

PPL Electric Utilities Corporation Default Service Procurement Plan (October 2015 Solicitation)

**Bidder Information Webcast
Thursday, September 3, 2015**

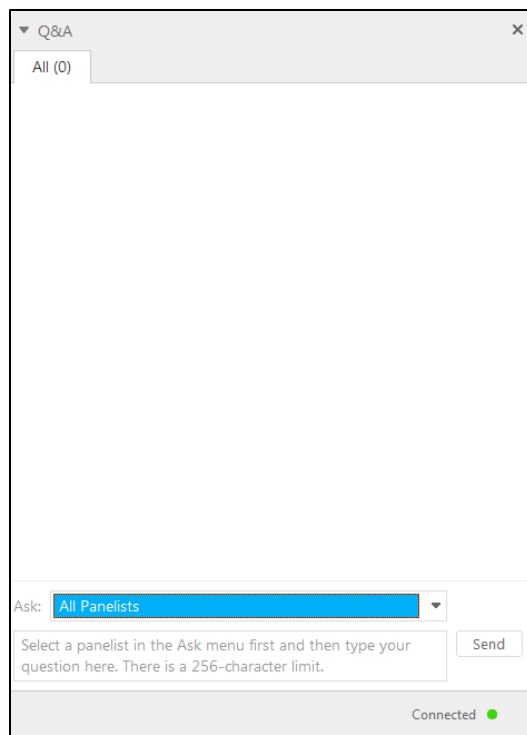


*Default Service
Procurement Plan*

**Jim Rouland (PPL Electric)
Ben Chee (NERA)**

Questions

- ❖ To submit questions to the presenters, **please locate the “Q&A” on the right hand side of your screen**, and select “All Panelists” in the “Ask” box; type in your question and click “Send” to submit your question



The screenshot shows a web interface for a Q&A session. At the top, there is a tab labeled 'Q&A' with a close button (X). Below the tab, there is a section titled 'All (0)'. The main area is empty. At the bottom, there is an 'Ask:' dropdown menu currently set to 'All Panelists'. Below the dropdown, there is a text input field with a placeholder message: 'Select a panelist in the Ask menu first and then type your question here. There is a 256-character limit.' To the right of the input field is a 'Send' button. At the very bottom, there is a status indicator that says 'Connected' with a green dot.

Disclaimer

- ❖ Any statements herein describing or referring to documents and agreements are summaries only, and are qualified in their entirety by reference to such documents and agreements
- ❖ The governing documents in this Solicitation are:
 - ❑ the Commission's Order on January 15, 2015 regarding the PPL Electric Utilities Corporation Default Service Program and Procurement Plan for the Period June 1, 2015 through May 31, 2017, Docket No. P-2014-2417907
 - ❑ the applicable RFP Rules
 - ❑ the applicable Supplier Master Agreement
- ❖ Please see the RFP Web site (www.pplpolr.com) for complete documentation

Agenda

- ❖ Regulatory Background and Update
- ❖ Role of NERA
- ❖ Overview of the RFP Process
- ❖ Product Design
- ❖ Qualifications and Bidding Process
- ❖ RFP Web site

Regulatory Background and Update

The Third Default Service Program (DSP III)

- ❖ In May 2014, PPL Electric filed its third Default Service Program Plan (“DSP III”) for the period of June 1, 2015 to May 31, 2017
 - ❑ Jan. 15, 2015: Commission issued order approving DSP III with certain modifications
 - ❑ Feb. 27, 2015: Secretarial Letter approving DSP III documents
- ❖ The plan contains:
 - ❑ **Full Requirements RFP:** 4 solicitations for Full Requirements Tranches
 - ❑ **LTAEC RFP:** procurement of AECs (for AEPS compliance related to a prior block energy purchased in DSP I)
- ❖ Under DSP III, GS-3 and LP-4 Customers between 100kW – 500kW will move from Small C&I to Large C&I Customer Group

Other Elements

❖ **PPL Electric's Time-of-Use Program**

- ❑ Under DSP III, PPL Electric will continue the TOU Program under DSP II
- ❑ TOU Customers will be served by EGSs and are shopping customers

❖ **Standard Offer Program**

- ❑ Under DSP III, PPL Electric will continue the SOP through the term of the plan
- ❑ Starting June 1, 2015 customers will be able to sign up for SOP online through the “Choose Your Supplier” page or if signing up as a new or moving customer
- ❑ On average approximately 1,500 customers sign up for SOP each month

The Role of NERA

- ❖ To ensure a transparent process, PPL Electric has hired NERA to continue its role as independent third-party RFP Manager for the solicitations under DSP III.
- ❖ NERA's role is:
 - ❑ to be the main point of contact with bidders
 - ❑ to ensure the RFP Process and Rules, as approved by the PUC, are followed
 - ❑ to ensure qualifications are evaluated equitably and fairly
 - ❑ to ensure conforming Bids
 - ❑ to evaluate and determine the lowest-cost combination of Bids based solely on price
 - ❑ to present the results to the PUC

Overview of the RFP Process

Default Service

- ❖ A default service customer is a retail customer that does not purchase electric supply from an Electric Generation Supplier (EGS).
- ❖ As an Electric Distribution Company (or Default Service Provider), PPL Electric has the obligation to obtain supply for its default service customers.

