



# AEP Ohio Competitive Bidding Process November 2016 Auction

Bidder Webcast Monday, August 22, 2016



#### **Disclaimer**

Any statements herein describing or referring to documents and agreements are summaries only, and are *qualified in their entirety* by reference to such governing documents

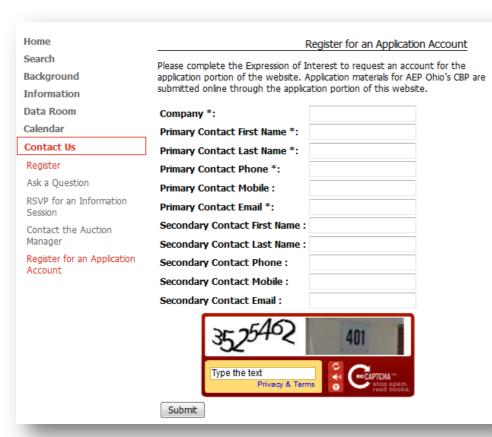
- These governing documents include:
  - PUCO decisions in Case No. 13-2385-EL-SSO related to AEP Ohio's third Electric Security Plan ("ESP III")
  - Bidding Rules for the Auctions Under the Competitive Bidding Process of Ohio Power Company ("CBP Rules")
  - Master Standard Service Offer ("SSO") Supply Agreement
  - Rules and Protocols for Participation by Associated Bidders
  - Part 1 Application
  - Part 2 Application

Please see the CBP website for complete documentation http://www.aepohiocbp.com/



#### **CBP Website is Central Source of Information**

#### www.AEPOhioCBP.com



#### **Contact Us / Register**

Sign up for email alerts

#### Contact Us / Ask A Question

- Allows bidders to ask questions
- All Q&As posted as FAQs

### Get account for Application website

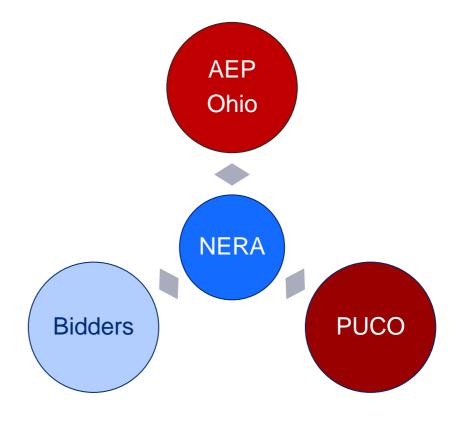
 Username and password for access to forms

This presentation as well as questions and answers will be posted to the CBP website



#### **NERA's Role as Auction Manager**

Role	Description
Communication	To be the main point of contact with bidders
CBP Rules	To ensure the CBP Rules, as approved by the PUCO, are followed
Qualifications	To ensure bidder qualifications are evaluated equitably and fairly
Auction	To administer the Auction
Results	To present results to PUCO





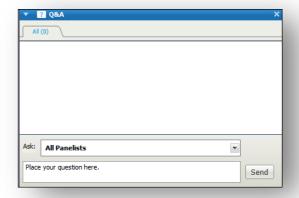
#### **Agenda**

- 1. Overview of this Auction
- 2. Product Design and Contract
- 3. Application Process
- 4. Bidding in the Auction
- 5. CBP Website



#### Ask a Question during the Webcast

- Questions will be taken in writing through the WebEx interface:
  - Locate the "Q&A" on the right hand side of your screen
  - Select "All Panelists" in the "Ask" box
  - Type in your question including the relevant slide number
  - Click "Send" to submit your question
- We will respond to questions as we go along as practicable and we will also pause to provide responses:
  - After Part 2 on "Product Design and Contract"
  - At the end of the presentation





## Part 1 Overview

© NERA Economic Consulting



#### **Upcoming Auction is on November 7, 2016**

- The date has changed!
- This is the fifth of a series of six full requirements auctions





#### **NEW for November 2016 Auction**

- No additional pre-bid security is required
- New and improved platform for the Part 1 and Part 2 Applications



#### Results of Last Auction Held March 29, 2016

Registered Bidders	15
Rounds in the Auction	14
Range of Starting Price	\$70/MWh - \$90/MWh
Delivery Period Start	June 1, 2016

Product	Tranche Target	Clearing Price (\$/MWh)
24-month	17	46.24

PUCO accepted results on March 31, 2016.



