

# 2017 Demand Response Auction Mechanism (DRAM)

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## Pre-Bid (Bidders) Web Conference

March 15, 2016

Presentation will begin at 10:00 a.m. (PDT)

# Agenda

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- Introduction & Overview: 10:00 am – 10:40 am
  - Anna Chung, SCE
- Bid Valuation and Selection: 10:40 am – 11:10 am
  - Evan Bierman, SDG&E
- DRAM Request for Offer (RFO) Bid Materials: 11:10 am – 11:30 am
  - Dana Ostfeld, PG&E
- Walk-Through of IOU DRAM RFO Offer Forms: 11:30 am – 11:55 am
  - Dana Ostfeld, Anna Chung, Evan Bierman
- Closing Remarks: 11:55 am – Noon
  - Dana Ostfeld

# Introduction & Overview

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## Conference Scope/Logistics

Scope: Focus on 2017 DRAM Pilot Request For Offer (RFO)

Out of Scope: We will not discuss other DR programs or other utility procurement programs

Housekeeping Items:

- Please remain on mute; do not put us on hold. If you need to leave, drop off the call. This conference is being moderated by an operator. There will be opportunities for Q&A throughout this presentation. Please follow the operator's instructions to ask a question.

# Legal Disclaimers: Anti-Trust Guidelines & Document Conflict

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## Anti-Trust Guidelines

All participants in today's meeting shall comply with anti-trust guidelines. These guidelines direct meeting participants to avoid discussions of topics or behavior that would result in anti-competitive behavior, including restraint of trade and conspiracy to create unfair or deceptive business practices or discrimination, allocation of production, imposition of boycotts and exclusive dealing arrangements.

## Document Conflict

This presentation is intended to be a summary level discussion of the information and requirements established in the 2017 DRAM Materials. 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 shall govern.

# General Q&A Guidance

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- We have posted (and will continue to post) questions and answers on the DRAM RFO websites:
  - [PG&E: http://www.pge.com/dram](http://www.pge.com/dram)
  - [SCE: http://www.on.sce.com/DRAM](http://www.on.sce.com/DRAM)
  - [SDG&E: http://www.sdge.com/2017DRAMRFO](http://www.sdge.com/2017DRAMRFO)
- Q&A's that apply to all three IOUs are included on all three sites, but IOU-specific questions are only on the associated IOU's site.
- Questions and answers from today's conference will be documented on the sites.
- Questions can be submitted via email at any time until the question submittal deadline as follows:
  - [DRAMRFO@pge.com](mailto:DRAMRFO@pge.com)
  - [DRAMRFO@sce.com](mailto:DRAMRFO@sce.com)
  - [DRAMRFO@semprautilities.com](mailto:DRAMRFO@semprautilities.com)and **MUST** cc the Independent Evaluator (IE):
  - [waynejoliver@aol.com](mailto:waynejoliver@aol.com)
- Questions received (and answers) will be posted to the website periodically
- **Deadline to submit questions: Monday, March 28, 2016, and we will post the final set of answers no later than Thursday, March 31, 2016 (offers are due on April 4, 2016).**

# Overview

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Anna Chung  
Southern California Edison  
DR Program & Contract Management

# What is the DRAM RFO Pilot?

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Originated as a California Public Utility Commission (CPUC) staff proposal in the demand response (DR) OIR (R.13-09-011); changed to a pilot by D.14-12-024.

Envisioned as new supply-side DR approach for third-parties

- Provides a capacity, also referred to as **resource adequacy (RA)**, payment for DR aggregators
- DR aggregators participate directly in the California Independent Operator System (CAISO) markets with customers in the IOU service area
- An alternative to bilateral Aggregator Managed Portfolio (AMP) contracts and other Investor Owned Utility (IOU) DR offerings
- A vehicle to encourage new participants in the DR market
- Standard contract for RA; no bilateral negotiations of the contract
- Capacity may vary by month for delivery during one or more months from Jan to Dec 2017

Procurement Targets:

- At least 10 MW each for PG&E and SCE, 2 MW for SDG&E; subject to available Rule 24 registrations, budget limitations, and receiving adequate bids with reasonable costs that are not clear outliers with evidence of market manipulation.
- At least 20 percent of the total procured DRAM bids by each IOU must be residential (in MW terms)

## What is **NEW** in the DRAM RFO Pilot for 2017?

Items	2016 DRAM	2017 DRAM
RA (Capacity) Products	System	System, Local and Flexible Capacity (refer to Article 1 of 2017 Pro Forma)*
Load Curtailment Type	Proxy Demand Resource (PDR) - Day Ahead Market, minimum 100 kW	<b>PDR</b> – Day Ahead and Real Time, minimum 100 kW <b>RDRR</b> – Real Time; minimum 500 kW
Showing (Operating) Months	June – December 2016	January – December 2017
Budget	\$4 million each for PG&E and SCE, \$1 million for SDG&E	\$6 million each for PG&E and SCE; \$1.5 million for SDG&E
Rule 24/32 Registration Cap	14,000 SCE, 10,000 PG&E, 7,000 SDG&E	TBD – pending CPUC approval of [Rule 24/32] Testimony for Intermediate Implementation Step

**System Capacity:** IOU-wide, can be bid into market as PDR or RDRR resource. Must bid/self-schedule per CAISO must-offer obligation in day ahead or real-time market.

