

2020 System Reliability RFO – Phase One Offer Form Webinar

March 19, 2020

Agenda

Topics

- **Introduction**
- **Solicitation Overview**
- **Offer Submittal Process**
- **Offer Form**
- **Key Takeaways**
- **Q & A**

Q&A / Audio Replay

- **PG&E will not take questions during the presentation.**
- **Participants should email questions to SystemReliabilityRFO@pge.com during the presentation.**
 - Questions will be answered at the end of the presentation
 - PG&E may not address all questions during the Q&A portion of this webinar
 - After the webinar, PG&E will compile and post a Q&A document on PG&E's System Reliability RFO website, accessed via www.pge.com/rfo/systemreliabilityrfo-phaseone
- **PG&E plans to post this webinar presentation, and a recording of the presentation portion of the Webinar on PG&E's website (listed above).**

Solicitation Overview

RFO Schedule

DATE	EVENT
February 28, 2020	PG&E issued System Reliability RFO – Phase One Solicitation
March 25, 2020	Deadline for PG&E to receive Offers by 1:00 pm PPT (submitted via Power Advocate)
April 10, 2020	PG&E notifies Participants of their eligibility for Shortlist Negotiations
April 13, 2020	Participants notify PG&E whether they accept Shortlist position by 5:00 PM PPT
April 15, 2020	Deadline for Shortlisted Participants to post Shortlist Offer Deposit
Early-May 2020	Target Agreement Execution
Mid-May 2020	Target Filing for CPUC and Bankruptcy Court Approvals

Website and Communications

- The System Reliability RFO – Phase One website (www.pge.com/rfo/systemreliabilityrfo-phaseone) includes everything Participants 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:
SystemReliabilityRFO@pge.com, with a copy to the Independent Evaluator at merrimackIE@merrimackenergy.com

Offer Submittal Process

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 System Reliability RFO – Phase One website.
 - PG&E strongly encourages Participants to register in advance of Offer due dates.
- Detailed instructions for submitting offer(s) and using Power Advocate are available on the Solicitation website.

Offers and Variations Allowed Per Participant

- Participants may submit up to five (5) variants per Offer.
 - An Offer is defined as a specific Project at a specific interconnection point.
 - A variation may alter attributes such as delivery term, price, or capacity

Offer Submittal Process

- Offers must be received by PG&E through Power Advocate by the deadline – March 25, 2020 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.A, Phase 1 Submittal Process Overview.
- 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” to the Attestation in the Offer Form.
- If Participants have any questions about the forms, they should submit questions to SystemReliabilityRFO@pge.com and cc the IE at merrimackIE@merrimackenergy.com

Offer Submittal

Complete System Reliability RFO – Phase 1 Offer Package (by March 25, 2020 by 1:00 PM PPT)

- **Appendix A: Offer Form (excel)**
- **Appendix B: Supplemental Project Information**
- **Appendix C: FERC 717 Waiver (If Applicable)**
- **Appendix D: Confidentiality Agreement**
- **Appendix E1 – E4: Redline of relevant Agreement or term sheet**
- **Appendix G1: Letter of Credit (if applicable)**
- **Appendix G2: Request for Taxpayer ID Form (if applicable)**
- **Map of Project Facilities**

Offer Form

Offer Form - Instructions

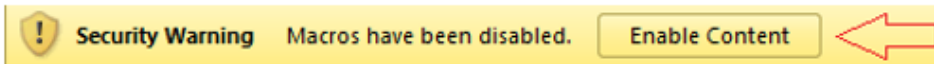
The following instruction is especially important.

ENABLE MACROS - OTHERWISE THIS WORKBOOK WILL NOT FUNCTION PROPERLY.

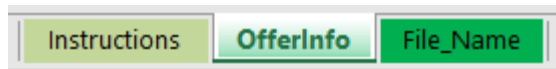
Macros can be enabled by clicking the "Enable Macros" button on the "Microsoft Excel Security Notice" that is displayed before the form opens...



...or by clicking the "Enable Content" button that is sometimes displayed at the top of the screen when the form first opens.



After a thorough review of the "Instructions" tab select the "OfferInfo" tab.