#### **Product Description**

Product	Load-following, slice-of-system, full requirements.  Denominated in tranches	
Tranche	a percentage of the load of SSO customers	
SSO Customers	those customers who take retail generation service from AEP Ohio, excluding PIPP customers	
Delivery Point	Pnode ID 1269364670	
LSE Responsibility	is assumed by the SSO Supplier, including scheduling SSO Supply and making arrangements for delivery of SSO Supply	



#### **Supply Will Be Divided into Tranches**

#### **Auction Date**

Monday, Nov. 7

Product Type	Delivery Period	Tranche Target	Load Cap	Tranche Size
12-month	June 2017- May 2018	17	13	1%



#### **Auction Format is a Clock Auction**

- Multiple tranches of a single term
- Multiple rounds
  - Each round, suppliers state how many tranches they want to supply at the going price announced by the Auction Manager
  - From one round to the next, auction continues and price ticks down if there is excess supply
- No sealed bid round: bidders provide exit prices as they withdraw tranches throughout the auction
- Auction establishes a single clearing price



#### **Announcement:** Minimum and Maximum Starting Prices, MW-Measure

— The minimum and maximum starting prices are:

Max	\$90/MWh
Min	\$70/MWh

- The PLC (MW) is based on the five highest coincident peaks experienced by PJM in 2015 for SSO customers (i.e., non-shopping only)
- The MW-measure is provided for references purposes only

PLC (MW)	2,432
MW-measure*	24.32

 The MW-measure is the weighted average of: (1) MW-measure applicable to the first three auctions that include PIPP load; and (2) MW-measure in the last three auctions that provide supply for SSO customers only



#### **Announcement: Seasonal Factors**

Suppliers are paid the auction clearing price for each MWh of supply during the delivery term



ANNOUNCEMENT: Seasonal Factors
Summer (June to September): 1.00
Non-Summer (October to May): 1.00



#### **Key Events**

M	Т	W	Th	F
Sep. 5	P1 Window 6 Opens	7	8	9
12	13	14	15	16
19	20	21	22	P1 23 Due
26	27	28	P1 29 Notification	P2 Window 30 Opens
Oct. 3	4	5	6	7
10	11	12	13	14
17	18	19	P2 20 Due	21
24	25	26	P2 Notification	Trial 28 Auction
31	Nov.	2	3	4
Auction 7 Starts	8	9	10	11

By September 6: Bidders can access account for application website

#### **Announcements**:

August 22: Tranche target, tranche size, MW-measure, and range of starting price

October 14: Update to seasonal factors and MW-measure

**November 1:** Registered Bidders informed of round 1 price

© NERA Economic Consulting



#### **Application Process is Online**

#### Part 1 Application (Sept. 06 – Sept. 23)

- Provide contact and company information
- Upload Inserts
- Upload required supporting documents

#### Part 2 Application (Sept. 30 – Oct. 20)

- Provide information and indicative offer
- Upload Inserts
- Provide hardcopy of pre-bid letter of credit or wire cash

No hardcopy of application forms required!



#### **Post-Auction: PUCO Approval and Power Flow**

- Auction results are contingent on final PUCO approval
- Auction Manager submits a confidential report on auction results to PUCO on the day the auction closes
- PUCO will issue a decision within two days of auction close
  - If PUCO does not act within this window, auction results are deemed accepted
- PUCO may publicly release the auction clearing price and the names of the winning bidders from the auction
- Master SSO Supply Agreement fully executed and winning bidders fulfill creditworthiness requirements within three days of the Commission's acceptance of results



## Part 2 Product Design and Contract

© NERA Economic Consulting



#### **Full Requirements**

- SSO Suppliers:
  - Will assume all responsibilities of an LSE
  - Are responsible for providing full requirements service to SSO customers of AEP Ohio, excluding PIPP customers, and to bear all costs that are associated with this responsibility
- Full requirements service and the LSE obligations of SSO
   Suppliers are defined in the Master SSO Supply Agreement

