

# Bidder Information Session DSP IV September 2020 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 and the Addendum to the RFP Rules (posted August 4, 2020)
  - PECO Energy Company Pennsylvania Default Service Supplier Master Agreement ("Uniform SMA") (posted August 4, 2020)

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
- RFP Process Overview (including procedures to address COVID-19)
- Contract and Rates
- RFP Process Details
- RFP Website
- Questions

If you have any concerns related to COVID-19 and this solicitation which are not addressed in this presentation, please send a comment to the Independent Evaluator by email at PECOProcurement@nera.com



# 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
- This solicitation is the eighth and final solicitation to procure Default Service Supply
- Throughout DSP IV, supply has been 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 DSP IV**

	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  Consolidated Large 100 kW or greater of annual demand		100 kW or greater of annual peak demand		

### **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%	3,795.92	2,685.20	42.88	
SC	24	4.17%	1,064.58	477.28	19.89	
CCI	8	12.50%	3,148.52	240.69	30.09	

### **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-Dec20 and RES-24-Dec20
  - SC-12-Dec20 and SC-24-Dec20
- Load caps: a Default Supplier cannot supply more than 50% of Default Load for a Class at any point in time
- Fixed Price: A Default Supplier will be paid on the basis of:
  - Supplier's average winning bid price for each MWh of load served
  - Price is an all-in price

### **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- Dec20	12	Won more than 19 tranches of RES-24-Jun19, RES-24-Dec19, RES-12-June20, and RES-24-Jun20	31 less tranches of RES- 24-Jun19, RES-24-
RES-24- Dec20	9	Won more than 22 tranches of RES-24-Jun19, RES-24-Dec19, RES-12-Jun20, and RES-24-Jun20	Dec19, RES-12-Jun20, and RES-24-Jun20

### **Commercial Products and Load Caps**

Products	Available Tranches	Load Caps Apply to an RFP Bidder When an RFP Bidder Has:	Load Caps
SC-12-Dec20	6	Won more than 6 tranches of SC-24-Jun19, SC-24-Dec19, SC-12-Jun20, and SC-24-Jun20	12 less tranches of SC-24- Jun19, SC-24-Dec19, SC-
SC-24-Dec20	3	Won more than 9 tranches of SC-24-Jun19, SC-24-Dec19, SC-12-Jun20, and SC-24-Jun20	12-Jun20, and SC-24- Jun20

## PJM's Base Residual Auction for the 2022/2023 delivery year is Delayed

- The Base Residual Auction ("BRA") for the 2022/2023 delivery year has been delayed due to a FERC proceeding considering changes to PJM's capacity market (Docket Nos. EL16-49-001, EL18-178-001, EL18-1314-002 (consolidated))
- PJM's latest compliance filing was made on June 1, 2020, and FERC has not yet issued a decision on this filing
- Given the timeline in PJM's compliance filings and this proceeding, the delayed BRA for the 2022/2023 delivery year will not be held prior to the Bid Date on September 29, 2020
- The BRA for the 2022/2023 delivery year when held will provide a visible capacity price for the last six months of the 24-month products (June through November 2022)
- Bidders offering to supply 24-month products are entirely responsible for any uncertainty related to the lack of visibility of the capacity price for those months





### **RFP Process Overview**



### Schedule

MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY			
September							
31	1	2	3	4			
			Part 1 Form Available				
7	8	9	10	11			
LABOR DAY		Part 1 Window Opens					
14	15	16	17	18			
	Part 1 Date (Part 1 Window Closes)		Part 1 Notification Date	Part 2 Window Opens			
21	22	23	24	25			
		Bid Submission Training	Part 2 Date (Part 2 Window Closes)				
28	29	30	1	2			
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
- The Proposal process is entirely online for this solicitation
  - Provide required information
  - Upload supporting documents
  - Upload scanned signature pages ("Inserts")
  - The Pre-Bid Letter of Credit submitted by electronic means

