2018 Local Sub-Area Energy Storage RFO

PARTICIPANTS’ & OFFER FORM WEBINAR

March 7, 2018
# Agenda

## Topics

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Q&A / List of Attendees / Audio Replay

- PG&E will not take questions during the webinar.
- Participants should email questions to LocalSubAreaRFO@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 conference, PG&E will compile and post a Q&A document on PG&E’s Local Sub-Area RFO website, accessed via www.pge.com/rfo
- PG&E will post a list of attendees on PG&E’s website. If you do not want your name or the name of your company published, please let us know by sending an email to LocalSubAreaRFO@pge.com by March 8 at 5pm PPT.
- PG&E plans to post a recording of the Webinar on PG&E’s website (listed above)
Webinar Overview

• This presentation is intended to provide a summary level discussion of the information and requirements established in the RFO materials.

• Participants should carefully review the Local Sub-Area Energy Storage Solicitation Protocol and all RFO materials, available on PG&E’s website: www.pge.com/rfo.

• To the extent that there are any inconsistencies between the information provided in this presentation and the requirements in the RFO materials, the RFO materials published on PG&E’s website shall govern.
Overview of CPUC Resolution E-4909

- PG&E ordered to hold a competitive solicitation within 90 days of the Resolution to address deficiencies in three local sub-areas
  - Pease
  - Bogue
  - South Bay-Moss Landing

- Resolution requires expedited procurement: Online dates may be as early as 2018

- PG&E must coordinate with CAISO to determine impact of resources on reducing or eliminating the sub-area deficiencies

- PG&E may solicit offers for energy storage and/or preferred resources
Solicitation Overview
PG&E’s Local Sub-Area RFO

**Resources:** Energy Storage located in South Bay-Moss Landing, Pease, or Bogue sub-area  
**Online dates:** 2018, 2019 or 2020  
**Contract Structure:**  
- Third-party owned resources (same as PG&E’s 2016 ES RFO)  
  - Energy Storage RA Agreement for in-front-of-the-meter projects  
  - Behind the Meter Capacity Storage Agreement for behind-the-meter projects  
- Utility-owned resources  
  - Engineering, Procurement, Construction Agreement for utility-provided site at Moss Landing  
  - Build-Own-Transfer Agreement for projects at any site within the sub-areas

<table>
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<tr>
<th>Milestone</th>
<th>CAISO</th>
<th>CPUC</th>
<th>Target Dates</th>
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<tr>
<td>Issue RFO</td>
<td></td>
<td></td>
<td>2/28/2018</td>
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<tr>
<td>Offers Due</td>
<td></td>
<td></td>
<td>3/28/2018</td>
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<tr>
<td>Shortlist</td>
<td></td>
<td></td>
<td>4/18/2018</td>
</tr>
<tr>
<td>Submit Shortlist to CAISO for evaluation</td>
<td></td>
<td></td>
<td>4/18/2018</td>
</tr>
<tr>
<td>Negotiations</td>
<td></td>
<td></td>
<td>4/18/2018 - 5/31/2018</td>
</tr>
<tr>
<td>CAISO issues determination on impact on local sub areas</td>
<td>Project Evaluation</td>
<td>6/1/2018</td>
<td></td>
</tr>
<tr>
<td>Contract Execution &amp; Potentially Start Construction</td>
<td></td>
<td></td>
<td>6/1/2018</td>
</tr>
<tr>
<td>CPUC Advice Letter Filing</td>
<td>Advice Letter Approval</td>
<td>6/29/2018</td>
<td></td>
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<tr>
<td>CPUC Advice Letter Letter Approval</td>
<td></td>
<td></td>
<td>9/28/2018</td>
</tr>
<tr>
<td>Initial Online Date</td>
<td></td>
<td></td>
<td>12/1/2018 - 12/31/2020</td>
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# RFO Schedule

<table>
<thead>
<tr>
<th>DATE</th>
<th>EVENT</th>
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</thead>
<tbody>
<tr>
<td>February 28, 2018</td>
<td>PG&amp;E issues RFO.</td>
</tr>
<tr>
<td></td>
<td>PG&amp;E hosts site visit at Moss Landing Substation.</td>
</tr>
<tr>
<td>March 7, 2018</td>
<td>Participants’ Webinar</td>
</tr>
<tr>
<td>March 8, 2018</td>
<td>Deadline to submit Confidentiality Agreement for access to additional utility-ownership contract information and additional technical information about the Moss Landing site.</td>
</tr>
<tr>
<td>March 28, 2018</td>
<td>Deadline for PG&amp;E to receive Offers by 1:00 P.M. PPT</td>
</tr>
<tr>
<td>April 18, 2018</td>
<td>PG&amp;E notifies selected Participants that their Offer(s) will be included on a list of Offers for which PG&amp;E may seek to enter into or negotiate an Agreement related to that Offer (&quot;Shortlist&quot;). Shortlisted Participants are required to begin ISNet process as further described in Protocol Section V.C.</td>
</tr>
<tr>
<td>April 20, 2018 or earlier</td>
<td>Participants notify PG&amp;E whether they accept Shortlist status and acknowledge acceptance of the Confidentiality Agreement.</td>
</tr>
<tr>
<td>April 23, 2017 or earlier</td>
<td>Deadline to submit Shortlist deposit, and any other requested documents</td>
</tr>
<tr>
<td>May 9, 2018</td>
<td>All shortlisted Participants are required to have completed safety prequalification with ISNet as further described in Section V.C.</td>
</tr>
<tr>
<td>June 28, 2018</td>
<td>PG&amp;E submits Agreements for CPUC Approval</td>
</tr>
</tbody>
</table>
Key Solicitation Requirements

- **Minimum Size Requirements**
  - Offers at all connection levels must be at least 1 MW in size. Offers for utility ownership must be at least 10 MW in size.
  - Multiple ES resources can be aggregated to meet the minimum size requirement.

