

# PECO DSP III

## *March 2015 Solicitation*

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**13 February 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 February 3, 2015)
  - PECO Energy Company Pennsylvania Default Service Supplier Master Agreement ("Uniform SMA") (posted February 10, 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

# Similar 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 12-month 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>• <i>Energy</i> priced to PJM's Day-Ahead spot market (PECO zone)</li> <li>• <i>Capacity</i> 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



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

- PECO will procure fixed-price products with six-month terms in the first two solicitations
- During DSP III PECO will implement and test 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 (%)	Total PLC (MW)	Default PLC (MW)	MW-Measure
RES	62	1.60%	3,490.00	2,272.23	36.26
SC	24	4.17%	1,402.00	568.75	23.70
MC	12	8.33%	1,025.00	156.75	13.06
LC&I	8	12.50%	2,479.00	76.72	9.59

Note. Last block purchased under DSP I expired 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-6-Jun15, RES-12-Jun15, RES-18-Jun15, RES-24-Jun15
  - SC-12-Jun15
  - MC-6-Jun15
  - LC&I-12-Jun15
- **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** toward the load cap in a Class

# Residential Products

Product	Tranches Available	Load Caps Apply to RFP Bidders Who:	Load Cap
RES-6-Jun15	11	Won more than 19 RES-12-Dec14, RES-18-Dec14, RES-24-Dec14 tranches under DSP II	30 less RES-12-Dec14, RES-18-Dec14, RES-24-Dec14 tranches under DSP II
RES-12-Jun15	14	Won more than 16 RES-12-Dec14, RES-18-Dec14, RES-24-Dec14 tranches under DSP II	
RES-18-Jun15	2	No Load Caps apply specifically to this product regardless of prior tranches won	
RES-24-Jun15	9	Won more than 21 RES-12-Dec14, RES-18-Dec14, RES-24-Dec14 tranches under DSP II	

# Load Caps in this Solicitation – SC, MC and LC&I Products

Products	Tranches Available	Load Caps Apply to RFP Bidders Who:	Load Caps
<b>SC-12-Jun15</b>	12	Won SC tranches in the September 2014 Solicitation under DSP II	12 less SC tranches won in the September 2014 Solicitation under DSP II
<b>MC-6-Jun15</b>	12	Load Caps always apply	6
<b>LC&amp;I-12-Jun15</b>	8	Load Caps always apply	4

# Schedule

MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY
<b>February</b>				
16	17	18	19	20
		<b>Part 1 Window Opens</b>		
23	24	25	26	27
	<b>Part 1 Date (Part 1 Window Closes)</b>		<b>Part 1 Notification Date</b>	<b>Part 2 Window Opens</b>
<b>March</b>				
2	3	4	5	6
<b>Bid Submission Training</b>			<b>Part 2 Date (Part 2 Window Closes)</b>	
9	10	11	12	13
<b>Part 2 Notification Date</b>	<b>Bid Date (Bids are Due)</b>	<b>IE provides its report to the Commission</b>	<b>Commission Decision (close of business)</b>	

# New! 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 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**

**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

PECO

### Get Account

Fields marked with an \* are required

Name: \*

Company: \*

E-Mail: \*

Position/Title:

Phone Number: \*

Alternate Phone Number:

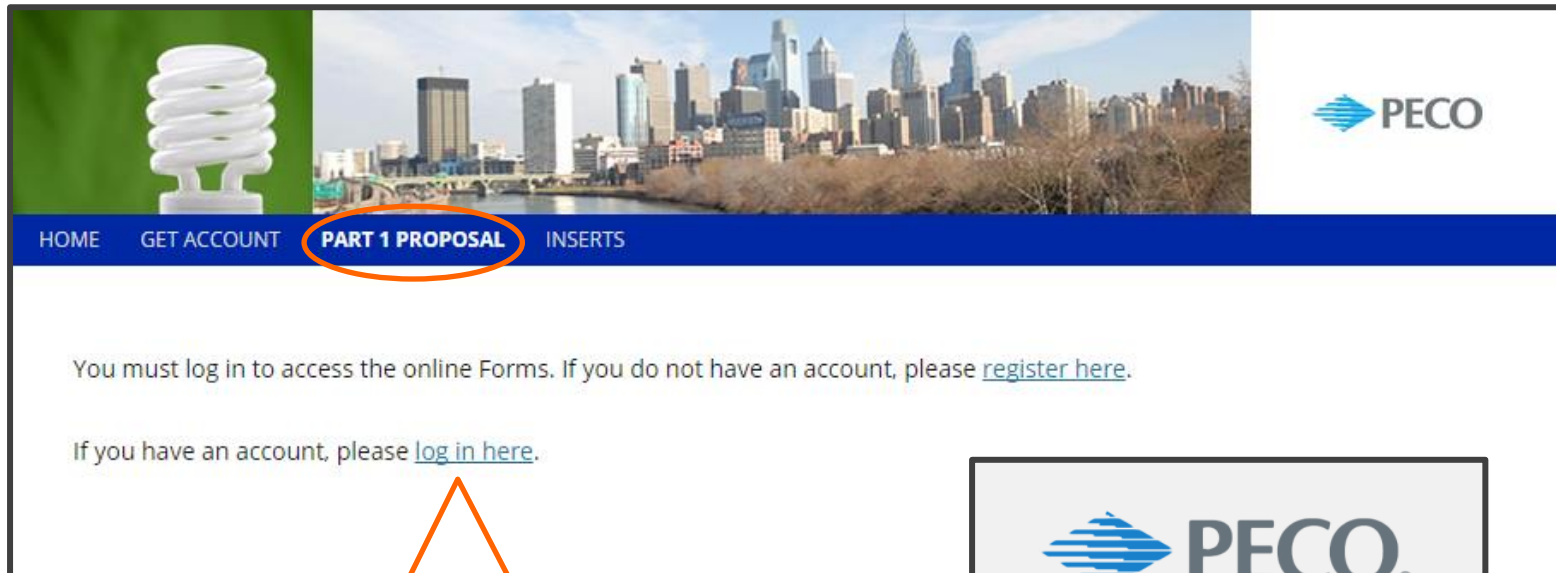
Submit

**Fill out required fields and click submit**

## Sent to contact

- Username
- Password
- Addendum to the RFP Rules
- Deadline Information

# Step 2. Log In



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

The screenshot shows the PECO login page. It features the PECO logo at the top. Below the logo, there are two input fields: 'Username' and 'Password'. There is a checkbox labeled 'Remember Me' and a blue 'Log In' button. At the bottom of the form, there is a link that says '← Back to PECO DSP Proposal'.

# Step 3. Download the Inserts

HOME GET ACCOUNT PART 1 PROPOSAL **INSERTS**

## Inserts

**"Inserts"** are separate forms in Microsoft Word format posted to the online proposal website. RFP Bidders fill in each applicable 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; the first Insert for the Part 1 Proposal is numbered #P1-1, the second Insert is numbered #P1-2, etc.

**All RFP Bidders should download the Inserts in this file:**

[ALL RFP Bidders - Inserts #P1-1 to #P1-5 and #P1-7 to #P1-9](#)

**Foreign RFP Bidders, RFP Bidders relying on a foreign Entity, and RFP Bidders submitting a proposal under an Agency Agreement should also download the Inserts in this file:**

[Additional Inserts - #P1-6 and #P1-10](#)

**Inserts are separate forms in MS Word. You must download them to complete your proposal**

**All Bidders download**

**Bidders in circumstances listed download**

# Bid Submission Process Has Not Changed

- Bids entered in an **Excel Bid Form**
- Bid Form submitted through a **secure file transfer** system
- Independent Evaluator confirms receipt
- Independent Evaluator advises RFP Bidders that are **provisional winners** on Bid Day

