

# Bay Area Distributed Resource Adequacy Capacity RFP

## Pre-Proposal Webinar

November 12, 2019



# Participating Agencies



EBCE is a CCA that was formed in 2016 and began service in 2018. EBCE serves over 540,000 customer accounts representing a population of over 1.3 million people, 50,000 businesses, and approximately 6,000 gigawatt hours (“GWh”) of annual load.



PCE is a CCA that was formed in 2016 and began service in 2016. PCE serves approximately 300,000 customer accounts representing a population of over 700,000 people with 3,600 GWh of clean electricity annually.



SVCE is a CCA that was formed in 2016 and began service in 2017. SVCE serves approximately 270,000 residential and commercial customer accounts representing over 3,800 GWh of annual load.



SVP is a municipal utility founded in 1896. SVP serves the City of Santa Clara with a service area of approximately 19 square miles.

# RFP Purpose: Resource Adequacy & Resilience

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EBCE, PCE, SVCE and SVP are seeking proposals for a comprehensive offering to provide Resource Adequacy (RA) capacity and resilience to their residential and commercial customers through the development of customer-sited Distributed Energy Resources (DERs).



\*Note: The cities of Alameda, San Jose, Palo Alto, Pleasanton, Newark and Tracy are outside of the service areas of the soliciting agencies.

# RFP Purpose & Goals cont.

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- The LSEs are seeking to expand the market for distributed RA capacity and accelerate the adoption of DERs in their service territories.
- The LSEs are looking to support the deployment of meaningful resilience projects for their customers to address Public Safety Power Shutoff (PSPS) impacts.
- The LSEs are seeking to procure economically viable and competitive RA capacity.



# Mandatory Proposal Parameters

Proposal Parameters	Highlights
1. Proposed Capacity: Amount, Type, RA Mechanism	<ul style="list-style-type: none"><li>• Total capacity, deployment date &amp; contract term (entered in Capacity &amp; Pricing Form).</li><li>• Specific attributes of any local/flex RA proposed noted in the narrative</li><li>• Specify RA mechanism. Proxy Demand Response (PDR) expected to be primary RA mechanism, not required</li></ul>
2. Deployment Timeline	<ul style="list-style-type: none"><li>• Deployment aligned with PSPS, IRP &amp; RA filings</li><li>• Sept. 2020 and June/Sept. 2021</li><li>• Each LSE has deployment targets (RFP p. 11)</li></ul>
3. Target Site Types & Priority Customer Categories	<ul style="list-style-type: none"><li>• Across entire solicitation, each LSE has minimums for residential capacity, no minimums for commercial (RFP p. 15)</li><li>• For each proposal, each LSE has requirements for capacity on DAC, low income, medical baseline (RFP p. 15)</li><li>• RFP specific definitions provided for site types &amp; customer categories</li></ul>

# Mandatory Proposal Parameters cont.

Proposal Parameters	Highlights
4. Eligible DER System Types	<ul style="list-style-type: none"><li>• List of eligible DER system types provided including; new and existing BES, PV+BES and BES retrofits</li><li>• All systems must meet CAISO requirements for given RA mechanism (PDR or other)</li><li>• PV/BES are expected to make up bulk of capacity but DR &amp; other creative solutions are encouraged</li></ul>
5. Eligible Project Locations	<ul style="list-style-type: none"><li>• Systems serving each LSE should be within communities served by that LSE. (RFP p. 17)</li><li>• LSEs won't automatically exclude offers of RA from projects outside specified communities, but reserve the right to exclude them as non-conforming</li></ul>
6. Go-to-Market & Customer Engagement Strategy	<ul style="list-style-type: none"><li>• Covered in detail on upcoming slide.</li><li>• Available Marketing Assets provided by all LSEs included on RFP p. 18</li></ul>

# Mandatory Proposal Parameters cont.

Proposal Parameters	Highlights
7. Workforce Development Requirements	<ul style="list-style-type: none"><li>• A workforce plan for project development, construction and maintenance must be included, pursuant to LSE requirements</li><li>• Workforce requirements by LSE included on RFP p. 19-20.</li></ul>
8. Safety & Fire Protection	<ul style="list-style-type: none"><li>• A description of Proposer's approach to safety and fire prevention for all proposed projects must be included.</li><li>• Discussion of compliance with NFPA 855 must be included.</li></ul>
9. Certifications & Standards	<ul style="list-style-type: none"><li>• Must confirm that all proposed equipment is compliant with relevant certifications and standards.</li><li>• Example certifications &amp; standards included on RFP p. 21-22. Proposers should only include certifications &amp; standards relevant to their proposed technology</li></ul>