- **Commercial Online Date**
  - Online dates in 2018 - 2020
  - Utility-owned projects:
    - Moss Landing EPC – online by 12/31/2020
    - BOT Projects – online by 12/31/2020
  - Third-Party owned Projects are required to begin deliveries on the first day of the month. Any delays will result in COD (and payment) being deemed complete the following month
## Local Sub-Area Deficiencies

<table>
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<tr>
<th>Local Sub Area</th>
<th>Need</th>
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<tbody>
<tr>
<td>Bogue</td>
<td>Real power capacity and inherent reactive power capacity</td>
</tr>
<tr>
<td>Pease</td>
<td>Real power capacity and inherent reactive power capacity</td>
</tr>
<tr>
<td>South Bay-Moss Landing</td>
<td>Real power capacity and inherent reactive power capacity</td>
</tr>
</tbody>
</table>
Minimum Requirement for Site Control and Interconnection Status at Time of Offer

• 3rd Party Owned Projects – Transmission or Distribution Connected
  – Interconnection Application filed and “deemed complete” by May 9 by the CAISO or PTO for April 2018 Cluster study process
  – Must have site control
• 3rd Party Owned Projects – Behind the Retail Meter
  – No requirements for interconnection or site control
• Utility-Owned EPC Project at Moss Landing
  – No requirements for interconnection or site control (to be sited on PG&E land and PG&E to manage interconnection)
• Utility-Owned BOT Project
  – Phase I Study
  – Must have site control
# Energy Storage Agreement Types

<table>
<thead>
<tr>
<th>Agreement Type</th>
<th>Configuration</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>A</strong> Energy Storage Resource Adequacy Agreement</td>
<td>Transmission or Distribution Connected</td>
<td>For energy storage projects that will provide RA.</td>
</tr>
<tr>
<td><strong>B</strong> Behind-the-Retail Meter Capacity Storage Agreement (BTM CSA)</td>
<td>Customer Connected</td>
<td>For customer connected energy storage projects that will provide RA with an energy settlement component.</td>
</tr>
<tr>
<td><strong>C</strong> Utility-owned EPC Project</td>
<td>Energy storage at PG&amp;E owned Moss Landing substation site</td>
<td>Energy storage project at PG&amp;E’s Moss Landing substation to be built to PG&amp;E specifications per Engineering, Procurement and Construction Agreement</td>
</tr>
<tr>
<td><strong>D</strong> Utility-owned BOT</td>
<td>Transmission or Distribution Connected Stand-alone energy storage</td>
<td>For a turnkey energy storage project to be sold to PG&amp;E once complete.</td>
</tr>
</tbody>
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CPUC Approval must be obtained for the Agreement to be effective.
### Credit and Collateral Requirements

<table>
<thead>
<tr>
<th>Agreement Options</th>
<th>ES RA / BTM Capacity Product Agreement</th>
<th>Offers for Utility Ownership (EPC and BOT)</th>
</tr>
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<tbody>
<tr>
<td><strong>Pre-Commercial Operation Date (COD)</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Project Development Security (“PDS”)</td>
<td>$15/kW within 5 days of Execution, and an additional $45/kW within 5 days of CPUC Approval (total posted PDS of $60/kW)</td>
<td>$15/kW at Execution, and 15% of purchase price at CPUC Approval within 10 days after Regulatory Approval</td>
</tr>
<tr>
<td><strong>Post-COD</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Delivery Term Security (“DTS”)</td>
<td>$125/kW (Payment Quantity) or 10% of highest estimated Capacity Payments for any 36 months, whichever is higher</td>
<td>N/A</td>
</tr>
<tr>
<td>Post Closing Collateral for Performance and Warranty Periods</td>
<td>N/A</td>
<td>An acceptable warranty by an issuer acceptable to PG&amp;E plus 10% of the purchase price for the duration of the warranty period</td>
</tr>
</tbody>
</table>
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 and proposed transactions to CPUC when filed for CPUC approval

- The IE performs an independent review of all offers

- The IE may review all proposal data and monitor all negotiations of Agreements

- IE for the 2018 LSA RFO is Wayne Oliver of Merrimack Energy Group
  - Copy Wayne Oliver on all correspondence at waynejoliver@aol.com
Safety
Safety

• PG&E expects RFO Participants to recognize safety is of paramount importance.

• Participants are required to demonstrate that Projects can be designed, constructed, and operated safely.

• Key components of RFO safety review:
  – **Project Safety**: Offers are required to identify project safety risks and mitigation plans, as well as safety record of Participant and any identified contractors. See App. B1, B4, & B7(*For utility owned).
  – **Prequalification**: All shortlisted participants are required to register and complete prequalification with ISNet by May 9, 2018. See

• During the RFO, PG&E may request Participants provide additional information to demonstrate the safety of the project.

• Participant’s demonstration of safety and the safety of its contractors is a continuous obligation through the term of the Agreement.
Safety – Prequalification


- Participants can initiate registration online by going to [www.isnetworld.com](http://www.isnetworld.com). ISN Customer Support: (800) 976-1303.

- Upon registration, Participants will be asked to provide the following:
  - General Information – Such as company data, contact info, industry classification;
  - Management System Questionnaire – Safety and health data and performance;
  - Documents – For verifying certain items such as OSHA Forms and Experience Modifier;
  - Safety and Health Programs – Written safety and health programs to be evaluated by ISN Review and Verification Services (RAVS) for compliance with regulatory and/or PG&E’s standards.

- ISN can take at least 2 weeks to evaluate safety information. Participants should carefully monitor progress and quickly follow up as necessary.

- Satisfaction of prequalification process includes obtains a passing score according to PG&E’s prequalification criteria.

- PG&E strongly encourages Participants to familiarize themselves and/or begin or process early (prior to shortlisting).

- Additional questions? Contact: Ted Maguire, [ted.maguire@pge.com](mailto:ted.maguire@pge.com), (415) 973-0888
Interconnection Information
Interconnection Information to be Provided with Offer (Protocol Appendix B5)

• General information on Interconnection aspects of Project
  – Interconnection capacity, point of interconnection, applicable Tariff, study procedure, requested deliverability, financial deposits made, etc.

