



Bidder Information Session

DSP IV

September 2017 Solicitation

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NERA
ECONOMIC CONSULTING

www.nera.com

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 August 16, 2017)
 - PECO Energy Company Pennsylvania Default Service Supplier Master Agreement ("Uniform SMA") (posted August 16, 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

Customer Classes in this Solicitation

Class	Description	Criteria
RES	Residential	All Residential Customers
SC	Small Commercial	Less than 100 kW of annual peak demand

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-Dec17 and RES-24-Dec17
 - SC-12-Dec17 and SC-24-Dec17
- **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-Dec17	12	Won more than 19 tranches of RES-24-Jun16 and RES-24-Dec16 under DSP III and RES-12-Jun17 and RES-24-Jun17 under DSP IV	31 less tranches of RES-24-Jun16 and RES-24-Dec16 won under DSP III and less RES-12-Jun17, RES-24-Jun17 won under DSP IV
RES-24-Dec17	9	Won more than 22 tranches of RES-24-Jun16 and RES-24-Dec16 under DSP III and RES-12-Jun17 and RES-24-Jun17 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-Dec17	9	Won more than 3 tranches of SC-12-Jun17 and SC-24-Jun17 under DSP IV	12 less tranches of SC-12-Jun17 and SC-24-Jun17 won under DSP IV
SC-24-Dec17	3	Won more than 9 tranches of SC-12-Jun17 and SC-24-Jun17 under DSP IV	

Schedule

MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY
September				
4	5	6	7	8
		Part 1 Window Opens		
11	12	13	14	15
	Part 1 Date (Part 1 Window Closes)		Part 1 Notification Date	Part 2 Window Opens
18	19	20	21	22
Bid Submission Training			Part 2 Date (Part 2 Window Closes)	
25	26	27	28	29
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 DSPproposal.com
- The site is also accessible from links on the RFP website

PECO Procurement For Default Supply

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

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[Online Proposal Website](#)

Welcome to PECO Energy Company's ("PECO") website for the purchase of supply starting June 2017 under its fourth Default Service Program ("DSP IV"). The Pennsylvania Public Utility Commission ("PaPUC" or "Commission") rendered a decision on PECO's DSP IV (Docket No. P-2016-2534980) in its Order dated December 8, 2016.

There will be eight (8) solicitations to procure Default Supply for the period June 1, 2017 through May 31, 2021 and for a portion of the requirements for the period beyond June 1, 2021. Solicitations are expected to be held in March and September of each year, starting with a solicitation in March 2017 and ending with a solicitation in September 2020.

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.

3 Steps to Get Started

related to solicitations under PECO's Default Service Program. Please check back often for updated information and documents.

Click here for the Online Proposal Website

Important Dates:

- ❖ Tue 8/29/2017 - Bidder Information Webcast
- ❖ Tue 9/12/2017 - Part 1 Date (Part 1 Window Closes)
- ❖ Thu 9/21/2017 - Part 2 Date (Part 2 Window Closes)
- ❖ Tue 9/26/2017 - Bid Date (Part 2 Window Closes)

Announcements:

- ❖ 08/21/2017 - [PECO RFP - REMINDER: Deadline for](#)

Step 1. Request an Account

Get Account

Fields marked with an * are required

Name: *

Company: *

E-Mail: *

Position/Title:

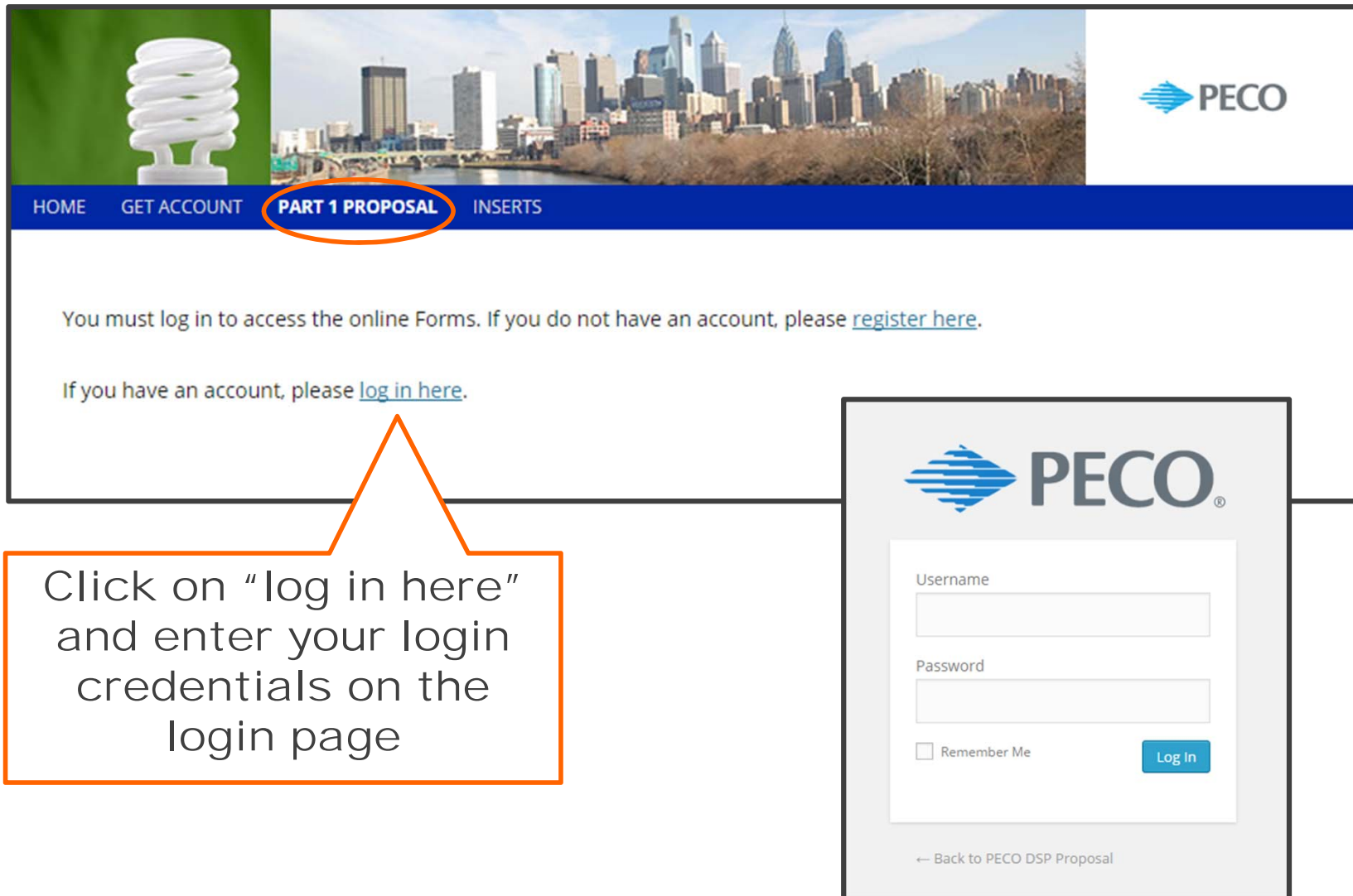
Phone Number: *

Alternate Phone Number:

Fill out required fields and click submit

Suppliers that already have an account from DSP III or DSP IV do not need to submit a new request

Step 2. Log In




HOME GET ACCOUNT **PART 1 PROPOSAL** INSERTS

You must log in to access the online Forms. If you do not have an account, please [register here](#).

If you have an account, please [log in here](#).

