**ACES 2 RFO Seller Proposal Letter Guidelines**

Below are guidelines and examples for the required Seller Proposal Letter.

If you are submitting multiple Projects, then please **compose one single Seller Proposal Letter to cover all Projects and Offers**.

**HEADER OF SELLER PROPOSAL LETTER**

* SPL\_[Company Short Name], [Product Type]
  + Example: SPL\_Bob’s House of Storage Inc., IFOM Storage

**CONTENT OF SELLER PROPOSAL LETTER**

**Description and Status of Project(s)**

* Name
* Technology
* Total Capacity (MW) to be installed/aggregated
* Seller’s (non-binding) characterization of incrementality classification: e.g., wholly incremental, partially incremental (for BTM Demand Response only; refer to Attachment F of the RFO Instructions)
* Interconnection location (descriptive circuit name(s) and relevant 220/66kV Substation)
* Interconnection Plan (e.g., Rule 21 Non-Export Fast Track, WDAT Queue Cluster #10)
* Status of the following, as applicable:
  + Interconnection study phase (e.g., entered WDAT Queue Cluster #11; entered Fast Track and will enter the DGD process to be allocated RA credits)
  + Project development/equipment procurement/site identification or control (e.g., have identified building, negotiating with building owner)
  + Customer aggregation (e.g., none to date - to hire salesforce upon shortlist)
* Site Control (not started, in negotiations, project site secured via ownership, project site secured via a lease option, etc.)
* General description of the development and operation of the Project (e.g., high-level construction timeline, ability to provide ancillary services, operational history of project’s technology, source and lead time of major components, etc.)

**[see next page]**

**Listing of all Offers/Variations Associated with Project(s), as applicable**

* Identify and number all Offers/variations
* Expected Initial Delivery Date (IDD)
* Agreement type(s) (e.g., IFOM Energy Storage RA-Only)
* Term (yrs)
* Capacity (MW)
* Energy Availability/Duration (e.g., 4 hr battery storage)
* Flat Price, Price with annual escalations
* Variable Operations and Maintenance (VOM) and Variable Asset Replacement Charge (VARC) Price (for IFOM RA with Put only)
* Price assuming SGIP participation, Price assuming no SGIP participation
* Located in a Preferred Location (if applicable)
* Participation of project/Offer in any other SCE customer program, tariff, other SCE solicitation (e.g. Moorpark/Goleta LCR RFP, etc.)

Examples:

**Demand Response Offers**

|  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- |
| **Offer Name** | **IDD** | **Term** (Yrs) | **Capacity** (MW) | **Duration** (Hrs) | **Capacity Price** ($/kW-mo) | **Energy Rate** ($/MWh) | **Substation**  **Location** | **(Expected) Participation in:** |
| Offer 1 | 12/01/20 | 10 | 5 | 4 | $2.00 | $40.00 | Villa Park | SGIP |
| Offer 2 | 01/01/21 | 5 | 5 | 5 | 3.00 | $10.00 | Villa Park | SGIP |

**IFOM ES Offers**

|  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- |
| **Offer Name** | **Product** | **IDD** | **Term** (Yrs) | **Capacity** (MW) | **Duration** (Hrs) | **Capacity Price** ($/kW-mo) | **Substation**  **Location** | **(Expected) Participation in:** |
| Offer 3 | RA Only | 3/01/21 | 10 | 10 | 4 | $2.00 | Santa Clara | LCR RFP |
| Offer 4 | RA w/ Put | 3/01/21 | 10 | 10 | 4 | 4.00 | Santa Clara | LCR RFP |

*Note: Tables are illustrative only. For IFOM Energy Storage RA with Put Offers, table could include VOM and VARC Price information.*

**Mutual Exclusivity/Mutual Inclusivity, Volume Limits**

Please include both a very descriptive narrative and a table that details any selection requirements, restrictions, combinations, etc. that dictates SCE’s selection ability. Information should align with Offers provided in Offer Workbooks and Mutual Exclusivity-Inclusivity Template.

