State of CA DGS DR Aggregator Program

RFI Webinar Conference

10 a.m. – 11:30 a.m. PST
October 13, 2022

Office of Sustainability

RFI Webinar Agenda

DR Aggregator Program

- RFI Webinar Overview
- Who We Are at DGS Office of Sustainability
  - Overview of DGS's DR Aggregator Program
- RFI/RFP Timeline
- RFI Submission Process
- State of CA's Needs for a DR Aggregator
- RFP Concepts, Requirements & Scoring Ideas
- RFI Questions & Feedback Needed (Q&A)

RFI Webinar Conf Overview

DGS Request for Information (RFI) Webinar

- Goal: help companies providing demand response (DR) aggregation services (DR Aggregators) understand the State's need for this RFI, learn about the RFI process, and how to submit responses. Also to solicit feedback.

Webinar Procedures:

- Quick overview of Teams features
- Please keep your audio on mute.
  - Please hold questions until the end of the webinar for the Q&A.
  - Questions using chat are encouraged
- If you need to leave the webinar, you may return using the same link. We will email registered participants if there is a glitch.

Webinar is being recorded

RFI Webinar Conference

This presentation is intended to be a summary of the RFI document and other material posted on website

RFI Website:

- DGS's DR Aggregator Program RFI: https://www.dgs.ca.gov/OS/Resources/Page-Content/Office-of-Sustainability-Resources-List-Folder/Demand-Response-Aggregator-RFI
  - DR Aggregator Program RFI Document
  - Link to State of California Terms and Conditions
- Will be updated w/further info on this RFI and a future RFP
- Strive to contain the most up-to-date info and <u>should be the source</u> in case there are inconsistencies between this presentation & the website RFI materials.

DGS Office of Sustainability

Introduction

Who is Department of General Services (DGS)?

- Provides services to state agencies

Office of Sustainability: Services

- EV Charging Stations
- Renewable Energy Installations
- Water Conservation
- Energy Retrofit of Buildings for Energy Efficiency
  - Valerie Keisler, Manager
  - Courtney Bonas, Project Manager
  - Amy Shaw, Climate Corps Fellow (Today's Presenter)