Offer Form - Instructions

The “Instructions” tab will be displayed. Read all instructions carefully.



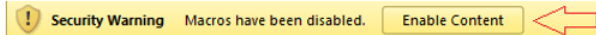
Instructions for Appendix A: System Reliability RFO - Phase One
Version 2020.1

ENABLE MACROS - OTHERWISE THIS WORKBOOK WILL NOT FUNCTION PROPERLY.

Macros can be enabled by clicking the "Enable Macros" button on the "Microsoft Excel Security Notice" that is displayed before the form opens...



...or by clicking the "Enable Content" button that is sometimes displayed at the top of the screen when the form first opens.



Unless otherwise provided herein, all capitalized terms shall have the meaning ascribed to them in PG&E's 2020 System Reliability RFO - Phase One Solicitation Protocol dated February 28, 2020 or the applicable Agreement. Information submitted in this offer form must exactly match the contract terms of acceptance and the Agreement Appendix.

Important Notes

1. **Follow the instructions on the "File Name" tab explicitly. This offer form will not be accepted if the steps outlined on that tab have not been followed!**
2. Please submit this file in **Microsoft Excel. Other versions will not be accepted.**
3. **Please save often.**
4. Do not copy-and-paste into this workbook from past offer forms as that can confound the operation of macros in this workbook.
5. The workbook is set to recalculate automatically; however, if for some reason it is not refreshed automatically, please press **F9** to refresh.
6. Please close all other Excel files while using this workbook to prevent its macros from producing unwanted interactions across open workbooks.
7. The workbook functions best using **Microsoft Excel 2010** on a **Windows XP** or **Windows 7 Operating System**.
8. Every cell with an orange background must be filled in. As you fill these fields in, the orange background will disappear. Check that all entry fields are green.
9. If a cell has a white background then you cannot enter data.
10. If submitting multiple offers, a new offer form needs to be completed for each individual offer.
11. 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 this form does not request all the important information associated with your proposal you should utilize the free form blocks to describe


Version Log

Version Number	Release Date	Notes
Version 2020.1	3/16/2020	Original release

Offer Form - Instructions

When the offer form is opened this screen will be displayed.

Choose Your Offer Type

 Pacific Gas and Electric Company®

2020 System Reliability RFO – Phase One
Version 1.00

Setup Initial Offer

You must choose between one of four different Agreement types:

Select One of the Four Basic Agreement Types

- Behind the Meter Resource Adequacy Agreement
- Long-Term Resource Adequacy Agreement
- Demand Response Agreement
- Resource Adequacy Confirm

After making these choices, the form will be locked and they cannot be changed, although up to five total variants can be entered using these same choices as a base.

If you would like to make other offers that vary the Agreement Type or Resource, you may do so in a separate workbook. Reminder: Per the Solicitation Protocol participants may submit up to five offer variations at a specific interconnection point.

Create Offer

Read all instructions carefully.

Select one of the agreement types.

Click “Create Offer”

Offer Form - Instructions

Resources must also be specified if “Long-Term Resource Adequacy Agreement” is selected.

Choose Your Offer Type

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Version 1.00

Setup Initial Offer

You must choose between one of four different Agreement types:

Select One of the Four Basic Agreement Types

- Behind the Meter Resource Adequacy Agreement
- Long-Term Resource Adequacy Agreement
- Demand Response Agreement
- Resource Adequacy Confirm

Select Resources: (NA for none)

Storage Resource

Renewables Resource

Gas Fired Resource

After making these choices, the form will be locked and they cannot be changed, although up to five total variants can be entered using these same choices as a base.

If you would like to make other offers that vary the Agreement Type or Resource, you may do so in a separate workbook. Reminder: Per the Solicitation Protocol participants may submit up to five offer variations at a specific interconnection point.

If you selected the “Long-Term Resource Adequacy Agreement” then also select one or more resource types.

Then click “Create Offer”.

Offer Form - Instructions

Here are the key features of the “OfferInfo” tab.