Procurement Groups

- ❖ A “Customer Group” is a grouping of customers

Group	Description	General Criteria
R	Residential	All Residential Customers
SC&I	Small Commercial and Industrial	< 100 kW annual peak demand*
LC&I	Large Commercial and Industrial	≥ 100 kW annual peak demand*

- ❖ Section 1.1.3 of the Full Requirements RFP Rules provides a full description of rate schedules within each Customer Group.

Multi-Solicitation Process

- ❖ 2 RFPs
 - ▣ Full Requirements RFP for load-following, full requirements products
 - ▣ LTAEC RFP for Tier II Alternative Energy Credits

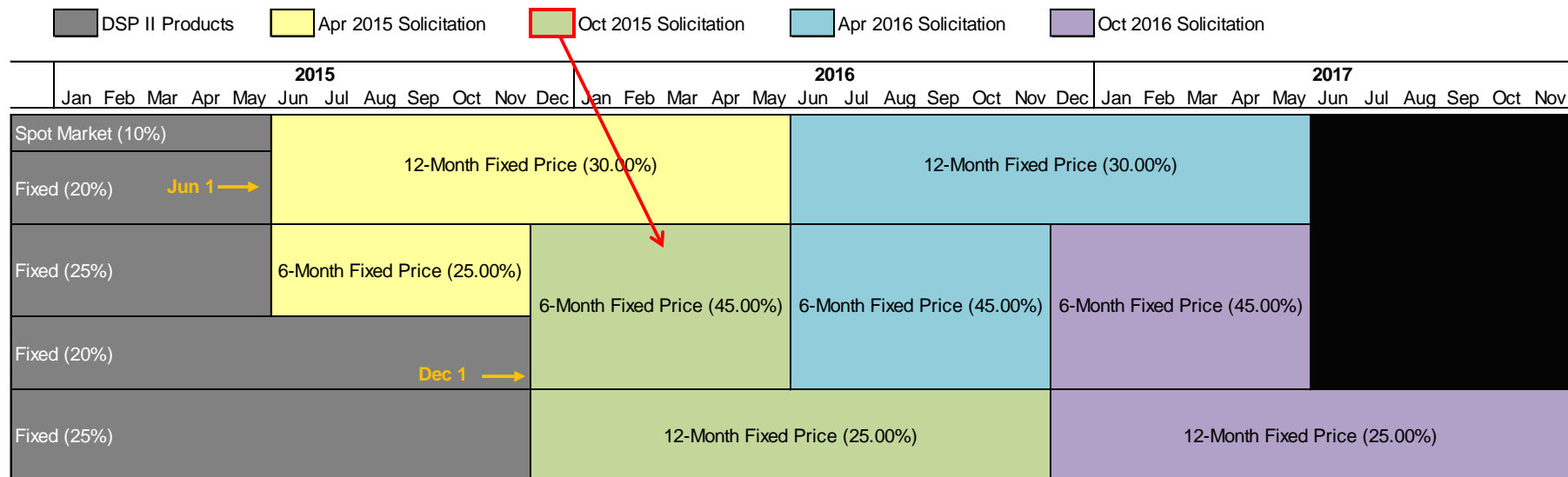
- ❖ Four solicitations planned between April 2015 and October 2016
 - ~~▣ April 2015~~
 - ▣ October 2015 (This Solicitation)
 - ▣ April 2016
 - ▣ October 2016

Products to be Procured through DSP III

Group	Product Type	Solicitation
Residential and Small C&I	<u>Fixed Price</u> Full Requirements	April 2015
		October 2015
		April 2016
		October 2016
Large C&I	<u>Spot Market</u> Full Requirements	April 2015
		April 2016

❖ This solicitation includes an RFP for Tier II AECs

Residential and SC&I Procurement Overview



We are not soliciting bids for the Large C&I Customer Group in this October 2015 Solicitation.