DR Curtailment Services

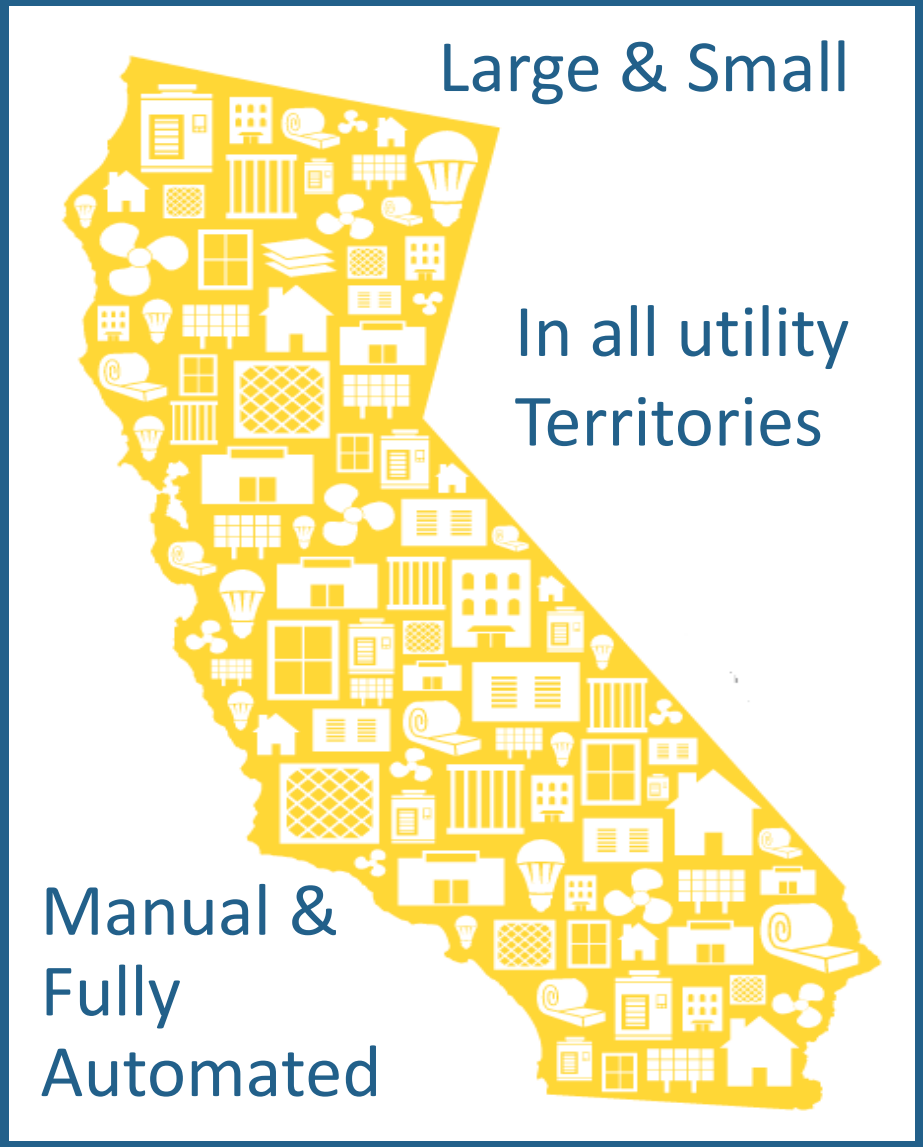
Customer

Aggregator

- Negotiates the Transaction Between Customer & Utility
- Wholesale Market
- Aggregation of Many Customers
- Deliver Savings for Curtailments

Utility

State Building Opportunity



- CA State bldgs vary a lot but most will participate in DR
- Great opportunity!
  - When we're focused, we can shed a lot
  - State mandates DR
  - DR gets a lot of airtime
- https://green.ca.gov/Buildings*

DR Aggregator Timeline*

Event	Date
RFI Launch	October 5, 2022
RFI Webinar Conference	October 13, 2022
Deadline for RFI Written Comments	October 31, 2022
Acknowledgement Letter to RFI Written Comments	November 4, 2022
RFP Launch	TBD
Goal for RFP Process Completion	December 2022 – February 2023
Launch of DGS DR Aggregator Program	Spring 2023

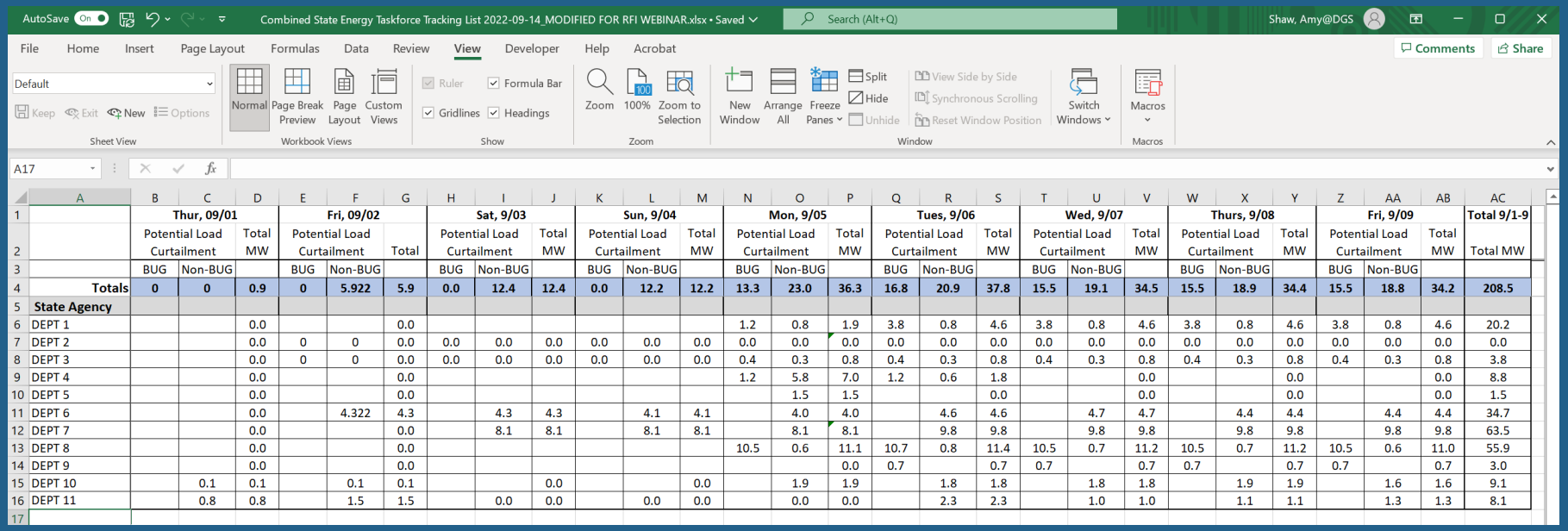
* Dates for DGS DR Aggregator Program RFI are final. Timeline after RFI Acknowledgement Letters are sent by DGS are tentative. DGS may or may not proceed with an RFP process.