• Cost and Schedule for Upgrades
  – Study results for Interconnection Facilities, Reliability Network Upgrades (RNU), Local Deliverability Network Upgrades (DNU), Area Deliverability Upgrades

• Interconnection Status
  – Completed studies, allocated deliverability

• Supplemental Document Submittals
  – proof of DNU / RNU costs and CODs, single line diagrams, transmission modeling files

• Demonstration of Ability to Complete Interconnection and Achieve Full Deliverability Status by COD
  – Deliverability assessment results from Phase I/II study, Distributed Generation (DG) deliverability allocation, executed Generator Interconnection Agreement (GIA), BTM deliverability via Proxy Demand Response
  – Projects lacking studies or agreements must have an expedited interconnection plan and a provide not-to exceed cost for refundable DNUs and RNUs
Interconnection Information to be Provided with Offer (Protocol Appendix B5), cont.

- Documentation detailing your plans to expedite the interconnection process, including for example:
  - Performing an accelerated Phase II study (CAISO GIDAP Section 8.6).
  - Executing an Engineering & Procurement Agreement (GIDAP Section 12), funding procurement of long-lead-time equipment needed for network and facility upgrades shortly after the Phase I study completion, and continuing the Phase II study and interconnection agreement negotiations in parallel.
  - Taking responsibility for building Stand Alone Network Upgrades (CAISO Tariff) for the project.
  - Working with CAISO (or the Distribution Operator for distribution level interconnections) to request FERC to waive the CASIO (or Wholesale Distribution Tariff) timelines for some steps in the interconnection process (GIDAP Section 8.6).
  - Using less than the Interconnection Customer’s allowable turnaround times in the interconnection process.
  - Minimizing the construction schedule by proactively planning and coordinating with the PTO for operational clearances needed to construct the necessary network upgrades.
  - Strategically siting the offered project to minimize network upgrade and environmental permitting issues.
Information to be Submitted for: ALL Offers

• Description of your company's experience implementing New Resources in CAISO.

• Single-Line Diagram like the example below except for Behind the Meter projects

• Chargeability Studies (not required) – if favorable, could be a positive in project viability assessment.
Energy Storage RA Agreement
Transaction

- **Product**: All Capacity Attributes associated with Project
  - System RA, flex RA, local RA, plus any future defined characteristics that can be applied to Compliance Obligations
- **Compensation**: Contract Price in $/kW month based on Delivered Capacity
- **Amount of Capacity Attributes** is specified in contract as of execution date based on Project Description in Appendix III
  - Potential change of RA rules is addressed in Section 3.2 of the Agreement
- **Seller is Scheduling Coordinator**
  - Seller retains CAISO revenues
- **Seller must comply with Multiple Use Application Decision (D.18-01-003)**
Delivery of Product

- Seller must submit Supply Plans for the Contract Quantities in each Compliance Showing
- If entire Contract Quantities not delivered, Payment Quantity will be reduced proportionately (Confirmed Quantity)

**Example**

<table>
<thead>
<tr>
<th>Contract Quantities</th>
<th>Payment Quantity</th>
</tr>
</thead>
<tbody>
<tr>
<td>RA Attributes: 10 MW</td>
<td>10 MW</td>
</tr>
<tr>
<td>Flex RA Attributes: 20 MW</td>
<td></td>
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</tbody>
</table>

If Seller delivers 10 MW of RA Attributes and 10 MW of Flex RA Attributes for a month:

Confirmed Quantity = \( \frac{\text{Delivered Quantity (20 MW)}}{\sum \text{Contract Quantities (30 MW)}} \times \text{Payment Quantity (10 MW)} \)

\[ = \frac{2}{3} \times 10 \text{ MW} \]

\[ = 6.67 \text{ MW} \]
Term, Events of Default

Term

• Seller will specify an Expected Initial Delivery Date (EIDD)
  o Delay beyond EIDD will be subject to delay damages and an Event of Default after 60 days

Early Termination Rights

• Either party may terminate if CPUC approval not received within 90 days
• Buyer may terminate if interconnection study indicates network upgrades in excess of cap in Agreement

Events of Default

• Material misrepresentation in metering, Supply Plan of Notice of delivery of Product
• Must deliver minimum threshold of Contract Quantities from Project
  o Seller must provide an average of at least 80% of Contract Quantity from Project over rolling 12 months and an average of at least 85% of Contract Quantity over rolling 24 months
BTM Capacity Storage Agreement
Transaction

- Same as Capacity Storage Agreement, with added provisions addressing behind-the-meter customers and a simple Variable Settlement which is owed to Buyer

- Compensation: Contract Price based on Delivered Capacity minus Variable Settlement Amount

- Variable Settlement for a day is only based on the z highest DA Energy Prices, with z representing the duration of the resource:

  \[ = \text{Confirmed Quantity} \times \max(0, (\text{Highest DA Energy Price} - \text{VOM})) \]

  *Seller bids VOM value*

- Seller solely responsible for acquiring customers behind the meter
  - Customers must be located in local sub-area
Overview for Utility-owned EPC Project at Moss Landing substation
Utility-Owned EPC Project at Moss Landing

Project Size: 195MW / 4 hour duration @ MV
- Participants can propose 100MW alternate offer

Requested Online Date: 12/31/2020

Interconnection:
- Interconnection to 115kV
- PG&E filed interconnection application previously

Use Cases:
- Local capacity, market participation (capacity, energy, A/S)

Figure 1: Conceptual Moss Landing Energy Storage Site Layout
Address: Highway 1 and Dolan Road, Moss Landing, CA 95039
After participants sign a confidentiality agreement, PG&E will provide the following via data room:

- EPC and LTPMA agreement term sheets
- Geotech, surveying and existing site drawings
- Key PG&E Standard documents to guide design development
- Project scope documents, including a detailed division of responsibilities matrix, a site KMZ file, a PG&E Qualified Supplier List and typical PG&E switchgear drawings
- Site photos, videos, Q&A and scanned sign-in sheet from the site visit
Utility-owned Build, Own Transfer
Build, Own, Transfer Projects

- All projects must be located in one of the applicable Local Sub-Areas and interconnected to PG&E’s Transmission or Distribution System.
- Site control and Phase I (or equivalent) interconnection study required at time of offer submission
Evaluation Methodology
Evaluation Methodology