### **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



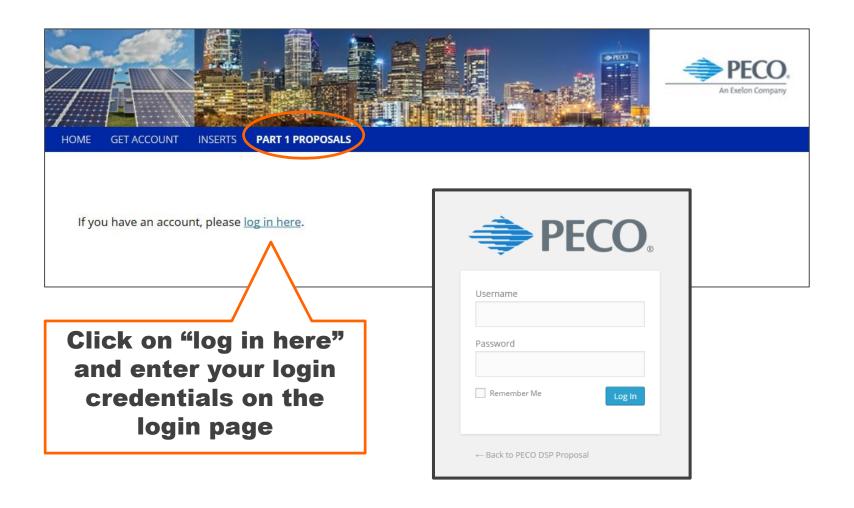
#### 3 Steps to Get Started



### Step 1. Request an Account

DIME GET ACCOUNT INSERTS PART 1 PROP	OSALS	P An Exe	ECO <sub>4</sub>
Fields marked with an * are required	Get Account	Fill out required fields and click	
Name: *  Company: *		submit	
E-Mail: *  Position/Title:		Suppliers already ha	ve an
Phone Number: *  Alternate Phone Number:		account do n to submit a reques	a new
	Submit		

### Step 2. Log In



### Step 3. Download the Inserts



#### **Inserts**

"Inserts" are separate forms in Microsoft Word format posted to the online proposal website. For the September 2020

Solicitation, RFP Bidders have an additional option to use digital signatures for completing the Inserts to the Part 1 Form and Part 2 Form that require a signature. The Inserts may be completed either by:

- 1. Filling in each applicable Insert, printing and signing the Insert using a wet signature (and have the signature notarized when instructed), and scanning the signed and completed Insert; or by:
- 2. Filling in each applicable Insert, digitally signing the Insert and providing along with the completed Insert an additional document or information that verifies the identity of the signatory. Additional documentation or information may include: (i) a certificate of completion if the signatory uses DocuSign; (ii) a Final Audit Report if the signatory uses Adobe Sign; (iii) evidence that the digital signature has been certified by the signatory using a document signing comentation or information produced by a commercially available software that can be used by the verify the identity of the signatory. For Inserts that require the signature to be notarized, notar

#### Part 1 Inserts

New RFP Bidders should download this file:

Insert is digitally signed.

#### P1 Inserts

#### P1 Inserts Prev Qual Bidder

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

P1 Inserts\_DS Bidder

Inserts are separate forms in MS Word

New RFP Bidders download

Prev Qual – Not DS download

DS download



# Addendum to the RFP Rules Issued to Address COVID-19

- In response to emergency measures enacted in the wake of COVID-19, the Independent Evaluator issued an Addendum of the RFP Rules that includes modifications to the processing of Proposals
  - Option to use digital signatures
  - The Pre-Bid Letter of Credit must be submitted as an electronic
     PDF file via electronic means and the Standard Pre-Bid Letter of
     Credit has been amended to accommodate electronic submission
    - Requests for modifications may be submitted by email to <u>Pecoprocurement@nera.com</u> at any time through the Part 1
       Date, including prior to the opening of the Part 1 Window
  - RFP Bidders will have a minimum of 10 minutes to resubmit a nonconforming Bid Form
  - Additional instructions regarding the contract execution process will be provided with the Part 1 Notification (if necessary)



### **Contract and Rates**



### **Contract under DSP IV**

- PECO uses the Uniform SMA developed for DSP III
- While the SMA is uniform across EDCs in Pennsylvania, 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**

- Credit exposure 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 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 and all solar credits must be compliant and eligible to be retired in Pennsylvania in accordance with implementation of Act 40 of 2017
- 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 Year	Time Period	Tier I	Solar Tier I	Tier II	
15	6/1/20 – 5/31/21	8.00%	0.5000%	10.00%	
16	6/1/21 – 5/31/22	8.00%	0.5000%	10.00%	
17	6/1/22 – 5/31/23	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 a 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-Dec20	12/1/20 - 5/31/21	0	70	0
RES-12-Dec20	6/1/21 – 11/30/21	0	0	0
	12/1/20 – 5/31/21	0	80	0
RES-24-Dec20	6/1/21 – 5/31/22	0	80	0
	6/1/22 – 11/30/22	0	0	0
SC-12-Dec20	12/1/20 – 5/31/21	0	70	0
3C-12-Dec20	6/1/21 – 11/30/21	0	0	0
	12/1/20 – 5/31/21	0	80	0
SC-24-Dec20	6/1/21 – 5/31/22	0	80	0
	6/1/22 – 11/30/22	0	0	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
- Rates also incorporate a quarterly true-up and administrative costs (See PECO's GSA Tariff)
- A Default Service rate calculation model is posted to the PECO website:
  - https://www.peco.com/MyAccount/MyService/Pages/ElectricPricetoCompare.aspx

