



**Integrated Distributed Energy Resources
Incentive Pilot
Request for Offers**

Solicitation Protocol

**2018
Integrated Distributed Energy Resources Incentive Pilot
Request for Offers**

Table of Contents

I. Introduction and Overview	4
I.A. Overview	4
I.B. IDER RFO Website and Communication.....	4
I.C. Schedule Overview.....	5
I.D. Events in the RFO Schedule.....	6
II. RFO Goals.....	6
II.A. PG&E Resource Needs	6
III. PG&E Customer Engagement Support	8
IV. Eligibility Requirements.....	10
IV.A. Offer Eligibility.....	10
IV.B. Resource Double Payment/Double Counting	11
IV.C. Interconnection.....	13
IV.D. Measurement and Verification (M&V).....	13
V. Offer Submittal Process	13
V.A. Submittal Process Overview	13
V.B. Number of Offers and Variations Allowed Per Seller	14
V.C. Required Information	14
VI. Evaluation of Offers.....	16
VII. Terms for RFO Participation.....	18
VII.A. Agreement by Participant.....	18
VII.B. PG&E’s Reservation of Rights	19
VII.C. Safety	20
VIII. Confidentiality.....	20
IX. Procurement Review Group Review	21
X. Shortlist Notification to Participants	22
XI. Execution of Agreement	22
XII. Credit	22
XIII. CPUC Approval	23
XIV. Waiver of Claims and Limitations of Remedies.....	24
XV. Termination of the RFO-Related Matters	25

LIST OF APPENDICES

Appendix A	Offer Form
Appendix B	Supplemental RFO Documents Required for Participation
Appendix C	Confidentiality Agreement
Appendix D	Term Sheet
Appendix E	Finance Information
Appendix F	Load Forecast and Customer Data

I. Introduction and Overview

I.A. Overview

Pacific Gas and Electric Company (“PG&E”) is issuing this 2018 Integrated Distributed Energy Resources (IDER) Incentive Pilot Request For Offers (“RFO” or “Solicitation”) to demonstrate the efficacy of distributed energy resources (DERs) provision of cost-effective electric distribution services, as required by California Public Utilities Commission (“CPUC”) Decision (“D.”) 16-12-036¹ and Resolution E-4889.

This Solicitation Protocol sets forth the terms and conditions by which PG&E will seek Offers. An entity submitting an Offer in response to this RFO, hereinafter a “Participant,” agrees to be bound by all the terms, conditions and other provisions of this RFO as contained in this Solicitation Protocol and any changes or supplements to it that may be issued by PG&E. The obligations of the Participant are further described in Section VII.A, Agreement by Participant.

I.B. IDER Incentive Pilot RFO Website and Communication

PG&E has established the 2018 IDER RFO website at www.pge.com/rfo under “Integrated Distributed Energy Resources RFO.” Participants may access and download all RFO documents, announcements and Q&As that are posted.

To ensure the accuracy and consistency of information provided to all Participants, PG&E prefers that Participants communicate by e-mail to both IDERRFO@pge.com and to the Independent Evaluator (“IE”) at Alan.Taylor@sedwayconsulting.com. With respect to a matter of general interest raised by any Participant, PG&E may, without reference to the inquiring Participant, post the question and PG&E’s response on PG&E’s website. PG&E will attempt to respond to all inquiries, but may decline to respond to any particular inquiry.

All correspondence to and from a Participant will be monitored by the IE, Sedway Consulting, Inc. (“Sedway Consulting”), who the CPUC selected to oversee this Solicitation. The IE is an independent, third-party evaluator who is required by the CPUC to monitor and evaluate certain competitive solicitations.

¹ Decision Addressing Competitive Solicitation Framework and Utility Regulatory Incentive Pilot D, D.16-12-036.

I.C. Schedule Overview

The expected schedule for the RFO is listed in Table I.1 below.

Table I.1: PG&E IDER Solicitation Schedule

Ongoing:	Participants are invited to register online to receive notices from PG&E regarding the RFO at www.pge.com/rfo/ider
No later than November 15, 2018	PG&E issues RFO
November 15, 2018	Participants' Webinar
December 13, 2018	Deadline for PG&E to receive Offers at 1 PM (PPT)
December 14, 2018	Deadline for IE to receive a flash-drive of Offers
January 14, 2019	PG&E notifies selected Participants that their Offer(s) will be included on a list of Offers for which PG&E may seek to enter into or negotiate an Agreement related to that Offer ("Shortlist")
January 21, 2019	Participants notify PG&E whether they accept Shortlist status and acknowledge acceptance of the Confidentiality Agreement
February 25, 2019	PG&E notifies selected Participants that their Offer(s) have been selected for execution
April 25, 2019	PG&E submits Agreements with final Shortlist Participant(s) for CPUC Approval

The schedule and documents associated with the RFO are subject to change at PG&E's sole discretion at any time and for any reason. PG&E will endeavor to notify Participants of any changes to the RFO, but shall not be liable for any costs or liability incurred by Participants or any other party due to a change or for failing to provide notice or acceptable notice of any change.

PG&E reserves the right to execute agreements resulting from this RFO (each an "Agreement") with any individual Participant at any time after selecting the Shortlist. PG&E's obligations under an Agreement will be conditioned upon PG&E's receipt of CPUC Approval within a stated period of time, as described further in Section XIII, CPUC Approval. PG&E will seek CPUC Approval of all executed Agreements. Participants should factor the CPUC's approval process into their project development timelines and proposals.