Attachment F of the Master SSO Supply Agreement: Sample PJM Invoice



#### **Supplier Obligations**

### Suppliers provide

 Energy, capacity, ancillary services, certain transmission services, as well as any other service as may be required by PJM

## AEP Ohio provides

- Firm Transmission Service from the Delivery Point
- other FERC-approved nonmarket-based charges
- renewable resource requirement



#### What are SSO Customers?

- SSO customers take retail generation service from AEP Ohio
  - SSO customers have NOT switched to a Competitive Retail Electric Service ("CRES") Supplier

#### Includes

- Residential Customers
- Commercial / Industrial Customers
- Lighting Customers
- Special Contract Customers
  - Excludes PIPP customers



### **Credit Requirements under the Master SSO Supply Agreement**

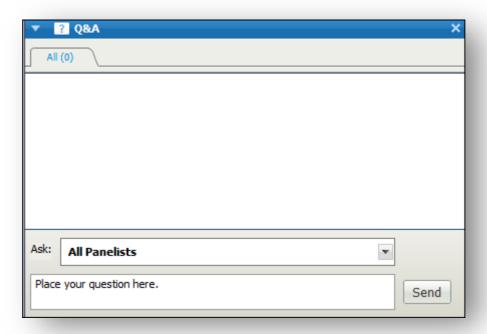
#### Two Credit Requirements and Two Unsecured Credit Lines:

- Independent Credit Requirement (ICR) and the Independent Credit Threshold (ICT)
  - Amount required per tranche; declines throughout the term of the Master SSO Supply Agreement
- Mark-to-Market (MTM) and Credit Limit
  - Differences between the prevailing market prices on a valuation date and the market prices in effect on the date the auction is completed
- Credit Limit and Independent Credit Threshold will depend upon a credit evaluation
- Form of Guaranty and Form of Performance Assurance Letter of Credit provided as attachments to the Master SSO Supply Agreement



#### **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 "Send to" box; type in your question and click "Send" to submit your question





# Part 3 | Application Process



### Register for your Online Application Account Only for NEW bidders

#### www.AEPOhioCBP.com

Home	Register for an Application Account	
Search	Please complete the Expression of Interest to request an account for the application	
Background	portion of the website. Application materials for AEP Ohio's CBP are submitted online	
Information	through the application portion of this website.	
Data Room	Company *:	
Calendar	Primary Contact First Name *:	
Contact Us	Primary Contact Last Name *:	
Register	·	
Ask a Question	Primary Contact Phone *:	
RSVP for an Information	Primary Contact Mobile :	
Session	Primary Contact Email *:	
Contact the Auction Manager	Secondary Contact First Name :	
Register for an Application Account	•	
Account	Secondary Contact Last Name :	

Returning bidders will receive reminder of login credentials by email from the Auction Manager

### Contact Us / Register for an Application Account

#### Alternatively, email AEP-CBP@nera.com with:

- Company name
- full name of contact
- phone and alternate number
- email address



#### **Application Process Features and Reminders**

- Application process for returning bidders is streamlined
  - Reminder of login credentials will be sent to returning bidders
  - Part 1 Form pre-populated with previously submitted contact information and PJM information
  - All bidders (including returning bidders) must provide financial information and make certifications
- Inserts. Bidders download, prepare, sign, and upload their own "Inserts" with their applications

 Acceptable modifications of credit documents will be posted on the CBP website



#### List of Inserts and to whom they apply

#	Insert	Applies to
P1-1	Representative Designation Insert (retained for returning bidders)	REQUIRED of all Bidders
P1-2	Representative Responsibilities Insert (retained for returning bidders)	REQUIRED of all Bidders
P1-3	Designation of Nominees Insert	OPTIONAL
P1-4	Legal Representative Insert (retained for returning bidders)	REQUIRED of all Bidders
P1-5	PJM Requirements Insert	Special Circumstances: Bidders that are not PJM LSEs
P1-6	Certifications Insert	REQUIRED of all Bidders
P1-7	Foreign Applicant Certification Insert	Special Circumstances: Bidders that are Foreign Applicants
P1-8	Foreign Guarantor Certification Insert	Special Circumstances: Bidders with Foreign Guarantors
P1-9	Bidding Agreement Insert	Special Circumstances: Bidders in Bidding Agreements

