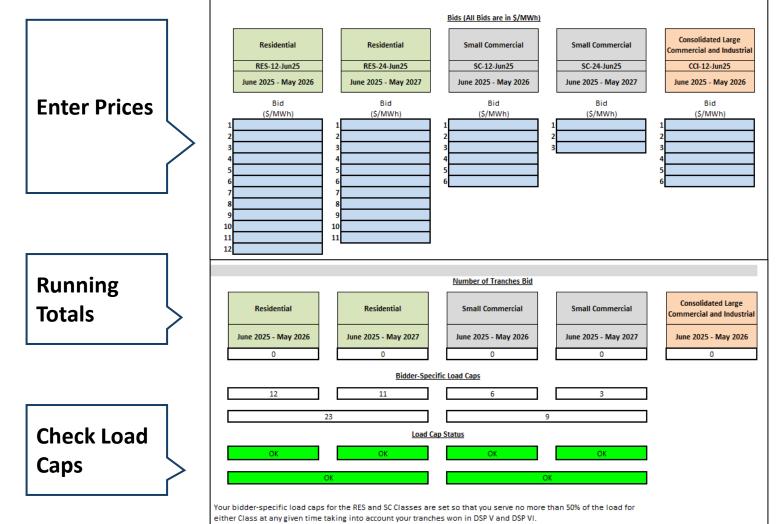
Bid Form

Section 1. Total Number of Tranches Bid

Total Tranches Across all Products

0

Section 2. Bids for each Tranche of each Product



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Bid Date Process

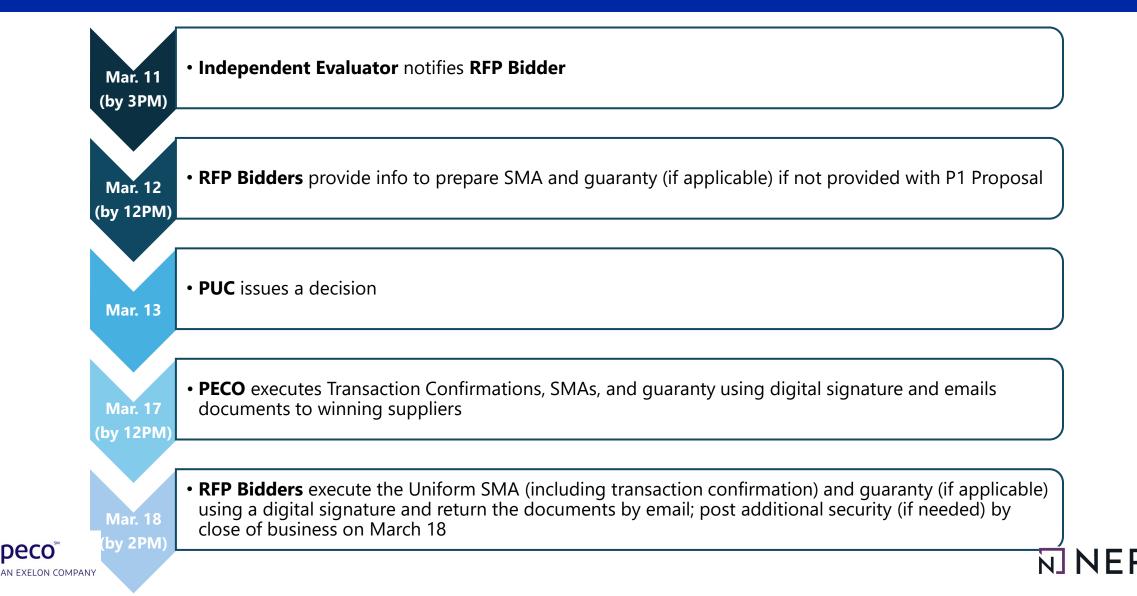
- Bids must be submitted between 10 AM and 12 PM noon on Tuesday, March 11, 2025 (Bid Date)
 - Bids submitted online through a secure file transfer system
 - Independent Evaluator calls and confirms receipt within 30 minutes
 - RFP Bidders have an opportunity to correct errors. RFP Bidders are encouraged to submit early for this reason!
 - RFP Bidders will have at minimum **10 minutes** to resubmit a non-conforming Bid Form
 - By 3 PM on the Bid Date, Independent Evaluator determines lowest-priced bids, and informs RFP Bidders whether they are provisional winners

RFP Bidders may participate in a training session on Wednesday, March 5, 2025





Post-Bid Process from the RFP Rules



Information Released to Public

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









The RFP Website

Central Source for RFP Information

https://pecoprocurement.com/

- Supplier and regulatory documents
- Data Room with historical data
- Calendar page
- Contact us page to register to receive email announcements
- Archive page of postings from past solicitations





Ask a Question

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- 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
 - Alternatively, you can email your questions to pecoprocurement@nera.com



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Questions?