

PG&E's Participants' Webinar

Distribution Investment Deferral Framework (DIDF) Request for Offers



Together, Building
a Better California

October 25, 2023



Agenda

Topics

Introduction and Safety

Distribution Services Needed

Solicitation Overview

- **RFO Design**
- **Technology Neutral Pro-Forma**
- **Evaluation Methodology**
- **Deferral Values**

Offer Submittal Process

Offer Form

Intermission

Q&A

Presenter

Sandy Burns

Megan Ching

Sandy Burns

Bev Moris

Bev Moris

Team



Webinar Format

- **PG&E will not take questions during the presentation**
- **Participants should email questions on the DIDF RFOs to DIDFRFO@pge.com during the presentation**
 - Questions will be answered at the end of the webinar
 - PG&E might not address all questions during the Q&A portion of this webinar
 - After the webinar, PG&E will compile and post a Q&A document on PG&E's DIDF RFO website.



Webinar Disclaimers

- This presentation is intended to provide a summary of the information and requirements set forth in the RFO materials.
- Participants should carefully review the 2023 DIDF Solicitation Protocol and all RFO materials available on PG&E's website.
- To the extent that there are any inconsistencies between information provided in this presentation and the requirements in the RFO materials, the RFO materials published on PG&E's website shall govern.



Independent Evaluator (IE)

- **Primary role of the IE is to:**
 - Monitor RFO processes to ensure fair and equal treatment of all Participants
 - Monitor evaluation processes to ensure PG&E has implemented methodology as described and that offers are treated consistently
 - Report on RFO process and proposed transactions to CPUC when filed for CPUC approval
- **The IE may review all Offer data and communications with Participants**
- **DIDF RFO IE is PA Consulting Group, Inc.**



Communications and Website

- RFO website provides everything you need to submit an Offer, including (but not limited to) the following:
 - RFO materials
 - Detailed instructions for submitting Offers(s) using Power Advocate and to the IE
 - Announcements, additional resources, and Q&A
- All solicitation communications should be directed to: **DIDFRFO@pge.com** with a copy to the Independent Evaluator at **pge_ie@paconsulting.com**



Target Fall 2023 DIDF RFO Schedule

Date/Time	DIDF Event
September 15, 2023	PG&E issued RFO
October 25, 2023	Participants' webinar
November 27, 2023	Deadline for Participants to submit Offers via Power Advocate
December 22, 2023	Participants Notified of Eligibility for Shortlisted Offer Negotiations
Q1, 2024	Negotiations
Q2, 2024	Contract Execution/Only Advice Letter

Distribution Services Needed



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RFO Project Locations

Candidate Deferral	GNA Facility Name	In-Service Date
Corral 1104	Corral 1101	2026
Lemoore 1106	Lemoore 1101	2026
	Lemoore 1105	
Storey 1103	Storey 1107	2026
	Storey Bank 2	





Corral 1101

CORRAL DEFERRAL OPPORTUNITY



Technical and Operational Requirements

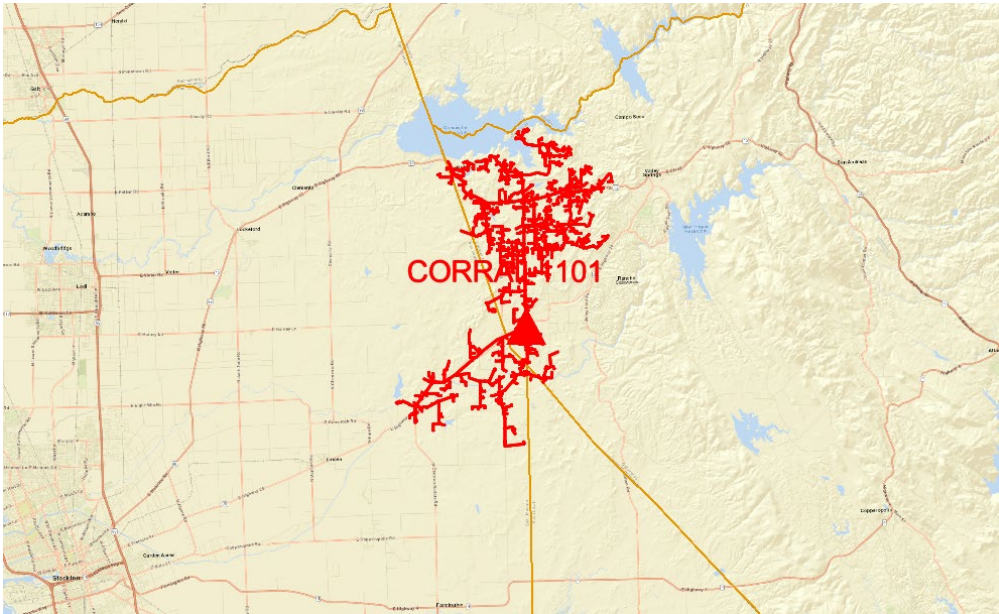
- **2.35 MW must be sourced at Corral 1101**

Candidate Deferral	Expected Performance and Technical Requirements									
	GNA Facility Name	In-Service Date	Requirement	Real Time (RT) or Day Ahead (DA)	Grid Need (MW)	Month	Delivery Days	Calls/Year	Hours	Duration (Hours)
Corral 1104	Corral 1101	2026	A	DA	2.35	6-9	Mon – Sun	100	3PM-10PM	5

Corral 1101 Grid Need Overview

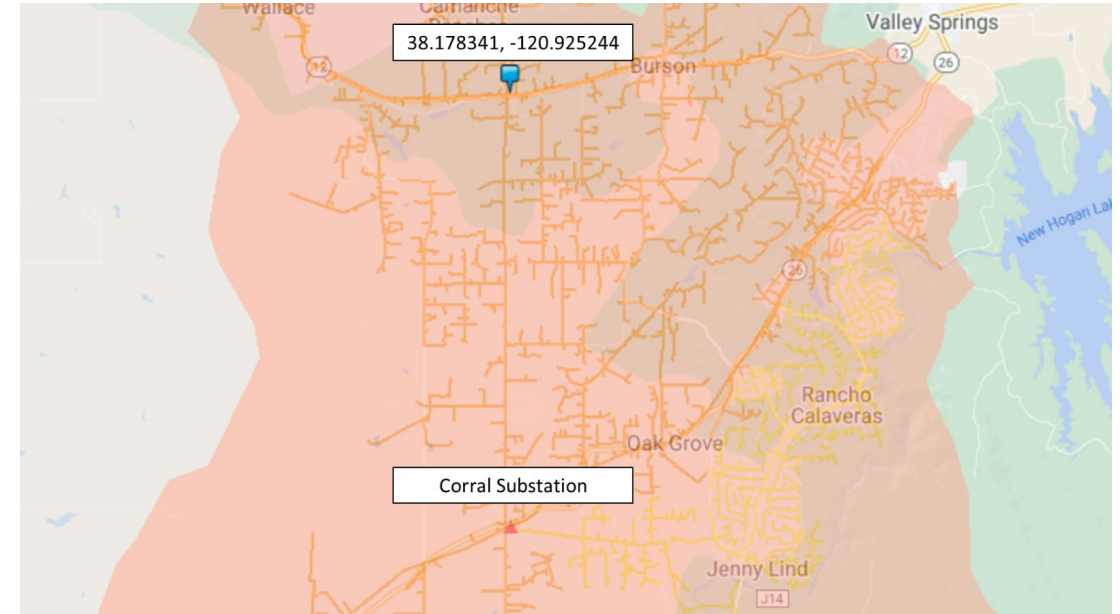
Location

Corral 1101, Calaveras/San Joaquin/Stanislaus County



Interconnection

Load side of coordinates 38.178341, -120.925244

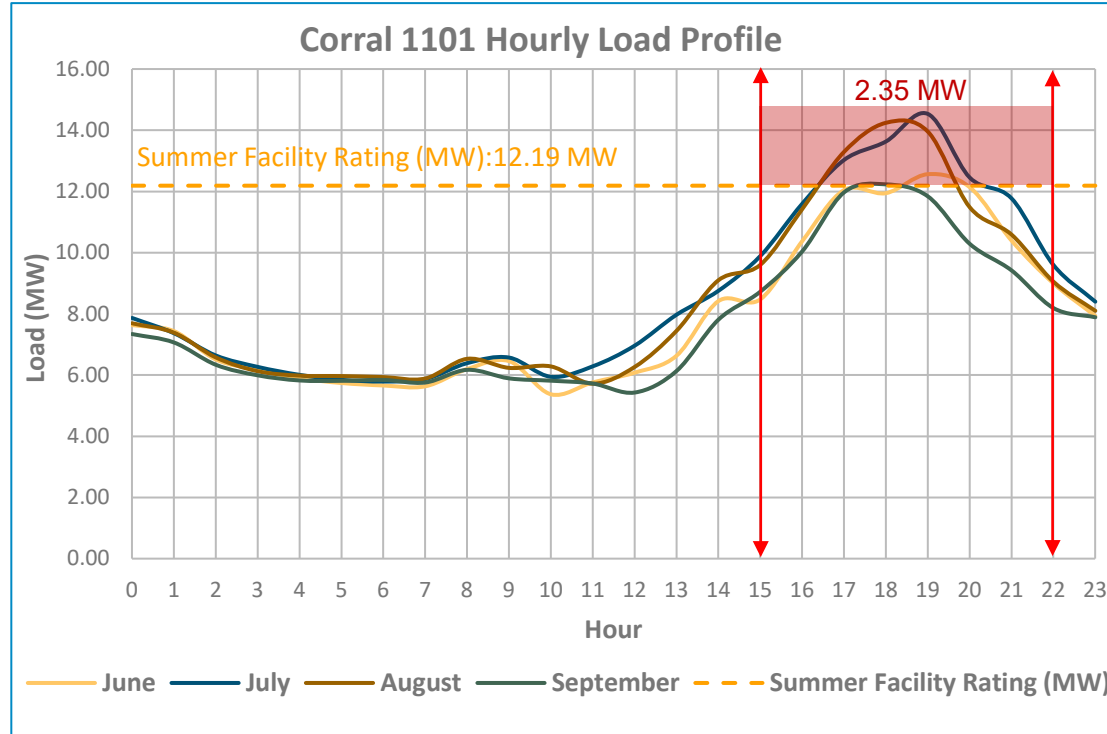


Candidate Deferral	GNA Facility Name	In-Service Date	Grid Need (MW)
Corral 1104	Corral 1101	2026	2.35