27 © NERA Economic Consulting



#### **Up-Front Requirements for Part 1 Are Simple**

#### 1. Applicant's Contact Information

- Representative: Represents the Applicant in the auction
- Legal Representative in Ohio: Agrees to accept service of process
- Nominees (optional): to be included in electronic communications from the Auction Manager to the bidder along with Representative

#### 2. PJM requirements

- Qualified as a "Market Buyer" and "Market Seller"
- Qualified as a "Load Serving Entity"

Notifications sent to Representative and Nominees by email



#### Certifications, Financial Information, and Documents

#### Certifications

- Agree to terms of Master SSO Supply Agreement
- Agree to CBP Rules
- Keep information related to the auction confidential

#### 4. Financial Information

- Annual and quarterly financial statements
- Credit ratings
- Additional information for foreign applicants or guarantor
- Submit via upload to application website

#### 5. Request for modifications to pre-bid credit instruments (optional)

- Submit redline via upload to application website
- Any modification accepted for one bidder will be made available to all bidders on an optional basis

New and Returning Bidders
Provide This Information and Documents



#### Part 2 Application: To Be Registered as a Bidder

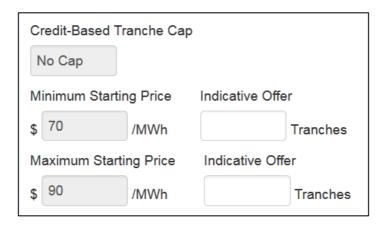
- 1. Submit an indicative offer
- 2. Submit pre-bid security
- 3. Make certifications including compliance with Rules related to Associations and Handling of Confidential Information
- 4. Provide additional certifications

Requirements for new and returning bidders are the same In the Part 2 Application



#### **Indicative Offer**

- Submit an indicative offer the maximum number of tranches that the bidder is willing to bid
  - At the minimum starting price and at the maximum starting price



- The indicative offer at the maximum starting price determines:
  - The maximum number of tranches that the bidder can bid in the auction (the initial eligibility)
  - The amount of pre-bid security required with the Part 2 Application



#### **Bidders are Subject to Load Caps**

- A bidder cannot bid or win more than 80% of the tranches available at the start of the auction
- Credit-based tranche caps are determined by credit ratings and is an overall cap in effect across all auctions under the CBP

Credit I				
S&P	S&P Moody's Fitch			
BB and above	Ba2 and above	BB and above	No cap	
BB-	Ba3	BB-	10	
Below BB-	Below Ba3	Below BB-	5	
Not rated			5	



#### **Additional Part 2 Requirements**

#### 2. Submit pre-bid security

- Each Qualified Bidder must submit a letter of credit or cash in an amount of \$500,000 per tranche of its indicative offer at the maximum starting price
- No Additional pre-bid security is required

#### Certify compliance with Associations and Confidential Information Rules (see Article X of CBP Rules)

- Certify that applicant is not "associated with" another Qualified Bidder to promote competitiveness of the auction
- Keep information related to the auction confidential

#### 4. Provide Additional Certifications

- Agree that bids in auction will be a binding obligation
- Agree not to assign rights as Registered Bidder



#### List of Inserts and to whom they apply

#	Insert	Applies to
P2-1	Cash Certification Insert	Special Circumstances: Bidders that submit cash as pre-bid security
P2-2	Certifications Insert	REQUIRED of all Bidders

© NERA Economic Consulting



## Part 4 Bidding in the Auction

© NERA Economic Consulting



### **Rounds Have Three Phases**

### **Bidding Phase**

- Suppliers state how many tranches they want to supply at going price in round
- Auction Manager informs Registered Bidders of Round 1 price three days before auction

### **Calculating Phase**

 Auction Manager tabulates the results of that round's bidding phase and calculates the price for the next round

### **Reporting Phase**

- Information provided to bidders:
  - Excess supply range; and
  - Going price for next round





### **Bid in Round 1**

- A bid in round 1 is a number of tranches that the bidder is willing to supply at the round 1 price
- Bidder cannot bid more than its initial eligibility
  determined by the indicative offer at the maximum
  starting price
- Bidder will not be able to increase the number of tranches bid throughout the auction