**Local Capacity:** must be located in Local Capacity Areas (LCAs). For SCE, covers the LA Basin and Big Creek/Ventura Substations; for PGE, Local Capacity Product must be within one of PG&E’s seven LCAs listed in Appendix A - Offer Form, and Exhibit F of the Purchase Agreement; SDG&E, entire service area. Same must-offer obligation as System.

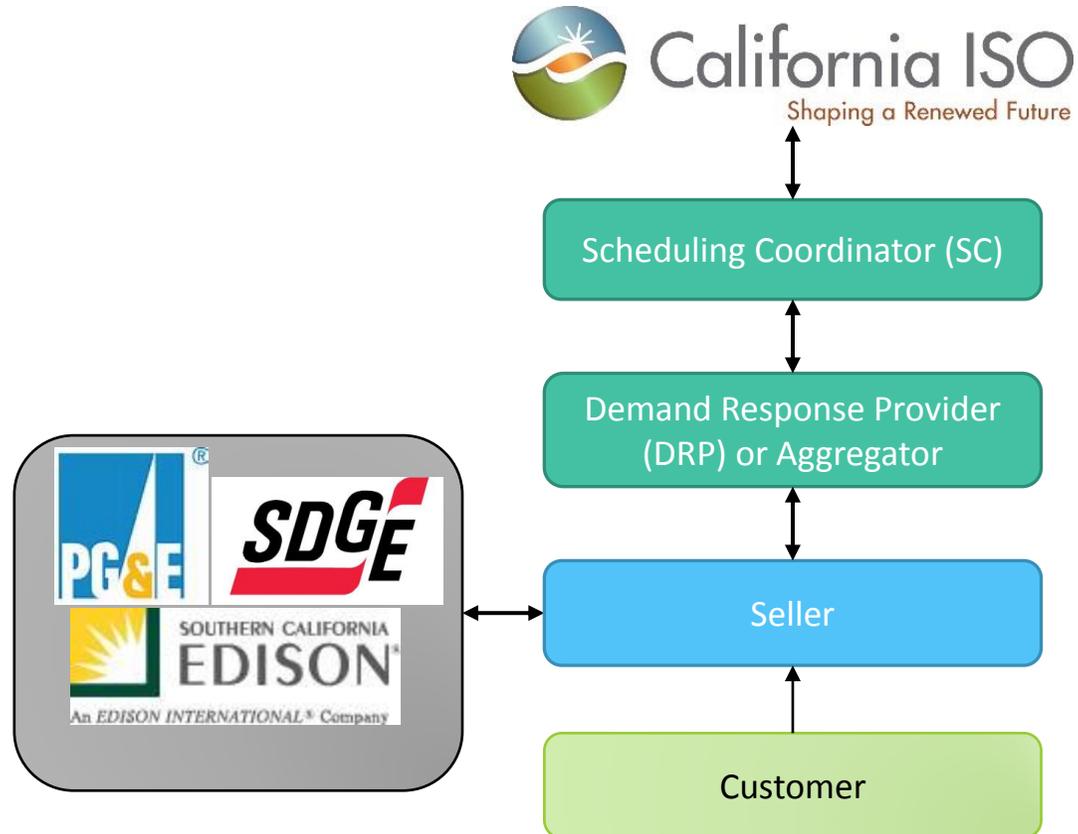
**Flexible Capacity (category 2 or 3):** Bids in to Day Ahead and Real Time Energy market, able to ramp and sustain energy output for a minimum of three hours, must be a PDR resource. Addresses variability and unpredictability created by intermittent resources. Must bid per CAISO must-offer obligation for flexible resources.

## What is the DRAM RFO Pilot? (Cont'd)

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- To qualify as Residential bid, DRAM resource must be composed of at least 90% residential customers and no more than 10% small commercial customers (based on registrations)
- General bid can have any type of customer included
- Customers can use onsite renewable generation or energy storage to provide load reductions
- Customers can have back-up fossil generation, but cannot use it for DRAM load reductions. Seller is responsible for enforcing this requirement (see Article 7 of Pro Forma).
- Funding of the DRAM pilot is from IOUs' Demand Response program budgets

# Direct Participation and Resource Adequacy Illustration



## Third Party Direct Participation

- Seller aggregates customers for DRAM Resource
- Seller participates (bids) directly in the CAISO market through SC
- Dispatches and settlements are between CAISO and Seller's SC
- All earnings in CAISO markets go to Seller and Seller's customers; no IOU involvement

## RA

- Seller provides Supply Plan to IOU roughly 60 days prior to month
- Seller provides demonstrated capacity through SC to IOU at end of the month

# Roles & Responsibilities

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## CAISO

- Receives product registration from DRP
- Receives bidding and scheduling activity from SC
- Operates market and dispatches resources
- Determines performance and settlement in conjunction with SC

## Scheduling Coordinator (SC)

- Can act as a DRP
- To bid PDR or RDRR into the CAISO market, Sellers will be required to use a CAISO-qualified SC to conduct market and business transactions with the CAISO
  - Facilitates DRP scheduling and bidding activity with CAISO
  - Facilitates settlement and calculation of baselines and performance
  - The SC will handle business relationships and transactions with CAISO
- Provides information should there be an IOU audit of demonstrated capacity
- SC Request for Information (RFI) information is posted at <http://www.pge.com/scrfi> and on IOU DRAM RFO websites.

