


CONTRACT OPPORTUNITY ANNOUNCEMENT

Contract Type:

- Professional Service Contract
- Construction Contract
- Service Contract
- Material Requirement
- Other

Opportunity Summary:

Contract Opportunity Title:	RFI 221167 – CALFuse Request for Information Hourly Flex Pricing Automation Service Providers	
Request For:	Information	
Estimated Contract Value:	\$3.6 Million over 3.5 Years	
Work Location:	PG&E Territory	
Response Due Date:	Register interest no later than August 5 th , 2024, by 3:00 PM PT. RFP tentative release date: July 1 st , 2024, PT Submit Written Questions to PG&E by July 12, 2024, by 4:00 PM PT. Formal RFI responses are due August 5 th , 2024, at 3:00 PM PT.	
NAICS Code / Size Standard	518210 - Computing Infrastructure Providers / \$35M	

Opportunity Description:

Background:

Pacific Gas and Electric Company (www.pge.com), a subsidiary of PG&E Corporation, is one of the largest combined natural gas and electric energy companies in the United States. Based in San Francisco with more than 23,000 employees, the company is the primary natural gas and electric service provider for Northern and Central California. The company's 70,000-square-mile service area stretches from Eureka to the north to Bakersfield in the south and from the Pacific Ocean in the west to the Sierra Nevada in the east. PG&E delivers some of the nation's cleanest energy to 16 million people.

Pacific Gas and Electric Company (PG&E) was incorporated in California in 1905. Our customers include over 20,000 schools, 3,000 hospitals, 20,000 high-tech companies, and 700 military facilities. PG&E provides electricity to over 4.9 million customers and natural gas to over 3.9 million customers. PG&E is committed to enhancing its supply base to include contractors who can contribute to PG&E's corporate values, including diversity, safety, environmental stewardship, and corporate integrity. The RFP evaluation process is intended to provide opportunities for successful firms to expand their business with PG&E, new firms to establish business with PG&E, and for PG&E to realize reductions in costs, both internal and external, while experiencing enhanced commitment to corporate values. This will be an exciting opportunity for PG&E and its suppliers – both current and new – to reshape the way we work together and to improve PG&E's operations.

California's Public Utilities Commission (CPUC) has established an ambitious policy vision to achieve widespread customer adoption of low-cost, advanced flexible demand and distributed energy resource (DER) management and compensation solutions across the state via a unified, universally accessible, dynamic pricing signal. In accordance with that vision, PG&E is launching the Hourly Flex Pricing (HFP) pilot that has a dynamic pricing signal with the goal of meeting California's aggressive greenhouse gas (GHG) emissions reduction target and to avoid the adverse impacts of California's growing deployment of DERs, building electrification and transportation.

PG&E's primary goal with automation service providers (ASPs) is to design and launch a pilot focused on enabling Commercial and Residential customer segments to be successful on dynamic rates. PG&E would also like to learn more about the relationship between dynamic rates and controlled end uses. The HFP pilot will also help inform full-scale rollout of HFP prior to the January 2027 California Energy Commission (CEC) mandate for hourly dynamic rates to be available to all customer classes. In addition, the pilot will provide learning opportunities for informing wider rollout of HFP in terms of rate design, attracting customer participation, customer communications, targeting end-uses, coordination with Community Choice Aggregators (CCAs), encouraging robust ASP participation, and other elements to support grid reliability.

In 2024, PG&E will focus on HFP pilot launch readiness including developing systems, processes, and technology, as well as creating marketing education and outreach (ME&O) materials and website content. As of July 1, 2024, six CCAs have expressed interest in participating in the pilots in 2024, with more interested in joining in 2025. PG&E will provide more information about the HFP pilot, such as enrollment guidance for customers, potential partners, and other interested parties on PGE.com. Customer enrollment will commence November 1, 2024.

As part of its launch preparations, PG&E is focused on engaging potential ASPs to participate in the HFP pilot to assist with technology enablement, technical integrations, customer engagement, acquisition, and ongoing support. As discussed in the Decision and R.22-07-005 (DFOIR), some ASPs may already have existing customers with installed communicating automation technologies that are compatible with the HFP price signals and customers may already rely on these technologies to manage their loads. PG&E will work directly with ASPs to engage and enroll customers. This RFI is intended to identify and evaluate interested ASPs who can enable customer participation in the HFP pilot and manage their ongoing success during the

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PG&E will begin enrolling plans to launch the HFP pilot for Commercial and Residential customers in this pilot in November in Summer 2024. With this RFI, PG&E is seeking to engage businesses that are interested in acting as ASPs on behalf of PG&E and our customers. ASPs are businesses that enable customers to automatically manage their DERs based on HFP's hourly price signals. These ASPs will facilitate customer engagement during their participation in the HFP pilot.

Businesses wishing to act as ASPs please follow the instructions below to submit your responses. For a deeper dive into the pilot's details please read through Advice Letter 7222, which is included in this RFI package, provides more details about the pilot, including. The advice letter will go into more detail on roles, responsibilities, program architecture, incentive structure, and more. Please note, this Advice Letter has not been approved as of the time of this RFI release. PG&E will provide the outcome when the CPUC issues its disposition. Also Please note for the purposes of this RFI, the relevant sections in the advice letter will be titled 'Expanded Pilot 2'.

Supply Chain Responsibility Considerations:

The selected supplier is encouraged to align with PG&E's Supply Chain Responsibility policies and procedures. The supplier will be asked to provide a detailed description of their internal, specific supply chain responsibility program and practices related to supplier diversity, environmental sustainability and ethical business conduct.

Conduct Requirements:

Suppliers, as well as their employees, subcontractors and sub-suppliers, must adhere to the principles and standards outlined in our Supplier Code of Conduct as they provide goods and services to PG&E.

Review Code and understand its obligations here:

<http://www.pgecorp.com/corp/about-us/compliance-ethics/program/third-party-code-conduct.page>

How to Respond:

Suppliers interested in participating in this Contract Opportunity must:

- Express interest by registering for the Wood Mackenzie/PowerAdvocate event, by **August 5th, 2024, by 3:00 PM PT**, at:
<https://www.poweradvocate.com/pR.do?okey=221167&pubEvent=true>
- RFP response due date is **August 5th, 2024, by 3:00 PM PT**.

If Additional Questions, contact by registering for Wood Mackenzie/Power Advocate access (see registration link above) and submit questions using the event messaging system.