# **Possible Reduction of Tranche Target**

- If there is insufficient supply to ensure competitive bidding, the Auction Manager has the discretion to reduce the tranche target
- The criteria that could lead to such a reduction will be determined prior to the auction, but will not be announced to bidders
- Once certain pre-specified criteria have been met, the discretion to reduce the tranche target will be eliminated



# **Sample Reports**

### **Bidder sees:**

- Range of excess supply
  - Range provided includes actual excess supply
- The next round price
- The result of the bidder's own bid

Report: Round 1			
Excess Supply	51-55		
Round 2 price (\$/MWh)	67.75		

Bidder has no information about others' bids, identities or eligibilities



### **Information in Bidder User Manual**

- Decrement is related to amount of excess supply left in the auction
  - Formula or table for determination of decrement provided to bidders
  - Auction Manager has discretion to override decrement
- Possible ranges of excess supply provided in Bidder User Manual
- Bidder User Manual provided to Registered Bidders



# **Bidding in Round 2 and Subsequent Rounds**

## In response to reduced prices, a bidder may:

- Leave bid unchanged
- Reduce the number of tranches the bidder is willing to supply by withdrawing tranches from the auction
- Bidder cannot bid more than its eligibility
  - In round 2, eligibility is the number of tranches bid in round 1
  - In round 3 and all subsequent rounds, eligibility in a round is the eligibility in the prior round less any tranches that were withdrawn from the auction



# **Withdrawing Tranches**

 When reducing the number of tranches bid, a bidder must provide an exit price

Price Round 1 (\$/MWh)	70.00
Bid Round 1 (tranches)	3
Price Round 2 (\$/MWh)	65.75
Bid Round 2 (tranches)	2
Exit Price	67.37

- Exit price is a last and best offer
  - Above current going price
  - Below or equal to previous going price



### **How Does the Auction Continue and Close?**

- Auction continues as long as there is excess supply:
  - When there are more tranches bid than there are available
- When the auction closes, a uniform price is determined that is the auction clearing price
- Two cases on how the auction clearing price is determined:
  - when the number of tranches bid is equal to the number of tranches available, the auction clearing price is the price of the final round
  - when there are fewer tranches bid than tranches available, the auction clearing price is lowest exit price at which all tranches available are filled



# **Auction Clearing Price Example**

Round	Price \$/MWh	Bidder A	Bidder B	Bidder C	#Bid	Target	#Bid – Target
R11	39.42	7	8	4	19	17	2
R12	38.68	5	7	2	14	17	-3

Tranches withdrawn	2	1	2
Exit Prices	38.69	38.99	39.42

Retained Tranches	2	1	0
Auction Clearing Price		\$38.99	

### To fill the tranche target of 17 tranches:

- 1. take 14 tranches bid at going price
- 2. take 2 tranches at \$38.69
- 3. take 1 tranche at \$38.99

Auction clearing price is \$38.99/MWh, the lowest price at which all tranches available are filled



# **Basics of the Bidding Methods**

- 1. Bidders submit bids online using the Auction Software. The Trial Auction (Friday, October 28, 2016) is the bidders' opportunity to practice
- 2. The backup bid procedure is by phone
- 3. The last bid submitted and verified by the bidder in the bidding phase and processed by the Auction Software is the bid that counts. A backup bid counts when entered and verified by the Technical Assistant in the bidding phase and processed by the Auction Software, not when it is called in
- 4. It is the bidder's responsibility to get a bid in on time. It is the bidder's responsibility to ascertain the system needed to minimize the chance that technical difficulties will impair its ability to bid in the auction
- 5. If providing a backup bid, it is the bidder's responsibility to provide a complete bid consistent with the CBP Rules



# **System Requirements are Minimal**

Ctand	la ra	D	
Stand	laru	P	ب

Windows 7, Windows 8, Windows 10, Windows Vista, or MacOS 10.7

### **Internet Connection**

Primary access through a company network Secondary Access through an alternative ISP

# Supported Web Browser

Internet Explorer 9 or later, as well as the most recent versions of Mozilla Firefox or Apple Safari

### **Backup Systems**

Consider having backup laptop and backup connection, Bidding teams in two geographical locations