I.D. Events in the RFO Schedule

- 1) Online Registration: Participants should register at the RFO website <http://www.pge.com/rfo> to receive timely announcements and updates about this RFO and other RFO-related information via email. Online registration is not required, but is strongly recommended.
- 2) PG&E issues the Solicitation: All documents associated with the Solicitation, including documents which Participants will need to prepare their Offer, are posted to PG&E's public website under "Integrated Distributed Energy Resources RFO."
- 3) Participants' Webinar: The Webinar will provide an overview of the RFO and the requirements. Call-in information will be provided on the Solicitation website.
- 4) Offers Due: Offers must be received by PG&E by 1 PM (PPT) on December 13th. Participant Offer package(s) must be submitted through the online platform, Power Advocate. Offer package(s) must include the documents described in Section V.C, Required Information. PG&E encourages Participants to begin developing their Offer packages early and to send questions regarding the preparation of their Offer(s) to IDERRFO@pge.com. In addition, as described below in Section V.A., Participants must submit their offer materials on a USB flash-drive to the IE by December 14th.

PG&E may request a meeting or conference call to discuss a Participant's Offer. The purpose would be to provide PG&E with a full understanding of the details of an Offer for the evaluation process. The IE will be invited to participate in these discussions.

- 5) PG&E Selects Shortlist: PG&E expects to notify Participants selected for PG&E's Shortlist by January 14, 2019. PG&E reserves the right to request additional information and to add additional Participants to the Shortlist following the initial selection.
- 6) PG&E and Participants Execute Agreements: PG&E expects to negotiate with Participants on the Shortlist and may select any subset of Shortlisted Offers for execution of an Agreement.
- 7) PG&E Submits Agreements for CPUC Approval: PG&E will seek CPUC Approval of each Agreement, as further described in Section XIII, CPUC Approval.

II. RFO Goals

II.A. PG&E Resource Needs

PG&E is seeking to enter into Agreements with DERs ("Projects") that meet the specifications noted in Section IV, Eligibility Requirements.

The location for this pilot demonstration is PG&E's Gonzales substation, which is located within PG&E's Gonzales distribution planning area and is expected to have overload conditions due to peak demand. Gonzales Substation was selected due to its timing certainty and potential for cost-effective DER solutions to address thermal overloading on peak days. PG&E is seeking projects located at or on distribution circuits electrically connected downstream of Gonzales Bank 3 and Gonzales Bank 4.

PG&E is seeking to procure up to 2 MW of DERs to provide load capacity by increasing generation, reducing electrical consumption, or shifting load. The additional distribution capacity needs to be available by June 1, 2021 and must be maintained through end of September 2025.

Dispatchable resources may be called on a day-ahead basis up to 6 times a month for not more than 3 consecutive days and for not more than 12 days total during the summer loading period.

Participants must design, procure, finance, and cause the Project to be constructed, completed, tested and ready for placement into commercial operation in accordance with the following parameters:

Gonzales Bank 3: PG&E is targeting to procure up to 0.5 MW under the below operating parameters.

Delivery Term: 5 years

Delivery Months:

- June through September

Delivery Days:

- Weekdays only

Delivery Hours:

- 5:00 PM to 9:00 PM²

Gonzales Bank 4: PG&E is targeting to procure up to 1.5 MW under the below operating parameters.

Delivery Term: 5 years

² All times in this document are in Pacific Prevailing Time (PPT).

Delivery Months:

- June through September

Delivery Days:

- Every day of the week

Delivery Hours:

- 8:00 am – 12:00 pm

PG&E must procure cost-effective DERs at the above quantities that address the needs at both Gonzales Bank 3 and Gonzales Bank 4 in order to defer the traditional distribution upgrade that will otherwise be necessary in 2021. In fact, 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 both Gonzales Bank 3 and Bank 4. Not doing so will leave the consideration of a Participant's Offer(s) dependent on other Participants providing complementary offers that can be packaged into portfolios that meet the two substation banks' needs. In addition, PG&E may consider a single counterparty solution to have certain qualitative contract administration benefits.

PG&E does not want the DERs it procures through this RFO to create additional problems on the distribution system. Any DERs procured through this Solicitation must not operate in a manner that negatively impacts the system. Projects on Gonzales Bank 3 may not increase net loading (increase in electrical consumption or decrease in generation) 3:00 PM – 10:00 PM on the 12 dispatch days. Projects on Gonzales Bank 4 may not increase net loading any day during June-September, 6:00 AM – noon.