- **Equipment:** Feeder 1101
- **Electrical Service:**
 - 12 kV feeder



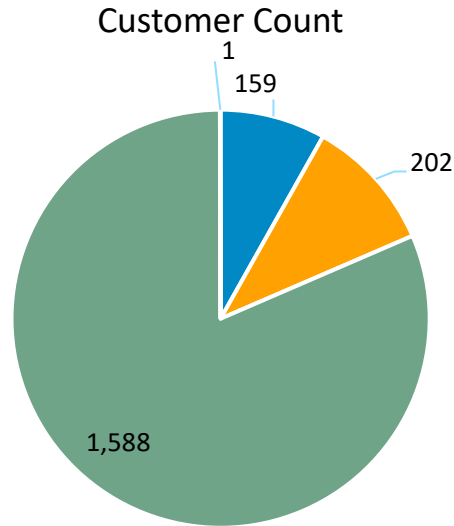
Technical and Operational Requirements



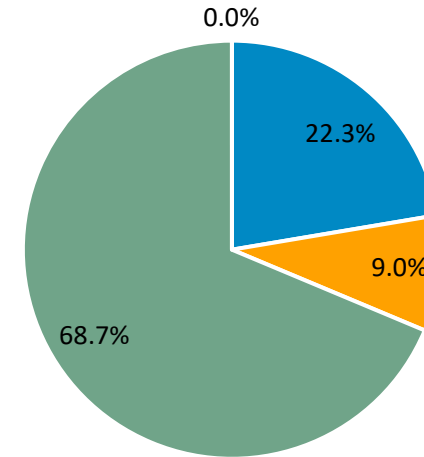
Candidate Deferral	GNA Facility Name	Requirement	Real Time (RT) or Day Ahead (DA)	Grid Need (MW)	Month	Delivery Days	Calls/Year	Hours	Duration (Hours)
Corral 1104	Corral 1101	A	DA	2.35	6-9	Mon – Sun	100	3PM-10PM	5



Customer Composition – Corral 1101 (Peak Load Day – September 5th, 2022)



Peak Day Load by Customer Class (%)



■ Agricultural ■ Commercial/Industrial ■ Residential ■ Other

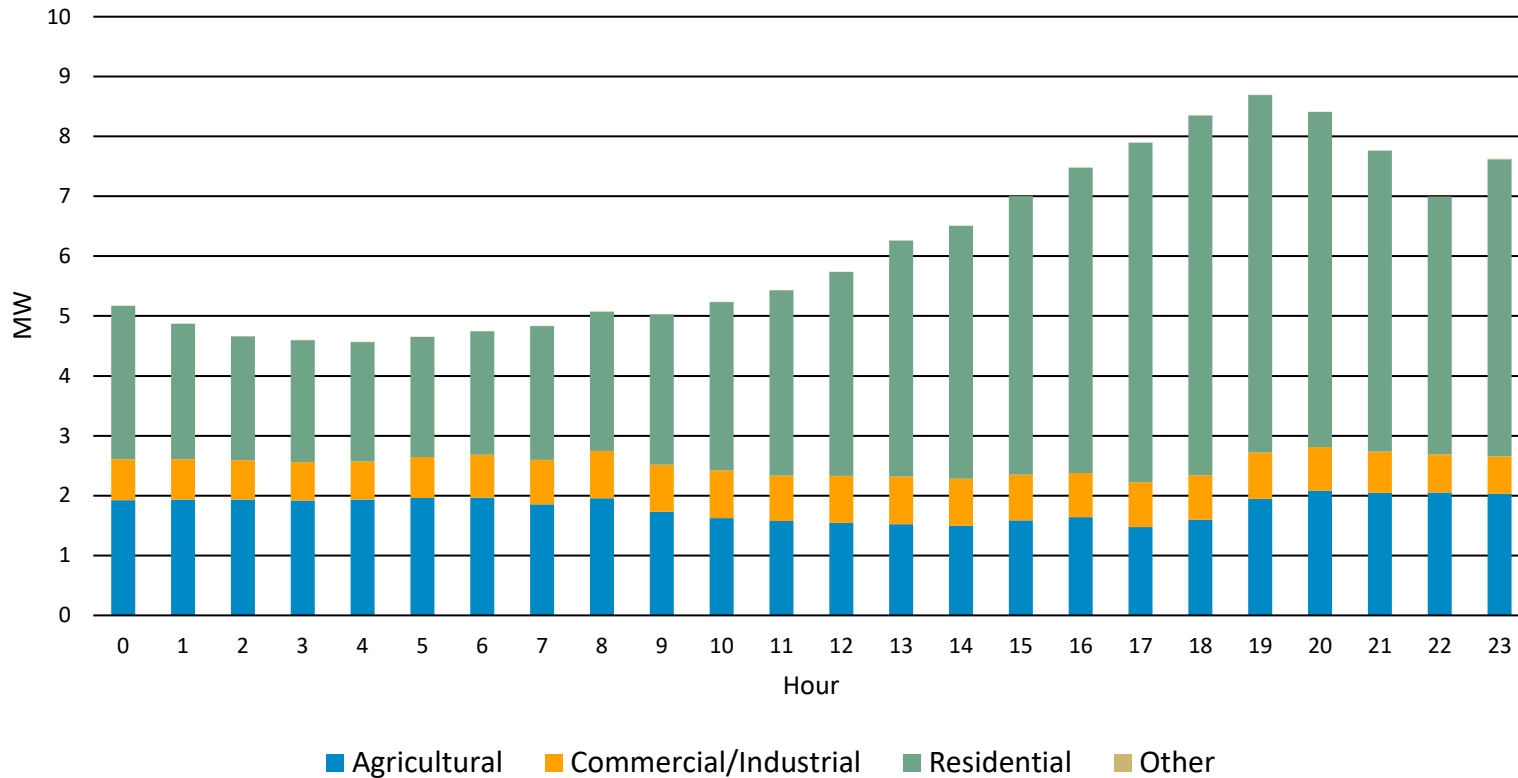
■ Agricultural ■ Commercial/Industrial ■ Residential ■ Other

Customer Class	Total Customer Count	Peak Day Load (MW)
Agricultural	159	1.94
Commercial/Industrial	202	0.78
Residential	1,588	5.97
Other	1	0.00
Total	1,950	8.69



Load by Customer Class – Corral 1101 (Peak Load Day – September 5th, 2022)

Peak Day Hourly Load Profile by Customer Type



Historical 2022			
Observed Peak Load (MW)	Installed DERs		
	Solar PV (MW)	Mixed (MW)	Synchronous (MW)
8.69	4.53	0.23	5.00



Lemoore 1101 and Lemoore 1105

LEMOORE DEFERRAL OPPORTUNITY



Technical and Operational Requirements

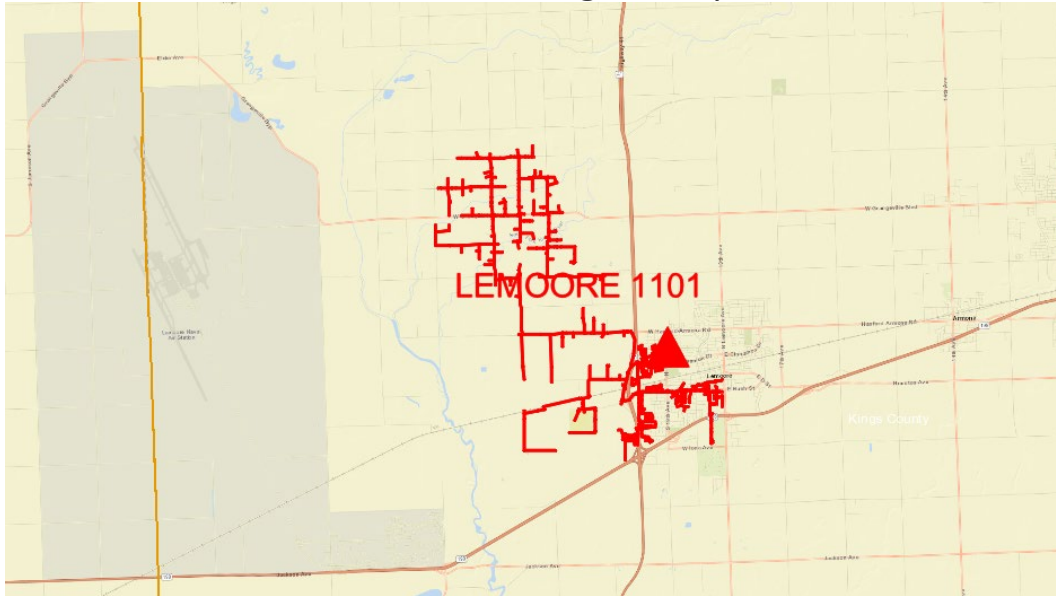
- **1.47 MW must be sourced at Storey 1101**
- **2.47 MW must be sourced at Storey 1105**

Candidate Deferral	Expected Performance and Technical Requirements									
	GNA Facility Name	In-Service Date	Requirement	Real Time (RT) or Day Ahead (DA)	Grid Need (MW)	Month	Delivery Days	Calls/Year	Hours	Duration (Hours)
Lemoore 1106	Lemoore 1101	2026	A	DA	1.47	6-9	Mon – Sun	114	4PM-10PM	5
	Lemoore 1105	2026	B	DA	2.47	6-9	Mon – Sun	122	2PM-10PM	7