October 2015 Solicitation Bid Products

❖ Full Requirements RFP

Group (Product Type)	Product Description	Delivery Period (Beginning on <u>December 1, 2015</u>)	Tranches to be Procured	Tranche Size
Residential	Fixed Price	12 months	10 tranches	2.5%
		6 months	18 tranches	2.5%
Small C&I	Fixed Price	12 months	5 Tranches	5%
		6 months	9 Tranches	5%

October 2015 Solicitation AEC Bid Product

❖ LTAEC RFP

Product Description	Delivery Period (Beginning on <u>December 1, 2015</u>)	Tranches to be Procured	AECs to be Procured	AECs Per Tranche
Tier II	5 ½ years	8 Tranches	211,608 AECs	26,451 AECs

❖ PA AEPS site: <http://paaeps.com/credit/>

❖ Tier II - Energy derived from:

- ❑ Waste coal, Distributed Generation, Demand-side management, Large-scale hydropower, Municipal solid waste, by-products of the pulping process and wood, Integrated combined coal gasification technology

Each Solicitation Is in Three Steps

Step 1

- **Bidder Qualification**
 - RFP Bidders submit qualification materials
 - Due Date: **noon EPT on September 14, 2015**

Step 2

- **Bid Assurance Collateral/SMA Due**
 - RFP Bidders submit financial guarantees and signed contracts
 - Due Date: **noon EPT on October 2, 2015**

Step 3

- **Bids Due on October 6, 2015**
 - LTAEC RFP: **between 9 – 11 am EPT**
 - Full Requirements: **between 12 – 2 pm EPT**

PUC Review and Approval

- ❖ The RFP Manager will submit a report to the PUC one business day after the Bid Proposal Due Date on **October 7**
- ❖ The PUC will issue a decision for all proposals no later than
 - ❑ Full Requirements: Thursday, October 8
 - ❑ LTAEC: Tuesday, October 13

Rate Translation

- ❖ Rates for default service customers are based upon the bid prices from RFPs. Specifically:
 - ❑ For Residential customers the rate is based upon Full Requirements contracts and other contracts from DSP I (e.g., block, long-term product, etc.)
 - ❑ For Small C&I customers the rate is based upon Full Requirements fixed price contracts
 - ❑ For Large C&I customers the rate is based upon Full Requirements spot contracts

- ❖ Additionally, the rate includes:
 - ❑ Loss Factor Adjustments
 - ❑ Administrative costs
 - ❑ Gross Receipts Tax
 - ❑ Transmission Service Charge
 - ❑ State Tax Adjustment Surcharge (STAS)

Product Design

Full Requirements Suppliers Serve Percent of Load

Full Requirements Service includes

- energy, capacity, ancillary services, certain transmission services, and AEPS requirements
- excludes certain non-market based transmission services
- 50% reduction to Tier I PV requirements for Residential Group
- ARRs are assigned to winning suppliers

Full Requirements Service is Load Following

- Supplier for a Group supplies a fixed percentage (a tranche) of default service load for that Group during the supply period
- Supplier is paid a fixed price (\$/MWh)
- Customers are free to switch out of, and back to, default service with appropriate notice to PPL Electric

Full Requirements Load is Residual Load

For Residential Group Only:

- ❖ PPL Electric has a long-term contract with the Allegheny Electric Cooperative for capacity and energy from NYPA (“NYPA Supply”). Full Requirements Load is reduced by NYPA Supply
 - ❑ Reduction will not apply to Small C&I or Large C&I
 - ❑ Contract and historical data available on RFP Web site
- ❖ In addition:
 - ❑ Full Requirements load will be reduced by Block Energy Supply and Long-Term Product Supply (collectively, “Block Supply”) and associated capacity and ancillary services bought from PJM
 - ❑ Amount of Block Supply:
 - 150 MW from Jun 1, 2015 through Dec 31, 2015
 - 50 MW from Jan. 1, 2016 through May 31, 2021

Full Requirements: Two Types of Load Caps

❖ Maximum number of tranches a bidder can bid on is based on:

❑ An **85%** solicitation load cap based on tranches in each solicitation

Product	Available Tranches	Solicitation Load Cap	Maximum Tranches Bidder can Bid
Residential Fixed Price (12-mo)	10	85%	23
Residential Fixed Price (6-mo)	18		
Small C&I Fixed Price (12-mo)	5	85%	11
Small C&I Fixed Price (6-mo)	9		

❑ A **50%** aggregate load cap based on percent of default service load of a Customer Group a bidder can serve at any given point in time

➔ Applies to Residential and SC&I only

➔ Limit on tranches bid in a given solicitation will take into account percentage of load associated with tranches won under the **Full Requirements RFPs under DSP III**

LTAE: Delivery Schedule

- ❖ For each Tranche won, the annual obligations are:

Annual Time Period	Tier II
12/1/2015 – 5/31/2016	4,261
6/1/2016 – 5/31/2017	4,249
6/1/2017 – 5/31/2018	4,249
6/1/2018 – 5/31/2019	4,249
6/1/2019 – 5/31/2020	4,261
6/1/2020 – 5/31/2021	5,182
AECs associated with 1 Tranche	26,451

- ❖ Seller transfers 25% of annual quantities Quarterly to PPL Electric GATS account
 - ❑ For first year only: Seller transfers 50% of annual quantities each quarter
 - ❑ Within 40 calendar days of each Quarterly Settlement Period
 - ❑ No later than 70 calendar days after each Annual Time Period
- ❖ All AECs delivered for an annual time period must allow PPL Electric to comply with the AEPS requirements for that time period

Supplier Master Agreements (SMAs)

- ❖ Separate SMA for:
 - ❑ **Default Service SMA:** Full Requirements products (Spot and Fixed Price)
 - ❑ **LTAEC SMA:** for Tier II AECs
- ❖ Contract is standard and non-negotiable
- ❖ Contract is between Supplier and PPL Electric
- ❖ Bidder provides signed SMA prior to Bid Submission
- ❖ Transaction Confirmation will specify product information for tranches won (e.g., delivery term, tranches won, etc.)