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

- Under a multi-state arrangement, PECO receives for the benefit of its residential customers an annual allocation of capacity and associated energy from the St. Lawrence hydroelectric project operated by the New York Power Authority (NYPA) and administered by the Allegheny Electric Cooperative, Inc as NYPA's bargaining agent
- Allocation is dependent upon the number of residential customers PECO serves; PECO's allocation for energy year 2020/21 is 5.54 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
- If you intend to submit an alternate guaranty form for consideration by PECO, please submit your notice via email to <u>pecoprocurement@nera.com</u> by August 18, 2020 and additional information will be provided
- 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. Prev Qual Not DS (that have previously qualified but have not executed a Uniform SMA for tranches won under DSP IV)
  - 3. **Default Suppliers** (that have previously qualified and have executed a Uniform SMA for 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 (business and cell phone numbers will be required)
- 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.



- 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
  - ✓ RFP Bidders may submit requests ahead of the Part 1
    Window and through the Part 1 Date

Good Idea! Check list before proposing modifications

Go to Pecoprocurement.com→
Supplier Information→
Documents

### Part 1 Requirements cont.



#### 7. Make Certifications and Representations

 The representations and certifications required by the Part 2 Form may be submitted during the Part 1 Window for early processing



8. Foreign RFP Bidders and Foreign Guarantors (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, September 15, 2020

## **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

## **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

This slide was added after the webcast was held on August 14, 2020 to provide additional detail on the Part 1 Proposal review process.



#### **Part 1 Notification**

 An RFP Bidder is notified whether it has qualified to submit a Part 2 Proposal by Thursday, September 17, 2020 (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
- Confidential Login information to test secure file transfer system during training and to submit Bids on the Bid Date
- Additional information on contract execution process, if needed

# Part 2 Requirements

#### **Online Form**

- 1. Certifications and Representations
- 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 to the Independent Evaluator at <a href="mailto:PECOprocurement@nera.com">PECOprocurement@nera.com</a>

#### Part 2 Proposal Due on Thursday, September 24, 2020



# 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:
  - \$7.5M
  - 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?

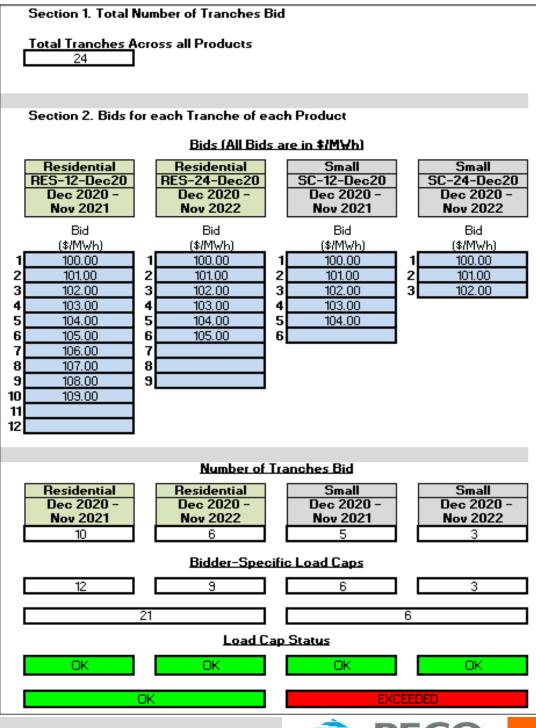
- A Bid is a price in \$/MWh for one tranche of a product
  - Automatically rounded to the nearest cent
  - Binding until six (6) business days after the Bid Date
  - Must be supported by sufficient security
- Bids will be evaluated by the Independent Evaluator on a price-only basis

#### **Bid Form**

**Enter Prices** 

Running Totals

Check Load Caps



### **Bid Date Process**

- Bids must be submitted between 10 AM and 12 PM noon on Tuesday, September 29, 2020 (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 a minimum of 10 minutes to resubmit a nonconforming Bid Form
  - 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 23, 2020

# Post-Bid Process from the RFP Rules

#### The Steps of the Process:

- 1. Independent Evaluator notifies RFP Bidders
- 2. RFP Bidders provide information to prepare the Uniform SMA and guaranty (if applicable) if not provided with the Part 1 Proposal
- 3. PUC Issues a Decision
- **4. Independent Evaluator** provides PECO with Uniform SMA, transaction confirmations, and guaranty (if applicable).
- 5. PECO executes transaction confirmation, the Uniform SMA and guaranty (if applicable) and sends documents to winning RFP Bidders
- 6. RFP Bidders execute and return the Uniform SMA (including transaction confirmation) and guaranty, 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





# **Questions?**