Lemoore 1101 Grid Need Overview

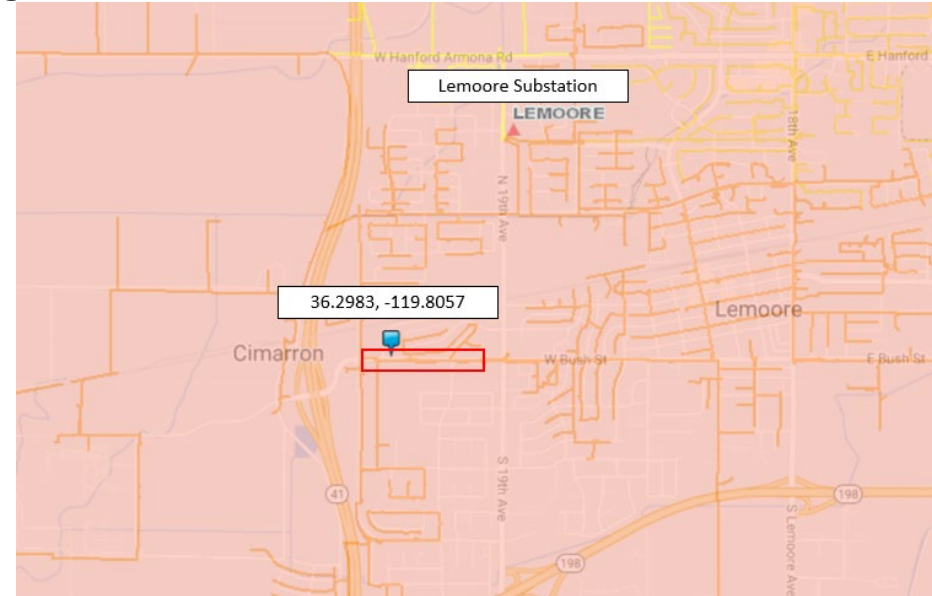
Location

Lemoore 1101, Kings County



Interconnection

Along section indicated in red with the coordinates of 36.2983, -119.8057

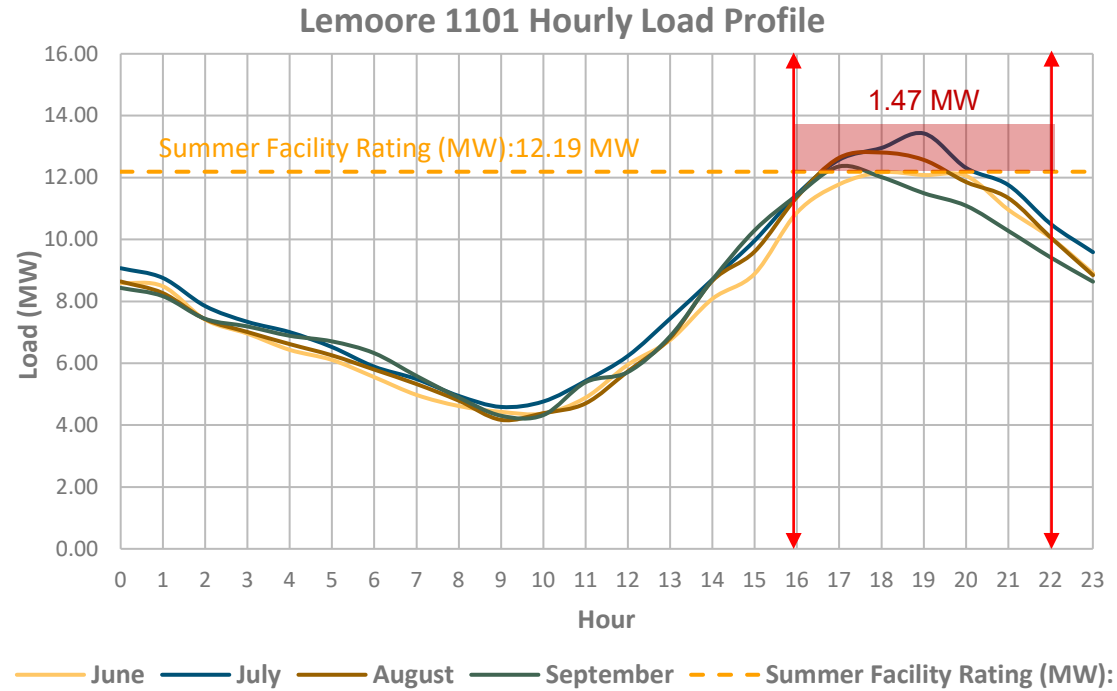


Candidate Deferral	GNA Facility Name	In-Service Date	Grid Need (MW)
Lemoore 1106	Lemoore 1101	2026	1.47
	Lemoore 1105	2026	2.47

- **Equipment:** Feeder 1101
- **Electrical Service:**
 - 12 kV feeder



Technical and Operational Requirements

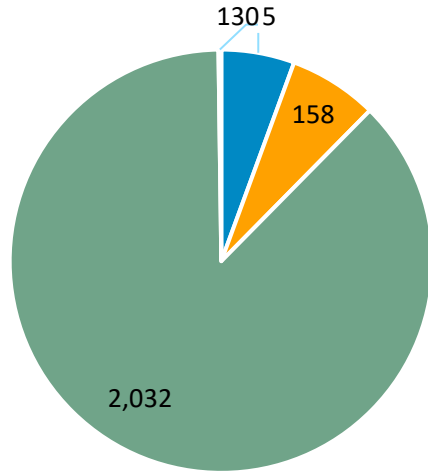


Candidate Deferral	GNA Facility Name	Requirement	Real Time (RT) or Day Ahead (DA)	Grid Need (MW)	Month	Delivery Days	Calls/Year	Hours	Duration (Hours)
Lemoore 1106	Lemoore 1101	A	DA	1.47	6-9	Mon – Sun	114	4PM-10PM	5

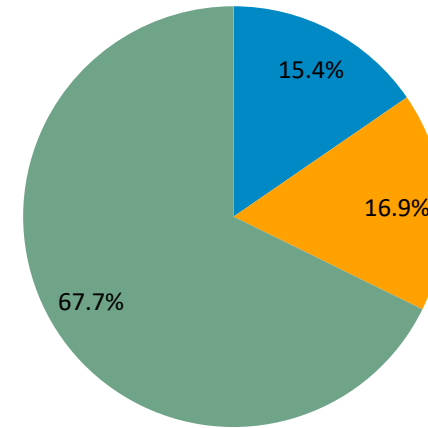


Customer Composition – Lemoore 1101 (Peak Load Day – August 18th, 2022)

Customer Count



Peak Day Load by Customer Class (%)



■ Agricultural ■ Commercial/Industrial ■ Residential ■ Other

■ Agricultural ■ Commercial/Industrial ■ Residential ■ Other

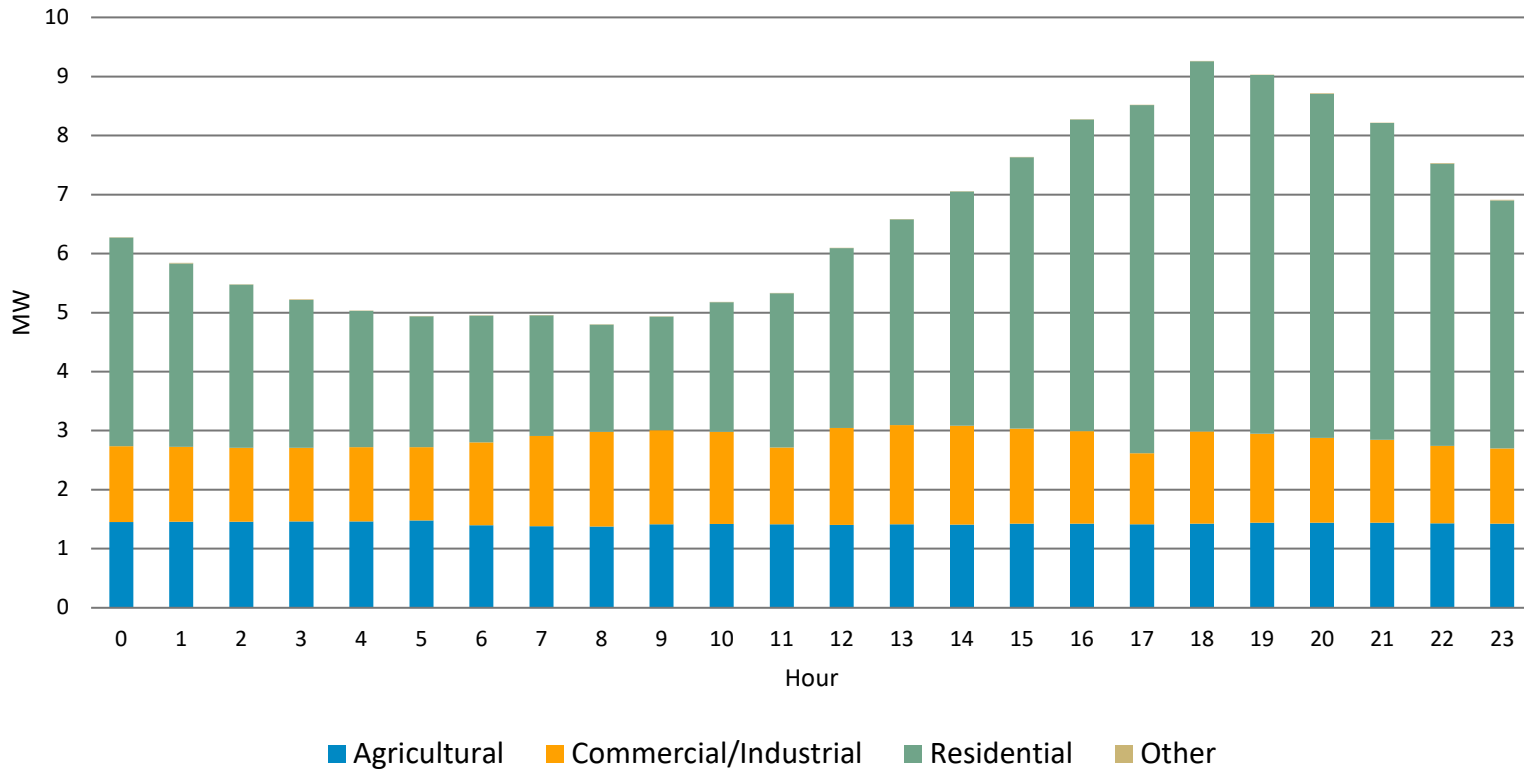
Customer Class	Total Customer Count	Peak Day Load (MW)
Agricultural	130	1.43
Commercial/Industrial	158	1.56
Residential	2,032	6.27
Other	5	0.00
Total	2,325	9.26

Public



Load by Customer Class – Lemoore 1101 (Peak Load Day – August 18th, 2022)

Peak Day Hourly Load Profile by Customer Type

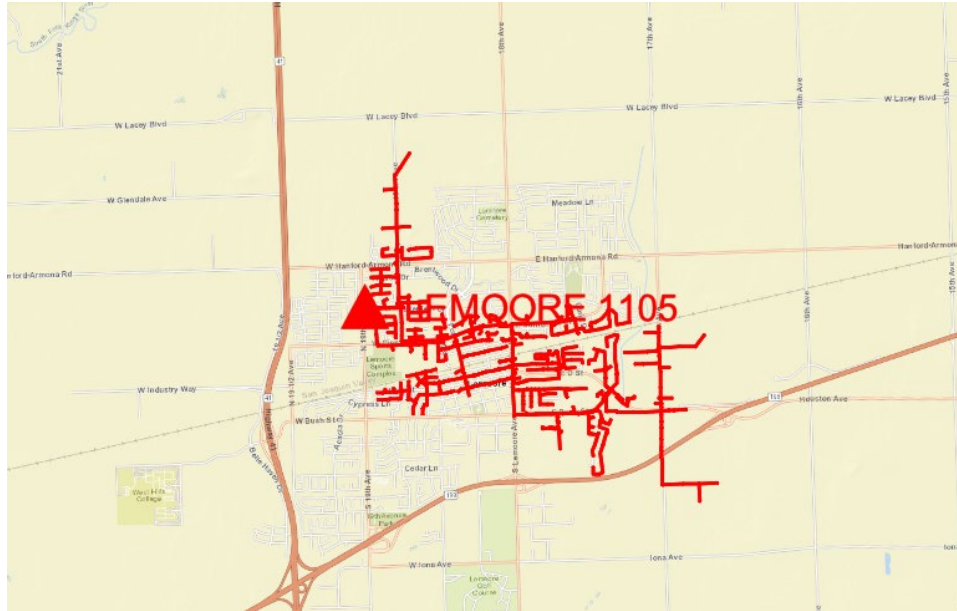


Historical 2022		
Observed Peak Load (MW)	Installed DERs	
	Solar PV (MW)	Mixed (MW)
9.26	4.45	0.11