# Roles & Responsibilities (Cont'd)

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## Wholesale Demand Response Provider (DRP) or Aggregator

- Submits resource registration to CAISO consisting of unique customers
- Submits Customer Information Service Request/Demand Response Provider (CISR-DRP) for each service account to authorize IOU to release customer data
- Meets CAISO's minimum per PDR or RDRR

## Seller

- Abides by all provisions of the DRAM Purchase Agreement:
  - Provides required security posting to Buyer per contract
  - Submits Supply Plan roughly 60 days prior to delivery month
  - Works with SC to provide demonstrated capacity
  - Works with SC if there is an audit of demonstrated capacity
  - Provides required registration data for Residential DRAM resource
- Works with customers or Aggregators to provide load reduction
- Works with SC to bid DRAM resources via appropriate CAISO product and market and comply with the CAISO Must Offer Obligation
- Receives meter data for settlement from IOU (per authorization provide in CISR-DRP)
- Settles with customers and SC and retains earnings from market participation

# Roles & Responsibilities (Cont'd)

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## **Buyer (IOU) abides by the provisions of the DRAM Purchase Agreement**

- Claims RA credit for DR resource provided by Seller
- Not involved in CAISO market settlements
- Pays Seller for DR capacity after delivery month upon receipt of demonstrated capacity by Seller
- Right to audit capacity delivered under “demonstrated capacity” contract provisions
- Receives product registration from Seller if it is bidding a DRAM Residential resource

## **Customer Data Provision by IOU (firewalled from Buyer )**

- Validates customer eligibility upon receipt of CISR-DRP from Aggregator/DRP
- Provides meter data to Aggregator/DRP per conditions of CISR-DRP and Rule 24/32

# Independent Evaluator (IE)

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- Merrimack Energy Group is the IE for this solicitation
  - Wayne Oliver – lead and key contact
- Role of the IE is to ensure reasonable and uniform treatment of all potential counterparties by :
  - Monitoring IOU solicitation and discussion processes
  - Monitoring IOU valuation methodologies and selection processes
  - Reviewing bids to assure competitive process and no market collusion or market manipulation by some Sellers
  - Reporting to the Commission on the auction process
- The IE is privy to all offers, invited to participate in all discussions, reviews all bids, reviews bid scoring and selection, and must be copied on all correspondence between each IOU and their bidders

Bidders MUST cc [waynejoliver@aol.com](mailto:waynejoliver@aol.com) on all emails and correspondences with the IOUs

# Questions

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# Valuation and Selection

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Evan Bierman  
San Diego Gas & Electric  
Origination & Portfolio Design

# Supplier Diversity

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The IOUs encourage Women, Minority, Disabled Veteran, Lesbian, Gay, Bisexual and Transgender Business Enterprises (“Diverse Business Enterprises” or “DBE”s) to participate in the DRAM RFO

## General Order (GO) 156

- Adopted by the CPUC in 1986, with electric procurement added in 2012
- Promote greater competition among utility suppliers by expanding the available supplier base and to encourage greater economic opportunity for Diverse Business Enterprises historically left out of utility procurement.
- Sets the rules governing the development of programs to increase participation of DBEs in procurement of contracts from utilities as required by CPUC Code

**Only SDG&E and PG&E** will use this information in the valuation process strictly according to the scoring matrix.

For additional information, please visit or contact:

- PG&E: [www.pge.com/supplier\\_diversity](http://www.pge.com/supplier_diversity).
- SCE: [www.sce.com/SD](http://www.sce.com/SD); guidance is also available at [www.sce.com/EnergyProcurement](http://www.sce.com/EnergyProcurement) under the heading “Help & Guidance”
- SDG&E: <http://www.sempra.com/about/supplier-diversity> or Erica Beale, Program Manager, Supplier Diversity & Supplier Relations SDG&E, [EBeale@semprautilities.com](mailto:EBeale@semprautilities.com), 858-636-5538

# Diverse Supplier Certification\*

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To be eligible for considering under GO 156, a DBE firm must have the following requirements for certification:

1) A business enterprise:

- a) that is at least 51% owned by a minority or service disabled veteran individual or group(s) or
- b) if a publically owned business, at least 51% of the stock of which is owned by one or more minority groups and

2) Whose management and daily business operations are controlled by one or more of those individuals

Minority, Women or LGBT owned companies

- California Public Utilities Commission (CPUC) Supplier Clearinghouse (free)

Service Disabled Veteran Business

- California Department of General Services-Office of Small Business & Disabled Veteran Business Enterprise Services (OSDS)

NMSDC

- Regional affiliates of the National Minority Supplier Development Council (NMSDC)

Others

- Small Business Administration 8(a) (SBA)
- Women Business Enterprise Council (WBEC-WEST)
- State and municipal government agencies

*\*Certification does not guarantee any business enterprise the right to bid or receive a contract.*

# Valuation and Selection Processes

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Bids MUST comply with all the requirements of the RFO

- Any bids with conformance issues will be discussed with the IE
- The goal is to ensure all bidders are treated in a fair manner
- There will be a “cure” period from April 7 to April 12
  - During this period bidders will only be allowed to change fields that the IOU has stated require revision(s). No changes will be allowed to any other fields.
  - Bidders will not be allowed to correct pricing level unless specifically requested by IOU during the cure period. It is the responsibility and duty of the seller to accept full risk for pricing and developing their project.
  - Failure to respond to inquiries by the IOUs regarding incomplete or incorrect information could result in disqualification from the RFO.