• QUANTITATIVE CRITERIA
  – Net Market Value
  – Portfolio Adjusted Value

• QUALITATIVE CRITERIA
  – Project Viability
  – Supply Chain Responsibility
  – Credit
  – Safety
Net Market Value (1)

Net Market Value = (E + A + C) – (V + F) = Benefits - Costs

- **E = Energy value** captures the value associated with the electric energy price in the CAISO markets for each Offer over its delivery term.
- **A = Ancillary Services value** is based on Offer’s Ancillary Service capability.
- **C = Capacity value** is based on
  - Projected monthly quantity of Net Qualifying Capacity for System RA or Local RA, and Effective Flexible Capacity for Flexible RA.
  - Offer’s contribution to meeting future Resource Adequacy requirements in relevant local sub area.
Net Market Value (2)

Net Market Value = (E + A + C) – (V + F) = Benefits - Costs

- **V** = Variable Cost is based on
  - Cost of fuel (other than grid energy) and associated greenhouse gas (“GHG”) cost, variable O&M (“VOM”) for discharge, and/or Start-up Costs for discharge, if applicable, but does not include the market costs for Charging Energy.

- **F** = Fixed Cost is based on
  - For third-party owned resources, sum of projected monthly fixed payments (product of Payment Quantity Price and the monthly Payment Quantity specified in Offer)
  - For utility-owned resources, fixed cost will be determined by PG&E’s Cost of Service Model, which will determine revenue requirements
  - Annual fixed overhead cost, for contract administrative costs, and costs for scheduling into CAISO market if PG&E is the scheduling coordinator.
Portfolio Adjusted Value ("PAV")

- PAV modifies the NMV to account for elements that impact a particular Offer’s value in the context of the electric portfolio of the PG&E’s service territory.
- PAV calculations make explicit and systematic adjustments to NMV to reflect portfolio effects and preferences that benefit the customers in the PG&E’s service territory.
- PG&E will evaluate PAV by adjusting NMV by the following components:
  - Cost of Transmission Network Upgrade
  - Increased System Efficiency
  - Avoided Renewable Curtailment
  - Delivery Period
Qualitative Factors

Qualitative factors PG&E may consider include:

- Project Viability
- Credit
- Supply Chain Diversity
- Safety

Note: Participants should limited Agreement Modifications to only those required to accurately describe the Project.
Offer Submittal Process
Document Conflicts

• This following sections describe the Offer Form in general terms.

• Any inconsistency between the information in this presentation and the requirements of the RFO materials must be resolved in favor of the RFO materials.

• Participants should carefully review the Local Sub-Area Energy Storage Solicitation Protocol and all RFO materials, available on PG&E’s website: www.pge.com/rfo
Website and Communications

• The Local Sub-Area Energy Storage RFO website (select “2018 Local Sub-Area Energy Storage RFO” link at www.pge.com/rfo) includes everything you need to submit for an offer, including but not limited to:
  – RFO documents
  – Detailed instructions for submitting offer(s) through Power Advocate
  – Announcements, updates, and Q&A

• All communications should be directed to: LocalSubAreaRFO@pge.com, with a copy to the Independent Evaluator at waynejoliver@aol.com
Offer Submittal Process – Power Advocate

• Offers must be submitted via the online platform Power Advocate.
  – In order to submit an Offer, participants must first pre-register with Power Advocate. The links can be found on the Local Sub-Area RFO website.
  – PG&E strongly encourages you to register well in advance of Offer due dates.

• Detailed instructions for submitting offer(s) and using Power Advocate are available on PG&E’s website www.pge.com/rfo under “2018 Local Sub-Area RFO.”

• IMPORTANT: Two separate Power Advocate links
  – One for third-party owned projects offers
    • https://www.poweradvocate.com/pR.do?okey=77649&pubEvent=true
  – One for utility-owned projects offers
    • https://www.poweradvocate.com/pR.do?okey=77650&pubEvent=true
Offers Allowed Per Participant

• Participants submitting Offers for Transmission or Distribution interconnected Projects may submit **up to five (5) Offers per interconnection point**

• Participants submitting Offers for BTM Projects may submit **up to twenty (20) Offers** for each of the three (3) local sub-areas
Offer Submittal Process

- Offers must be received by PG&E through Power Advocate by the deadline – March 28, 2018 by 1:00 PM PPT
- Offer package must contain complete and accurate information
- Offer package must contain all required information, and must be organized as described in the Solicitation Protocol Section VI.D, Required Information.
- Failure to respond to inquiries by PG&E regarding incomplete or incorrect information could result in disqualification for the RFO
- By submitting an Offer in this RFO, each Participant is required to abide by the confidentiality obligations specified in Section IX of the Solicitation Protocol and by selecting “Yes” in the Acknowledgements and Authorizations section of the Participant Information tab of the Offer Form.
- If Participants have any questions about the forms, they should submit questions to LocalSubAreaRFO@pge.com and cc the IE at waynejoliver@aol.com
Offer Submittal

Complete Energy Storage Offer Package (by March 28, 2018 by 1:00 PM PPT)
- Introductory Letter
- Appendix A: Offer Form (excel)
- Appendix B1: Project Description
- Appendix B2: Site Control
- Appendix B3: Project Milestone Schedule
- Appendix B4: Experience Qualifications
- Appendix B5: Electric Interconnection (and most recent interconnection study or description of status of Project interconnection, if required)
- Appendix B6: Organizational and Financial Information
- Appendix B7: Utility Ownership Additional Information (if applicable)
- Appendix C: FERC 717 Waiver

Post-Shortlist Requirements
- Shortlist Offer Deposit
- Appendix D: Confidentiality Agreement
- Appendix F1 – F6: Redline of relevant Agreement or term sheet
- Appendix G1: Letter of Credit (if applicable)
- Appendix G2: Request for Taxpayer ID Form (if applicable)
- Preliminary Site Safety Plan
Keys to a Successful Offer
Keys to a Successful Proposal

- Expect a strong solicitation response
- Review the materials on our website at www.pge.com/rfo
- Submit a complete Offer Package by the deadline
  - Eligibility requirements
  - Competitively priced and accurately detailed Offer (containing data consistent with contract fields)
- Respond promptly to inquiries by PG&E regarding your Offer
- If you have any questions, please send all communications to LocalSubArea@pge.com and cc the IE at waynejoliver@aol.com
Offer Form
Relationship between Offer Forms and Executed Agreements

- Data contained in Offer Forms must be consistent with Contract Values
- PG&E may be unable to proceed with Offers or execute Agreements for Projects if there is inconsistency between data contained in Offer Forms and the corresponding data in relevant Agreements.