Lemoore 1105 Grid Need Overview

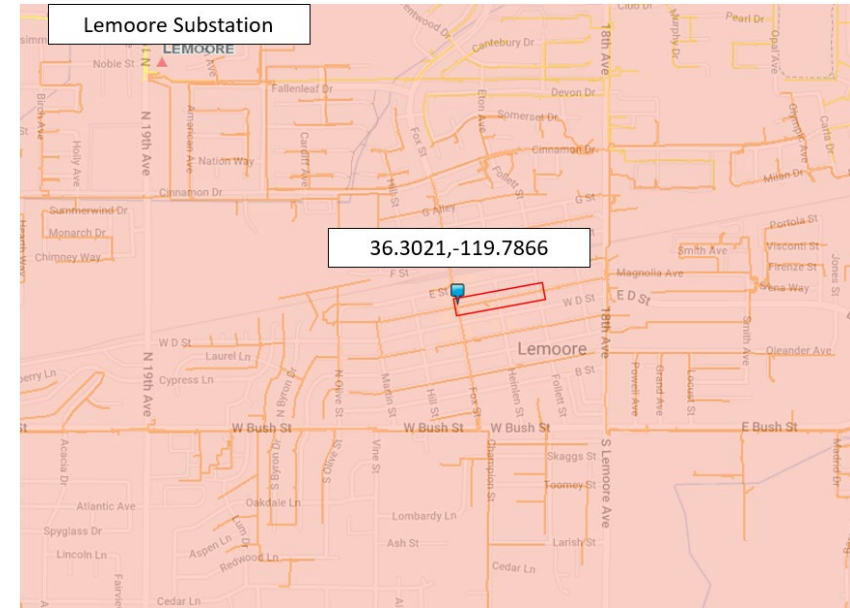
Location

Lemoore 1105, Kings County



Interconnection

Along section indicated in red with the coordinate of 36.3021, -119.7866

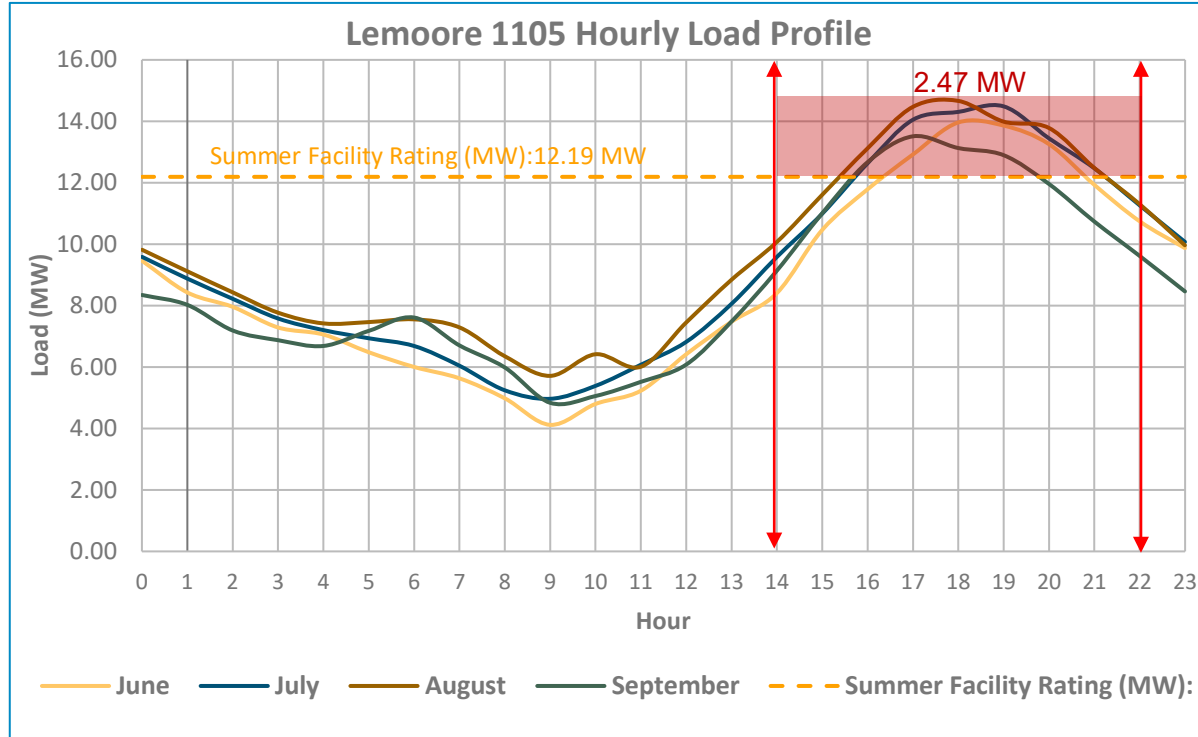


Candidate Deferral	GNA Facility Name	In-Service Date	Grid Need (MW)
Lemoore 1106	Lemoore 1101	2026	1.47
	Lemoore 1105	2026	2.47

- **Equipment:** Feeder 1105
- **Electrical Service:**
 - 12 kV feeder



Technical and Operational Requirements

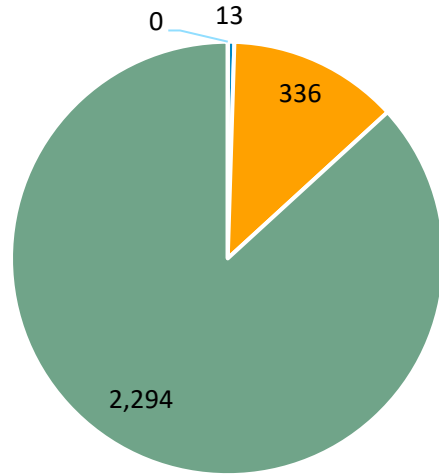


Candidate Deferral	GNA Facility Name	Requirement	Real Time (RT) or Day Ahead (DA)	Grid Need (MW)	Month	Delivery Days	Calls/Year	Hours	Duration (Hours)
Lemoore 1106	Lemoore 1105	B	DA	2.47	6-9	Mon – Sun	122	2PM-10PM	7

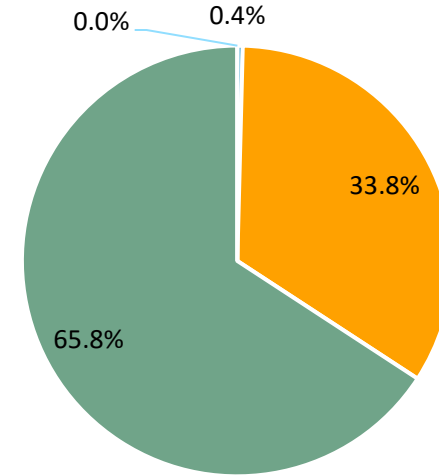


Customer Composition – Lemoore 1105 (Peak Load Day – September 6th, 2022)

Customer Count



Peak Day Load by Customer Class (%)



■ Agricultural ■ Commercial/Industrial ■ Residential ■ Other

■ Agricultural ■ Commercial/Industrial ■ Residential ■ Other

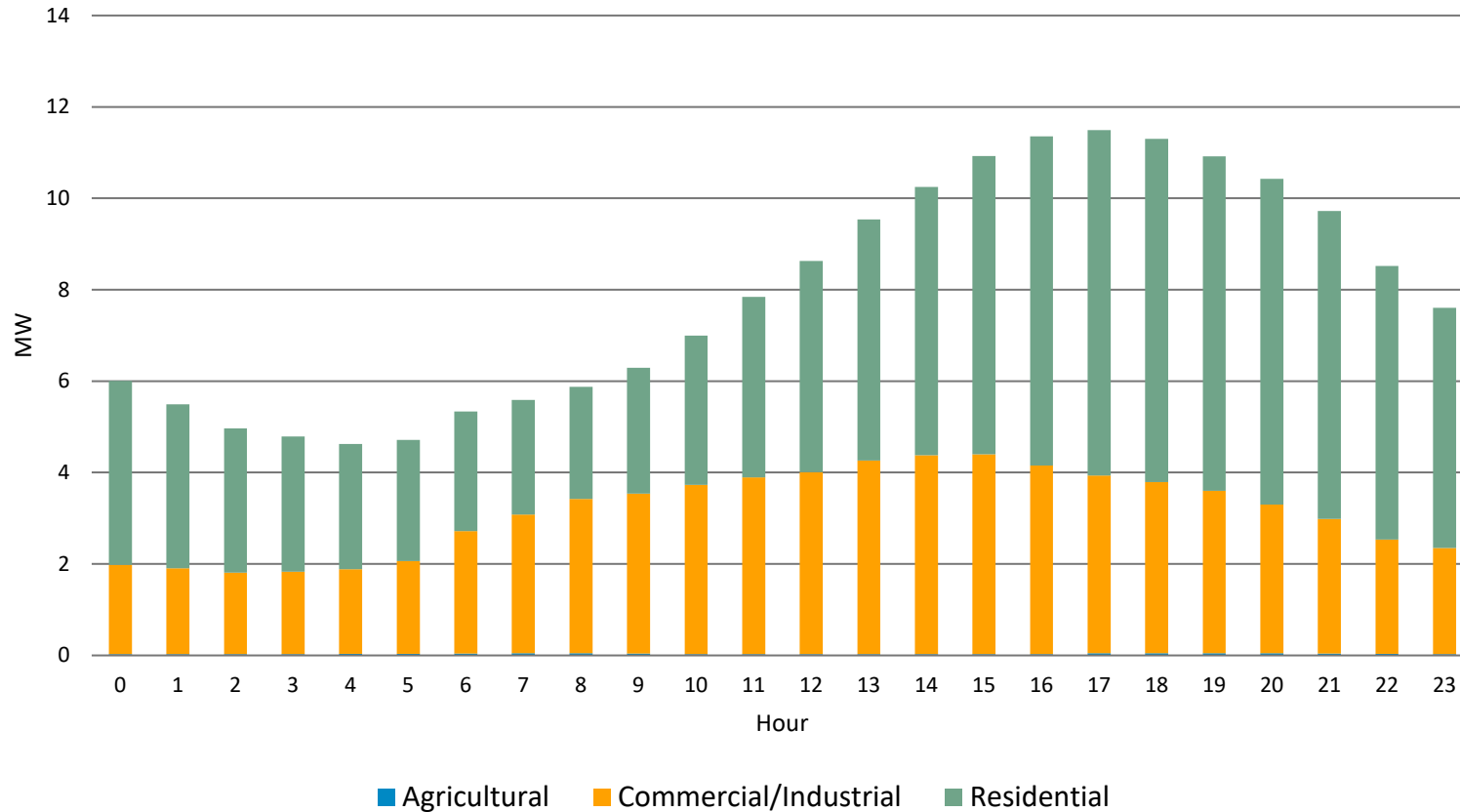
Customer Class	Total Customer Count	Peak Day Load (MW)
Agricultural	13	0.05
Commercial/Industrial	336	3.89
Residential	2,294	7.56
Other	0	0.00
Total	2,643	11.49