The IE will review and validate methods of processing the bid information and evaluating offers to ensure that the evaluation is done fairly with no preferential treatment to any bidder.

Affiliate bids will be closely examined during the evaluation offer process to ensure the offer is evaluated in the same manner as the other offers.

All communications and negotiations will be closely monitored and assessed by the IE to ensure no preferential terms and conditions are included in the offer.

## Valuation and Selection Processes (Cont'd)

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The California Public Utilities Commission has prescribed a different valuation and selection process than the normal IOU RFO process of “Least-Cost Best-Fit.” The DRAM valuation is entirely quantitative with unique requirements for taking Residential bids. The following are the factors that will be considered:

- Residential or General bid
- System, Local, or Flex Capacity
- Capacity price (\$ per kW-month)
- SC costs (\$ per month)
- Monthly weighting of the value of capacity
- Qualitative Scoring Matrix (PG&E and SDG&E; see next slide)
- Expected Registrations

Lowest cost bids based on the factors above will be selected to meet the program’s MW target (10MW for SCE/PG&E, 2 MW for SDG&E) unless bids are rejected as “clear outliers or where there is evidence of market manipulation”.

## Qualitative Scoring Matrix (PG&E and SDG&E)

Criteria	Answer	Score		Weight			Weighted Score (Score x Weight)
		Yes	No	SCE	SDG&E	PG&E	
Have you (the Seller) participated in a DR program or DR market anywhere as an aggregator?	Yes/No	1	0	0%	<b>3%</b>	0%	
Will your DRAM Resource require any permits, interconnection agreements, environmental studies, or additional land rights prior to operation?	Yes/No	0	1	0%	<b>3%</b>	0%	
Is there any ongoing investigation or an investigation that has occurred within the last five years with respect to any alleged violation of any rule, regulation, or law associated with any commodity, securities, environmental, or financial market regarding any DR services you were/are providing?	Yes/No	0	1	0%	<b>3%</b>	0%	
<b>Diverse Business Enterprise (DBE)</b>							
Do you have, or will you obtain before the program begins, DBE status?	Yes/No	1	0	0%	<b>1%</b>	<b>1%</b>	
<b>Project Diversity</b>							
Are you going to use enabling technology with at least 90% of your PDR customers?	Yes/No	1	0	0%	<b>5%</b>	0%	

## Procurement Review Group (PRG) and IE Report

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The PRG includes the CPUC Energy Division, ORA, TURN, and other interveners.

The PRG oversees the procurement process of all three IOUs.

During the course of this RFO, the IE will be reporting on the progress and any issues on this RFO to the PRG.

Public and confidential IE reports will follow the required IE template guidelines.

These reports are filed at the CPUC with the requests for contracts approval from the CPUC.

# Questions

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# DRAM RFO Materials

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Dana Ostfeld  
Pacific Gas & Electric  
Demand Response Core Programs

## DRAM RFO Schedule

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Event	Date	Day
IOUs issue the 2017 DRAM RFO	3/3/16	Thursday
<b>DRAM Bidders' Webinar</b>	<b>3/15/16</b>	<b>Tuesday</b>
Deadline to submit any questions to the IOUs	3/28/16	Monday
Answers to all questions posted on the IOUs' DRAM websites	3/31/16	Thursday
Deadline for RFO bid submissions	4/4/16	Monday
IOUs notify non-conforming Bidders (request to "cure")	4/7/16	Thursday
Bidder "cure" period concludes	4/12/16	Tuesday
Notice to Bidders of selection	5/6/16	Friday
IOUs file Tier 1 Advice Letter for CPUC contract approval	6/10/16	Friday
CPUC contract approval	8/9/16	Tuesday

## Keys to a Successful Offer

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- Read, understand, and follow instructions in each of the IOU's RFO Protocols
- Know deadlines and what is expected at each deadline
- Review all documents on each of the IOUs' DRAM RFO websites, as referenced in Slide 5
- Refer to the Frequently Asked Questions, which will be posted on each of the IOU's DRAM websites
- If you have any questions after fully reviewing the DRAM websites, email all three DRAM RFO teams at:
  - [DRAMRFO@pge.com](mailto:DRAMRFO@pge.com)
  - [DRAMRFO@sce.com](mailto:DRAMRFO@sce.com)
  - [DRAMRFO@semprautilities.com](mailto:DRAMRFO@semprautilities.com)

**When emailing any of the DRAM RFO teams, also CC Wayne Oliver, the Independent Evaluator, at [waynejoliver@aol.com](mailto:waynejoliver@aol.com)**

# Purchase Agreement Highlights

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## Article 1 – Transaction

- Type of Products
  - Residential/Non-Residential
  - System, Local, Flexible Capacity

## Article 3 – Seller Obligations

- Supply Plan (example in Exhibit D) – due roughly 60 days prior to the delivery month
- RA Obligations

## Article 4 – Payment and Billing

- Invoicing (should include Demonstrated Capacity, in a form similar to Exhibits C1, C2)