III. PG&E Customer Engagement Support

Customer Engagement Support: PG&E recognizes the integral role that customer acquisition plays in the success of energy efficiency programs and projects. To improve the chances of program success and overall effectiveness, PG&E is offering customer acquisition support to Participants who see a benefit in such services and would like to incorporate the use of these services into their program design. Services under all support options will not begin until execution of an Agreement. PG&E will offer to Participants that enter into an Agreement with PG&E the following customer support options:

Co-Branding: Use of PG&E logo and branding in collaboration to enhance marketing efforts at a level of coordination further described below. All co-branding materials must meet PG&E's co-branding guidelines and be reviewed and approved by PG&E prior to communication. Co-branding of programs is not guaranteed and is ultimately decided on a case-by-case basis

1. Participant Only - Only the Participant's logo is present. The PG&E name is limited to factual statements of use only.
2. Participant / PG&E - Two corporate logos are present but the Participant is clearly leading and that party's logo is larger and more dominant. PG&E's logo is secondary and limited in size and placement per the details discussed later. Oftentimes a short phrase is used to define the role that these brands play. Visual identity is that of the Participant.
3. PG&E/ Participant - Two corporate logos are present but PG&E is clearly leading and is larger and more dominant. The Participant's logo is secondary and limited in size and placement per the details discussed later. Oftentimes a short phrase is used to define the role that these brands play. Visual identity is that of PG&E.
4. PG&E Only (licensed) - Only the PG&E logo is present.

Marketing and Outreach Support: PG&E marketing and customer relationship specialists are made available to support and coordinate with Participants in program implementation follow execution and CPUC approval of an Agreement with PG&E. The following list outlines potential tactics and channels which Participants could incorporate PG&E expertise into their overall execution plan. Participants will need to provide a description of the marketing plan and further detail around the scope of activities the Participant would like PG&E to provide in connection with their contractual relationship.

1. Awareness and understanding
 - a. Web
 - b. Digital media
 - c. Social media
 - d. Events/webinars
 - e. Sponsorships
2. Customer acquisition
 - a. Email/Direct mail
 - b. SMS
 - c. Digital media
 - d. Telemarketing
 - e. Door to door
3. Customer retention
 - a. Email/Direct mail
 - b. Social media
4. Public relations
5. Customer targeting services
6. Customer research

Data Access: Any access to customer data sets for the project area are subject to PG&E's rules regarding customer data privacy and security. All access to customer data requires the Participant which has entered into a CPUC approved Agreement with PG&E to successfully pass a Third-Party Data Security Review prior to the release of any data to the Participant. Examples of data fields include:

- program-eligible customer List
- service point address
- service point rate schedule
- service point hourly loads of previous 12 months (or summary)

The use of PG&E customer support services is not a requirement for an Offer. Participants selecting any of the customer support options described above are required to submit two Offers; one Offer incorporating the PG&E support services, and a second Offer without any of the customer support options selected.

IV. Eligibility Requirements

Offers must meet the applicable specifications noted below.

IV.A. Offer Eligibility

Offers may be for Projects located in-front-of-the-meter or behind-the-meter.³ Projects must be a DER, which include:

- Demand Response
- Energy Storage
- Energy Efficiency
- Permanent Load Shift
- Renewable Distributed Generation
- Non-Renewable Distributed Generation⁴
- Electric Vehicles

Offers must be for at least 250 kW for each Delivery Hour of a selected time block on a standalone or aggregated basis and may not exceed 1.5 MW.

Offers must be in 250 kW increments.

³ Behind-the-Meter projects, including those that export, are eligible but must comply with any other applicable tariff rules.

⁴ As listed in VI. Evaluation of Offers, PG&E has a preference for selection of renewable resources per Resoluciton E-4956, Ordering Paragraph 17. In addition, a non-renewable distributed generation project must be able to produce GHG emissions reductions over its lifecycle.

IV.B. Resource Double Payment/Double Counting

The goal of this Solicitation is to acquire DERs that are incremental to both existing DERs and DERs that are projected to be adopted during the forecast horizon.

Only DERs that are categorized as wholly incremental or partially incremental will be considered eligible for the purposes of this Solicitation. Energy efficiency Participants will have the option of having their Offer evaluated for incrementality on a project-specific basis or having their Offer evaluated based on a pre-specified overlap factor. If the overlap factor option is selected, the value of the Offer will be discounted by 15% to reflect the overlap between the Participant’s proposal and energy efficiency resources that are projected to be deployed in the local area in the absence of the Offer. All other resource types must go through the project specific review.

For the project specific review, the Offer may be considered between 0% and 100% incremental. Participants must submit Appendix B, Section V. Resource Double Payment/Double Counting, to show how the proposal is either wholly or partially incremental to ongoing PG&E incentive programs, tariffs, or other solicitations. Offers may be considered either fully incremental or partially incremental. Participants will be required to describe how their proposed Project is incremental to PG&E’s programs, tariffs, or other solicitations:

- PG&E’s EE program portfolio
- PG&E’s DR program portfolio
- PG&E’s Self-Generation Incentive Program (SGIP)
- PG&E’s Net Energy Metering (NEM) program
- PG&E’s energy storage solicitations
- PG&E’s renewable generation solicitations

The below table describes and provides examples for what PG&E considers to be wholly, partially, or non-incremental.