“Add Variant” button to be described in subsequent slides

Field labels column

Input fields

Additional details about certain fields

A column in which clarifying information can be entered for any field

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Version 1.00

Offer ID: Will auto-populate when file name created

Var_A

AGREEMENT TYPE			
Use this Variant	Yes		<--- If you decide not to submit this variant, change to No
Agreement Type	Behind the Meter Resource Adequacy Agreement		<--- This cell cannot be changed
New or Existing Project			<--- For Resource Adequacy, must be Existing project
Project Name			
Project Street Address			
Project City			
Project State			
Project Zip			
Project County			
Type of Site Control			
CAISO Resource ID (if available)			(for existing resources)
Agreement Notes			
PARTICIPANT INFORMATION			
Counterparty/Legal Entity Name			<--- Enter same name as will appear on the contract
Street Address			
City			
State			
Zip Code			
Country			
Website			

User NOTES (Any clarifications can be provided here per line)

Offer Form - Instructions

No matter which agreement type was selected the top of the “OfferInfo” tab will display these sections and sub sections which must be populated in full:

AGREEMENT TYPE	
Use this Variant	Yes
Agreement Type	Behind the Meter Resource Adequacy Agreement
New or Existing Project	
Project Name	
Project Street Address	
Project City	
Project State	
Project Zip	
Project County	
Type of Site Control	
CAISO Resource ID (if available)	
Agreement Notes	
PARTICIPANT INFORMATION	
Counterparty/Legal Entity Name	
Street Address	
City	
State	
Zip Code	
Country	
Website	
Authorized Contact #1: First Name	
Last Name	
Title	
Phone 1	
Phone 2	
Email	
Authorized Contact #2: First Name	
Last Name	
Title	
Phone 1	
Phone 2	
Email	

AGREEMENT TYPE

PARTICIPANT INFORMATION

- **Owners of Participant Entity or Project**



Offer Form - Instructions

And no matter which agreement type was selected the bottom of the “OfferInfo” tab will display these sections and sub sections which most be populated in full:

DEVELOPER EXPERIENCE	
Project Development Experience	
Operation and Management Experience	
Site Control	
Permitting	
PG&E Design and Construction Experience	
Project Finance	
SUPPLY CHAIN RESPONSIBILITY	
• Certification	
Is your company certified as a minority, woman, service disabled veteran-owned (DVBE) business, lesbian, gay, transgender (LGBT) business? (select only one)	
Is your company a certified small business?	
• Programs	
Does your company have specific programs designed to recruit and develop small, diverse suppliers/subcontractors (e.g. outreach, training, Please describe each program and list any suppliers that you have developed over the last twelve months.	
Does your company plan to subcontract any of the work pertaining to this solicitation to California CPUC-certified diverse firms?	
Does your company have a Code of Conduct policy for its employees?	
Does your company have a Code of Conduct policy for its suppliers?	
ATTESTATIONS & ACKNOWLEDGEMENTS	
• Resource Incrementality Attestation	
By providing the electronic signature, below, Participant hereby attests that the resource offered into the System Reliability RFD – Phase I, does not appear on the final CPUC Baseline List of Resources .	
Title	
Electronic Signature	



DEVELOPER EXPERIENCE

SUPPLY CHAIN RESPONSIBILITY

- Certification
- Programs


ATTESTATIONS & ACKNOWLEDGEMENTS

- Resource Incrementality Attestation
- Acknowledgement of Protocol
- Participant Authorization
- Attestation

Offer Form - Instructions

The middle area of the “OfferInfo” tab presents different sections depending upon selections made on the offer forms opening panel.

Choose Your Offer Type

 Pacific Gas and Electric Company®

2020 System Reliability RFO – Phase One
Version 1.00

Setup Initial Offer

You must choose between one of four different Agreement types:

Select One of the Four Basic Agreement Types

- Behind the Meter Resource Adequacy Agreement
- Long-Term Resource Adequacy Agreement
- Demand Response Agreement
- Resource Adequacy Confirm

Select Resources: (NA for none)

Storage Resource

Renewables Resource

Gas Fired Resource

After making these choices, the form will be locked and they cannot be changed, although up to five total variants can be entered using these same choices as a base.

If you would like to make other offers that vary the Agreement Type or Resource, you may do so in a separate workbook. Reminder: Per the Solicitation Protocol participants may submit up to five offer variations at a specific interconnection point.

