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**PG&E 2016 Energy Storage Participants' Webinar Q&A
December 15, 2016**

General:

- 1. What constitutes a "Project" and how does that affect how many Offers a Participant could submit?**

An Offer is considered an energy storage project at a particular location, using a particular technology and for a particular agreement. If a Participant had a project at Site X, but used two different technology types, this would constitute 2 separate Offers. A variation to an Offer may alter such attributes as delivery term, price, commercial operation date, or capacity. Please reference the RFO Protocol for further details.

- 2. When will redlines of the Agreements need to be submitted?**

Per Section VI.D of the RFO Protocol redlines of the Agreements are due if an Offer is chosen for the shortlist, but Participants can submit redlines with their Offer Package if available.

Capacity Storage Agreement:

- 3. What does PG&E mean by "Other Capacity Attributes" in the Capacity Storage Agreements? What is "Flexible RA Attribute"?**

"Other Capacity Attributes" and "Flexible RA Attribute" are defined in the Capacity Storage Agreements, Appendices F1, F2, and F3.

Behind-the-Retail Meter CSA:

- 4. How do BTM projects provide Resource Adequacy for the BTM CSA?**

Participants may provide Resource Adequacy (RA) through any mechanism they choose. In the event that they want to utilize the CAISO's Proxy Demand Resource, RA would be based on demand reduction, and measured in accordance with CAISO rules. Participants should look through the CAISO Tariff to determine the best way their BTM storage projects may provide RA.

- 5. Does the Net Market Value for BTM Energy Storage include Ancillary Service value?**

No. The Net Market Value for all Capacity Storage Agreements is based on capacity value and the variable settlement. Since the BTM Capacity Storage Agreement's variable settlement does not have any consideration for ancillary services, there is no ancillary service value.

- 6. Where is a list of the PG&E DLAP location located?**

A list of PG&E's DLAP locations can be found on the CAISO website.

Eligibility:

- 7. Is PG&E accepting PV plus storage for the 2016 Energy Storage RFO?**

No, PG&E is not accepting Offers that include PV. Through this solicitation, PG&E is only seeking energy storage. Participants must be able to demonstrate that Offers are for

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projects or products (depending on the Agreement type) are only from the energy storage resource.

8. Will PG&E accept non-conforming energy storage tolling proposals as part of the 2016 Energy Storage RFO?

No. Per the RFO Protocol, for third-party owned projects, PG&E is only seeking RA from energy storage resources in this RFO.

Evaluation:

9. Will PG&E value BTM Energy Storage projects any differently than large transmission connected energy storage?

No, all projects will be evaluated in the same manner.