Examples:

Category	Example	Incremental
Not already sourced through another program, tariff, solicitation	A new, front-of-the meter renewable generator that is not already under contract to PG&E	Yes
	An “add-on” Offer to any already deployed DER that would allow that already-deployed DER to provide the distribution services solicited (for	Yes, if the existing resources without the “add on” were not capable of providing the distribution service. This would also include the

Category	Example	Incremental
	<p>example, a demand response Offer that utilizes existing thermostats, DG, ES, or electric vehicles).</p> <p>A new load modifying demand response Offer that provides the local distribution services solicited (for example, an appliance DLC program).</p> <p>An energy efficiency measure or targeted customer group that is not already included in PG&E's energy efficiency program portfolio.</p>	<p>addition of dispatchable storage to an existing, non-dispatchable BTM solar resource, or the provision of dispatchable distribution service from an SGIP storage resource that is not dispatchable under its current tariff.</p>
<p>Partially sourced through another program, tariff, solicitation</p>	<p>Offering an enhanced incentive to increase uptake of a DER in an area over what would be expected under the base program, tariff, solicitation (for example, converting an existing energy efficiency co-pay program to a direct install program or offering enhanced incentives to increase uptake of DG or ES in a local area).</p>	<p>Yes, but only the portion (if any) that is not currently being compensated for by the existing base program, tariff, solicitation.</p> <p>There would be a high bar in this case for the vendor to show that the enhanced incentive will increase uptake.</p>
<p>Wholly sourced through another program, tariff, solicitation</p>	<p>Participant submits Offer for rooftop PV that is already compensated under NEM tariff without material enhancement.</p> <p>Participant submits Offer for DG or ES that is already compensated for under SGIP without material enhancement.</p> <p>Participant submits Offer for distribution services from an existing front-of-the-meter solar resource</p> <p>Participant submits Offer for EE or DR program that is already in</p>	<p>No, distribution services have already been compensated for under existing programs or tariffs.</p> <p>No, Absent the addition of an additional service, resource is already sourced through an existing channel.</p>

Category	Example	Incremental
	PG&E's EE or DR portfolio without material enhancement.	

IV.C. Interconnection

Projects must connect or be associated with load facilities that connect to one of the following feeders at the Gonzales substation:

- Gonzales Bank 3
- Gonzales Bank 4

There are no minimum interconnection study requirements for an Offer. However, PG&E will assess whether Projects are likely to meet the required online date. Seller should submit any applicable interconnection studies with their Offers.

IV.D. Measurement and Verification (M&V)

Participants must submit Appendix B, Section VII. Measurement and Verification (M&V), describing in detail their proposed methodology for measuring distribution services under the Agreement. Preference will be given to proposals that employ existing M&V protocols adopted by the CAISO and CPUC as appropriate to the technology proposed.

V. Offer Submittal Process

V.A. Submittal Process Overview

All Offers must be received by December 13th at 1 PM (PPT), as specified in Table I.1, PG&E IDER Solicitation Schedule.

Submitting Documents: All Offers for this RFO *must* be submitted electronically through Power Advocate. Prior to submitting an Offer, Participants must register with Power Advocate. PG&E strongly encourages Participants to register with Power Advocate well before Offers are due. PG&E will post detailed instructions on the IDER RFO website for submitting Offer(s) and using the online platform. Power Advocate registrants should be listed under the entity submitting the Offer, the Participant, not its consultants.

In addition to the submission of Offers through Power Advocate, Participants must simultaneously submit their offer materials to the IE on a USB flash-drive for physical delivery no later than one day following the Power Advocate offer submission deadline. The

Participant's flash-drive must contain the same materials that were submitted through Power Advocate and must be sent to the IE at the following address:

Sedway Consulting, Inc.
821 15th Street
Boulder, CO 80302
PH: (303) 581-4172

Participants will be sent an email confirmation from the IE of the receipt of their flash-drive package when the IE receives them. If a Participant does not receive a confirmation email, please email the IE at: Alan.Taylor@sedwayconsulting.com.

Power Advocate Link:

- <https://www.poweradvocate.com/pR.do?okey=80379&pubEvent=true>

Power Advocate functions in most browsers; however it may not work as well in browsers older than Internet Explorer version 8.

Each Offer should be uploaded as a "Commercial" and "Administrative" document type in Power Advocate. If submitting more than one Offer, each Offer should be in separate zip files. Please make sure that file names for your submittals do **not** contain any special characters such as *&#, and please keep file names short, but do include short references to Participant's name (such as an acronym) and the appendix (e.g., App B).

Electronic Document Formats: Electronic documents must be submitted as Microsoft Word, Microsoft Excel, or pdf files, as identified in Section V.C, Required Information. However, maps or drawings may be in alternate formats (e.g., jpg, kmz) as appropriate. To the extent possible, pdf files should be provided in a searchable format. The Participant should not provide documents in other electronic formats, unless specifically requested.

V.B. Number of Offers and Variations Allowed Per Seller

There are no limits to the number of Offers Participants may submit. As noted above, 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 both Gonzales Bank 3 and Bank 4.

V.C. Required Information

Each Participant's Offer must be complete at the time of submission. Participant's failure to provide all required information may prevent PG&E from being able to evaluate, rank the Offer, and consider it for the Shortlist.

Offers must contain all required information and must be organized in accordance with these instructions.

Participants must complete the following documents: (1) the initial Offer package (see Section V.C.1, Offer Package, below); and (2) the post-Shortlist package, if PG&E selects the Participant’s Offer for the Shortlist (see Section V.3, Post-Shortlist Documents, below). Participants offer should be consistent with the obligations specified in the term sheet.

Note on Joint Offers: If a Participant is submitting an Offer jointly with another Participant, each Participant will need to be registered as a Participant in Power Advocate separately from any other Participant submitting an Offer and PG&E may require additional documentation or conditions, such as retaining separate legal counsel, restricting the sharing of certain information, or requiring all Participants to the joint Offer to acknowledge acceptance of a modified Confidentiality Agreement and agree to, and execute, modified terms for RFO participation, similar to those set forth in Section VII.A, Agreement by Participant.