# Part 5 | CBP Website

© NERA Economic Consulting

### www.AEPOhioCBP.com

Contact Us

PIPP RFP

**Application Website** 





### AEP Ohio Competitive Bidding Process for SSO Supply

# Home Search This Ohio Power Company ("AEP Ohio") website provides information to prospective suppliers that seek to provide full requirements service for AEP Ohio's Standard Service Offer ("SSO") customers through a Competitive Bidding Process ("CBP"). This site contains the official documents and announcements related to the CBP. NERA Economic Calendar Calendar



### Important Dates:

- Fri 8/12/2016 Deadline to Submit Documents for Alternate Guaranty Process
- Mon 8/22/2016 Bidder Information Session
- Mon 8/29/2016 Alternate Guaranty Process Ends

#### Recent Announcements:

07/29/2016 - POSTING:
 Calendar for Upcoming AEP
 Ohio Auction with Updated
 Auction Date NEVP>



© NERA Economic Consulting



### **Information Tab**

## **Document page includes:**

- CBP Rules
- Master SSO Supply Agreement
- Qualification Information
- Credit Instruments
- Communications Protocols
- Associated Bidder Rules
- Glossary of key terms

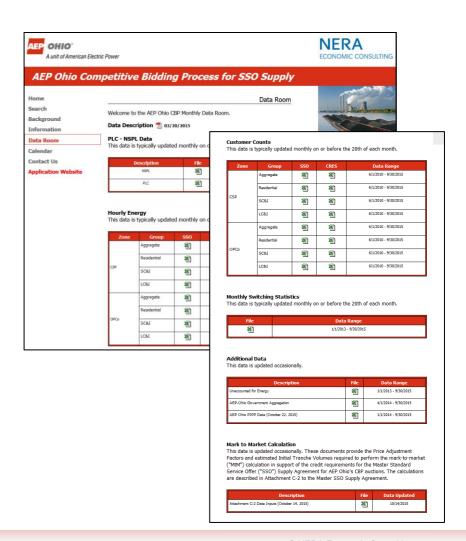




### **Data Room**

### **AEP Ohio provides:**

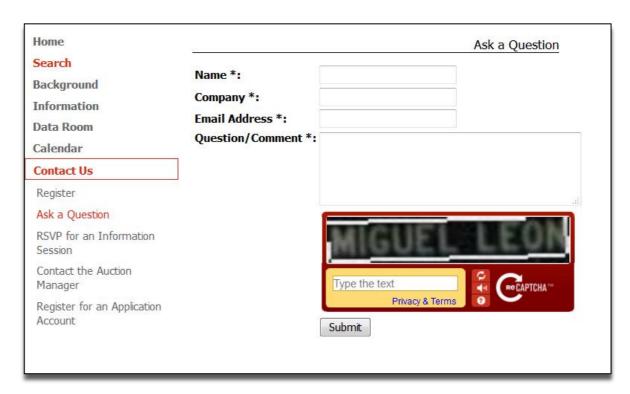
- Hourly energy
  - CSP Rate Zone and OPCo Rate Zone
  - SSO and CRES
  - Customer groups & aggregate
- Customer counts
  - CSP Rate Zone and OPCo Rate Zone
  - SSO and CRES
  - Customer groups & aggregate
- PLC and NSPL Data
- Monthly Switching Statistics
- Historical Unaccounted for Energy
- Updated on the 20<sup>th</sup> of each month





# Ask a Question through the CBP Website

- Contact Us / Ask a Question
  - Bidder questions answered via email typically within 2 business days
  - Responses and questions are posted as FAQs on CBP website
- You may also contact us via email at AEP-CBP@nera.com





# **Contact the Auction Manager Team**

NERA Economic Consulting
Auction Manager
For AEP's Ohio CBP
Contact us by email at AEP-CBP@nera.com

Address for delivery of pre-bid letter of credit

NERA – Auction Manager

AEP Ohio CBP

1835 Market Street, Suite 1205

Philadelphia, PA 19103



### **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 "Send to" box; type in your question and click "Send" to submit your question

▼ ? Q&A	×
All (0)	
Ask: All Panelists	~
Place your question here.	Send
	Selid