Public



Load by Customer Class – Lemoore 1105 (Peak Load Day – September 6th, 2022)

Peak Day Hourly Load Profile by Customer Type



Historical 2022		
Observed Peak Load (MW)	Installed DERs	
	Solar PV (MW)	Mixed (MW)
11.49	5.23	0.07



Storey 1107 and Storey Bank 2

STOREY DEFERRAL OPPORTUNITY



Technical and Operational Requirements

- **1.73 MW must be sourced at Storey 1107**
- **11.24 MW must be sourced at Storey Bank 2**

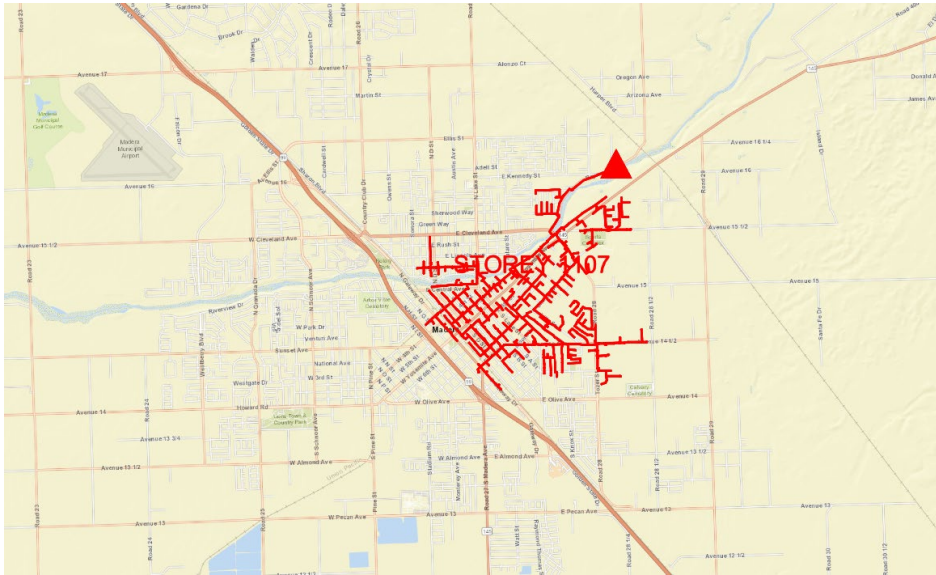
Candidate Deferral	Expected Performance and Technical Requirements									
	GNA Facility Name	In-Service Date	Requirement	Real Time (RT) or Day Ahead (DA)	Grid Need (MW)	Month	Delivery Days	Calls/Year	Hours	Duration (Hours)
Storey 1103	Storey 1107	2026	A	DA	1.73	6-9	Mon – Sun	114	12PM-9PM	8
	<u>Storey Bank 2</u> <ul style="list-style-type: none"> • Storey 1107 • Storey 1108 • Storey 1109 • Storey 1111 	2026	B	DA	11.24	6-9	Mon – Sun	122	2PM-11PM	9



Storey 1107 Grid Need Overview

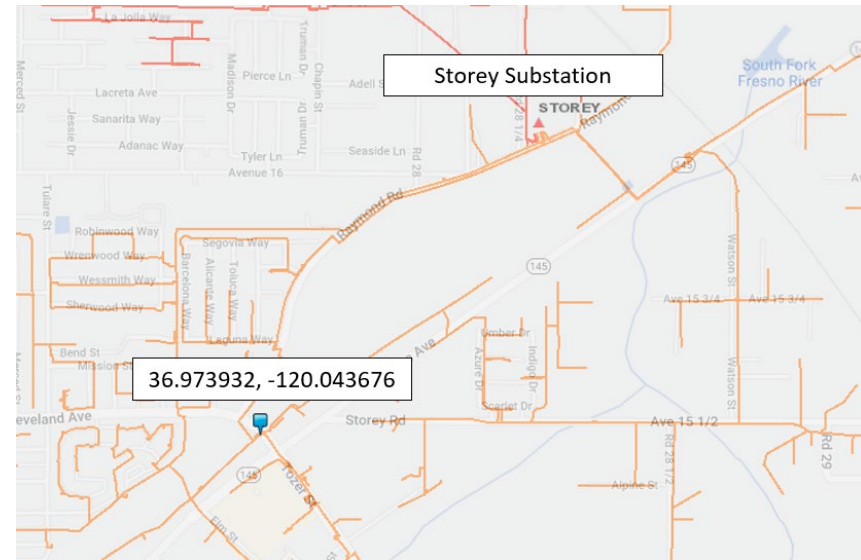
Location

Storey 1107, Madera County



Interconnection

Load side of 36.973932, -120.043676

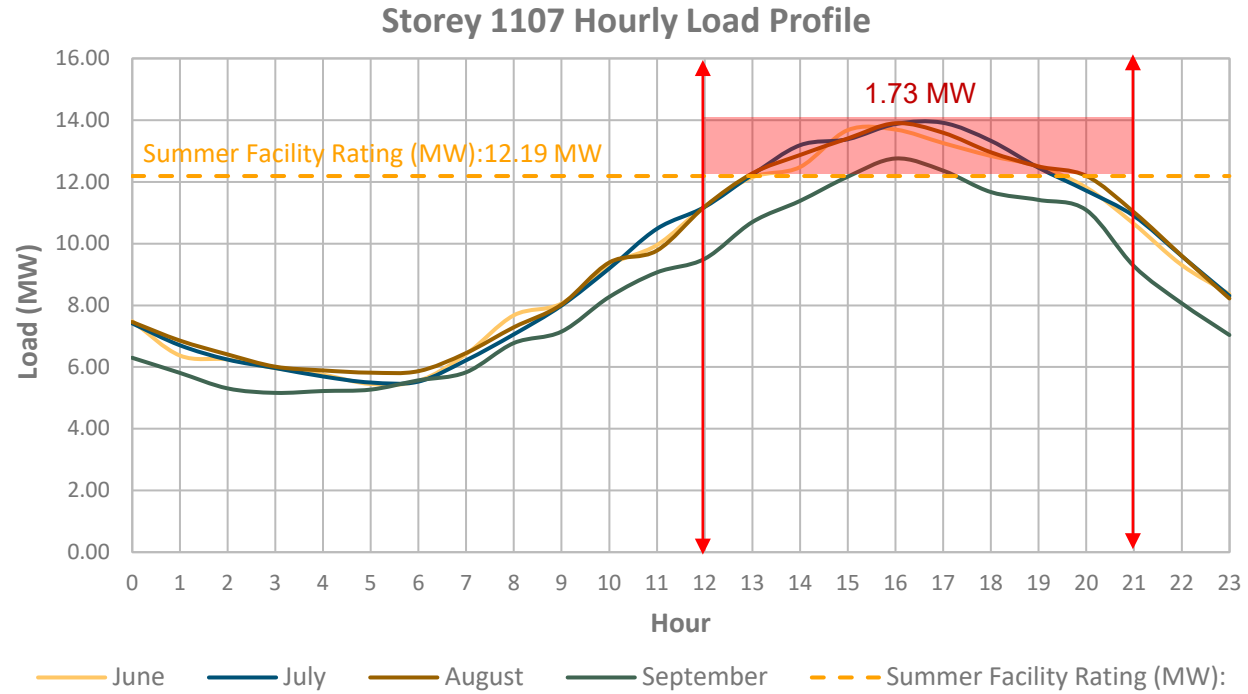


Candidate Deferral	GNA Facility Name	In-Service Date	Grid Need (MW)
Storey 1103	Storey 1107	2026	1.73
	Storey Bank 2 • Storey 1107 • Storey 1108 • Storey 1109 • Storey 1111	2026	11.24

- **Equipment:** Feeder 1107
- **Electrical Service:**
 - 12 kV feeder



Technical and Operational Requirements

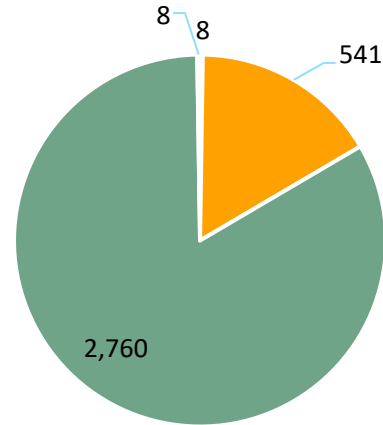


Candidate Deferral	GNA Facility Name	Requirement	Real Time (RT) or Day Ahead (DA)	Grid Need (MW)	Month	Delivery Days	Calls/Year	Hours	Duration (Hours)
Storey 1103	Storey 1107	A	DA	1.73	6-9	Mon – Sun	114	12PM-9PM	8

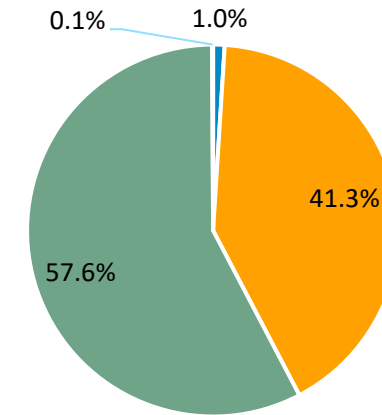


Customer Composition – Storey 1107 (Peak Load Day – September 6th, 2022)