Suppliers Create PJM eSuite Short Names

Full Requirements RFP only:

- ❖ Following PUC approval of RFP results, winning Suppliers must create Short Names for use in the PJM eSuite system
 - ❑ Supplier must create a unique Short Name for each contract type (Residential, Small C&I, Large C&I)
- ❖ Bidders do not need to provide executed PJM Declaration of Authority (DOA) prior to bid submission
 - ❑ PJM DOA will be executed by new winning Suppliers and PPL Electric after Short Names are set up
 - ❑ A sample filled-out PJM DOA (Exhibit 4) is provided on the Supplier Documents page

Key Elements of Credit Provisions

- ❖ Credit Exposure applicable under SMA(s):
 - ▣ Fixed Price FR: MtM Methodology (App. B to Default SMA)
 - ▣ LTAEC: % of contract value (Ex. C to LTAEC SMA)
- ❖ Performance Assurance Requirements will depend upon a credit evaluation
 - ▣ Unsecured credit may be granted based on the Bidder's (or its Guarantor's) Tangible Net Worth and credit rating
 - ▣ Exposure beyond unsecured credit (if any) must be met with cash or Performance Assurance LOC

Key Elements of Credit Provisions (continued)

- ❖ Single unsecured credit is granted for all SMAs, including
 - SMAs previously executed under DSP I and DSP II
 - Default Service SMA in this DSP III
- ❖ Exposures are netted across all SMAs
- ❖ One single guaranty is used for all SMAs
- ❖ Standard Guaranty and Performance Assurance LOC form provided as exhibits to contract

Qualifications and Bidding Process

October 2015 RFP Schedule

Bidder Information Session	Thursday, Sep. 3
Bidder Qualifications Due* – NOON EPT	Monday, Sep. 14
Qualified Bidders Notified	Monday, Sep. 28
Bid Assurance Collateral and SMA Due – NOON EPT	Friday, Sep. 2
Bid Proposals Due	Tuesday, Oct. 6
PUC Decision – Full Requirements RFP	Thursday, Oct. 8
PUC Decision – LTAEC RFP	Tuesday, Oct. 13
Transaction Confirmation(s) Executed – 2 PM EPT	One Business day after PUC decision

* If qualification materials are deficient, bidders must respond by the deadline specified in the deficiency notice. This is generally by 6PM on the second business day following the first deficiency notice. If additional information is required, bidders must respond by the deadline specified in any subsequent deficiency notice. In no event will a bidder be allowed to continue to cure its deficiency after the Cure Deficiency Deadline.

Step 1 Is to Submit Bidder Qualifications

Deadline: September 14 (noon EPT)

1. Expression of Interest (by mail, fax, or web form)
2. Confidentiality Agreement
3. PJM and FERC Qualifications (not applicable to LTAEC RFP)
4. Credit Application and Financial Information
5. Binding Bid Agreement

Required

Delivery Address: 1835 Market Street, Suite 1205, Philadelphia, PA 19103

6. Proposed Modifications to Bid Assurance LOC
7. Proposed Modifications to Performance Assurance LOC and Guaranty

Optional

Expression of Interest and Confidentiality Agreement

❖ **Expression of Interest Form**

- ☐ Asks for basic contact information
- ☐ Submit one copy by mail, fax or web form

❖ **Confidentiality Agreement**

- ☐ Protects information that is confidential, proprietary, or generally not available to the public
- ☐ Executed by Bidder and PPL Electric and protects both
- ☐ Two originals to be submitted as part of Qualifications

PJM and FERC Qualifications

Applicable to Full Requirements RFP only:

- ❖ Applicants must certify:
 - ❑ **Membership in PJM**
 - ➔ Qualification as a market buyer and seller (and ability to secure generation or otherwise obtain and deliver electricity in PJM through compliance with applicable PJM requirements)
 - ❑ **FERC authorization** to sell energy, capacity and ancillary services at market-based rates
- ❖ Submit two originals of the PJM Qualification Form and two originals of the FERC Authorization Form as part of Qualifications