Example of contract fields and corresponding Offer Form fields
1. Download the most recent version of the Offer Form, Version 2018.1 (uploaded to the Local Sub-Area ES RFO website on 2/28/18). Do not use any earlier versions of this Offer Form!

2. Enable macros when opening the Offer Form. This can be done in two ways:
   a. Enable macros on the “Microsoft Excel Security Notice” that is displayed before the form opens…
   b. Enable macros by clicking the “Enable Content” button that is often displayed at the top of the screen when the form first opens:

3. Fill out the tabs from left to right, and fill out individual cells on each tab from top to bottom.

4. Save early and often! One exception: Generate Offer ID and save the file using Offer ID as file name (as described in upcoming slides).

5. Every cell with a yellow background must be filled in. As these fields in are filled in, the yellow background will disappear. Once all fields on a tab have been filled in, you will see the word "Complete" appear at the top of the page. If the word "Complete " does not appear, the form will be deemed invalid.
Offer Form – Instructions, cont.

6. Grayed out cells are auto-calculated cells. These don’t need to be filled out.

7. The workbook is set to recalculate automatically; however, if for some reason it is not refreshed automatically, press F9 to refresh.

8. **DO NOT COPY-and-PASTE** data from old workbooks into new workbooks as that can confound the operation of macros.

9. Participants are encouraged to take every opportunity to fully describe their proposal. The inclusion of free form blocks allows the Participant to describe aspects of their proposal in more detail. In particular, if the Offer Form does not request all the important information associated with your proposal, Participants should use these free form blocks to fully describe your proposal.

10. If the Offer Form is behaving oddly, then close and reopen the Offer Form to reset.

11. Participants must submit an Excel form – no other formats will be accepted.
## Offer Form – Instructions, cont.

<table>
<thead>
<tr>
<th>Agreement Type</th>
<th>Required Offer Form Tabs</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>Energy Storage Resource Adequacy</td>
<td>Participant Information</td>
<td>This tab asks about general counterparty information, ownership, developer information, and confirmation that the counterparty acknowledges the protocol.</td>
</tr>
<tr>
<td>Agreement</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>Project Information</td>
<td>This tab asks about general project information, including information on: project name and location, electric interconnection, signal response and control, energy storage technology, storage unit specifications, and seller security requirements.</td>
</tr>
<tr>
<td></td>
<td>Operating Information</td>
<td>This tab asks about operating characteristics of the energy storage system, including charging/discharging parameters, ancillary services information, ramp rates, system response and start-up times, run-time limitations, daily constraints, emission rates (if applicable), and flexible RA conditions.</td>
</tr>
<tr>
<td>RA Offers</td>
<td></td>
<td>This tab asks for additional information for RA offers: price, offered MW, and anticipated facility maintenance schedules.</td>
</tr>
<tr>
<td>Development Experience</td>
<td></td>
<td>This tab asks for a general assessment on developer experience with similar projects and other generation projects.</td>
</tr>
<tr>
<td>Supply Chain Responsibility</td>
<td></td>
<td>This tab is a questionnaire about supply chain responsibility qualifications.</td>
</tr>
<tr>
<td>Behind The Retail Meter Capacity</td>
<td>Participant Information</td>
<td>This tab asks about general counterparty information, ownership, developer information, and confirmation that the counterparty acknowledges the protocol.</td>
</tr>
<tr>
<td>Storage Agreement</td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>Project Information</td>
<td>This tab asks about general project information, including information on: project name and location, electric interconnection, signal response and control, energy storage technology, storage unit specifications, and seller security requirements.</td>
</tr>
<tr>
<td></td>
<td>Operating Information</td>
<td>This tab asks about operating characteristics of the energy storage system, including charging/discharging parameters, ancillary services information, ramp rates, system response and start-up times, run-time limitations, daily constraints, emission rates (if applicable), and flexible RA conditions.</td>
</tr>
<tr>
<td>Third Party BTM</td>
<td></td>
<td>This tab asks for additional information for BTM offers: price, offered MW, variable settlement elements, and anticipated facility maintenance schedules.</td>
</tr>
<tr>
<td>Development Experience</td>
<td></td>
<td>This tab asks for a general assessment on developer experience with similar projects and other generation projects.</td>
</tr>
<tr>
<td>Supply Chain Responsibility</td>
<td></td>
<td>This tab is a questionnaire about supply chain responsibility qualifications.</td>
</tr>
</tbody>
</table>

(1) Items in **red** in the center column in the table above are the names of tabs that are displayed only when the value in the first column is selected as the "Contract Type" on the “Project Information” tab (cell C19).
<table>
<thead>
<tr>
<th>Agreement Type</th>
<th>Required Offer Form Tabs</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>Engineering, Procurement, Construction Agreement for Utility Ownership and Build, Own, Transfer Agreement for Utility Ownership</td>
<td>Participant Information</td>
<td>This tab asks about general counterparty information, ownership, developer information, and confirmation that the counterparty acknowledges the protocol.</td>
</tr>
<tr>
<td></td>
<td>Project Information</td>
<td>This tab asks about general project information, including project name and location, electric interconnection, signal response and control, energy storage technology, storage unit specifications, and seller security requirements.</td>
</tr>
<tr>
<td></td>
<td>Operating Information</td>
<td>This tab asks about operating characteristics of the energy storage system, including charging/discharging parameters, ancillary services information, ramp rates, system response and start-up times, run-time limitations, daily constraints, emission rates (if applicable), and flexible RA conditions (if applicable).</td>
</tr>
<tr>
<td></td>
<td>Utility Owned Offers Only</td>
<td>This tab asks about utility ownership-specific information, including site description, PSA purchase price, operations/maintenance/ decommissioning costs, and additional operating characteristics.</td>
</tr>
<tr>
<td></td>
<td>Degradation</td>
<td>This tab asks for degradation information on discharge power, energy capacity, efficiency degradation, and heat rate degradation (if applicable).</td>
</tr>
<tr>
<td></td>
<td>Development Experience</td>
<td>This tab asks for a general assessment on developer experience with similar projects and other generation projects.</td>
</tr>
<tr>
<td></td>
<td>Supply Chain Responsibility</td>
<td>This tab is a questionnaire about supply chain responsibility qualifications.</td>
</tr>
</tbody>
</table>