Customer Count



Peak Day Load by Customer Class (%)



■ Agricultural ■ Commercial/Industrial ■ Residential ■ Other

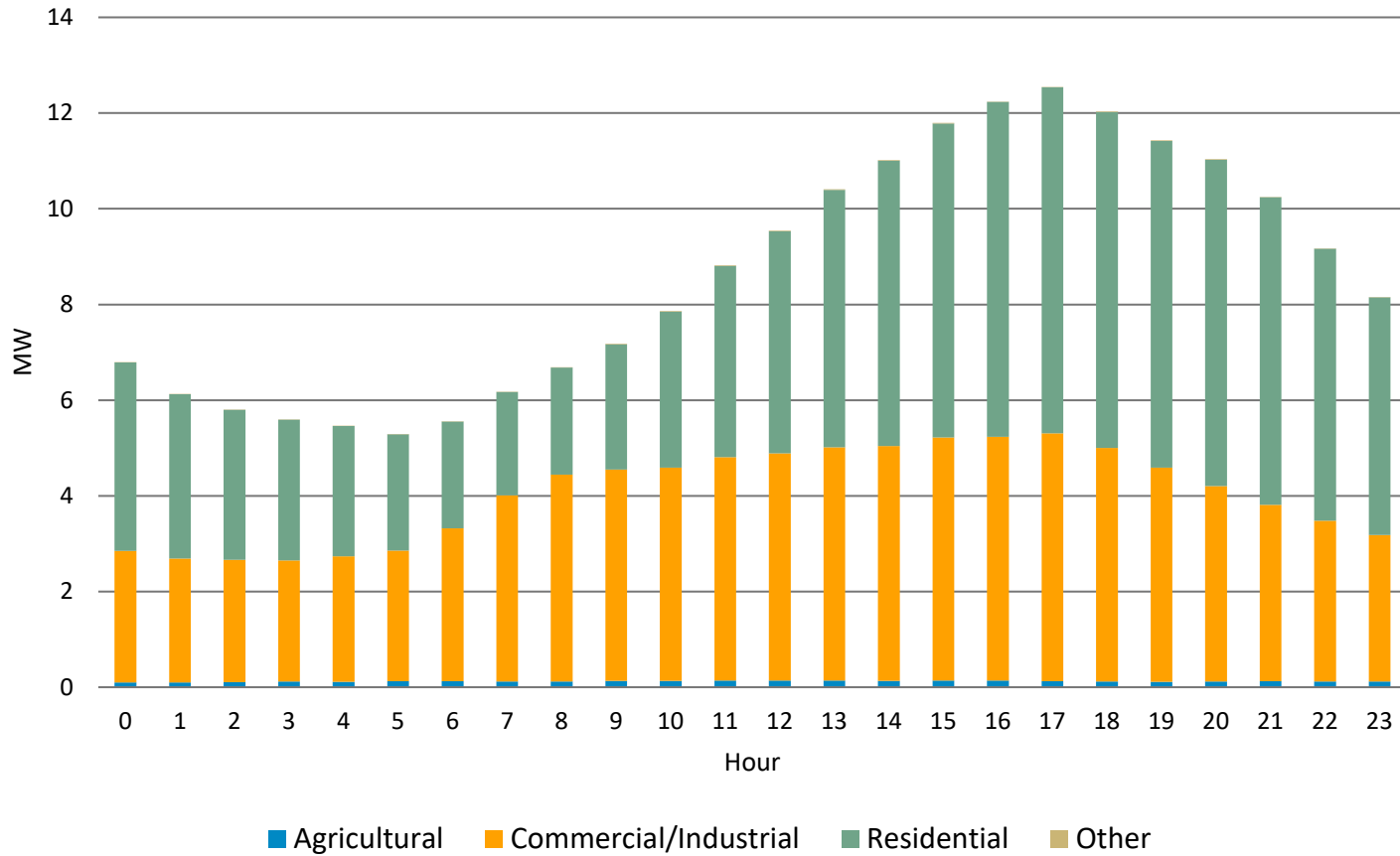
■ Agricultural ■ Commercial/Industrial ■ Residential ■ Other

Customer Class	Total Customer Count	Peak Day Load (MW)
Agricultural	8	0.13
Commercial/Industrial	541	5.18
Residential	2,760	7.23
Other	8	0.01
Total	3,317	12.55



Load by Customer Class – Storey 1107 (Peak Load Day – September 6th, 2022)

Peak Day Hourly Load Profile by Customer Type



Historical 2022		
Observed Peak Load (MW)	Installed DERs	
	Solar PV (MW)	Mixed (MW)
12.55	3.19	0



Storey Bank 2 Grid Need Overview

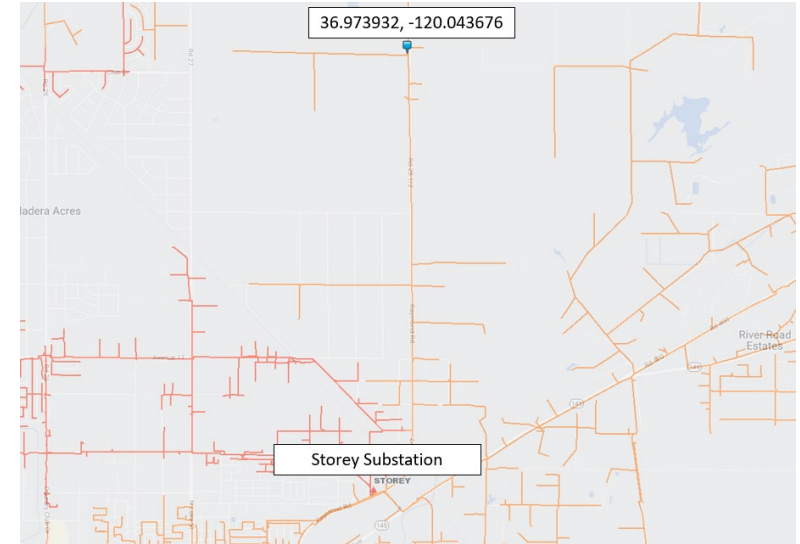
Location

Storey Bank 2, Madera County



Interconnection

Load side of 37.026418, -120.029220

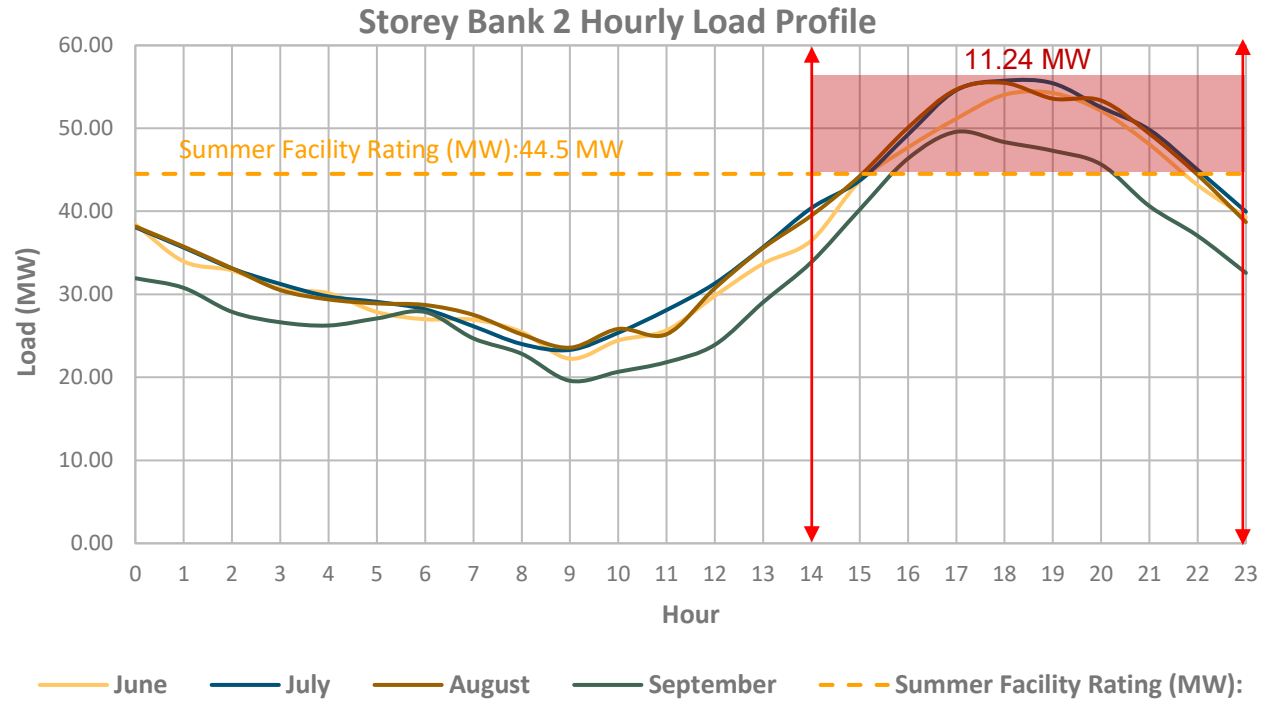


Candidate Deferral	GNA Facility Name	In-Service Date	Grid Need (MW)
Storey 1103	Storey 1107	2026	1.73
	Storey Bank 2 • Storey 1107 • Storey 1108 • Storey 1109 • Storey 1111	2026	11.24

- **Equipment:** Storey Bank 2 – Feeders 1107, 1108, 1109, and 1111
- **Electrical Service:**
 - 44.98 MVA (summer rating) with four 12 kV feeders



Technical and Operational Requirements

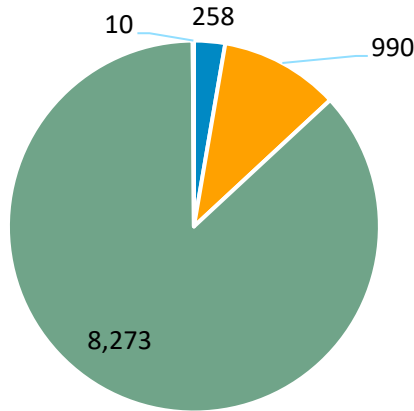


Candidate Deferral	GNA Facility Name	Requirement	Real Time (RT) or Day Ahead (DA)	Grid Need (MW)	Month	Delivery Days	Calls/Year	Hours	Duration (Hours)
Storey 1103	Storey Bank 2	B	DA	11.24	6-9	Mon – Sun	122	2PM-11PM	9