**Bidders will have opportunity to participate in a training session**

# PUC Approval Process Unchanged

- 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

# Retail Market Enhancements under DSP III

- From 2011 to 2013, the Commission initiated an investigation into Pennsylvania's retail electricity market and subsequently directed PECO and other Default Service Providers to undertake a variety of retail market enhancements
- DSP III will feature the **same retail market enhancements** as DSP II
  - PECO will continue the Standard Offer Program and new/moving customer referral program
  - The EGS Opt-in program was not implemented under DSP II and was not proposed for DSP III
  - All competitive enhancements are described in PECO's petition available on the RFP website here:
    - <http://pecoprocurement.com/index.cfm?s=background&p=regulatoryProcess>

# Contract and Rates



# New Contract under DSP III

- Under DSP III, PECO will use 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
  - Revisions to PJM bill line items which allocate **responsibility for meter error correction** to suppliers
  - Assign responsibility for **generation deactivation charges** to PECO (charges will be collected through its bypassable transmission rate)



# Credit Requirements Have Not Changed

- 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 Have Not Changed

- Default Suppliers are responsible for providing **Alternate 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
9	6/1/14 – 5/31/15	5.00%	0.1440%	6.20%
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%

# 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-6-Jun15	6/1/15 – 11/30/15	813	155	0
RES-12-Jun15	6/1/15 – 5/31/16	1,586	302	0
RES-18-Jun15	6/1/15 – 5/31/16	1,586	302	0
	6/1/16 - 11/30/16	0	174	0
RES-24-Jun15	6/1/15 – 5/31/16	1,586	302	0
	6/1/16 – 5/31/17	0	338	0
SC-12-Jun15	6/1/15 – 5/31/16	0	144	0
MC-6-Jun15	6/1/15 – 11/30/15	0	57	0
LC&I-12-Jun15	6/1/15 – 5/31/16	0	91	0

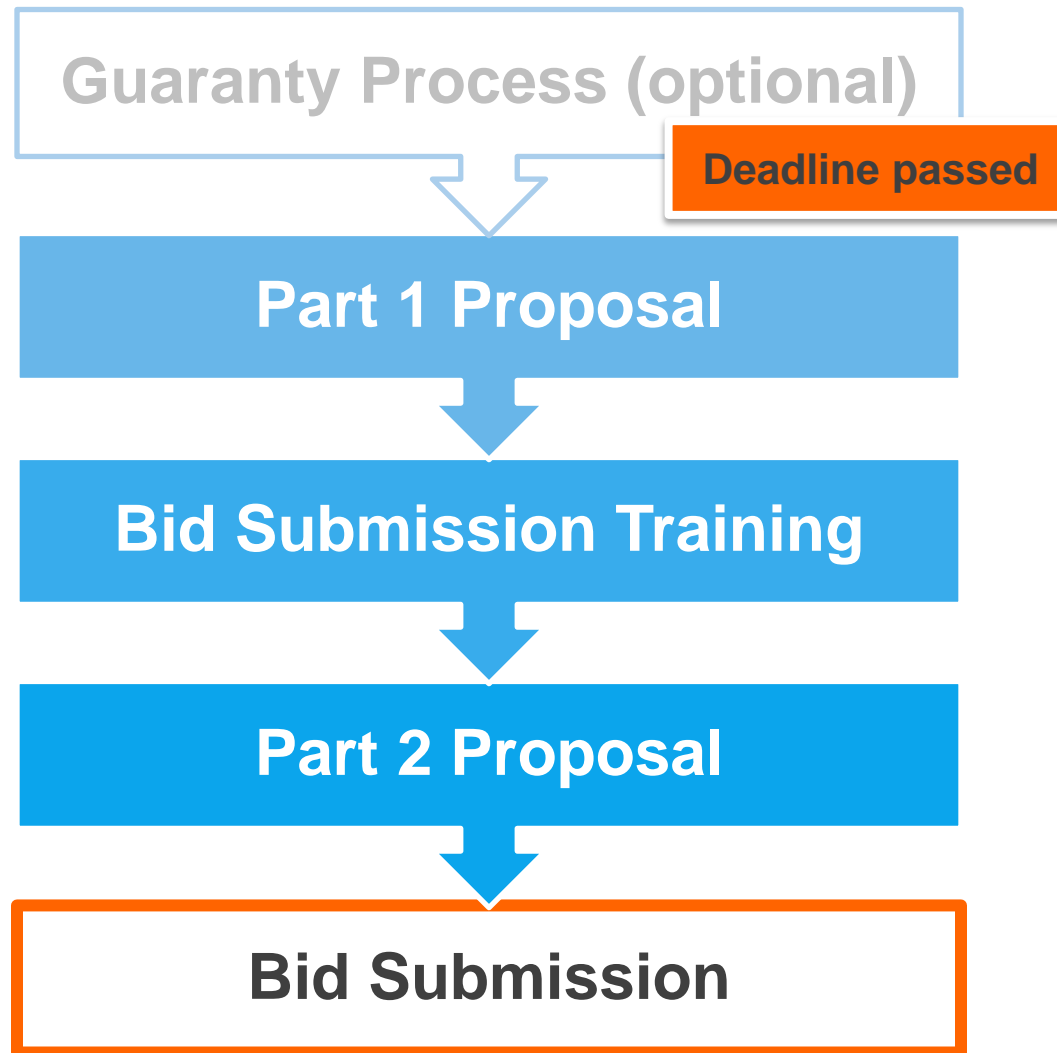
# Rate Translation: Determination of Retail Rates