Required Credit and Financial Information

- ❖ Applicants are required to submit a **credit application** and associated **financial information**
 - ❑ Information for credit contact
 - ❑ Bank reference information
 - ❑ Two years of audited financial statements
 - ❑ Credit ratings and supporting documentation
- ❖ Applicant or its Guarantor must be rated by S&P, Fitch or Moody's (**optional for LTAEC RFP**)
- ❖ Credit Application must be signed by Guarantor representative if relying on creditworthiness of Guarantor
- ❖ Submit two originals of credit application and one copy of supporting documentation as part of Qualifications

Bid Proposals Constitute Firm Offers to Supply

- ❖ Applicants must submit a **Binding Bid Agreement**
 - ❑ Certify that the Bidder is bound by the prices submitted in the Bid Proposals
- ❖ Through Binding Bid Agreement, Bidder certifies
 - ❑ Independent bidding
 - ❑ No knowledge of others' Bids
 - ❑ No disclosure of information related to the RFP Process or the Bidder's Proposal prior to the PUC decision
- ❖ Submit two originals of the Binding Bid Agreement as part of Qualifications

Bidders Will Have Time to Cure Deficiencies

- ❖ Bidders are encouraged to **submit materials early** to maximize time to resolve deficiencies and provide any necessary additional information
- ❖ PPL Electric RFP Team performs initial evaluation
 - ➔ Deficiency or complete notice sent **by email**
 - ➔ Evaluates additional materials as needed
- ❖ Deficiency notices will specify deadline for bidders to respond
 - For first deficiency notice, applicants must respond by 6PM EPT on the second business day following the business day on which the first deficiency notice is sent
 - If additional information is required, Bidder must respond by deadline specified in subsequent deficiency notice
- ❖ An applicant that fails to remedy deficiencies by the deadline specified in the deficiency notice will not qualify for the solicitation

Full Requirements Only: Abbreviated Process for RFP Bidder Qualified for Previous Solicitation

Deadline: September 14 (noon EPT)

- ✓ ~~Expression of Interest (by mail, or fax, or web form)~~
- ✓ ~~Confidentiality Agreement~~
- ✓ ~~PJM and FERC Qualifications~~
- 1. Credit Application and Financial Information
- 2. Binding Bid Agreement

RESUBMIT
Appendix 6 or
REFRESH using
Appendix 6B

RESUBMIT

Delivery Address: 1835 Market Street, Suite 1205, Philadelphia, PA 19103

1. Proposed Modifications to Bid Assurance LOC
2. Proposed Modifications to Performance Assurance LOC and Guaranty

Optional

Full Requirements Only: Confirmation of Previously Submitted Credit and Financial Information

- ❖ Appendix 6b may only be used by bidders previously qualified in prior Full Requirements solicitations under DSP III
- ❖ Applicants may submit Appendix 6b if:
 - ☐ All previously submitted credit and financial information are current and do not require an update
 - OR**
 - ☐ Applicant only updating credit ratings support documentation and/or financial statements, and all other previously submitted credit and financial information remain unchanged
- ❖ Appendix 6b posted to Supplier Documents page
- ❖ Submit two originals as part of Qualifications

Modifications to Credit Instruments

- ❖ Bidders may propose non-substantive and clarifying modifications
- ❖ Bidders email proposed modifications in MS Word redline to: pplpolr@pplweb.com
- ❖ The acceptability of such proposed modifications will be at PPL Electric's sole discretion, and such acceptability will be communicated to the applicant no later than 2 days prior to the Cure Deficiency Deadline.
- ❖ A list of all acceptable modifications to the credit instruments will be posted to RFP Web site by September 25, 2015.

Step 2: Bidders Submit Bid Collateral and Contract

Due Date: October 2 (noon EPT)

1. Bid Assurance Collateral
2. Two signed originals of SMA

Delivery Address: 1835 Market Street, Suite 1205, Philadelphia, PA 19103

Bid Assurance Collateral

- ❖ Bid Assurance Collateral
 - ❑ Separate collateral provided for each RFP:
 - ➔ Full Requirements: \$500,000 per tranche
 - ➔ LTAEC: \$10,000
- ❖ Bid Assurance Collateral is in the form of a letter of credit or cash deposit
- ❖ Cash transfer information available upon request
 - ❑ Bidder must advise on cash allocation for each RFP
- ❖ Standard form of LOC is available on RFP Web site
 - ❑ Use only standard form or with accepted modifications
 - ❑ Early submission provides time to deal with corrections

Pre-Signed SMA

- ❖ Existing SMAs under DSP I or DSP II will not be accepted for use

For each RFP separately:

- ❖ **Two signed originals of the entire SMA** must be received prior to the deadline, including:
 - The Form of Notice filled in with the appropriate contact information
 - For Full Requirements only, Bidders that have previously submitted SMAs in DSP III do not need to do so again, but are responsible for providing any updates