1. Offer Package

Provide an **Introductory Letter** that describes the Project and all the Offers submitted, including identification of the differences between Offers, such as different Delivery Hours, delivery terms, size, and technologies. In addition, complete all of the Appendices listed in Table V.1, below.

Price may include a \$/kW-month fixed price and may also include a \$/kWh variable price to be paid on days when the Project is notified that it is required to provide distribution services.

A separate Offer Form is required for each Offer variation, but an entirely new Offer package is not required; there is no need to submit unchanged, duplicate Appendices if the information is the same; but please provide a short note indicating which sections are duplicative over multiple Offers and which sections are different.

PG&E intends to post a draft DER pro forma in late November that shortlisted Participants will be asked to redline later in the RFO process. A redline of this document is not required as part of the Offer submittal in December; only a redline of the Term Sheet is required.

Table V.1: PG&E IDER RFO Offer Package

Appendix	Title	Description	Format
	Introductory Letter	Describe the Project and Offer information. A sample introductory letter outline is provided.	PDF
A	Offer Form	Provide the requested information.	MS Excel

Appendix	Title	Description	Format
B	Supplemental RFO Documents Required for Participation	Provide the requested information.	PDF
D	Term Sheet	Redline of term sheet	MS Word

3. Post-Shortlist Documents

If the Participant is notified that it is eligible for and accepts PG&E’s Shortlist position, then the Participant must complete the Appendices listed in Table VI.2, below. Any delay in providing the Appendices below will impact the Participant’s Shortlist position.

Table V.3: PG&E IDER RFO - Post-Shortlist Appendices

Appendix	Title	Description	Format
C	Confidentiality Agreement	Participants must acknowledge acceptance of the Confidentiality Agreement when accepting a position on the Shortlist.	PDF
E	Participant Financial Information	Provide Participant finance information	MS Word

VI. Evaluation of Offers

PG&E will evaluate individual Offers and/or construct different portfolios of Offers that meet the Gonzales area need. PG&E’s evaluation will apply “least-cost, best-fit” principles, using quantitative and qualitative criteria to evaluate the submitted Offers, which may include, but are not limited to:

Quantitative Attributes:

- a) Benefits (Distribution Deferral Value)
- b) Fixed and Variable Costs, including Customer Engagement Support costs

Qualitative Attributes:

- a) Project Viability (experience, technology viability, interconnection, site control)
- b) Supply Chain Responsibility
- c) Technology, Counterparty Concentration
- d) Safety

Qualitative Factors

a) Project Viability

Project viability means the likelihood that the Project under an Offer can be successfully developed and then provide the product for the period stated in the Offer. This assessment is based on a review of the status and plans for key Project activities (e.g., financing, site control, permitting, engineering, procurement, construction, interconnection, start-up and testing, operations, etc.) as well as experience and technology evaluation.

b) Supply Chain Responsibility

PG&E may consider Participant's status as a Small Business Administration self-certified small business. PG&E is committed to supply chain responsibility which includes supplier diversity, sustainability and ethical supply chain practices. The Supplier Diversity Program, launched in 1981, aims to provide diverse suppliers with economic opportunities to supply products and services. The Supplier Sustainability Program, launched in 2007, encourages supplier responsibility, excellence and innovation.

Promoting an ethical supply chain means that Health and Safety, Labor Issues and Human Rights, Ethical Business Conduct and Conflicts of Interest are important considerations in supplier selection.

Additional information on PG&E's DBE program can be found at:
www.pge.com/supplychainresponsibility

c) Counterparty and Technology Concentration

PG&E may consider the volume of energy or capacity already under contract from a particular counterparty, as well as Offers submitted in this RFO.

Per Ordering Paragraph 17 Resolution E-4956, PG&E has a preference for the selection of renewable resources as opposed to non-renewable resources.

d) Safety

PG&E may consider Participants' commitment to safety, based on the safety history and practices of the entities that will construct, operate, or maintain the Projects and safety information related to the technology for the Project and Project development.

Any or all qualitative factors may impact a Project's status for Shortlisting or Agreement execution.

VII. Terms for RFO Participation

VII.A. Agreement by Participant

Each Participant submitting an Offer shall provide their electronic signature of a duly authorized officer of Participant in the Offer Form. By providing such signature the Participant (a) agrees to be bound by all terms, conditions and other provisions of this RFO and any changes or supplements to it that may be issued by PG&E, and (b) makes the following representations and warranties:

1. Participant has read, understands, and agrees to be bound by all terms, conditions and other provisions of the RFO.
2. Participant has had the opportunity to seek independent legal and financial advice of its own choosing with respect to the RFO and all Appendices to the RFO.
3. Unless otherwise specified in the Offer Form, Participant is not PG&E, an affiliate of PG&E, PG&E Corporation, or any of their affiliates.
4. Participant has obtained all necessary authorizations, approvals and waivers, if any, required of Participant as a condition of: (i) submitting its Offer and, if Participant's Offer is selected; (ii) executing an Agreement with PG&E at the conclusion of negotiations.
5. Participant is submitting its Offer subject to all applicable laws including, but not limited to, D.17 -02-007, the Federal Power Act and all amendments thereto, and Public Utilities Code section 454.5, and all amendments thereto.
6. Participant represents that it has carefully considered the terms and conditions of its Offer and that it is submitting its Offer in good faith, such that PG&E may reasonably expect Participant to enter into a definitive Agreement, and to negotiate, if requested by PG&E, as provided in Section XI, Execution of Agreement, below.
7. Participant has not engaged in and will not engage in communications with any other Participant in the RFO concerning any terms contained in Participant's Offer, unless explicitly authorized by PG&E, and has not engaged in activities in violation of State or Federal antitrust laws or other unlawful or unfair business practices in connection with the RFO ("Prohibited Communication Activities").