Click on "log in here" and enter your login credentials on the login page

 PECO®

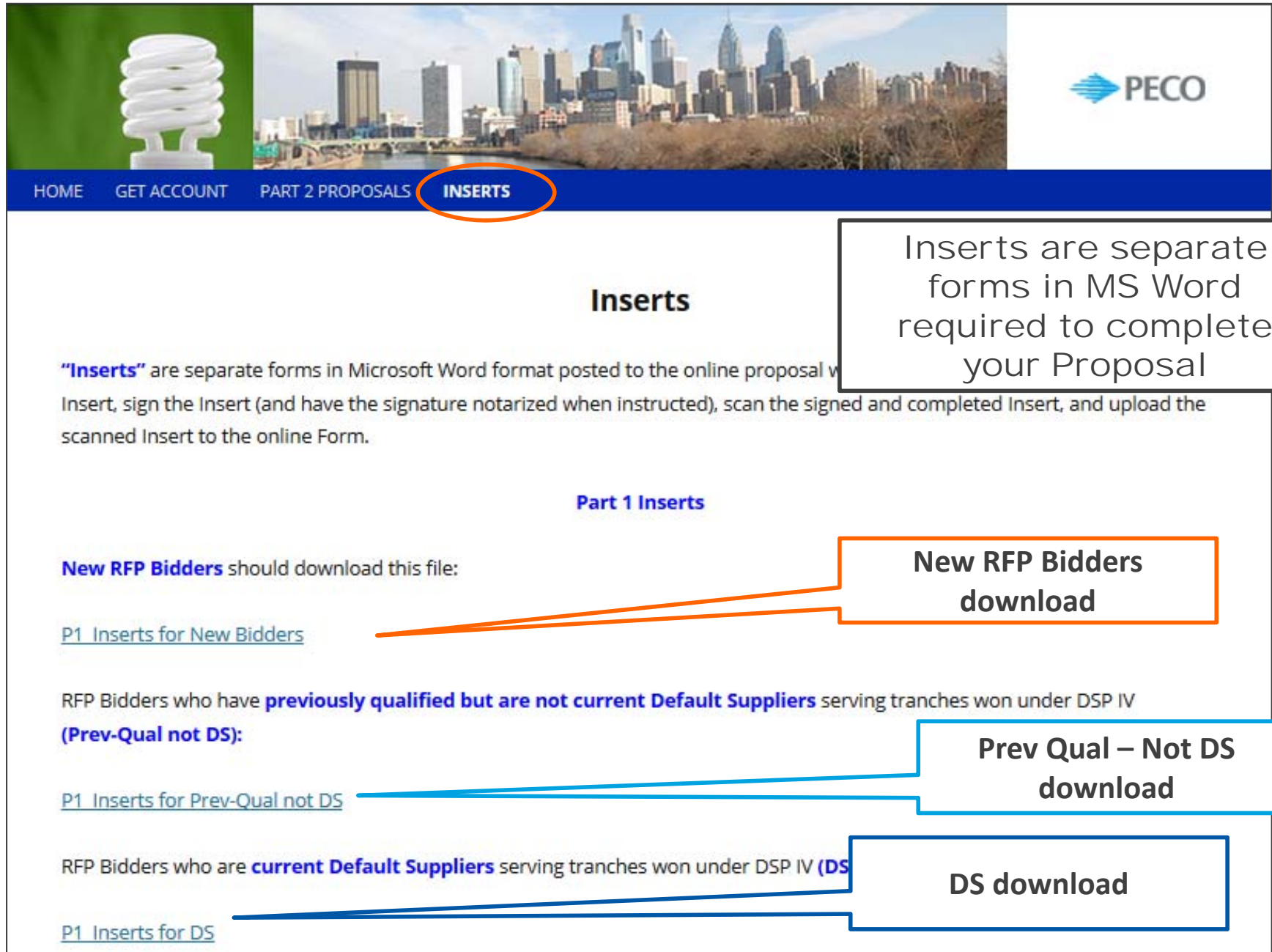
Username

Password

☐ Remember Me

[← Back to PECO DSP Proposal](#)

Step 3. Download the Inserts



Inserts

“Inserts” are separate forms in Microsoft Word format posted to the online proposal website. To complete your Proposal, 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

New RFP Bidders should download this file:

[P1 Inserts for New Bidders](#)

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

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

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

[P1 Inserts for DS](#)

Inserts are separate forms in MS Word required to complete your Proposal

New RFP Bidders download

Prev Qual – Not DS download

DS download

Contract and Rates



Contract under DSP IV

- 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 EDC-specific provisions are included
 - Assign responsibility for **generation deactivation charges** to PECO (charges will be collected through its non-bypassable transmission rate)

Credit Requirements

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

AEPS Requirements

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

		Percent of Total Retail Electric Sales		
Reporting Year	Time Period	Tier I	Solar Tier I	Tier II
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-Dec17	12/1/17 – 5/31/18	0	15	0
	6/1/18 – 11/30/18	0	29	0
RES-24-Dec17	12/1/17 – 5/31/18	0	15	0
	6/1/18 – 5/31/19	0	59	0
	6/1/19 – 11/30/19	0	29	0
SC-12-Dec17	12/1/17 – 5/31/18	0	22	0
	6/1/18 – 11/30/18	0	44	0
SC-12-Dec17	12/1/17 – 5/31/18	0	22	0
	6/1/18 – 5/31/19	0	89	0
	6/1/19 – 11/30/19	0	44	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>

NITS Rate Information

- The Federal Energy Regulatory Commission (FERC) issued an order and suspending PECO's transmission formula rate filing.
- The filed formula rates go into effect Dec 1, 2017, subject to refund.
- The currently effective NITS rate and the filed NITS rate is available on the Supplier Information section of the procurement website
- During DSP IV, PECO will continue to be responsible for recovery of NITS and non-firm point-to-point transmission costs associated with default service customers through its unbundled, bypassable transmission service charge

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 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 August 21, 2017**
- 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:
 1. **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

New Bidders

All Bidders

All Bidders

New Bidders

New and Prev
Qual – Not DS

1. **Bidder Information and Contact Information for Officer and Representative**
2. **Nominees** (optional)
3. **Financial Statements and Credit Ratings**
4. **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.

