

PG&E Solicitation Strategy Overview

Energy Efficiency Third-Party Solicitation Process
Workshop

PG&E Pacific Energy Center (PEC)

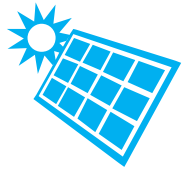
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Together, Building
a Better California

Overall Solicitation Strategy Goals

Providing a smooth transition into a new third-party program approach through a set of phased program solicitations.



- Comply with regulatory requirements of sourcing at least 60% of the portfolio budget from third-party designed and implemented programs.



- Focus on increasing cost-effectiveness, reducing portfolio administration costs, and achieving operational efficiencies.

- Deliver innovative solutions.



- Retain customer relationships and increase customers' ability to manage energy.



- Streamline program offerings to improve the customer and market actor experience



2017-2020 Solicitation Timeline

PG&E Statewide Lead Programs	Sector	Q2 2017	Q3 2017	Q4 2017	Q1 2018	Q2 2018	Q3 2018	Q4 2018	Q1 2019	Q2 2019	Q3 2019	Q4 2019	Q1 2020	Q2 2020	Q3 2020	Q4 2020	Q1 2021	Q2 2021
Title 24 Building Codes Advocacy	C&S				Start	End	Launch											
Career Connections	WE&T				Start	End	Launch											
Career & Workforce Readiness	WE&T				Start	End	Start	End	Launch									
State of California Partnership	Public Sector						Start	End	Launch									
Title 20 Appliance Efficiency Standards	C&S								Start	End	Launch							

PG&E Local Programs	Sector	Q2 2017	Q3 2017	Q4 2017	Q1 2018	Q2 2018	Q3 2018	Q4 2018	Q1 2019	Q2 2019	Q3 2019	Q4 2019	Q1 2020	Q2 2020	Q3 2020	Q4 2020	Q1 2021	Q2 2021
Strategic Energy Management	Industrial	Start	End	Launch														
Residential Pay for Performance (P4P)	Residential			Start	End	Launch												
Food Processing	Industrial				Start	End	Launch											
Dairies, Wineries, Breweries	Agricultural				Start	End	Launch											
Large Office	Commercial				Start	End	Launch											
High Tech	Commercial				Start	End	Launch											
Regional Small-Medium Business	Commercial				Start	End	Launch											
Local Government/K-12 Regional Programs	Public Sector				Start	End	Launch											
Residential Open Solicitation 1	Residential				Start	End	Launch											
Petroleum	Industrial						Start	End	Launch									
WE&T Non-statewide Solicitation 1	WE&T						Start	End	Start	End	Launch							
Retail	Commercial						Start	End	Launch									
Healthcare	Commercial						Start	End	Launch									
Greenhouses	Agricultural							Start	End	Launch								
Hospitality	Commercial								Start	End	Launch							
Targeted WE&T	WE&T									Start	End	Launch						
Manufacturing	Industrial									Start	End	Launch						
Crop Production, Whole Field	Agricultural									Start	End	Launch						
Commercial Whole Building	Commercial									Start	End	Launch						
Residential Open Solicitation 2	Residential										Start	End	Launch					
Targeted Agricultural	Agricultural											Start	End	Launch				
Targeted Public Sector	Public Sector												Start	End	Launch			
Targeted Industrial	Industrial													Start	End	Launch		
Targeted Commercial	Commercial														Start	End	Launch	
Targeted Residential	Residential															Start	End	Launch

RFQ / RFA
RFP
PROGRAM LAUNCH



Strategy Overview

- PG&E proposes to utilize a phased approach driven by sector specific strategies informed by specific market conditions and historical performance.
- Typical solicitation schedule of 9 months single-stage RFP with 3 – 6 months ramp up for program launch.
- PG&E will consider utilizing a two-stage RFA / RFP approach depending upon solicitation scope.
- Initially offer broad “open” solicitations to establish baseline portfolio; followed up with smaller “targeted” solicitations for remaining unmet portfolio needs.
- PG&E will investigate and pursue contract efficiency opportunities, including longer-term contracts and pay-for-performance contracts, with the use of normalized metered energy consumption data, where practical.
- These plans are fluid and will continue to evolve to accommodate the dynamic EE market.