Notwithstanding the foregoing, Participant may engage in communications with its advisors, counsel, experts or employees who have a need to know the content of the

communications and have agreed to keep such information confidential (collectively, “advisors”). In addition, Participant may engage in communications with other Participants submitting an Offer in the RFO and their advisors (“Other Participants”), so long as: (1) such Other Participants are under common ownership and control with Participant; (2) Participant and Other Participants do not engage in Prohibited Communication Activities; and (3) in the event Participant and Other Participant share a common advisor, Participant has, prior to sharing communications with such Other Participant and the common advisor, provided PG&E with (a) notice of such Other Participant and common advisor and (b) an attestation that Participant has not and will not engage in Prohibited Communication Activities with either the Other Participant or the common advisor.

8. If Participant’s Offer is selected for the Shortlist and Participant accepts the position on the Shortlist, then Participant agrees to acknowledge acceptance of a Confidentiality Agreement, to negotiate in good faith, and to inform PG&E if the Project that is the subject of the Offer on the Shortlist has been submitted into another solicitation with PG&E or any other entity.
9. If a Participant is submitting an Offer jointly with other entities, and the Offer is selected for the Shortlist, PG&E may require, as part of the shortlisting process, additional representations and warranties, along with additional documentation, from all entities involved in the joint Offer (see Section V.C, Required Information, above).
10. Participant will promptly notify PG&E of any change in circumstances that may affect its ability to fulfill the terms of its Offer, at any time from Offer submission to PG&E’s acceptance of the Offer, as evidenced by PG&E’s execution of an applicable Agreement, or Participant’s withdrawal of the Offer.

A BREACH BY ANY PARTICIPANT OF THE REPRESENTATIONS AND WARRANTIES IN SECTION V.A OF THIS SOLICITATION PROTOCOL, IN ADDITION TO ANY OTHER REMEDIES THAT MAY BE AVAILABLE TO PG&E UNDER APPLICABLE LAW, IS GROUNDS FOR IMMEDIATE DISQUALIFICATION OF SUCH PARTICIPANT FROM PARTICIPATION IN THE RFO AND, DEPENDING ON THE NATURE OR SEVERITY OF THE BREACH, MAY ALSO BE GROUNDS FOR TERMINATING THE RFO IN ITS ENTIRETY.

VII.B. PG&E’s Reservation of Rights

This RFO is an invitation to submit Offers to PG&E; it does not constitute an offer to buy and creates no obligation to execute any Agreement or to enter into a transaction under an Agreement as a consequence of the RFO. PG&E reserves the right to request information from a Participant at any time during the solicitation process. PG&E reserves the right, in its sole

discretion, to reject any Offer at any time for any reason, including but not limited to grounds that the Offer does not conform to the terms and conditions of this RFO or contains terms that are not acceptable to PG&E. PG&E also retains the discretion, in its sole judgment, at any time; (a) to formulate and implement new or additional criteria for the evaluation and selection of Offers; (b) to negotiate with any Participant or withdraw PG&E's Shortlist selection; or (c) to modify this RFO as it deems appropriate to implement the RFO and to comply with applicable law or other direction provided by the CPUC. In addition, PG&E reserves the right to either suspend or terminate this RFO at any time for any reason. PG&E will not be liable in any way, by reason of such withdrawal, rejection, suspension, termination or any other action described in this paragraph to any third party, including any Participant. PG&E will not reimburse the Participant for its expense of participating in this RFO under any circumstances.

VII.C. Safety

PG&E is committed to providing safe utility (electric and gas) service to its customers. As part of this commitment, PG&E requires that the Participants recognize safety is of paramount importance. In connection with this Solicitation and executed Agreement, Participants will be required to meet certain safety standards, provide safety information related to the technology for the Project, and provide information regarding safety history, including for the entities that will construct, operate, or maintain the Project(s). Per Appendix B8, Participants are required to identify in their Offers known safety-related hazards and risks associated with their Project's technology and Participant's ability to mitigate safety risks and comply with applicable safety-related codes and standards identified by the Participant.

A Participant's obligations with respect to safety may vary based on the particular Agreement and Project and product type, as well as the commercial relationship of the entities involved in the transaction. The Agreement will contain specific requirements intended to ensure that the Participant and the entities that construct, operation, or maintain the Project, as applicable, do so in a safe, reliable and efficient manner that protects the public health and safety of California residents, business, employees, and the community. Participants will be responsible for any fees and costs associated with meeting PG&E's safety requirements in the Solicitation and the Agreement.

VIII. Confidentiality

Except with PG&E's prior written consent, no Participant shall disclose its participation in this Solicitation (other than by attendance at any meeting held by PG&E with respect to the Solicitation) or collaborate on, or discuss with any other Participant or potential Participant bidding strategies or the substance of any Offer(s), including without limitation the price or any other terms or conditions of any Offer(s).