- 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 reviewed any alternate guaranty forms and proposed modifications received before or on February 5, 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 Requirements

1. **Contact Information and Representations (section 1)**
  - List Name and Address of the RFP Bidder
  - Designate (1) Officer; (2) Representative; and (3) Nominees (opt.)
  - **Make Representations and Certifications.** Bidders have the option to submit the representations required by the Part 2 Form during the Part 1 Window for early processing
  
2. **Financial and Credit Requirements (section 2)**
  - Quarterly financial statements and credit ratings
  - RFP Bidders with Guarantors either provide information to prepare the Guaranty or certify to provide the information after the Bid Date
  - 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 Letters of Credit (Pre-Bid and Post-Bid)

- RFP Bidders can propose modifications to the Standard Letters of Credit (LOCs) through the Part 1 Form
  - Responses to proposed Pre-Bid LOC 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](https://pecoprocurement.com) →  
Supplier Information →  
Documents**

# Part 1 Requirements cont.

4. Regulatory Representations (section 4)
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 24, 2015**

**6. Justification of Omissions**

If you are unable to provide all documents or information required with this online submission, please explain the reason in the space provided below.

If you are providing additional documents, such as providing the P2 Certifications Insert for early processing, please use the spaces below to upload these documents.

No file chosen

# 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, February 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

# Part 2 Requirements

## Online

1. Part 2 Form
2. Certifications and Representations

**Part 2 Proposal Due on  
Thursday, March 5,  
2015**

## Hardcopy in our Offices

3. Pre-Bid Letter of Credit

**NEW!** SMA and Guaranty are no longer due with the Part 2 Proposal

# 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 products
- Maximum amount of Pre-Bid Letter of Credit:
  - \$12M for fixed-price, \$500K 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 24, 2015

Phone No. 213-333-3456

Cell Phone No. (Optional) 213-333-3457

Email Address John.Doe@Company.com

**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.

**Upload supporting documents and Inserts**

ions to the RFP Bidder by email and provides documents needed for participation will be deemed received by the RFP Bidder at the time of delivery or transmission, occurs after 6 PM on a business day or occurs on a day that is not a business day e following business day.