(1) Items in red in the center column in the table above are the names of tabs that are displayed only when the value in the first column is selected as the "Contract Type" on the “Project Information” tab (cell C19).
Offer Form - Validation

No data entry required on this tab. This tab shows all of the potential tabs available (although not all will be applicable for every project), and the number of values missing on each tab in the Offer Form. Please make sure that all required inputs highlighted in yellow are correctly filled in (i.e., there are 0 missing or incorrect values), before submitting the Offer Form.

<table>
<thead>
<tr>
<th>Tab</th>
<th>Validation Status</th>
</tr>
</thead>
<tbody>
<tr>
<td>Participant Information</td>
<td>There are 31 missing or incorrect values on this tab</td>
</tr>
<tr>
<td>Project Information</td>
<td>There are 33 missing or incorrect values on this tab</td>
</tr>
<tr>
<td>Operating Information</td>
<td>There are 41 missing or incorrect values on this tab</td>
</tr>
<tr>
<td>Development Experience</td>
<td>There are 5 missing or incorrect values on this tab</td>
</tr>
<tr>
<td>Capacity Storage Agreement</td>
<td>Not applicable</td>
</tr>
<tr>
<td>RA Offers Only</td>
<td>Not applicable</td>
</tr>
<tr>
<td>Third Party BTM</td>
<td>Not applicable</td>
</tr>
<tr>
<td>PSA Offers Only</td>
<td>Not applicable</td>
</tr>
<tr>
<td>Degradation</td>
<td>Not applicable</td>
</tr>
<tr>
<td>Supply Chain Responsibility</td>
<td>There are 13 required fields that are not yet filled in.</td>
</tr>
</tbody>
</table>
Offer Form – Participant Information

Provide the name of the legal entity that will be obligated under the agreement type that is selected.

Identify all current Project owners

Participant must select “Yes” for each of the Acknowledgement, Participant, and Attestation sections.

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 RFO are solely the responsibility of Participant.

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.”

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 Energy Storage RFO is true and correct to the best of Participant’s knowledge as of the date such information is provide.

Select ‘Yes’ to certify that the typed name acts as your electronic signature.
Offer Form – Project Information

Depending on Agreement Type selected these fields will either auto populate or become editable.

This “Agreement Type” question is important – selection impacts which other tabs and fields will become visible and highlighted.

Depending on Agreement Type selected these fields will either auto populate or become editable.
Warning - Switching Between Agreement Types Clears Fields!

When the Agreement Type in cell C19 of the “Project Information” tab is changed, a message balloon confirming your change is displayed.

Changing the Agreement type will hide Agreement specific tabs and open new tabs. This will erase data that has been entered in an Agreement specific tab. Please save often.
The Project Information section is specific to physically where the project is located.

<table>
<thead>
<tr>
<th>Project Information</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Full Legal Project Name</td>
<td></td>
</tr>
<tr>
<td>Street Address</td>
<td>City</td>
</tr>
<tr>
<td>County</td>
<td>State</td>
</tr>
<tr>
<td>Latitude</td>
<td>Longitude</td>
</tr>
<tr>
<td>Type of Site Control</td>
<td>Energy Storage Facility Status</td>
</tr>
<tr>
<td></td>
<td>Is energy storage to be co-located with existing generation?</td>
</tr>
<tr>
<td>PG&amp;E log number, if this project has an existing contract with PG&amp;E</td>
<td>Existing Contract Expiration Date</td>
</tr>
<tr>
<td>CAISO Resource ID if available</td>
<td>Existing Contract Technology Type</td>
</tr>
<tr>
<td>Describe existing contract type</td>
<td></td>
</tr>
<tr>
<td>Project funding from state or federal programs?</td>
<td></td>
</tr>
</tbody>
</table>

Note: Projects must interconnect to the CAISO system.
Use this dropdown to choose Storage Method. Add any additional detail in the text box as appropriate.

The % column is calculated based on: ($ Offered)/ ($ Required).

The Delivery Term Security calculation may be updated, depending on what values are entered for capacity payments on the Agreement specific tab.
Offer Form – Project Information

**Electrical Interconnection Information**

*Please provide this information from the latest interconnection study, if available. For storage added to generation with an existing interconnection, provide information about the additional costs and timing associated with the storage only (cells I94 – I97, I99).*

<table>
<thead>
<tr>
<th>Field</th>
<th>Values</th>
</tr>
</thead>
<tbody>
<tr>
<td>Interconnection App. Status</td>
<td>&lt;Choose&gt;</td>
</tr>
<tr>
<td>Interconnecting Utility</td>
<td>&lt;Choose&gt;</td>
</tr>
<tr>
<td>Interconnection Queue</td>
<td>&lt;Choose&gt;</td>
</tr>
<tr>
<td>Queue Number</td>
<td>&lt;Choose&gt;</td>
</tr>
<tr>
<td>Deliverability Status</td>
<td>Full Capacity Deliverability</td>
</tr>
<tr>
<td>Interconnection part of Cluster 5 or Later Studies?</td>
<td>&lt;Choose&gt;</td>
</tr>
<tr>
<td>Area Deliverability Option</td>
<td>–</td>
</tr>
<tr>
<td>New Interconnection Agreement Capacity</td>
<td>MW</td>
</tr>
<tr>
<td>Interconnection Voltage</td>
<td>kV</td>
</tr>
<tr>
<td>Delivery Market (Existing zone)</td>
<td>NP15</td>
</tr>
<tr>
<td>CAISO Transmission Access Charge Area</td>
<td>PG&amp;E</td>
</tr>
<tr>
<td>Connecting Substation</td>
<td>–</td>
</tr>
<tr>
<td>Clarifications</td>
<td>–</td>
</tr>
</tbody>
</table>

**Interconnection Application Status**

- This is a required field for all project types. For RA Only UOG BOT the minimum requirement is “Application submitted”.

