

PG&E's Participants' Webinar

PG&E's Long-Term Bundled RPS Energy Sale Solicitation Update

December 10, 2019

Q&A / Audio Replay

- At any time during this presentation participants should e-mail their questions to the Solicitation mailbox: RECSolicitations@pge.com
- There will be time to answer questions at the end of the webinar
 - PG&E may not address all of the questions during the Q&A portion of the webinar
 - After the webinar, PG&E will compile and post a Q&A document on PG&E’s website at: <http://www.pge.com/rfo> under “Long-Term Bundled RPS Energy Sale Solicitation”
- The audio portion of the webinar will also be posted on PG&E’s website as noted above.

Objective and Agenda

- The purpose of this webinar is to provide information to participants who may submit bids into PG&E's Long-Term Bundled RPS Energy Sale Solicitation.
- **Topics**
 - Introduction
 - Solicitation Schedule
 - Agreement Updates
 - Bid Form Instructions
 - Attestation of Volume Instructions
 - Bid Submittal Process
 - Intermission
 - Q & A

Document Conflicts

- This presentation is intended to be a summary level discussion of the information and requirements established in the Solicitation materials (it does not include all of the detailed information in the Solicitation materials).
- To the extent that there are any inconsistencies between the information provided in this presentation and the requirements in the Solicitation materials, the **Solicitation materials shall govern.**
- PG&E expressly disclaims all warranties and conditions of any kind, express or implied, regarding the accuracy and completeness of the Data Room materials. A Participant should make its own independent decision to participate in the Solicitation based on the Participant's own judgment and due diligence.
- PG&E encourages participants to carefully review:
 - Long-Term Bundled RPS Energy Sale Solicitation Protocol
 - Long-Term Bundled RPS Energy Sale EEI Master Agreement Confirmation that is posted on PG&E's website as Appendix A
- **PG&E urges bidders to ask clarifying questions regarding the Agreement prior to submittal of a bid under this Solicitation.**

Solicitation Schedule

PG&E encourages all Participants to **begin any internal approval processes at the earliest opportunity possible**, in anticipation of the expedited timelines described below.

Date/Time	Event
November 7, 2019	Participants' Webinar
November 15, 2019	Deadline for Participants to provide comments on the Agreement to PG&E via upload to the online platform at Power Advocate by 1 PM (PPT).
December 5, 2019	PG&E posts updated Agreement to Website
December 10, 2019	Participants' Webinar II
January 7, 2020	Bids Due. Participants must submit Bid(s) to the online platform at Power Advocate by 1 PM (PPT).
Week of January 20 th , 2020	PG&E notifies Participants of status of submitted Bids
Week of February 24 th , 2020	PG&E and each qualified Participant execute an Agreement, which shall be subject to "CPUC and Bankruptcy Court Approvals," as provided in the Agreement.
March 2020	PG&E submits Agreements for CPUC and Bankruptcy Court Approvals.

Agreement Updates

General Guidelines

- Bidders are required to have an EEI Master Agreement in place with PG&E to execute an Agreement.
- **If you have, or intend to submit a bid, and do not have an EEI Master Agreement in place with PG&E, please reach out as soon as possible so we can begin initiating the process to execute one.**
- PG&E has a strong preference for standardized Agreements.
- Bids are due on January 7, 2020 and do not require counterparty execution for submittal. Agreements are final and binding at execution, which is targeted for February 2020.
- PG&E encourages all Participants to **begin any internal approval processes at the earliest opportunity possible.**

Definitions and Indemnity

- Added “Project Energy” definition (Section 2.30):
 - “Project Energy” means the Electric Energy generated by the Project that is delivered to Seller under the PPA.
 - Used to derive the Energy Quantity that will be delivered to Buyer
- Removed “Sales Price” definition
 - Duplicative with definition in the EEI Master Agreement
- Modified the Indemnity section (Section 10) to clarify which portions of the EEI Master Agreement apply to the Transaction.