authorized individuals (each called a "Nominee") to receive commu

**Enter information into the fields provided.**

**Save as you go**

### 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).

# 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**

# Forks will Affect Inserts that are Required

## All Bidders download

#	Insert	Applies to
P1-1	Representative Insert	<b>REQUIRED of all Bidders</b>
P1-2	Nominee Insert	OPTIONAL
P1-3	Part 1 Certification Insert	<b>REQUIRED of all Bidders</b>
P1-4	Guaranty Insert	P1-4 if providing Guaranty Insert; P1-5 if delaying until post-Bid Date
P1-5	Delay Guaranty Insert	
P1-7	Uniform SMA Insert	P1-7 if providing SMA Insert; P1-8 if delaying until post-Bid Date
P1-8	Delay SMA Insert	
P1-9	LSE Representation Insert	Bidders that are not PJM LSEs

## Bidders in certain circumstances download

P1-6	Part 1 Agency Agreement	Bidders with Agency Agreements
P1-10	Foreign RFP Bidder Insert	Bidders relying on Foreign Entities

# List of Part 2 Inserts

- Part 2 Inserts will become available at the start of the Part 2 Window

#	Insert	Applies to
<b>P2-1</b>	<b>Part 2 Certifications Insert</b>	<b>REQUIRED of all Bidders</b>
P2-2	Guaranty Intent Insert	RFP Bidders relying on Guarantors
P2-3	Part 2 Agency Agreement Insert	Bidders with Agency Agreements
P2-4	Part 2 Foreign Entity Insert	Bidders relying on Foreign Entities

# 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 image shows a screenshot of 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 is a callout box with the text "Print the form to PDF or to review in hardcopy" pointing to a blue link labeled "Click to Print This Form". To the right of the link are two buttons: "Save" and "Submit". The "Submit" button is highlighted with an orange box. An orange arrow points from the "Submit" button to a confirmation message at the bottom of the page that reads "Thank you. Your form has been received." The footer of the page includes a navigation menu with links for "HOME", "GET ACCOUNT", "PART 1 PROPOSAL", and "INSERTS", and the PECO logo.

# 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

Use running totals to keep track of load cap constraints

Check Load Caps

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

Residential RES-6-Jun15 June 2015 - November 2015	Residential RES-12-Jun15 June 2015 - May 2016	Residential RES-18-Jun15 June 2015 - November 2016	Residential RES-24- June 2015 - May 2017	Small Commercial SC-12-Jun15 June 2015 - May 2016	Medium Commercial MC-6-Jun15 June 2015 - November 2015	Large Commercial & LC&I-12- June 2015 - May 2016	
Bid (\$/MWh)		Bid (\$/MWh)		Bid (\$/MWh)		Bid (\$/MWh)	
1	1	1	1	1	1	1	
2	2	2	2	2	2	2	
3	3		3	3	3	3	
4	4		4	4	4	4	
5	5		5	5	5		
6	6		6	6	6		
7	7		7	7			
8	8		8	8			
9	9		9	9			
10	10		10	10			
11	11		11	11			
	12		12	12			
	13						
	14						

**Number of Tranches Bid**

Residential June 2015 - November 2015	Residential June 2015 - May 2016	Residential June 2015 - November 2016	Residential June 2015 - May 2017	Small Commercial June 2015 - May 2016	Medium Commercial June 2015 - November 2015	Large Commercial & June 2015 - May 2016
0	0	0	0	0	0	0

**Bidder-Specific Load Caps**

11	14	2	9	12	6	4
30						

**Load Cap Status**

OK	OK	OK	OK	OK	OK	OK
OK						

# Process on Bid Date

- **Bids must be submitted between 10 AM and 12 PM noon on Wednesday, March 10, 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 March 2, 2015**

# Post Bid Process Has Changed!

Date	Action
<p><b>Wednesday, March 11, 2015</b></p>	<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>
<p><b>Thursday, March 12, 2015</b></p>	<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>
<p><b>Friday, March 13, 2015</b></p>	<ul style="list-style-type: none"> <li>• <b>PECO</b> prepares transaction confirmation</li> <li>• <b>PECO</b> executes transaction confirmation, the Uniform SMA and guaranty (if applicable)</li> </ul>
<p><b>Monday, March 16, 2015</b></p>	<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>
<p><b>Tuesday, March 17, 2015</b></p>	<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 under DSP I and DSP II

# 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 left sidebar 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?**