Step 3: Submission of Bid Proposals

- ❖ Bid Proposal Due Date
 - Tuesday, October 6
 - ➔ 9 AM – 11 AM EPT (LTAEC RFP)
 - ➔ Noon – 2 PM EPT (Full Requirements RFP)
- ❖ For each RFP, bids are submitted using the [Bid Proposal Spreadsheet](#) for each Product
 - ➔ For example, different spreadsheets for Tier II, Residential FR and SC&I FR products
 - ➔ All shaded cells on Spreadsheet must be completed
- ❖ Bid Proposal Spreadsheets [must be submitted online by electronic file transfer](#) to the PPL Electric secure server

Full Requirements Bids are for Total Tranches

- ❖ All prices must be entered for a given number of Total Tranches Supplied:

Total Tranches Supplied	Bid Assurance Collateral Amount	Price (\$/MWh)
1	\$500,000	\$75.25
2	\$1,000,000	\$75.50
3	\$1,500,000	\$75.75
4	\$2,000,000	X

If Bidder does not wish to supply a price, an X must be entered

1 tranche for \$75.25/MWh

2 tranches for \$75.50/MWh

3 tranches for \$75.75/MWh

No Bid

- ❖ If the Bidder does not wish to bid for more than 3 tranches, an “X” is entered for the price for 4 Total Tranches Supplied.

LTAE C Bids are for Total Tranches

- ❖ All prices must be entered for a given number of Total Tranches Supplied

Example of Spreadsheet for Tier II AEC:

Total Tranches Supplied	Total AEC Quantities	Price (US\$/AEC)
1	26,451	\$0.15
2	52,902	\$0.30
3	79,353	\$0.40
4	105,804	X
5	132,255	X
6	158,706	X
7	185,157	X
8	211,608	X

If Bidder does not wish to supply a price, an X must be entered

1 tranche for \$0.15/AEC

2 tranches for \$0.30/AEC

3 tranches for \$0.40/AEC

No Bid

No Bid

No Bid

No Bid

No Bid

- ❖ If the Bidder does not wish to bid for more than 3 tranches, an “X” is entered for the price for 4, 5, 6, 7 and 8 Total Tranches Supplied.

Bids Submitted Online

- ❖ Bid Proposal Spreadsheets **must be submitted online by electronic file transfer** to the PPL Electric secure server
- ❖ Required password will be sent with Notification of Qualification
- ❖ Receipt will be confirmed by phone using contact information in Bid Proposal Spreadsheet and tag number will be provided
- ❖ RFP Manager will prompt bidders to read back a portion of submitted bids
- ❖ A Bidder can withdraw its Bid Proposal before deadline for bid submission by using the Binding Bid Withdrawal Agreement

What Happens if Bid Assurance Collateral Is Insufficient ?

- ❖ Bids will be modified if Bid Assurance Collateral is insufficient
- ❖ For **Full Requirements RFP**, the RFP Team will:
 - ❑ Determine the greatest number of whole tranches that the amount of the Bid Assurance Collateral is sufficient to support;
 - ❑ Remove unsupported tranches; first from product where there is the most competition, as measured by the ratio of the tranches bid to the number of tranches needed
- ❖ For **LTAEC RFP**, the RFP Team will:
 - ❑ Remove entire spreadsheet
- ❖ By submitting a Bid Proposal, Bidder is authorizing the RFP Manager to modify Bid Proposal documents in this manner

Solicitation Load Cap Enforced

- ❖ RFP Team will enforce the Solicitation Load Cap first and then the Aggregate Load Cap.
- ❖ Bids will be modified if sum of maximum number of tranches offered for Product(s) in a Customer Group exceeds the Solicitation Load Cap
- ❖ The RFP Team will:
 - ❑ Determine the greatest number of whole tranches that bidder is allowed to bid without violating Solicitation Load Cap
 - ❑ Remove unsupported tranches; first from product where there is the most competition, as measured by the ratio of the tranches bid to the number of tranches needed
- ❖ By submitting a Bid Proposal, Bidder is authorizing the RFP Manager to modify Bid Proposal documents in this manner

Aggregate Load Cap applicable to R and SC&I Groups

For each of Residential and Small C&I Groups:

- ❖ Bids will be modified if sum of the following exceeds 50% for any point in time during June 1, 2015 – May 31, 2017:
 - (i) % of default service load associated with tranches bid for Product(s) in Customer Group
 - (ii) % of full req. default service load bidder currently serves under DSP III
- ❖ RFP Team will remove tranches first from product where there is the most competition, as measured by the ratio of the tranches bid to the number of tranches needed
- ❖ By submitting a Bid Proposal, Bidder is authorizing the RFP Manager to modify Bid Proposal documents in this manner

Bids Evaluated on Price-Only Basis

- ❖ For each Product, the RFP Manager considers all combinations of Bids that fill needed tranches
- ❖ For each combination, the RFP Manager will calculate a Combination Average Price (“CAP”)
- ❖ The winning Bids will be those in the combination with the lowest CAP