**Network Upgrade Costs and Dates**

- For RA and UOG BOT: the upgrade costs are a required field, if there are no costs for a line enter “0”. The year these Costs are based on along with dates for Interconnection and Deliverability are also a requirement. For all other projects, provide if known.
Offer Form – Project Information

Use the link to access CPUC D.18-01-003. Describe any additional value streams as required in Appendix A Adopted Rules (see page 33 of 55 of link).
Offer Form – Operating Information

Sections within the Operating Characteristics tab include:

• Project Size (nameplate capacity)
• Discharging & Charging
• Ramp Rates
• System Response Time
• Start and Other Run Limitations
• Ancillary Services (as defined by CAISO Tariff)
• Voltage Services
## Voltage Services

- **Generator voltage regulation range (+/-):** [ ] volts p.u.
- **Maximum reactive power leading:** [ ] Mvar
- **Maximum reactive power lagging:** [ ] Mvar

---

**Description of Voltage services to go here**
Select the most applicable answer to the Participant/Developer for each of the 5 questions in the dropdowns. Answers are listed in order of highest → lowest level of experience, so if multiple answers are applicable then select the highest answer on the list (as we did in the example above, for the question about Project Development Experience).
Offer Form – Supply Chain Responsibility

If certified as one of listed groups please select “Yes” and then fill in Certification Agency and Certification #

Please answer remaining questions on tab. Participant may be asked to provide more information if “Yes” is selected.
Offer Form – File Name

VERY IMPORTANT! FAILURE TO FOLLOW THESE INSTRUCTIONS MAY RESULT IN INVALID OFFER

Key Takeaway: File Name and Offer ID MUST be the same

---

File Name Generator

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 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 ▶️ Generate File Name

2) Copy this text ▼️ via the button at right and use it AS IS as the name of the file you submit.

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.
Additional Tabs for Specific Contract Types

• Third Party Owned
  – Interconnection description
  – Third Party RA Offer tab: price
  – Third Party BTM Offer tab: price

• Utility Owned Resources
  – Interconnection description (for BOT only)
  – Utility Owned tab: price, additional operating characteristics
  – Degradation tab
Offer Form – Interconnection Location
Applies to: ES RA, BTM, UoG BOT Projects

1) Identify if Project connects directly to substation or between two substations

2) Select “Yes” indicating which substation(s) Project connects to

3) Select appropriate Interconnection Voltage (only required for one substation)
# Offer Form – Third Party RA Projects Only

## Contract Month - Offers

<table>
<thead>
<tr>
<th>Contract Month</th>
<th>Contract Price ($/kW of PQ/Month)</th>
<th>Payment Quantity (MW)</th>
<th>Contract Quantities</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>January</td>
<td>0.00</td>
<td>0.00</td>
<td>0.00</td>
</tr>
<tr>
<td>February</td>
<td>0.00</td>
<td>0.00</td>
<td>0.00</td>
</tr>
<tr>
<td>March</td>
<td>0.00</td>
<td>0.00</td>
<td>0.00</td>
</tr>
<tr>
<td>April</td>
<td>0.00</td>
<td>0.00</td>
<td>0.00</td>
</tr>
<tr>
<td>May</td>
<td>0.00</td>
<td>0.00</td>
<td>0.00</td>
</tr>
<tr>
<td>June</td>
<td>0.00</td>
<td>0.00</td>
<td>0.00</td>
</tr>
<tr>
<td>July</td>
<td>0.00</td>
<td>0.00</td>
<td>0.00</td>
</tr>
<tr>
<td>August</td>
<td>0.00</td>
<td>0.00</td>
<td>0.00</td>
</tr>
<tr>
<td>September</td>
<td>0.00</td>
<td>0.00</td>
<td>0.00</td>
</tr>
<tr>
<td>October</td>
<td>0.00</td>
<td>0.00</td>
<td>0.00</td>
</tr>
<tr>
<td>November</td>
<td>0.00</td>
<td>0.00</td>
<td>0.00</td>
</tr>
<tr>
<td>December</td>
<td>0.00</td>
<td>0.00</td>
<td>0.00</td>
</tr>
<tr>
<td>Avg. $/kw month</td>
<td>$0.00</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

### Contract Price Escalation Rate

*Buyer’s Cap on Refundable LDNU plus RNU Costs*

### Payment Quantity Multipliers

<table>
<thead>
<tr>
<th>Year</th>
<th>Payment Quantity Multiplier</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>1.00</td>
</tr>
</tbody>
</table>

### Payment Quantity (applying month-to-month and year “1” to year “n” for the Payment Quantity values provided above for year 1)

<table>
<thead>
<tr>
<th>Year</th>
<th>Payment Quantity Multiplier</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
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<tr>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
</tr>
</tbody>
</table>
## Offer Form – Third Party BTM Projects Only