All Bidders

7. Make Certifications and Representations

All Bidders

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

All Bidders

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, September 12, 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, September 14, 2017** (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 **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, September 21, 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 RES and SC products
- Maximum amount of Pre-Bid Letter of Credit:
 - \$8.25M
 - 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: September 12, 2017

The screenshot shows a web form titled "PART 1 FORM" for the "Default SERVICE Program REQUEST FOR PROPOSALS", dated "September 12, 2017". The form includes input fields for "Phone No." (213-333-3456), "Cell Phone No. (Optional)" (213-333-3457), and "Email Address" (John.Doe@Company.com). A callout box points to these fields with the text "Enter information into the fields provided." Below the form fields, a bold instruction states: "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." This is followed by a section for "REPRESENTATIVE INSERT (#P1-1)" with a "Browse..." button and the text "No file selected." A callout box points to this section with the text "Upload supporting documents and Inserts". To the right, a sidebar titled "Useful Part 1 Documents:" lists "Part 1 Proposal Review Process". At the bottom of the sidebar, there are links to go to the "top" and "bottom" of the form, a "Save and Continue" button, and a "Log Out" button. A callout box points to the "Save and Continue" button with the text "Save as you go".

Phone No. 213-333-3456

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

Email Address John.Doe@Company.com

Enter information into the fields provided.

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

Useful Part 1 Documents:

- [Part 1 Proposal Review Process](#)

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

Save as you go

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) No file chosen

This number corresponds to the number in the Insert file name



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

Print, Save and Submit the Form

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

The screenshot displays a web form for proposal submission. At the top, there is a 'Browse' button and the text 'No file selected'. Below this, a callout box with an orange border contains the text: 'Print the form to PDF or to review in hardcopy'. To the right of the callout is a link that says 'Click to Print This Form'. Further right are two buttons: 'Save' and 'Submit'. The 'Submit' button is highlighted with an orange box. An orange arrow originates from the 'Submit' button and points down to a confirmation message. The confirmation message is located in a white box at the bottom of the page, which also features a header with a lightbulb icon, a cityscape image, and the PECO logo. The header also includes navigation links: 'HOME', 'GET ACCOUNT', 'PART 1 PROPOSAL', and 'INSERTS'. The confirmation message reads: 'Thank you. Your form has been received.'

Browse No file selected

Print the form to PDF
or to review in
hardcopy

[Click to Print This Form](#)

Save Submit

HOME GET ACCOUNT PART 1 PROPOSAL INSERTS

Thank you. Your form has been received.

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

Bids (All Bids are in \$/MWh)

Residential	Residential	Small Commercial	Small Commercial
RES-12-Dec17	RES-24-Dec17	SC-12-Dec17	SC-24-Dec17
December 2017 - November 2018	December 2017 - November 2019	December 2017 - November 2018	December 2017 - November 2019
Bid (\$/MWh)	Bid (\$/MWh)	Bid (\$/MWh)	Bid (\$/MWh)
1	1	1	1
2	2	2	2
3	3	3	3
4	4	4	
5	5	5	
6	6	6	
7	7	7	
8	8	8	
9	9	9	
10			
11			
12			

Enter Prices

Running Totals

Check Load Caps

Number of Tranches Bid

Residential	Residential	Small Commercial	Small Commercial
December 2017 - November 2018	December 2017 - November 2019	December 2017 - November 2018	December 2017 - November 2019
0	0	0	0

Bidder-Specific Load Caps

12	9	9	3
21		12	

Load Cap Status

OK	OK	OK	OK
OK		OK	

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 taking into account your tranches won in DSP III and DSP IV.

Bid Date Process

- Bids must be submitted between 10 AM and 12 PM noon on **Tuesday, September 26, 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 September 18, 2017

Post-Bid Process

Date	Action
Wednesday, September 27, 2017	<ul style="list-style-type: none"> RFP Bidders provide information to prepare the Uniform SMA and guaranty (if applicable) if not provided with the Part 1 Proposal
Thursday, September 28, 2017	<ul style="list-style-type: none"> PUC Issues a Decision Independent Evaluator provides PECO with Uniform SMA and guaranty (if applicable)
by Monday, October 2, 2017	<ul style="list-style-type: none"> PECO executes transaction confirmation, the Uniform SMA and guaranty (if applicable)
Monday, October 2, 2017	<ul style="list-style-type: none"> PECO sends Uniform SMA (including transaction confirmation) and guaranty by email/fax and overnight delivery service
Tuesday, October 3, 2017	<ul style="list-style-type: none"> 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

PECO Procurement For Default Supply

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[Ask a Question](#)

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.

Name *:
Company *:
Email Address *:
Question/Comment *:

Submit

[Contact Us](#)

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?