## Article 5 – Credit and Collateral

- Due within 10 days after contract execution

## Article 7 – Representations, Warranties and Covenant

- Back-Up Generation\*

*Exhibit C1 – Notice of Demonstrated Capacity (QC)*

*Exhibit C2 – Notice of Demonstrated Capacity (EFC)*

*Exhibit D – Notice of Showing Month Supply Plan*

*\*If the Commission approves a policy and/or requirement dictating an approach for regulating the usage of generation or storage during demand response events on or before the date on which the Agreement is signed by the Parties, then that policy and/or requirement shall apply, and the Agreement shall be modified as directed by the Commission or its staff.*



# EXHIBIT C2 - Notice of Demonstrated Capacity (EFC)

Demand Response Auction Mechanism (DRAM)

For use with Flexible Capacity Product

Showing Month: .....  
 Seller: .....  
 Seller Contact Name: .....  
 Seller Contact Phone: .....  
 SCID: .....  
 Local Capacity Area (LCA): ..... (mark "N/A" if not a Local Capacity product)

Total "Monthly Quantity"<sup>\*\*</sup> (MW): .....  
 Total "Demonstrated Capacity" (MW): 0.00 MW  
**Residential Product (Yes / No):** .....  
 Therefore: in Delivered Capacity Payment formula, "B" = **\*\*\*\*\*** and "D" =

PDRs in the DRAM Resource				--- "Demonstrated Capacity" (MW) --- It is Seller's sole discretion as to which Demonstrated Capacity method is used for each Resource						Joint Resource Adjustment		Residential Product Delivery			Local Capacity Product Delivery	
PDR Resource Name	CAISO Resource ID	Assigned EFC (MW) <sup>*</sup> <b>*****</b>	Flexible Category (1, 2, or 3)	Capacity Test Average hourly load reduction during capacity test conducted by Seller's SC during Showing Month		Must Offer Obligation (MOO) Average capacity amount Seller bid into CAISO during Showing Month		Dispatch Results Average hourly load reduction resulting from Dispatch during Showing Month		MW Claimed Specify the MW portion used to meet the contract obligation		Residential Product This section is only required if delivering Residential Customer Product			Local Capacity Product This section is only required if delivering Local Capacity Product	
				Raw Demonstrated Capacity	Lesser of Assigned EFC or Raw Demonstrated Capacity	Raw Demonstrated Capacity	Lesser of Assigned EFC or Raw Demonstrated Capacity	Raw Demonstrated Capacity	Lesser of Assigned EFC or Raw Demonstrated Capacity	Joint Resource? (Yes/No)	MW Claimed	Total Service Accounts**	Residential Customer Service Accounts	Small Business Customer Service Accounts	Total Service Accounts**	Customer Service Accounts within specified
					0.00 MW		0.00 MW		0.00 MW							
					0.00 MW		0.00 MW		0.00 MW							
					0.00 MW		0.00 MW		0.00 MW							
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<b>Demonstrated Capacity ==&gt;</b>					0.00 MW		0.00 MW		0.00 MW		0.00 MW	0	0	0	0	0
<b>IMPORTANT NOTES:</b> <sup>*</sup> "Monthly Quantity" is from the quantity & pricing Table in Exhibit E. <sup>**</sup> In case of a Joint Resource, report full PDR EFC here. <sup>***</sup> If using a Joint Resource, report Service Account information (count) only for the portion used.				1) Each capacity test must be at least two (2) consecutive hours long	1) Must be bid into the Day-Ahead and Real-Time Market		1) An eligible Dispatch requires that the PDR provided load reduction in all applicable hours of the CAISO Dispatch Instructions		For PDRs that are not Joint Resources, MW Claimed - MW Demonstrated (Column F, Row J)		Percent Residential Accounts			Percent Local Accounts		
				2) Should be calculated using the PDR Capacity Baseline	2) Only include bids submitted in compliance with the MOO hours		2) Should be calculated using the PDR Capacity Baseline		For Joint PDRs, MW Claimed is a portion of MW Demonstrated							



# Comparison Between IOUs' Offer Forms, Evaluations, and Submission Requirements

RFO Requirements	PG&E	SCE	SDG&E
<b>Offer Submittal Platform</b>	Power Advocate	Email DRAMRFO@sce.com	Power Advocate
<b>Offer Deadline time on April 4, 2016</b>	1 pm PPT	12 pm PPT	4 pm PPT
<b>SC Cost Format in the Offer Form</b>	\$/year	\$/month	\$/month
<b>Quantitative Evaluation Method</b>	Net Market Cost	Net Market Cost	Net Market Cost
<b>Qualitative Factors:</b>			
<b>Adder included in evaluation score, based on qualitative factors</b>	Supplier Diversity status only	None	Several
<b>Eligibility Requirements:</b>			
<b>Number of bids/variations allowed</b>	20	20	20
<b>Maximum bid size per month</b>	10 MW	10 MW	2 MW
<b>Min bid size for PDR/RDRR per month, if not 0 kW</b>	100 kW/500 kW	100 kW/500 kW	100 kW/500 kW
<b>August Capacity &gt; 0 kW required</b>	Yes	Yes	No
<b>Min bid size required for all months for Local Capacity</b>	No	No	Yes