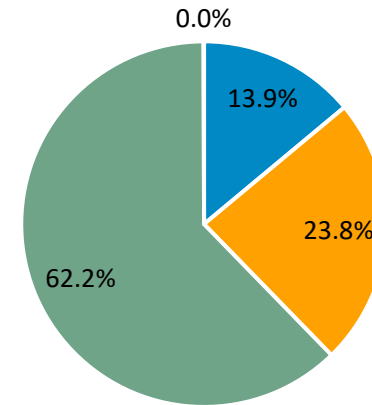


Customer Composition – Storey Bank 2 (Peak Load Day – September 6th, 2022)

Customer Count



Peak Day Load by Customer Class (%)



■ Agricultural ■ Commercial/Industrial ■ Residential ■ Other

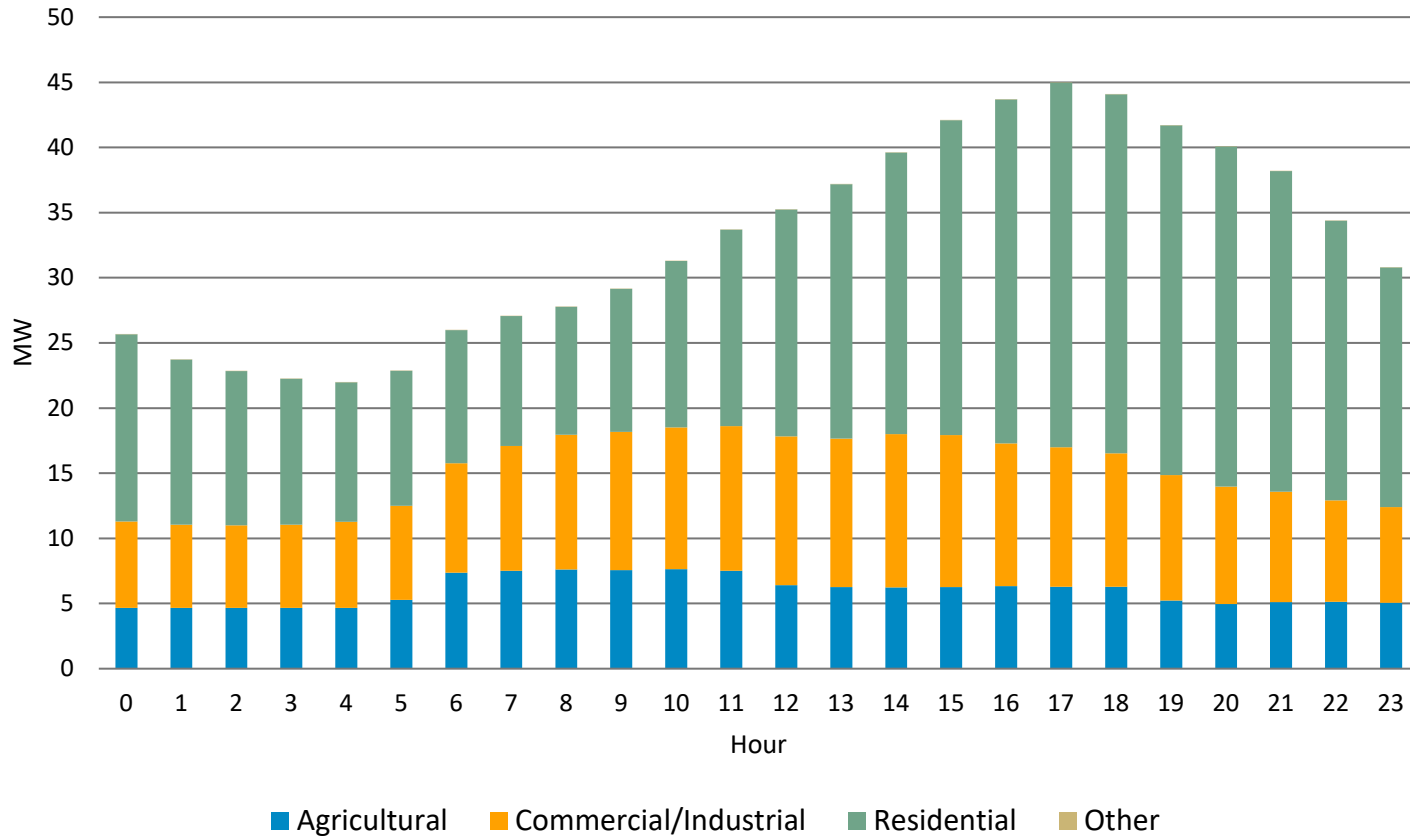
■ Agricultural ■ Commercial/Industrial ■ Residential ■ Other

Customer Class	Total Customer Count	Peak Day Load (MW)
Agricultural	258	6.28
Commercial/Industrial	990	10.70
Residential	8,273	28.02
Other	10	0.02
Total	9,531	45.03



Load by Customer Class – Storey Bank 2 (Peak Load Day – September 6th, 2022)

Peak Day Hourly Load Profile by Customer Type



Historical 2022			
Observed Peak Load (MW)	Installed DERs		
	Solar PV (MW)	Mixed (MW)	Induction (MW)
45.03	18.54	0.15	2.79

DIDF Solicitation Overview



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RFO Design-Eligibility (1/3)

	DIDF RFO
Project Eligibility	Projects must be located at identified grid location (s)
Technology	All technologies that can meet grid need; Front- of –the-meter or behind-the-meter
Aggregation	Participants may offer one resource or an aggregation
Offer size	Up to 200% of grid need; if offer 200%, an offer for 100% must also be submitted
Number of offers	No limit on number of offers
Preferred Offer Size	To the extent that a Participant is able to, each Participant is encouraged to submit at least one Offer that addresses the entire combined need at each Grid Need Location



RFO Design (2/3)

- **Measurement and verification**
 - Participants must include a measurement and verification plan with their offers
 - Behind the meter projects may require a customized approach
- **Interconnection**
 - Project must connect to specified lines/feeders; **Some DIDF locations require more specific points of interconnection along the feeder**
 - No specific interconnection milestone required, but Participants must demonstrate they can meet the online date
- **Double payments/double counting**
 - Projects must be fully or partially incremental to PG&E's programs, tariffs, and solicitations
 - Participants must submit Appendix B Section 5 of the RFO materials to demonstrate how their Offer is incremental
 - Energy efficiency Participants may choose to have their Offer evaluated for incrementality on a project-specific basis or having their Offer evaluated based on a pre-specified overlap factor
 - All other resources must go through the project-specific review process



RFO Design (3/3)

Participants must demonstrate how Projects are incremental:

Resources can be:		Examples
Fully Incremental	Not already sourced through another program, tariff, solicitation	<ul style="list-style-type: none">• Add-ons to existing DERs, such as the addition of dispatchable storage to an existing PV resource• New programs;• EE Technology not included in Portfolio
Partially Incremental	Partially sourced through another program, tariff, solicitation	Enhanced uptake of DER over base
Not Incremental	Wholly sourced through another program, tariff, solicitation	Rooftop PV compensated under NEM without enhancement; Existing DG or ES compensated under SGIP without enhancement; EE or DR portfolio resources without enhancement

Technology Neutral Pro Forma (TNPF) Overview



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Transaction

- **Product: Distribution Services in accordance with Operating Parameters**
 - Decrease load or increase generation during specified hours, which vary by location
 - Sellers are free to monetize other revenue streams
 - Seller is free to operate the resource how it wants outside of the Delivery Day
- **Seller commits to provide Product at Contract Quantities**
 - Seller may sell excess amount of Product from Project to third parties
 - Seller may sell other attributes of the Project to third parties
- **Sellers will be instructed on whether they are required to provide distribution capacity by 8 am day-ahead**
 - Project may be dispatched at the Buyer’s discretion up to the Contract Capacity
 - Seller will provide PG&E with real-time visibility into DER performance
 - Sellers are required to install a communications system and equipment for PG&E to be able to remotely monitor Project status on an aggregate and individual unit basis



Payment and Delivered Energy

- Compensation formula has been relaxed from 2022 TNPF based on 2022 negotiations
- Compensation:
 - Fixed price (\$/kW-month)
- Compensation is dependent on delivery of services when called.
- Contract Capacity * Contract Price * Ratio Delivered Services when called *
Delivered Services Adjustment

Delivered Services	Delivered services adjustment
≥ 0.90 and ≤ 1.00	1.0
≥ 0.75 and < 0.90	0.5
< 0.75	0



BTM- Project Site and Customers

Sellers:

- Are solely **responsible for acquiring Customers** and responsible for all marketing activities
- **Must provide PG&E a list of Customers** and measures installed prior to Initial Delivery Date
- **May remove or replace Sites/Customers**, provided that changes are in accordance with safety provisions
- **Must provide aggregate and individual site operational data**



Performance Assurance

Performance Assurance

- “Project Development Security” is due to PG&E within ten (10) business days of contract execution and must be in the form of a letter of credit or cash and in the following amounts:
 - \$40/kW for all resources
- “Delivery Term Security” is due to PG&E before the Initial Delivery Date and will be held by PG&E throughout the delivery term
 - \$40/kW
 - Seller may apply Project Development Security toward the Delivery Term Security

Damage Payment/Termination Payment

- In an event of default, defaulting party will owe non-defaulting party an amount equal to the performance assurance



Conditions Precedent

- **Initial Delivery Date shall not occur until Seller:**
 - Has constructed the Project and provided certification from an independent engineer that Project is commercially operable and constructed in accordance with the safety requirement
 - Has passed an initial Performance Test demonstrating that the Project is capable of delivering Distribution Service
 - Has provided PG&E with a list of Sites and Customers and PG&E has verified that such Sites/Customers are incremental (BTM only)
 - Has provided Delivery Term Security
 - Seller has submitted safety attestation



Events of Default and Early Termination

Early Termination

- Seller may terminate contract early if interconnection study results are not received or if they indicate interconnection costs are beyond a prespecified threshold.
- Early termination must be exercised in time for PG&E to execute contingency plan
- Seller subject to reduced damage payment.

Events of Default

- Failure to meet two Critical Milestones
- Failure to meet Initial Delivery Date
- Monthly Distribution Services Factor averages less than 80% for any calendar year
- Results of Performance Test shows that the Project provides less than 85% of Contract Capacity

Evaluation Methodology



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Evaluation Criteria: Least Cost, Best Fit

- **The primary driver of offer selection is Quantitative**
 - Net present value of contract payments relative to benefits (Distribution Deferral Value)
- **PG&E may also consider qualitative factors**
 - Project Viability
 - Ability to provide full need
 - Renewable vs. non-renewable
 - Technology, Counterparty Concentration
 - Safety



Distribution Deferral Values

The distribution deferral values represent the net present value of deferring the annual revenue requirement associated with the traditional distribution investment.