Except as provided below, all information and documents clearly identified by Participant as "Confidential" on the page(s) on which confidential information appears shall be considered

confidential information. PG&E shall not disclose such information and documents to any third parties except for PG&E's or PG&E Corporation's, officers, directors, employees, agents, counsel, accountants, advisors, or contractors who have a need to know such information and have agreed to keep such information confidential and except as provided below. PG&E may use Confidential Information, consolidated with other market information and not specifically attributed to the Provider, to analyze or forecast market conditions or prices, for its own internal use or in the context of regulatory or other proceedings.

It is expressly contemplated that materials submitted by a Participant in connection with this RFO will be provided to the CPUC, its staff, the Independent Evaluator, and PG&E's Procurement Review Group ("PRG"). PG&E will seek confidential treatment pursuant to D.08-04-023, General Order 66-C, and Public Utilities Code section 583, with respect to any Participant-supplied non-public RFO information and documents ("Participant's Confidential Information") that are submitted by PG&E to the CPUC for the purpose of obtaining CPUC Approval. PG&E will also seek confidentiality and/or non-disclosure agreements with the PRG applicable to the Participant's Confidential Information. PG&E cannot, however, ensure that the CPUC will afford confidential treatment to a Participant's Confidential Information, or that those confidentiality agreements or orders will be obtained from and/or honored by the PRG or the CPUC.

With respect to any information or documents provided by the Participant, PG&E shall have the right to disclose to the CPUC, its staff, the Independent Evaluator, the PRG, CAISO, other control area operator or balancing authority and any other entity in order to comply with any applicable law, regulation, or rule or order issued by a court or entity with competent jurisdiction over PG&E, at any time, even in the absence of a protective order, confidentiality agreement or nondisclosure agreement, as the case may be, without notification to the Participant and without liability or any responsibility of PG&E to the Participant.

Once a Participant is selected for the Shortlist, the Participant must acknowledge acceptance of the Confidentiality Agreement in the form attached as Appendix D and within five (5) business days of notification of their selection in order to continue to participate in the RFO. Depending upon Participant's submittal in response to Appendix B6, PG&E may require additional confidentiality obligations with collaborating entities.

IX. Cost Allocation Mechanism ("CAM") Group Review

Following completion of the evaluation and ranking of Offers, PG&E will submit the results of the evaluation and its recommendations to its CAM. Such information will include at least the all-in cost ranking of Offers, the consideration of non-price evaluation criteria, and PG&E's recommendations based on such information. PG&E has no obligation to obtain the concurrence of the CAM with respect to any Offer.

PG&E assumes no responsibility for the actions of the CAM, including actions that may delay or otherwise affect the schedule for this Solicitation, including the timing of the selection of Offers and the obtaining of CPUC Approval.

X. Shortlist Notification to Participants

The Solicitation schedule set forth in Section I.C, Schedule Overview, may be modified at PG&E's sole discretion. PG&E expects to be able to provide an e-mail notification to Participants whose Offers have been selected for the Shortlist, and invite each Participant on the Shortlist to conduct discussions and negotiations with PG&E regarding the Offer selected for the Shortlist. PG&E anticipates notifying those Participants whose Offers were not Shortlisted shortly thereafter.

XI. Execution of Agreement

By submitting an Offer, Participant agrees, if its Offer is selected for PG&E's Shortlist, that it is prepared to (1) enter into a definitive Agreement consistent with the term sheet, and (2) negotiate and execute a definitive Agreement consistent with the Participant's Offer and containing such other terms and conditions as may be mutually acceptable to PG&E and the Participant. PG&E's evaluation of a Participant's Offer and PG&E's Shortlisting of a Participant does not constitute an agreement by PG&E.

XII. Credit

Upon CPUC Approval of an Agreement with PG&E, the Participant must post collateral to PG&E to mitigate PG&E's risk in the event that the Project is not constructed or placed into commercial operation, or the Participant is otherwise unable to meet the conditions of the Agreement. Participant is required to post collateral in the form of cash or letter of credit from a reputable U.S. bank in the following amounts and by the time discussed below:

Project Development Security: \$40/kW for new resources, or \$25/kW for existing resources, due within five (5) Business Days following CPUC approval of the Agreement.

Delivery Term Security: \$40/kw, due by the Online Date. The bidder can elect to apply the unused portion of the PDS to DTS and provide additional collateral as needed. The PDS and DTS amounts are determined by multiplying \$40.00 per kW by the contract capacity (in kW) of the DER project.