## Offer Forms – Offer Information highlights

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- **Offer Products**
  - Local, Flex, or System Capacity
  - PDR or RDRR resources (SDG&E and PG&E only)
  - Residential or non-residential customers
- **Expected number of Rule 24 service accounts expected per Offer**
  - Bidders must specify how many customers/Offer would require *new* Rule 24 service accounts, and how many customers already have Rule 24 service accounts. (PG&E and SDG&E only)
- **Indication of which bids are Exclusive or Inclusive**
  - Exclusive – offers are exclusive of each other, if two or more offers cannot both be awarded contracts in this RFO (e.g., Offers 1 and 4 cannot both be shortlisted, as customers are the same). SDG&E calls Exclusive Offers “variations.”
  - Inclusive – offers that are inclusive of each other means that they all must be awarded contracts together (e.g., Offer 2 must be selected with Offer 4). (SCE only)

# Walk-Through: IOU DRAM Offer Forms

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Dana Ostfeld – PG&E

Anna Chung - SCE

Evan Bierman – SDG&E

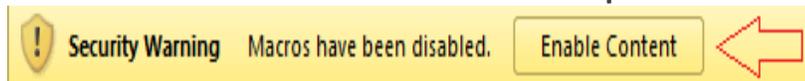
# PG&E-Specific Offer Form Instructions

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- You must submit an **Excel** Offer Form – no other formats will be accepted.
- Each Participant should only submit one Offer Form.
- If you need more rows on your Offer Form, please contact us at [DRAMRFO@pge.com](mailto:DRAMRFO@pge.com), and we will reformat your Offer Form to enable more rows.
- 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:



# PG&E Offer Form – “Participant Information” tab

You must select “Yes” for each of the Acknowledgement, Participant, Attestation, and Affirmation of ability to perform sections.

<b>Acknowledgement of Protocol</b>	
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.	
Section VI: Participant will abide by the confidentiality terms and conditions.	
Section IX: Participant knowingly and voluntarily waives all remedies or damages at law or equity concerning or related in any way to the Solicitation.	
Electronic Signature	<input type="text"/>
Title	<input type="text"/>
Select "Yes" to certify that the typed name acts as your electronic signature	
<input type="text" value="&lt;Choose One&gt;"/>	
<b>Participant Authorization</b>	
By selecting "Yes", participant hereby confirms that they are "a duly authorized representative of Participant."	
Electronic Signature	<input type="text"/>
Title	<input type="text"/>
Select "Yes" to certify that the typed name acts as your electronic signature	
<input type="text" value="&lt;Choose One&gt;"/>	
<b>Attestation</b>	
By providing the electronic signature, below, Participant hereby attests that all information provided in this Offer Form and in response to this DRAM RFO is true and correct to the best of Participant's knowledge as of the date such information is provided.	
Electronic Signature	<input type="text"/>
Title	<input type="text"/>
Select "Yes" to certify that the typed name acts as your electronic signature	
<input type="text" value="&lt;Choose One&gt;"/>	
<b>Affirmation of ability to perform all obligations under the PA</b>	
I have read and understand the PA and attest that we are able to perform all obligations under the PA and Protocol.	
Electronic Signature	<input type="text"/>
Title	<input type="text"/>
Select "Yes" to certify that the typed name acts as your electronic signature	
<input type="text" value="&lt;Choose One&gt;"/>	

# PG&E Offer Form – “Offer Information” tab

You can have different Products for the same Offer on multiple rows. These rows are, in effect, “inclusive” of each other.

To provide Product for a specific LCA such as “Greater Bay,” the service accounts must be physically located in that LCA.

Offer Number (#)	Offer Name and/or Comment (Optional)	Describe any Exclusivity (i.e., where two or more offers cannot all be awarded contracts in this RFO due to shared customers or some other reason), using Offer Numbers in Column B (select from drop-down list)	Offer Number Exclusive With (leave blank if not applicable)	Registered and Confirmed Rule 24 Service Accounts	Estimated Additional Rule 24 Service Accounts Required	TOTAL Accounts	Residential or Non-residential (select from drop-down list)	PDR or RDRR (select from drop-down list)	Type of Product A=System Resource Adequacy (RA) B= Local and System RA C= Flexible and System RA D = Flexible, System, and Local RA (select from drop-down list)	[A] 2017 Monthly Quantity (kW) PDR--if not 0 kW, minimum is 100 kW RDRR--if not 0 kW, minimum is 500 kW August cannot be 0 kW									
										Jan	Feb	Mar	Apr	May	Jun	July	Aug	Sept	
1	Offer 1 - part a	Individual Offer		100	1100	1,200	Residential	PDR	D2-1_Flex2_Greater Bay	100	100	100	100	100	100	100	100	100	100
1	Offer 1 - part b	Individual Offer		200	1200	1,400	Non-residential	RDRR	A0_System	-	-	-	-	-	-	-	500	-	-
2	Offer 2	Exclusive With	3	300	1300	1,600	Residential	PDR	B2_Humboldt	300	300	300	300	300	300	300	300	300	300
3	Same as Offer 2, but with Flex RA	Exclusive With	2	300	1300	1,600	Residential	PDR	D3-2_Flex3_Humboldt	500	500	500	500	500	500	500	500	500	500
Example Offers Are Above--Actual Offers MUST Be Entered Below																			
4		<Choose One>				-	<Choose One>	<Choose One>	<Choose One>										

Cells are peach when incomplete, and turn to a mint green color once you enter a value.

These 2 offers are exclusive of each other (i.e., they can't both be shortlisted, it's one or the other). SDG&E calls offers that are exclusive of each other variations of the same offer.

Flexible RA Product cannot be RDRR.