Offer Form - Instructions

For another example, if “Long-Term Resource Adequacy Agreement” is selected, and “Storage Resource” is also selected, the following middle section of the “OfferInfo” tab is displayed.

LONG-TERM RESOURCE ADEQUACY AGREEMENT	
Delivery Term	
Initial Delivery Date	8/1/2021
TRANSACTION (Capacity Attributes of Product as of Execution Date)	
Resource Adequacy (RA) Attributes	MW
Flexible RA Attributes	MW
Other Capacity Attributes	MW
Payment Quantity	MW
Contract Price - Year 1	\$/kw-mo for all months in the Contract Year
Contract Price - Year 2	\$/kw-mo for all months in the Contract Year
Contract Price - Year 3	\$/kw-mo for all months in the Contract Year
Contract Price - Year 4	\$/kw-mo for all months in the Contract Year
Contract Price - Year 5	\$/kw-mo for all months in the Contract Year
Contract Price - Year 6	\$/kw-mo for all months in the Contract Year
Contract Price - Year 7	\$/kw-mo for all months in the Contract Year
Contract Price - Year 8	\$/kw-mo for all months in the Contract Year
Contract Price - Year 9	\$/kw-mo for all months in the Contract Year
Contract Price - Year 10	\$/kw-mo for all months in the Contract Year
Contract Price - Year 11	\$/kw-mo for all months in the Contract Year (Enter 0 if selected term is 10 years)
Contract Price - Year 12	\$/kw-mo for all months in the Contract Year (Enter 0 if selected term is 10 years)
Contract Price - Year 13	\$/kw-mo for all months in the Contract Year (Enter 0 if selected term is 10 years)
Contract Price - Year 14	\$/kw-mo for all months in the Contract Year (Enter 0 if selected term is 10 years)
Contract Price - Year 15	\$/kw-mo for all months in the Contract Year (Enter 0 if selected term is 10 years)



Offer Form - Instructions

For example if “Behind the Meter Resource Adequacy Agreement” is selected the following middle section of the “OfferInfo” tab is displayed.

BEHIND THE METER RESOURCE ADEQUACY AGREEMENT	
Delivery Term	
Initial Delivery Date	8/1/2021
TRANSACTION (Capacity Attributes of Product as of Execution Date)	
Resource Adequacy (RA) Attributes	MW
Flexible RA Attributes	MW
Other Capacity Attributes	MW
Payment Quantity	MW
Contract Price - Year 1	\$/kw-mo for all months in the Contract Year
Contract Price - Year 2	\$/kw-mo for all months in the Contract Year
Contract Price - Year 3	\$/kw-mo for all months in the Contract Year
Contract Price - Year 4	\$/kw-mo for all months in the Contract Year
Contract Price - Year 5	\$/kw-mo for all months in the Contract Year
Contract Price - Year 6	\$/kw-mo for all months in the Contract Year
Contract Price - Year 7	\$/kw-mo for all months in the Contract Year
Contract Price - Year 8	\$/kw-mo for all months in the Contract Year
Contract Price - Year 9	\$/kw-mo for all months in the Contract Year
Contract Price - Year 10	\$/kw-mo for all months in the Contract Year
Contract Price - Year 11	\$/kw-mo for all months in the Contract Year (enter 0 for 10/yr agrmts)
Contract Price - Year 12	\$/kw-mo for all months in the Contract Year (enter 0 for 10/yr agrmts)
Contract Price - Year 13	\$/kw-mo for all months in the Contract Year (enter 0 for 10/yr agrmts)
Contract Price - Year 14	\$/kw-mo for all months in the Contract Year (enter 0 for 10/yr agrmts)
Contract Price - Year 15	\$/kw-mo for all months in the Contract Year (enter 0 for 10/yr agrmts)
Duration Hour(s)	hours
VOM	\$/MWh



Offer Form - Instructions

Input fields on the “OfferInfo” tab are color coded.