Example of Bid Evaluation

Example: There are only two Bidders and 3 needed tranches

Bidder A	
Tranches	Price
1	\$75.00
2	\$76.00
3	\$76.50

Bidder B	
Tranches	Price
1	\$75.50
2	\$75.75
3	\$76.75

Bidder A	Bidder B	CAP
0	3	\$76.75
1	2	\$75.50
2	1	\$75.83
3	0	\$76.50

- ❖ The winning combination is when Bidder A supplies 1 tranche and Bidder B supplies 2 tranches
- ❖ Bidder A receives a price of \$75.00/MWh for 1 tranche
- ❖ Bidder B receives a price of \$75.75/MWh for 2 tranches

Practice and Training

- ❖ Guide to submission of Bid Proposal Spreadsheets will be available on the RFP Web site
- ❖ Qualified Bidders will have opportunity to practice the bid submission process on September 30
 - ❑ Participation information will be distributed when Qualified Bidders are notified on September 28

Technical Difficulties

- ❖ If a Bidder experiences technical difficulties, the Bidder should call the PPL Electric RFP Manager directly at:

(215) 568-0200

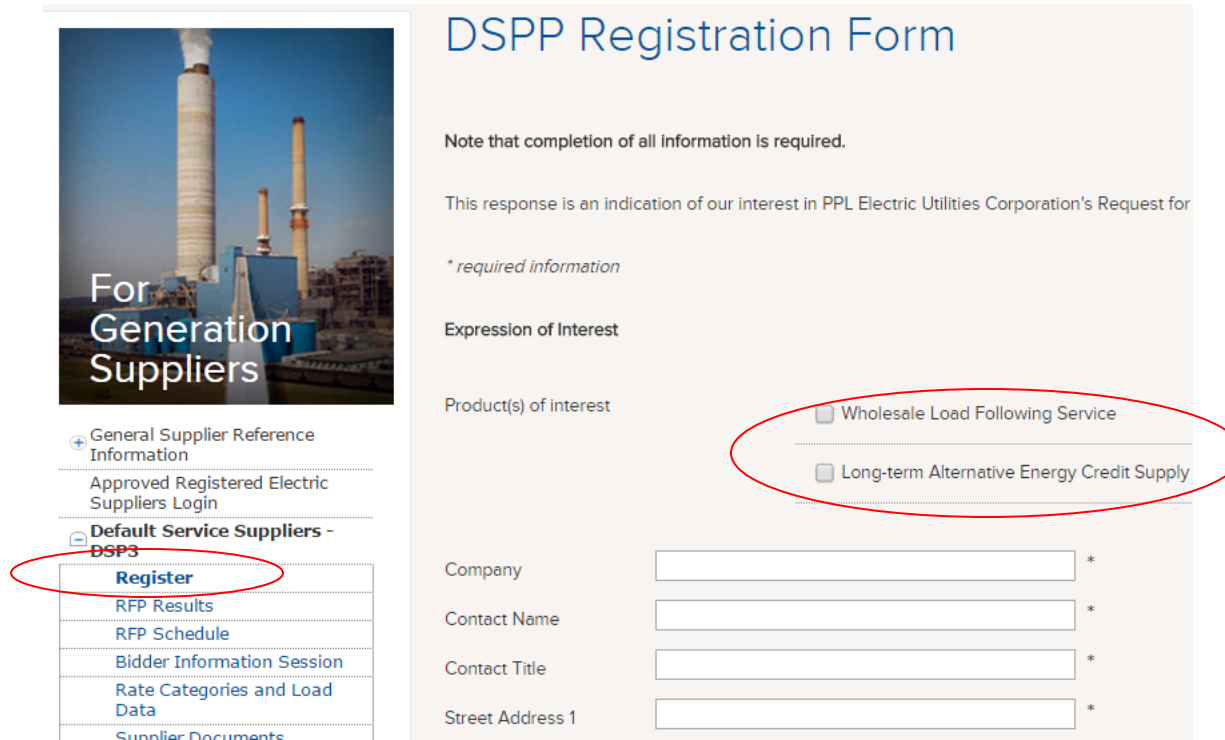
- ❑ PPL Electric RFP Manager will find an alternative method to ensure that all Bidders who wish to submit Bids may do so
- ❑ **Bidders should use this backup method only in an emergency**
- ❑ Bids submitted in this manner will not be disadvantaged, but Bids must still be submitted by the deadline