Conditions Precedent and Notices

- Updated the Conditions Precedent section (Section 1) to clarify that:
 - the receipt of Performance Assurance applies to both Buyer and Seller
 - the timeline to post Performance Assurance is tied to the later of:
 - (a) Seller’s Notice to Buyer of CPUC Approval and
 - (b) Seller’s Notice to Buyer of Bankruptcy Court Approval
- Added section for Notices (Section 8.3)
 - Seller shall provide Notice to Buyer of notice of an early termination date under the PPA, following the later of:
 - (a) the delivery or receipt of such notice under the PPA and
 - (b) if applicable, Seller’s receipt of written consent from the seller under the PPA to provide such notice to Buyer.

Bid Form Instructions

Bid Form Instructions

- This solicitation employs two editable pdf bid forms, one to be used when submitting bids employing **index pricing** and one to be used when submitting bids employing **fixed pricing**.
- The forms can be downloaded from www.pge.com/rfo and are named as follows:
 - Attachment A1 - **Index Price** Long-Term Bundled RPS Energy Sale EEI Master Agreement
 - Attachment A2 - **Fixed Price** Long-Term Bundled RPS Energy Sale EEI Master Agreement Confirmation
- Both **fixed** and **index** pricing bids can be submitted for a single project, however a separate bid form must be submitted for each project and pricing option. For example, if you choose to submit bids for three projects, and you submit both fixed and index pricing bids for each project, you will need to submit a total of six bid forms.

Bid Form Instructions

- The bid forms function identically and include fields into which information can be entered or selected from a list, plus fields that are auto-populated in response to user input.
- All fields that require input have blue backgrounds, and most include instructions in red italics. For example

Insert Buyer Full Name

- Many fields that will auto-populate include an explanation in red italics with no background color. For example

Will auto-populate

- Populate the forms from top to bottom.
- All fields with blue backgrounds must be populated.

Bid Form Instructions

Here is an example of field auto-populating in response to user input.

Appendix A in both forms includes a “PROJECT” section that looks like this:

Name:	<input type="text"/>
Resource Type:	
Location:	
CEC RPS ID:	
Host Balancing Authority:	

When a value is selected in the “Name” field the rest of the fields in the project box auto-populate.

Name:	Agua Caliente Solar Project
Resource Type:	Solar PV
Location:	Roll, AZ
CEC RPS ID:	60894A
Host Balancing Authority:	CAISO

Bid Form Instructions

Also, when a value is selected in the “Name” field in Appendix A, fields in other areas of the form auto-populate. For example, if this project is selected...

Name:	Agua Caliente Solar Project
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...section 2.29 of the bid form changes from this...

2.29 “Power Purchase Agreement” or “PPA” means that Power Purchase Agreement between Seller and *Will auto-populate* executed on *Will auto-populate*, as amended from time to time.

...to this....

2.29 “Power Purchase Agreement” or “PPA” means that Power Purchase Agreement between Seller and **Agua Caliente Solar, LLC** executed on **9/8/2009**, as amended from time to time.

Bid Form Instructions

File Name Generation

Appendix A in both bid forms contains a file name generating mechanism that looks like this:

This form is not complete unless the button at right has been clicked to generate a file name.

Click To Generate File Name

When the orange button is clicked a segment of the form will be displayed that looks like this:

IMPORTANT: Copy the file name at right and save this document with that name.

SAMPLMPANY_FP_191206110733



Copy the generated file name to the clipboard and use it as the bid form name.

Attestation of Volume Instructions

Attestation of Volume Instructions

- An Attestation of Volume document needs to be downloaded from the PG&E solicitation website, completed and submitted.
- The Attestation of Volume document is a editable Word form. **All input fields in the form must be populated.**
- Each input field initially contains instructions in light blue type as illustrated here:

Click or tap here to enter Participant Name intends to procure an amount of Electric Energy not to

- When the input field is clicked it is highlighted and the name of the field appears:

ParticipantName
Click or tap here to enter Participant Name intends to procure an amount of Electric Energy not to

- The information you key in will populate the field:

ParticipantName
Sample Participant Name intends to procure an amount of Electric Energy not to exceed the following

- The Attestation of Volume indicates the maximum number of forecasted MWh for the delivery term participant would be willing to execute agreements for.