AGREEMENT TYPE	
Use this Variant	Yes
Agreement Type	Long-Term Resource Adequacy Agreement
Will project include any Storage component	Lithium Ion (Li Ion) Batteries
Will project include any Renewables component	Biomass
Will project include any Gas component	Gas Turbine
New or Existing Project	
Project Name	
Project Street Address	
Project City	
Project State	
Project Zip	
Project County	
Type of Site Control	
CAISO Resource ID (if available)	
Agreement Notes	

Green: Optional or is a required field that has been populated

Gray: Cannot be edited

Orange: Required (if applicable)

Offer Form - Instructions

A single offer form can accommodate a base offer and four variants. To create a variant that is initially identical to the base offer, populate the input column, then click the “Add Variant” button at the top of the form.

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2020 System Reliability RFO – Phase One
Version 1.00

Add Variant

Offer ID: Will auto-populate when file name created

Var_A

AGREEMENT TYPE	
Use this Variant	Yes
Agreement Type	Long-Term Resource Adequacy Agreement
Will project include any Storage component	Lithium Ion (Li Ion) Batteries
Will project include any Renewables component	Biomass
Will project include any Gas component	Gas Turbine
New or Existing Project	Existing
Project Name	Demo Project Name
Project Street Address	77 Beale Street
Project City	San Francisco
Project State	CA

This message will be displayed. Click “Yes”.

Create Variant

?

This will add a new variant based on your primary offer.
All primary information will be copied except the allowable variant fields.
Do you wish to continue?

Yes No

Offer Form - Instructions

An additional “input” column will be inserted. The base offer (“Var_A”) will remain visible and a new variant offer (“Var_B”) will be displayed beside it.

	Var_A	Var_B
AGREEMENT TYPE		
Use this Variant	Yes	Yes
Agreement Type	Long-Term Resource Adequacy Agreement	
Will project include any Storage component	Lithium Ion (Li Ion) Batteries	
Will project include any Renewables component	Biomass	
Will project include any Gas component	Gas Turbine	
New or Existing Project	Existing	Existing
Project Name	Demo Project Name	Demo Project Name
Project Street Address	77 Beale Street	77 Beale Street
Project City	San Francisco	San Francisco
Project State	CA	CA
Project Zip	94105	94105
Project County	San Francisco	San Francisco
Type of Site Control	Own	Own
CAISO Resource ID (if available)	CAISORID	CAISORID
Agreement Notes	A demo note	

Fields that must be populated the same across all variants are auto-populated, gray and locked.

Fields that can be populated differently in each variant are orange and unlock.

Offer Form - Instructions

A form that presents a base offer and four variants would look like this.

	Var_A	Var_B	Var_C	Var_D	Var_E
AGREEMENT TYPE					
Use this Variant	Yes	Yes	Yes	Yes	Yes
Agreement Type	Long-Term Resource Adequacy Agreement				
Will project include any Storage component	Lithium Ion (Li Ion) Batteries				
Will project include any Renewables component	Biomass				
Will project include any Gas component	Gas Turbine				
New or Existing Project	Existing	Existing	Existing	Existing	Existing
Project Name	Demo Project Name	Demo Project Name	Demo Project Name	Demo Project Name	Demo Project Name
Project Street Address	77 Beale Street	77 Beale Street	77 Beale Street	77 Beale Street	77 Beale Street
Project City	San Francisco	San Francisco	San Francisco	San Francisco	San Francisco
Project State	CA	CA	CA	CA	CA
Project Zip	94105	94105	94105	94105	94105
Project County	San Francisco	San Francisco	San Francisco	San Francisco	San Francisco
Type of Site Control	Own	Own	Own	Own	Own
CAISO Resource ID (if available)	CAISORID	CAISORID	CAISORID	CAISORID	CAISORID
Agreement Notes	A demo note	Demo note one	Another note	Note three	Fourth note

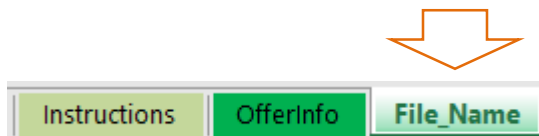
↑ ↑ ↑ ↑

These green cells contain different input values.

Offer Form - Instructions

While working on the form save often using whatever naming convention is most convenient for you. However...

The form that you submit must be given a name that you generate using the mechanisms on the “File Name” tab.