For August, you must provide at least 100 kW for PDRs and 500 kW for RDRRs

# PG&E Offer Form – “Supplier Diversity” tab

**Supplier Diversity**

**If your company has an active Supplier Diversity program you do not feel is adequately addressed or properly highlighted with these questions, please send in separate documentation with your Offer for evaluation.**

**1a** Is your company a Diverse Business Enterprise (DBE) (i.e., Woman-, Minority-, Service Disabled veteran-, or Lesbian-, Gay-, Bisexual- or Transgender-owned business)

**1b** Does your company plan to get DBE certification prior to submitting your first Supply Plan for the 2017 DRAM?

Agency Name	<input type="text" value="&lt;Choose One&gt;"/>
Certificate Number	<input type="text" value=""/>
Certificate Expiration Date	<input type="text" value=""/>

**2a** Does your company have a Supplier Diversity program?   
Optional describe program:  
  
1500 character limit (1500 remaining)

**2b** Does your company have a supplier Diversity Mentorship program with DBEs?   
Optional describe program:  
  
500 character limit (500 remaining)

**3** Does your company promote diverse subcontracting?   
Optional describe program:  
  
500 character limit (500 remaining)

If your business is certified by more than one agency and one of those agencies is the CPUC, please select CPUC.

Make sure you provide information on any diverse business entity subcontractors that you use here.

# Walk-Through: SCE DRAM Offer Form

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Anna Chung - SCE

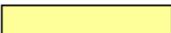
# SCE Offer Form – “Instructions” tab

Offer form is “protected” with the exception of these color-coded INPUT areas (orange and yellow)

## DRAM Offer Form Instructions

**2017 DRAM RFO**

**Color/Pattern Codes**

 Space to type in required Information (text or numbers)	 SCE Only (headers, information and validation messages)
 Select from a drop-down box	 Data validation color

**SCE 2016 RA (SCE Sells) Offer Form**

Tab Names:	Required Information
<a href="#">Instructions</a>	n/a
<a href="#">Front Page</a>	Required
<a href="#">RA Offers</a>	Required
<a href="#">RA Type</a>	n/a

**Notes**

File should be opened and completed using Excel 2010 or later.  
Please fill out all data in units requested.

**Workbook Instructions**

Complete each required worksheet in the Offer Form.  
One file per Seller.  
If there is any inclusivity/exclusivity please describe it on the Front page and in the column AK on RA Offers tab.

**I. "Front Page" tab**

- Seller Name - Seller must enter the name of the Counterparty consistent with the name in the RA Confirmation on the "Front Page" tab (Cell A23). No commas, please.
- CPID - SCE will enter a Counterparty ID.
- File Update Date - Seller should update the File Update Date field any time a change is made to the Offer Form.

- Validation Message**  
Read the validation messages and address them before submitting Offer Form.
- Contact Information**  
Provide the required contact information.
- Additional Information**  
Answer questions "Yes" or "No".
- Notes**  
Add additional information about the offer.

# SCE Offer Form – “Front Page” tab

Seller Name must match Non Disclosure Agreement exactly

**FINAL OFFER**

RESOURCE ADEQUACY OFFER FORM

DEMAND RESPONSE AUCTION MECHANISM (DRAM)  
RESOURCE PURCHASE AGREEMENT (PA)

between  
SOUTHERN CALIFORNIA EDISON COMPANY  
and

**[Seller Name]**

<b>File Update Date:</b>		
<b>CPID:</b>	201	[SCE Note: Assigned by SCE.]

**A. Validation Message**  
[SCE Note: Read and address the validation message below.]

<b>Offer Validation Message:</b> Enter Seller Name   Enter File Update Date   Enter RA Offers	<b>and:</b> Fill in information in Section B
---	--

[SCE Note: Offer Form Summary.]

<b>Number of Offers:</b>	0	<b>Number of Valid Offers:</b>	0
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**B. Contact Information**  
[SCE Note: address where physical packages can be delivered]

**Name:** [Redacted]  
**Title:** [Redacted]  
**Phone:** [Redacted]  
**Address Line 1:** [Redacted]  
**Address Line 2:** [Redacted]  
**City:** [Redacted]  
**State:** [Redacted]  
**Zip Code:** [Redacted]  
**Country:** [Redacted]

**Seller S&P Credit Rating:** [Redacted]  
**Seller Moody's Credit Rating:** [Redacted]  
**Seller Fitch Credit Rating:** [Redacted]

[SCE Note: contact information for two representatives authorized to act on your behalf]

**Name:** [Redacted]  
**Title:** [Redacted]  
**Office Phone:** [Redacted]  
**Mobile Phone:** [Redacted]  
**Email:** [Redacted]