Performance assurance is a routine commercial requirement intended to create an incentive for the developer to complete the project on time and ensure that the contractual performance of the project is met and maintained over the life of the contract. PDS and DTS amounts are needed as PG&E seeks to mitigate as much as possible any potential losses associated with a counterparty's non-performance. Since these projects are for local distribution reliability, there

are real consequences for not coming on-line and delivering as promised. The performance assurance requirement helps mitigate the costs of replacing the defaulted DER contract. In determining the collateral requirements for DER projects PG&E takes into account many factors such as:

- Any upfront payments by PG&E for development of the project and the ability to collect back those payments if the project fails
- If there are no prepayments but project does not get developed, or is delayed, the costs necessary to correct the non-performance
- If the project is needed to address a regulatory mandated program and the project fails or is delayed, penalties that could be assessed
- If the project is developed and is operating, the potential losses if the project fails to continue to operate or is not operating per requirements

As shown above, there is a variety of uncertainties that needs to be addressed as part of the design of the credit requirements. Over time the cost of replacement as a proxy for damages can change significantly higher or lower. For this reason, requirements for the development and delivery term securities can vary over time. There are additional considerations such as cost of replacement of emerging technologies such as energy storage or the costs associated with a temporary solution based upon immediate need at the time of default plus the costs associated with a longer term solution. Although It is difficult to determine the replacement costs prior to default, and it is possible that the amount PG&E is requiring may not be sufficient to cover those costs; the \$40/kW for PDS and DTS should help mitigate potential losses should a DER project fail. These requirements are consistent with the performance assurance requirements proposed in PG&E's 2018 Energy Storage Application, and are lower than what was in PG&E's June, 2017 IDER proposal. PG&E may increase or decrease the requirements for future solicitations if market conditions or costs of various products were to further fluctuate in the future.

XIII. CPUC Approval

Whether an Agreement becomes effective and binding on the parties is expressly conditioned on PG&E's receipt of CPUC Approval, which will be more specifically defined in the Agreement and term sheet. At a minimum PG&E will require a finding from the CPUC that PG&E's entry into the Agreement satisfies PG&E's IDER demonstration compliance requirement, that the terms are reasonable, and that PG&E will recover the costs incurred under the Agreement in its rates. Additionally, the Agreement will be subject to a no-fault termination if CPUC Approval does not occur within a specified period. CPUC Approval typically requires the approval of the Agreement by the CPUC to be final and non-appealable without any modifications that are unacceptable to either of the parties.

XIV. Waiver of Claims and Limitations of Remedies

Except as expressly set forth in this Protocol, by submitting an Offer, Participant knowingly and voluntarily waives all remedies or damages at law or equity concerning or related in any way to the Solicitation, the Solicitation Protocol and/or any attachments to the Solicitation Protocol (“Waived Claims”). The assertion of any Waived Claims by Participant may, to the extent that Participant’s Offer has not already been disqualified, automatically disqualify such Offer from further consideration in the Solicitation or otherwise.

By submitting an Offer, Participant agrees that the only forums in which Participant may assert any challenge with respect to the conduct or results of the Solicitation is through the Alternative Dispute Resolution (“ADR”) services provided by the CPUC pursuant to Resolution ALJ 185, August 25, 2005. The ADR process is voluntary in nature, and does not include processes, such as binding arbitration, that impose a solution on the disputing parties. However, PG&E will consider the use of ADR under the appropriate circumstances. Additional information about this program is available on the CPUC’s website at the following link:

http://docs.cpuc.ca.gov/published//Agenda_resolution/47777.htm

Participant further agrees that other than through the ADR process, the only means of challenging the conduct or results of the Solicitation is a protest to PG&E’s filing seeking CPUC Approval of one or more Agreements entered into as a result of the Solicitation, that the sole basis for any such protest shall be that PG&E allegedly failed in a material respect to conduct the Solicitation in accordance with this Protocol, and the exclusive remedy available to Participant in the case of such a protest shall be an order of the CPUC that PG&E again conduct any portion of the Solicitation that the CPUC determines was not previously conducted in accordance with the Solicitation Protocol. Participant expressly waives any and all other remedies, including, without limitation, compensatory and/or exemplary damages, restitution, injunctive relief, interest, costs, and/or attorney’s fees. Unless PG&E elects to do otherwise in its sole discretion during the pendency of such a protest or ADR process, the Solicitation and any related regulatory proceedings related to the Solicitation, will continue as if the protest had not been filed, unless the CPUC has issued an order suspending the Solicitation or PG&E has elected to terminate the Solicitation.

Participant agrees to indemnify and hold PG&E harmless from any and all claims by any other Participant asserted in response to the assertion of a Waived Claim by Participant or as a result of a Participant’s protest to an advice letter filing with the CPUC resulting from the Solicitation.

Except as expressly provided in this Protocol, nothing herein including Participant’s waiver of the Waived Claims as set forth above, shall in any way limit or otherwise affect the rights and remedies of PG&E.

XV. Termination of the RFO-Related Matters

PG&E reserves the right at any time, in its sole discretion, to terminate the RFO for any reason whatsoever without prior notification to Participants and without liability of any kind to, or responsibility of, PG&E or anyone acting on PG&E's behalf. Without limitation, grounds for termination of the RFO may include the assertion of any Waived Claims by a Participant or a determination by PG&E that, following evaluation of the Offers, there are no Offers that provide adequate ratepayer benefit.

PG&E reserves the right to change the Offer evaluation criteria for any reason, to terminate further participation in this process by any Participant, to accept any Offer or to enter into any definitive Agreement, to evaluate the qualifications of any Participant, and to reject any or all Offers, all without notice and without assigning any reasons and without liability to PG&E or anyone acting on PG&E's behalf. PG&E shall have no obligation to consider any Offer.

In the event of termination of the RFO for any reason, PG&E will not reimburse the Participant for any expenses incurred in connection with the RFO regardless of whether such Participant's Offer is selected, not selected, rejected or disqualified.