Bid Submittal Process

Required Bid Submission Forms

- PG&E will only consider Bids that, as of the submittal deadline, are complete and conforming Bids.
- Bid package must be in the format as specified in the Long-Term Bundled RPS Energy Sale Solicitation Protocol.
 - Fully Completed Agreement (Attachment A); Format: PDF
 - Attestation of Volume (Attachment B); Format: PDF
 - Documentation of Entity Legal Status from the California Secretary of State
 - A webpage screenshot verifying Participant or end-user counterparty’s “Active” legal status via the California Secretary of State’s webpage is acceptable. The California Secretary of State website is located at <https://businesssearch.sos.ca.gov/>.

Bid Submittal Requirements

Number of Bids Allowed

1. Each Participant may submit up to a maximum of 10 Bids
 - Each Participant may submit any combination of Fixed Price Option and Index Price Option Bids (e.g., 6 Index Price Option Bids and 4 Fixed Price Option Bids).

Number of Resources per Bid Allowed

1. Can only submit one bid per resource for each Price Option
 - (e.g., Participant cannot submit 2 Fixed Price Option bids for a unique Resource)

Single Price Requirement

1. Only one Bid price is allowed for all Index Price Option Bids submitted by each Participant.
 - (e.g., if the Participant submits 6 Index Price Option Bids, all 6 Bids **must** have the same Bid price)
2. Only one Bid price is allowed for all Fixed Price Option Bids submitted by each Participant.

Maximum Volume

1. Participant must provide the maximum volume that they are willing to purchase by submitting the Attestation of Volume (Attachment B) as part of Bid submittal.
 - The maximum volume stated in the Attestation of Volume cannot be greater than the sum of the forecasted volume from the Resources identified in the Bids submitted.

Bid Submittal Example - Eligible

Example 1 - Eligible Bid Submittal

	Resource 1	Resource 2	Resource 3	Resource 4	Resource 5	Resource 6	Total # Bids
Index Price Option							
# of Bids	1	1	1	1	1	0	5
Price (\$/MWh)	\$1.00	\$1.00	\$1.00	\$1.00	\$1.00	n/a	
% of Resource	25%	50%	75%	100%	25%		
Fixed Price Option							
# of Bids	1	1	0	1	1	1	5
Price (\$/MWh)	\$2.00	\$2.00	n/a	\$2.00	\$2.00	\$2.00	
% of Resource	10%	20%		30%	40%	50%	
							10

Number of Bids Allowed (PASS)

- Explanation: Participant submitted 10 Bids total, which is equal to the maximum number of Bids allowed per Participant of 10.

Number of Resources per Bid Allowed (PASS)

- Explanation: Participant submitted no more than one Bid for each Resource per pricing option.

Single Price Requirement (PASS)

- Explanation: Participant submitted one Bid price for all Index Price Option Bids and one Bid Price for all Fixed Price Option Bids.

Bid Submittal Example - Ineligible

Example 2 - Ineligible Bid Submittal

	Resource 1	Resource 2	Resource 3	Resource 4	Resource 5	Resource 6	
1							
2	Index Price Option						
3	2 B	1	1	1	1	0	6
4	\$1.00; \$1.00	\$1.00	\$1.00	\$1.00	\$1.00	n/a	
5	25%	50%	75%	100%	25%		
6	Fixed Price Option						
7	1	1 C	0	1	1	1	5
8	\$2.00	\$1.00	n/a	\$2.00	\$2.00	\$2.00	
9	10%	20%		30%	40%	50%	
10							11 A

Number of Bids Allowed (FAIL) **A**

- Explanation: Participant submitted 11 Bids total, which exceeds the maximum number of Bids allowed per Participant of 10.

Number of Resources per Bid Allowed (FAIL) **B**

- Explanation: Participant submitted multiple (2) Index Price Option Bids for Resource 1

Single Price Requirement (FAIL) **C**

- Explanation: Participant submitted multiple Bid prices for all Fixed Price Option Bids submitted.

Communications and Website

- PG&E's website at <http://www.pge.com/rfo> under “Long-Term Bundled RPS Energy Sale Solicitation” provides everything you need to submit a bid, including (but not limited to) the following:
 - Solicitation Documents for the Solicitation
 - Solicitation Schedule
 - EEI Master Agreement & draft PG&E Cover Sheet
- All solicitation communications should be directed to: RECSolicitations@pge.com with a copy to the Independent Evaluator at arroyosecoconsulting@gmail.com.

Intermission

Q & A