**Name:** [Redacted]  
**Title:** [Redacted]  
**Office Phone:** [Redacted]  
**Mobile Phone:** [Redacted]

Must be S&P, Moody's or Fitch credit ratings only

# SCE Offer Form – “RA Offers” tab

A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R	S	
File Update Date:							Maximum number of Offers:	20	Offers Entered:	0									
<b>A. List of Offers</b>																			
[SCE Note: Refer to details on the "Instructions" tab. All Offers must be entered in columns H through S, V through AG and AI. No blanks (zeros or positive numbers rounded to two decimal points only).]																			
[SCE Note: Select Type of Product in column C. Refer to Type of Product descriptions on the "Instructions" tab.]																			
[SCE Note: Select "Yes" for Residential Customer Type if applicable in column G. Enter Estimated Number of Registrations per Offer in column AL.]																			
[SCE Note: Do not skip rows. Do not cut and paste.]																			
[SCE Note: Product, Start Exercise Date and End Exercise Date is defined by the Monthly Quantity (MW) and Contract Price (\$/kW-month) entered.]																			
[SCE Note: Check validation comment in column AQ. Offer Name (column A) will appear once all of the fields are entered correctly.]																			
[SCE Note: "EXAMPLE"/"SAMPLE" offer is in Row 15.]																			
<b>Monthly Quantity (MW for each day of Showing Month)</b>																			
Offer Name	Offer ID#	Type of Product in Section 1.1.b	Product	Start Exercise Date	End Exercise Date	Residential Customer Product in Section 1.1.c (Yes/No)	Jan-17	Feb-17	Mar-17	Apr-17	May-17	Jun-17	Jul-17	Aug-17	Sep-17	Oct-17	Nov-17	Dec-17	
201-TBD-Mo-A-System-000	000	A-System	Monthly	1/1/2017	11/30/2017	Yes	1.00	0.00	0.00	1.00	0.00	1.00	1.00	1.00	1.00	1.00	1.00	0.00	
EXAMPLE/SAMPLE OFFER IS ABOVE. ACTUAL OFFERS MUST be entered BELOW (COLUMNS C, G, H through S, V though AG and AI). Modify AK and AJ only if needed for inclusivity																			
		A-System	None			No	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
		A-System	None			Yes	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
		B1-LAB	None			No	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
		B2-BCV	None			No	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
		C1-System Flex2	None			No	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
		C2-System Flex3	None			No	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
		D1-LAB Flex2	None			No	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
		D2-BCV Flex2	None			No	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
		D3-LAB Flex3	None			No	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	
<b>Contract Price (\$/kW-month). Section 4.1</b>																			
Jan-17	Feb-17	Mar-17	Apr-17	May-17	Jun-17	Jul-17	Aug-17	Sep-17	Oct-17	Nov-17	Dec-17	The monthly Scheduling Coordinator (SC) services payment (\$) Section 4.1	Package ID#	Describe Inclusivity and Exclusivity (Offer ID# is in column B)	Estimated Number of Registrations per Offer				
3.00	0.00	0.00	3.00	0.00	3.00	3.00	3.00	3.00	3.00	3.00	0.00	10.00	900	Individual offer	500				
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	901	Individual Offer	0				
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	902	Individual Offer Exclusive with * Inclusive with *	0				
0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	903	Individual Offer	0				

Validation Message: Enter Offers

Check validation message

Modify only if required for exclusivity or inclusivity with other offer(s) – e.g., “Exclusive with Offer 002”

# Walk-Through: SDG&E DRAM Offer Form

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Evan Bierman – SDG&E

# Walk-Through: SDG&E DRAM Offer Form

SDGE may only select one variation per Offer

San Diego Gas & Electric Company 2016 DRAM RFO												
Contact Information												
Legal Entity Name that will sign the Contract	Offer Number	Variation Number	Street Address 1	Street Address 2	City	State	Zip	Primary Contact First Name	Primary Contact Last Name	Title	Email Address	Office Phone Number
DR Inc	1	1	123 Lane		San Diego	CA	92222	Bob	Jones	VP	BobJones@drinc.com	1234567890
DR Inc	1	2	123 Lane	0	San Diego	CA	92222	Bob	Jones	VP	BobJones@drinc.com	1234567890
DR Inc	1	3	123 Lane	0	San Diego	CA	92222	Bob	Jones	VP	BobJones@drinc.com	1234567890
DR Inc	2	1	123 Lane	0	San Diego	CA	92222	Bob	Jones	VP	BobJones@drinc.com	1234567890
DR Inc	2	2	123 Lane	0	San Diego	CA	92222	Bob	Jones	VP	BobJones@drinc.com	1234567890
DR Inc	2	3	123 Lane	0	San Diego	CA	92222	Bob	Jones	VP	BobJones@drinc.com	1234567890
		1										
		2										

SDGE may select one or both or neither of the Offers

# Walk-Through: SDG&E DRAM Offer Form

Offer Information						
Total Expected Registrations	Of the Total Expected Registrations, how many registrations will you need in addition to those you already have?	Minimum Registrations Available for this Offer to be Accepted	Residential Bid?	RDRR or PDR?	Local or System RA?	Will the project be able to provide flexible capacity and if so what category?

Registrations may or may not be limited

Bidders must fill in ALL gray cells

Only on SDGE form, not SCE/PGE

*This highlighting means you must submit supporting documentation supporting your answer					
Potential Qualitative Question Weights					
3%	3%	3%	1%	5%	
Qualitative Scoring Questions					
Have you (the seller) participated in a DR program or DR market anywhere as an aggregator?	Will your project require any permits, interconnection agreements, environmental studies, or additional land rights prior to operation?	Is there any ongoing investigation or an investigation that has occurred within the last five years with respect to any alleged violation of any rule, regulation, or law associated with any commodity, securities, environmental, or financial market regarding any DR services you were/are providing?	Do you have, or will obtain before the program begins, DBE status?	Are you going to use enabling technology with at least 90% of your PDR customers?	Total Qualitative Score Adder
Yes	Yes	Yes	Yes	Yes	6%

# Questions

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