# Go-to-Market & Customer Engagement Strategy

- Strategy for driving deployment of the portfolio of aggregated DER systems
- **Go-to-Market Continuum:** Continue existing marketing activities v.s. create entirely new product offering (and anywhere in between)
- **Customer Engagement Strategy:** How will LSE marketing assets be leveraged to reach customers, particularly priority customers?
- **Line-item explanation:** Interaction between incentives, financing mechanisms, RA payment, and customer value proposition.
  - How will system operations be optimized between customer value streams and RA/wholesale market price exposure?



# Overview of Pricing & Capacity Form

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- Purpose: To solicit uniform pricing proposals that enable an apples to apples comparison during Proposal Evaluation.
- Any nuance in specific proposals should be captured in the proposal narrative (Mandatory Proposal Parameter 1).
- Proposers should submit a different pricing sheet for each LSE and each sector (Residential or Commercial).
- All numbers used in walkthrough are for illustrative purposes only.
- **Final pricing will be determined during contract negotiations.**



# RFP Timeline (subject to revision)

Event	Date
Issuance of RFP	November 5th, 2019
Informational Webinar	November 12th, 2019, 1:30-3:00pm
Representative Data Available	November 15th, 2019
Webinar Addendum Issuance	November 19th, 2019
Deadline for Questions	5pm PST, November 22nd, 2019
Deadline for Data Requests	5pm PST, December 4th, 2019
Addendum Issuance	December 4th, 2019
Final Proposals Due	5pm PST, December 23rd, 2019
Proposal Review	December 23rd, 2019 - January 17th, 2020
Interviews	January 20th-24th, 2020
Selection of Preferred Awardee(s)	February, 2020
Contract Negotiation Period	February, 2020
Notice of Intent to Award	March 2020
Board Meeting for Approval	April 2020

# Solicitation Process

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- **Data Provision Process:** Interested parties should contact [jross@ebce.com](mailto:jross@ebce.com) by December 4<sup>th</sup> to receive data sample.
- Proposals are submitted and reviewed by each LSE. *Note: Proposers can submit to any combination of LSEs and for any combination of Site Types (residential, commercial or both)*
- Proposals for each LSE should be submitted by email directly to the Authorized Contact for the relevant LSE.
- Each LSE conducts, interview and contract negotiations individually.



# Evaluation of Proposals

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- As previously stated, each LSE will review their received proposals individually.
- All LSEs will evaluate residential and commercial proposals separately and compared to equivalent proposals, even if they are submitted by the same Proposer.
- The LSEs reserve the right to discuss proposals internally in order to establish regional best practices.
- LSEs reserve the right to negotiate contracts with one or more Awardees



# Evaluation Weighting Criteria

Evaluation Category	EBCE	PCE	SVCE	SVP
Completeness of RFP Response	Pass/Fail			
Capacity Requirements & Deployment Timeline	Pass/Fail			
Technology Safety Certification & Standards	Pass/Fail			
Installed Storage projects have islanding capability and provide backup power	Pass/Fail			
Pricing	40%	40%	Weighting TBD	Considered
Experience Developing Similar Projects & Providing RA Capacity	15%	25%	Weighting TBD	Considered
Experience and Qualifications of Personnel	10%		Weighting TBD	Considered
Quality and Detail of Go-to-Market & Customer Engagement Plan	15%	25%	Weighting TBD	Considered
Proposed Fire Safety Measures	10%	Pass/Fail	Weighting TBD	Considered
Local Hiring/Workforce Development	10%	Pass/Fail	Considered but not mandatory	Considered but not mandatory
Innovation	N/A	10%	Weighting TBD	Considered

# Questions?



# Contact Info

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**Prior to Proposal submission all questions should be directed to:**

JP Ross

Senior Director of Local Development

East Bay Community Energy

E-mail Address: [jross@ebce.com](mailto:jross@ebce.com)

Proposals will be submitted directly to each LSE, after which authorized representatives (found on RFP p.6) from each LSE will be in touch with relevant Proposers as needed.