Example Narratives:

* 4 Offers total for 2 Product types (2 ES-RA Put and 2 ES-RA Only) submitted into RFO. SCE can only select 2 of the 4 Offers; for instance, SCE can only select 2 ES-RA Put Offers or 2 ES-RA Only Offers, or 1 of each
* 8 BTM Demand Response Offers for a total of 10 MW submitted into RFO. SCE can select any combination of offers so long as the total volume of Offers does not exceed 5 MW.
* 2 Demand Response Offers for a total of 3 MW: 1 MW based on customers in the Goleta distribution system, and 2 MW based on customers in the Santa Clara distribution system. These 2 Offers are mutually ***in***clusive in that SCE must select both Offers.
* 16 individual Offers total submitted. These 16 Offers are grouped into 4 Offer grouping, each group consisting of 4 individual offers. Offers within a given group are mutually ***in***clusive meaning if SCE selects 1 Offer, then SCE must select all remaining offers in ***that group***. However, each group is mutually exclusive of the other groups meaning SCE can only select 1 group and none of other 3 groups.

Example Tables:

|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
| **Mutual Exclusivity** | Offer 1 | Offer 2 | ACES 2 Offer 3 | ACES 2 Offer 4 | LCR RFP Offer 5 | LCR RFP Offer 6 |
| Offer 1 |  | X |  |  |  |  |
| Offer 2 | X |  |  |  |  |  |
| ACES 2 Offer 3 |  |  |  | X | X | X |
| ACES 2 Offer 4 |  |  | X |  | X | X |
| LCR RFP Offer 5 |  |  | X | X |  | X |
| LCR RFP Offer 6 |  |  | X | X | X |  |

|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
| **Mutual Inclusivity** | Offer 1 | Offer 2 | ACES 2 Offer 3 | ACES 2 Offer 4 | LCR RFP Offer 5 | LCR RFP Offer 6 |
| Offer 1 | X |  |  |  |  |  |
| Offer 2 |  | X |  |  |  |  |
| ACES 2 Offer 3 |  |  | X |  |  |  |
| ACES 2 Offer 4 |  |  |  | X |  |  |
| LCR RFP Offer 5 |  |  |  |  | N/A |  |
| LCR RFP Offer 6 |  |  |  |  |  | N/A |

Offers in Moorpark Sub Area. Offerors who previously submitted Offers for the 2018 Moorpark Local Capacity Requirements/Goleta Resiliency Request for Proposals (“LCR RFP”) are strongly encouraged to also submit Offers for the 2018 ACES 2 RFO. **Offerors must indicate whether their Offers are mutually exclusive of each other between the two solicitations** (i.e., a set of Offers from which SCE can select only one Offer; common when submitting multiple Offers from a single project). **Note:** If Offers submitted into the two solicitations have different prices for the same project, Offerors are required to substantiate the difference in pricing. Offers **CANNOT** be submitted mutually inclusive of each other across solicitations.

**Offeror Information**

* Company Name, location, website, years in existence
* Identify business partners (financial backers, transmission consultants, etc.)
* Experience with energy storage projects in general, and the development of the same DER technology as the one(s) being submitted in this RFO
* Financial Strength
* History of participation in electric utilities’ RFOs
* Listing or website showing MW and Projects of contracted, in-development, and operating energy assets, preferably those that are similar to the technology being offered in this RFO
* Access to major equipment/experience with equipment sourcing and supply chain management
* Any of the above bullet points that pertain to company principals (individual employees)

**Anticipated Development Challenges**

* Provide a narrative of any challenges you perceive with respect to anything related to the contracting, siting, permitting, interconnection, equipment sourcing, and/or operation of your project. Include a description of your strategy and/or ability to overcome these challenges to successfully construct your project in the region targeted in this RFO by your expected online date. **This includes:**
  + **a description of Offeror’s ability to meet the COD and NQC delivery requirements** (to the extent that NQC is applicable to your project/Offer).

**PSA Contracting Preference**

* Describe your preference with respect to contracting for the Project(s) and/or Offer(s)
  + Example: As explained above, SCE may select up to 10 MW of IFOM Energy Storage Offers, but we prefer to enter into a separate contract for each 2 MW tranche of Offers selected (e.g., 5 separate PSAs if all 10 MWs are selected)
  + Example: I prefer to contract my IFOM ES project pursuant to the IFOM ES RA-Only pro forma for the IFOM ES product type.
  + Example: Pertaining to my 2 mutually inclusive Offers (1MW based on electric customers in the Goleta distribution system, and 2MW based on electric customers in the Santa Clara distribution system), I prefer one contract (PSA) to include both Offers.

**[end of doc]**