<table>
<thead>
<tr>
<th>Contract Month</th>
<th>Contract Price ($/kW of PQ/Month)</th>
<th>Payment Quantity (MW)</th>
<th>Contract Quantities</th>
<th>Flexible RA Attributes (MW)</th>
<th>RA Attributes (MW)</th>
</tr>
</thead>
<tbody>
<tr>
<td>January</td>
<td></td>
<td></td>
<td></td>
<td>0.00</td>
<td>0.00</td>
</tr>
<tr>
<td>February</td>
<td></td>
<td></td>
<td></td>
<td>0.00</td>
<td>0.00</td>
</tr>
<tr>
<td>March</td>
<td></td>
<td></td>
<td></td>
<td>0.00</td>
<td>0.00</td>
</tr>
<tr>
<td>April</td>
<td></td>
<td></td>
<td></td>
<td>0.00</td>
<td>0.00</td>
</tr>
<tr>
<td>May</td>
<td></td>
<td></td>
<td></td>
<td>0.00</td>
<td>0.00</td>
</tr>
<tr>
<td>June</td>
<td></td>
<td></td>
<td></td>
<td>0.00</td>
<td>0.00</td>
</tr>
<tr>
<td>July</td>
<td></td>
<td></td>
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<td>0.00</td>
<td>0.00</td>
</tr>
<tr>
<td>August</td>
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<td></td>
<td></td>
<td>0.00</td>
<td>0.00</td>
</tr>
<tr>
<td>September</td>
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<td></td>
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<td>0.00</td>
<td>0.00</td>
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<tr>
<td>October</td>
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<td></td>
<td></td>
<td>0.00</td>
<td>0.00</td>
</tr>
<tr>
<td>November</td>
<td></td>
<td></td>
<td></td>
<td>0.00</td>
<td>0.00</td>
</tr>
<tr>
<td>December</td>
<td></td>
<td></td>
<td></td>
<td>0.00</td>
<td>0.00</td>
</tr>
<tr>
<td><strong>Avg. $/kW month</strong></td>
<td><strong>$0.00</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

**Contract Price Escalation Rate**: $0.00

**Notional Value**: $0.00

**Buyer’s Cap on Refundable LDNU plus RNU Costs**: $0.00
Offer Form – Third Party BTM Projects Only

### Payment Quantity Multipliers

Payment Quantity Multipliers (applies month-to-month and year “1”-to-year “n” for the Payment Quantity values provided above for year 1)

<table>
<thead>
<tr>
<th>Year</th>
<th>Payment Quantity Multiplier</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>1.00</td>
</tr>
</tbody>
</table>

### Energy Settlement Elements

<table>
<thead>
<tr>
<th>Contract Year</th>
<th>Variable O&amp;M ($/MWh)</th>
<th>Duration (hours)</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Offer Form – Utility Owned Offers Only

Utility Ownership Offers – additional questions
Version 2018.01
There are 10 missing or incorrect values on this tab
Dollar values should be rounded to nearest thousand dollars.

### Site Description
- **Project Site**: MOSS LAND/NS PP SUB (South Bay - Moss Landing)
  - **Value**: Units
  - **Guaranteed Dimax (MW) at Year 1 - End of LTPMA**:
    - **Term**: MW
  - **Guaranteed Discharge Duration (hours)**: 4 Hours
  - Minimum requirement for the selected Engineering, Procurement, Construction Agreement for Utility Ownership site.

### Contract/Purchase Price ($) Total
- **Purchase Price (do not include decommissioning or land costs)**
- **Land cost, if any**

### Operations, Maintenance, and Decommissioning Costs
Maintenance and other related annual costs should match goods and services as well as estimated costs listed in LTPMA.
- **Total**
- **Units**

#### a. Preventative Maintenance Services Fee (see LTPMA - inclusive of ongoing monitoring, reporting, training costs)
- **Total**:
- **Units**:
- **Day**:

#### b. Performance Guarantee Fee (see LTPMA for annual performance guarantee and warranty requirements)
- **Total**:
- **Units**:
- **Day**:

#### c. Decommissioning Costs (at Year TBO)
- **Total**:
- **Units**:
- **Day**:

#### d. Variable O&M, if any**
- **Total**:
- **Units**:
- **Day**:

#### e. Maximum Planned Maintenance Outage Hours (see LTPMA)
- **Total**:
- **Units**:
- **Day**:

#### f. Expected yearly forced outage hours (see LTPMA for availability guarantee requirements)
- **Total**:
- **Units**:
- **Day**:

### Other Operating Characteristics
- **Value**
- **Units**

#### a. Hourly Standby Energy Consumption
- **Value**
- **Units**

#### b. Auxiliary Load Peak Load
- **Value**
- **Units**

#### c. Annual Auxiliary Load Energy Consumption
- **Value**
- **Units**

### Note (1)
Do not include cost of electricity. Please include any consumables, water, chemical, or any other materials needed based on actual charging and discharging of the Project.

---

**Pacific Gas and Electric Company**
Offer Form – Utility Owned Offers Only

Degradation tab

This tab asks for how various operating parameters of Participant’s energy storage will degrade.

*** DEGRADATION EXAMPLE ***

Example: Degradation and Overhaul Impacts on Design Dmax and Design Storage Energy

<table>
<thead>
<tr>
<th>Degradation Intervals (hours)</th>
<th>% Design Dmax (1)</th>
<th>% of the Design Storage Energy</th>
</tr>
</thead>
<tbody>
<tr>
<td>0</td>
<td>100.00%</td>
<td>100.00%</td>
</tr>
<tr>
<td>100</td>
<td>95.00%</td>
<td>96.00%</td>
</tr>
<tr>
<td>750</td>
<td>89.00%</td>
<td>91.00%</td>
</tr>
<tr>
<td>750</td>
<td>97.00%</td>
<td>98.00%</td>
</tr>
<tr>
<td>1,000</td>
<td>91.00%</td>
<td>92.00%</td>
</tr>
<tr>
<td>1,500</td>
<td>83.00%</td>
<td>85.00%</td>
</tr>
<tr>
<td>1,500</td>
<td>96.00%</td>
<td>97.00%</td>
</tr>
</tbody>
</table>

The graph automatically populates based on the values that Participant enters in the table on the left.
Key Takeaways

- **Offer Form**
  - Enable macros in the Excel file.
  - Submit a separate Offer Form for each Offer.
  - Ensure the file name is the same as the pre-populated Offer ID.
  - Be clear about what Offer is submitted with each Excel file (in earlier slides). Use the “Copy to Clipboard” function on the Validation Tab to have consistent file names that match Offer ID.
  - Pay attention to the contract type selected.
  - Pay attention to “Units” i.e. kW vs MW, hours vs minutes
  - Be sure all fields are filled in completely. Check Validation tab to confirm.
  - Data contained in Offer Forms must be consistent with Contract Values

- **Power Advocate**
  - Try uploading draft files to become familiar with the process and timing.
Intermission