Depending upon agreement type and resource selections you may have made the mechanisms that generate file names on the “File Name” tab employ pieces of information you input in the file name itself. Therefore...

We strongly recommend that you use the mechanisms on the “File Name” tab to generate and apply a file name as the last step when you are finished populating the form.

Offer Form - Instructions

When you have completed the form and are ready to generate and apply a file name click the “Generate File Name” button on the “File Name” tab.

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 ►

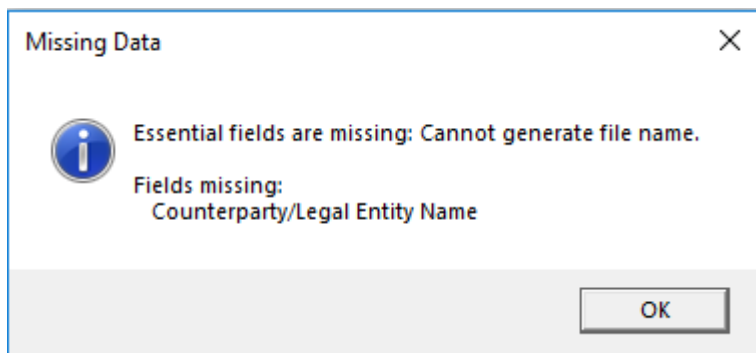
2) This text ▼ is the required name for this file. Click the Save File button to complete.

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.

Offer Form - Instructions

If any fields that contribute elements to the file name have not been populated on the “OfferInfo” tab an error message will be displayed.



Populate the fields as directed in the warning and click the “Generate File Name” button again.

Offer Form - Instructions

The file name field will be populated.

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 ►

2) This text ▼ is the required name for this file. Click the Save File button to complete.

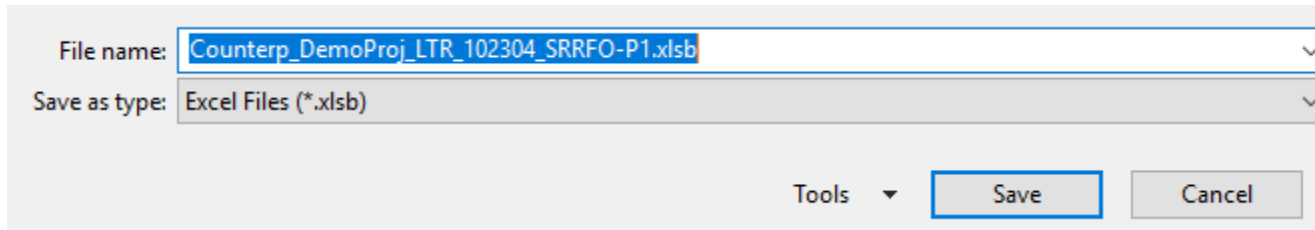
3) Once you have named this offer form via the steps above and submitted this form to PG&E keep it unchanged in a secure location where you can refer to it should PG&E have questions. If a PG&E representative contacts you regarding this offer form they will reference the file name.

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.

Click the
"Save This
File" button

Offer Form - Instructions

The file save dialog will be displayed and present the file name generated on the “File Name” tab.



File name: Counterp_DemoProj_LTR_102304_SRRFO-P1.xlsb

Save as type: Excel Files (*.xlsb)

Tools Save Cancel

It is very important that you save using the name as it is presented. Offers submitted with file names that do not match exactly the value displayed in the file name field on the “File Name” tab will not be accepted.

Offer Form - Instructions

Additional considerations

Warning: We have found that Excel will crash under some circumstances when copying and pasting large numbers of formatted cells. Be sure to save often, especially before copying and pasting large amounts of information. And when pasting, we recommend using keyboard copy-and-paste commands rather than mouse-displayed paste options which offer paste previews that can overwhelm Excel and cause crashes.

Key Takeaways

Key Takeaways

- **Offer Form**
 - Enable macros in the Excel file.
 - Ensure that your Bid IDs are done correctly.
 - Pay attention to “Units” i.e. kW vs MW, hours vs minutes
 - Be sure all fields are filled in completely.
- **Power Advocate**
 - Try uploading draft files to become familiar with the process and timing.

Intermission

Q&A