- **DIDF Deferral Values**

- Corral 1104: \$5,612,104
- Lemoore 1106: \$4,301,545
- Storey 1103: \$2,295,326

Offer Submittal Process



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Offer Submittal

- Offers must be submitted via the online platform at Power Advocate. Only accepted registrants are permitted to submit Offers. Link for Power Advocate registration is provided on the website. PG&E strongly encourages you to register well in advance of the Offer due date: **November 27, 2023 at 1:00 PM (PPT)**
- PG&E will only consider Offers that, as of the submittal deadline, are complete and conforming Offers.
- Participants may submit multiple offers/offer variants for the 2023 DIDF RFO.



Required Offer Submission Forms

Offer package(s) must be in the format as specified in the Protocol documents for the:

Fall 2023 DIDF RFO:

- Introductory Letter. Format: PDF
- Appendix A: Fully Completed Offer Form. Format: MS Excel
- Appendix B: Supplemental RFO Document. Format: PDF

Note: Incomplete documentation will require additional communication to resolve any issues.

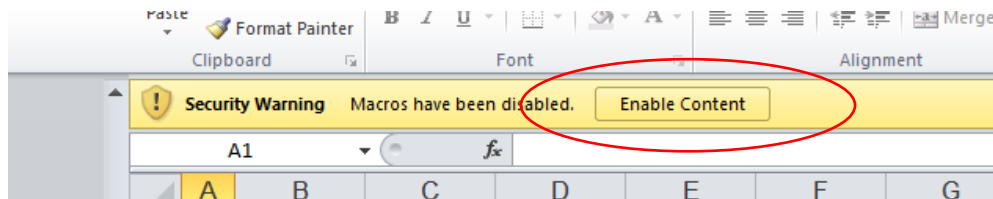
Offer Form



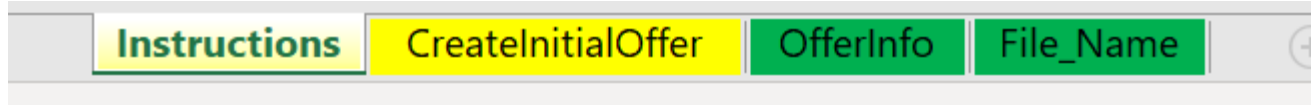
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Offer Form – Instructions

- Be sure to ENABLE CONTENT when opening the offer form.



- Instruction tab provides clear directions on completing the offer form.



- Complete Offer by moving from tabs at sheet bottom from left to right.
- Please make sure you save often and submit the form in Microsoft Excel “.xlsb” format.
No other formats will be accepted.

Offer Form – Create Offer

Participants can submit offers for a grid need location by selecting the “Create Offer” button in the ‘**CreateInitialOffer**’ tab at the bottom. More than one offer may be submitted for each deferral opportunity in your offer package. Only one offer (with variants) can be created per offer form.

To begin assembling an offer package click the "Create Offer" button.



Create Offer



Offer Form – Select Deferral Location

Select the Deferral Opportunity you would like to make an offer for from one of the drop-down lists

Select Grid Need Location ×

Deferral Opportunity:

Note: A new offer form will need to be saved when creating a new variant for an offer or an offer for a different Grid Need Location.



Offer Form – Select Offer Location

2. Once chosen, click on the “Create” button to begin entering offer information.

1. Click the radial button to right of the grid option for the offer you would like to create.

Select Grid Need Location

Deferral Opportunity:

Storey 1103

Create

Cancel

Storey 1103

Deferral Need	Grid Need Location	Requirement	Real Time (RT) or Day Ahead (DA) Dispatch	Grid Need (MW)	Delivery Month Range	Calls / Year	Delivery Hour Range	Hours Duration	Delivery Day Range	Online Year	Deferral Term (Years)	Months Paid
Storey 1103	Storey 1107	A	DA	1.73	Jun-Sep	114	12PM-9PM	8	Mon-Sun	2026	7	4
Storey 1103	Storey Bank 2	B	DA	11.24	Jun-Sep	122	2PM-11PM	9	Mon-Sun	2026	7	4

Select Option Here



Offer Form – Offer Info

Clicking the ‘OfferInfo’ tab will open this vertical offer form. All offer information will start at the top and work down in a single column.

DIDF RFO Offer Form Version: 2023.01

BASE OFFER

BidID:

NA

A

OFFER BASE DATA	
Deferral Need	Storey 1103
Grid Need Location	Storey 1107
Requirement	A
Real Time (RT) or Day Ahead (DA) Dispatch	DA
Grid Need (MW)	1.73
Delivery Month Range	Jun-Sep
Calls/Year	114
Delivery Hour Range	12PM-9PM
Hours Duration	8
Delivery Day Range	Mon-Sun
Online Date	2026
Deferral Term (Years)	7
Months Paid	4

If desired, click the ‘Add Variant’ button in the center and a column B will appear to the right of column A.



Offer Form – Participant Info

PARTICIPANT INFORMATION	
Counterparty/Legal Entity Name	
Street Address	
City	
State	
Zip Code	
Country	
Website	
Authorized Contact #1: First Name	
Last Name	
Title	
Phone 1	
Phone 2	
Email	
Authorized Contact #2: First Name	
Last Name	
Title	
Phone 1	
Phone 2	
Email	
Developer/Legal Entity Name (may be same as Participant)	
Street Address	
City	
State	
Zip Code	
Country	
Owners of Participant Entity or Project	
Name 1	
Ownership %	
Website URL	
Name 2	
Ownership %	
Website URL	
Name 3	
Ownership %	
Website URL	
Ownership Notes	
Total Ownership Percent 0	



Offer Form – Project Information

PROJECT INFORMATION	
Agreement Type	Technology Neutral Profoma Agreement
Technology Type	
Should this Offer be evaluated for incrementality on a project-specific basis or should it be evaluated based on a pre-specified overlap factor?	<---- Only applicable if "Behind the Meter - Energy Efficiency" Technology Type is chosen.
If you are shifting load what hours do you anticipate reducing load from in order to increase your load during the AM or PM time period(s)? If not applicable please insert "N/A".	<---- Only applicable if "Behind the Meter - Demand Response" or "Behind the Meter - Permanent Load Shift" Technology Type is chosen.
Offer Size (MW)	Cannot exceed: 2.64

1. Choose Technology Type

2. Energy Efficiency Only: Select appropriate incrementality evaluation option: Project-specific basis (Custom) or Pre-specified Overlap (5% overlap factor)

3. Demand Response or Load Shift: Specify hours you anticipate on reducing load



Offer Form – Pricing

OFFER PRICING	
FIXED PRICING	
Year 1 Price (\$ Per KW-Month)	
Year 2 Price (\$ Per KW-Month)	
Year 3 Price (\$ Per KW-Month)	
Year 4 Price (\$ Per KW-Month)	
Year 5 Price (\$ Per KW-Month)	
Year 6 Price (\$ Per KW-Month)	
Year 7 Price (\$ Per KW-Month)	
REVENUE CALCULATION	
Annual Revenue Year 1	\$0.00
Annual Revenue Year 2	\$0.00
Annual Revenue Year 3	\$0.00
Annual Revenue Year 4	\$0.00
Annual Revenue Year 5	\$0.00
Annual Revenue Year 6	\$0.00
Annual Revenue Year 7	\$0.00
TOTAL Revenue Years 1-7	\$0.00



Offer Form – Offer Range

Specify if your offer price can be applied to a MW range outside of the drop-down list selection made for the offer.

OFFER RANGE	
Is the offer price indicated above applicable to a range of Grid Need (MW) amounts greater or less than the amount specified in this offer?	
Maximum Grid Need (MW) that can be applied to your offer	<--- Leave blank if not applicable
Minimum Grid Need (MW) that can be applied to your Offer	<--- Leave blank if not applicable

Enter a maximum or minimum MW amount that can be applied to your offer.



Offer Form – Attestations

All participants must adhere to the attestations listed in the offer form to remain qualified and eligible.

ATTESTATIONS	
Acknowledgement of Protocol	
By selecting "Yes" Participant hereby agrees to the terms of the Solicitation Protocol. Participant acknowledges that any costs incurred to become eligible or remain eligible for the solicitation, and any costs incurred to prepare an offer for this solicitation are solely the responsibility of Participant.	
Title:	
Electronic Signature:	
Select "Yes" to certify that the typed name acts as your electronic signature.	
Participant Authorization	
By selecting "Yes" Participant hereby confirms that they are "a duly authorized representative of Participant."	
Title:	
Electronic Signature:	
Select "Yes" to certify that the typed name acts as your electronic signature.	
Attestation	
By providing the electronic signature below Participant hereby attests that all information provided in this Offer Package and in response to this DIDF Solicitation is true and correct to the best of Participant's knowledge as of the date such information is provided.	
Title:	
Electronic Signature:	
Select "Yes" to certify that the typed name acts as your electronic signature.	
Multi-Use Application	
Multi-Use Application Note: [Per CPUC D.18-01-003 Adopted Rule 9, storage provider is required to list any additional services the storage resource will provide outside of this solicitation. Reference Table 1 within the Decision for a list of services.]	



Offer Form – File Name

VERY IMPORTANT! Please follow instructions carefully.

Action Required: Follow file steps below

This offer form will not be accepted if the steps outlined below have not been followed!

A new File Name must be generated via the steps below for each offer workbook submitted. If submitting multiple offers, please repeat these steps for each offer submitted.

These steps will create a unique, correctly formatted name that must be given to this offer form file before it is submitted. If you are submitting multiple offers and you employing "Save As" on a form you previously populated to create a new offer it is essential that a new/different file name be generated for each additional offer you create.

When you are ready to submit this form...

1) Click this button ►

2) Click 'Save This File' button below to submit in authorized format. Do not make changes to the filename in the dialog box.

3) Once you have named this offer form via the steps above and submitted this form to PG&E keep it unchanged in a secure location where you can refer to it should PG&E have questions. If a PG&E representative contacts you regarding this offer form they will reference the file name.

These instructions must be exercised just prior to actual submission of the form. The file name composed above must be created after you have finalized the rest of the form.

Generate File Name.
This also generates
the BidID, which is
the same

Then click
'Save This File'



Offer Form - Key Takeaways

- Enable macros in the Excel file.
- Submit a single offer form for each grid need location.
- Ensure the file name is the same as the pre-populated Offer ID.
- Pay attention to “Units”, i.e. kW vs. MW.
- Be sure all fields are filled in completely.
- All required input fields should be green (not orange) for the offer form to be considered Complete.
- Data contained in Offer Forms must be consistent with future contract values.

Intermission

Participants should email questions to DIDFRFO@pge.com



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Q & A



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