Exchange of Transaction Confirmations

- ❖ The PPL Electric RFP Manager submits a report on the results to PUC on **October 7 (Wednesday)**
- ❖ The PUC will issue its decision no later than:
 - ▣ **Full Requirements RFP**: October 8 (Thursday)
 - ▣ **LTAEC RFP**: October 13 (Tuesday)
- ❖ If the PUC approves the results, all winning Bidders will receive a Transaction Confirmation from PPL Electric (by email or fax) **on the same business day**, followed by two originals by overnight courier
- ❖ Winning Bidders must fully execute the Transaction Confirmation and send to PPL Electric (by email or fax) **by 2 p.m. on the next business day**, followed by one original by overnight courier
 - ▣ Bid Assurance Collateral may be forfeited if the winning Bidder fails to execute the Transaction Confirmation by the required deadline

RFD Web site

- ❖ Register / Submit Expression of Interest
- ❖ Receive emails and updates



For Generation Suppliers

- General Supplier Reference Information
- Approved Registered Electric Suppliers Login
- Default Service Suppliers - DSPP**
 - Register**
 - RFP Results
 - RFP Schedule
 - Bidder Information Session
 - Rate Categories and Load Data
 - Supplier Documents

DSPP Registration Form

Note that completion of all information is required.

This response is an indication of our interest in PPL Electric Utilities Corporation's Request for

** required information*

Expression of Interest

Product(s) of interest

- ☐ Wholesale Load Following Service
- ☐ Long-term Alternative Energy Credit Supply

Company *

Contact Name *

Contact Title *

Street Address 1 *

Data and Documents Provided on RFP Web site

- ❖ All documents required for qualifications
- ❖ Supplier Master Agreement and sample exhibits
- ❖ Standard forms of credit instruments
- ❖ Data to prepare bids
- ❖ Bid forms and Bid Submission Guide
- ❖ Results of prior solicitations under DSP I and DSP II

Posted Data

❖ Data posted include

- ❑ Load Data containing hourly load data and capacity data:
 - ➔ January 1, 2010 through May 31, 2015
 - ➔ Archived hourly load data from Jan. 2001 through December 31, 2009 is in a second file (archived in place)
- ❑ Billed Sales & Counts:
 - ➔ File contains customer sales and customer counts by rate class, broken down by shopping values, non-shopping values, and total customer values.
 - ➔ Data has been updated from January 2010 through July 2015
 - ➔ NOTE: Time of Use (“TOU”) data has been removed as TOU is no longer part of general default service load.
 - ➔ NOTE: Data reflects 100kW demand split for C&I customers starting in June 1, 2015.
- ❑ NYPA Supply data and Contract Information
- ❑ PJM Deration Factors
- ❑ PLC Summary Data

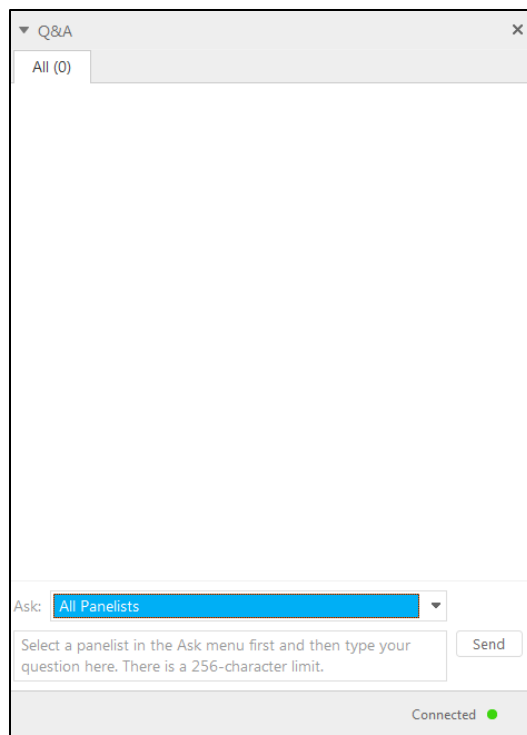
Submit your Questions Through the RFP Web Site

- ❖ You can go to the “Ask a Question” page of RFP Web site to contact the RFP Manager at

www.pplpolr.com
- ❖ All questions and answers are posted to the FAQ section of the RFP Web site (without revealing the identity of the asking party)
- ❖ The RFP Team is also available by phone or fax for urgent matters from this time until the PUC decision
 - ❑ By phone: **(215) 568-0200**
 - ❑ By fax: **(215) 568-9364**

Questions

- ❖ To submit questions to the presenters, **please locate the “Q&A” on the right hand side of your screen**, and select “All Panelists” in the “Ask” box; type in your question and click “Send” to submit your question



The screenshot shows a web interface for a Q&A session. At the top, there is a tab labeled 'Q&A' with a close button (X). Below the tab, there is a section titled 'All (0)'. The main area is empty. At the bottom, there is a section labeled 'Ask:'. It contains a dropdown menu with 'All Panelists' selected. Below the dropdown, there is a text input field with the placeholder text 'Select a panelist in the Ask menu first and then type your question here. There is a 256-character limit.' To the right of the input field is a 'Send' button. At the very bottom, there is a status bar that says 'Connected' with a green dot.