RFI Submission Process

DR Aggregator Program RFI Written Comments

- Deadline:
  - Due by 8:00 a.m. PST on October 31, 2022
  - Email written comments to Amy.Shaw@dgs.ca.gov
- Information:
  - DR Aggregator Program RFI Website
  - Please answer the questions in the "RFI Requested Information of Contractors" Section
  - Include name, company, email address, and phone number of person(s) we may contact with questions
- RFI responses will influence potential RFP

2022 Heat Wave Reporting



		Thur, 09/01			Fri, 09/02			Sat, 9/03			Sun, 9/04			Mon, 9/05			Tues, 9/06			Wed, 9/07			Thurs, 9/08			Fri, 9/09			Total 9/1-9
		Potential Load Curtailment		Total MW	Potential Load Curtailment		Total	Potential Load Curtailment		Total MW	Potential Load Curtailment		Total MW	Potential Load Curtailment		Total MW	Potential Load Curtailment		Total MW	Potential Load Curtailment		Total MW	Potential Load Curtailment		Total MW	Potential Load Curtailment		Total MW	Total MW
		BUG	Non-BUG		BUG	Non-BUG		BUG	Non-BUG		BUG	Non-BUG		BUG	Non-BUG		BUG	Non-BUG		BUG	Non-BUG		BUG	Non-BUG		BUG	Non-BUG		
	Totals	**0**	**0**	**0.9**	**0**	**5.922**	**5.9**	**0.0**	**12.4**	**12.4**	**0.0**	**12.2**	**12.2**	**13.3**	**23.0**	**36.3**	**16.8**	**20.9**	**37.8**	**15.5**	**19.1**	**34.5**	**15.5**	**18.9**	**34.4**	**15.5**	**18.8**	**34.2**	**208.5**
State Agency																													
DEPT 1				0.0			0.0							1.2	0.8	1.9	3.8	0.8	4.6	3.8	0.8	4.6	3.8	0.8	4.6	3.8	0.8	4.6	20.2
DEPT 2				0.0	0	0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0
DEPT 3				0.0	0	0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.4	0.3	0.8	0.4	0.3	0.8	0.4	0.3	0.8	0.4	0.3	0.8	0.4	0.3	0.8	3.8
DEPT 4				0.0			0.0							1.2	5.8	7.0	1.2	0.6	1.8			0.0			0.0			0.0	8.8
DEPT 5				0.0			0.0								1.5	1.5			0.0			0.0			0.0			0.0	1.5
DEPT 6				0.0		4.322	4.3		4.3	4.3		4.1	4.1		4.0	4.0		4.6	4.6		4.7	4.7		4.4	4.4		4.4	4.4	34.7
DEPT 7				0.0			0.0		8.1	8.1		8.1	8.1		8.1	8.1		9.8	9.8		9.8	9.8		9.8	9.8		9.8	9.8	63.5
DEPT 8				0.0			0.0							10.5	0.6	11.1	10.7	0.8	11.4	10.5	0.7	11.2	10.5	0.7	11.2	10.5	0.6	11.0	55.9
DEPT 9				0.0			0.0									0.0	0.7		0.7	0.7		0.7	0.7		0.7	0.7		0.7	3.0
DEPT 10			0.1	0.1		0.1	0.1			0.0			0.0		1.9	1.9		1.8	1.8		1.8	1.8		1.9	1.9		1.6	1.6	9.1
DEPT 11			0.8	0.8		1.5	1.5		0.0	0.0		0.0	0.0		0.0	0.0		2.3	2.3		1.0	1.0		1.1	1.1		1.3	1.3	8.1

September 2022 Heatwave Model for Load Shed Estimations

State DR Program Needs

- State of CA's Goals thru Demand Reduction:
  - A leading source of grid reliability & stability
    - By shedding load during grid energy emergencies
  - Reduce energy costs for State
    - By shifting demand during peak pricing periods
  - Improve building automation across state agencies
    - Thru DR incentives & opportunities
  - Position state agency buildings & operations for the future
    - Flexible, resilient, and responsive to DR trends & changes
- Individual agency DR program participation:
  - Inconsistent & tough to manage
  - Challenging to report & predict load reduction
  - Slow adoption & hesitation due to complexity of DR programs
  - Missed opportunities to save & contribute to grid stability

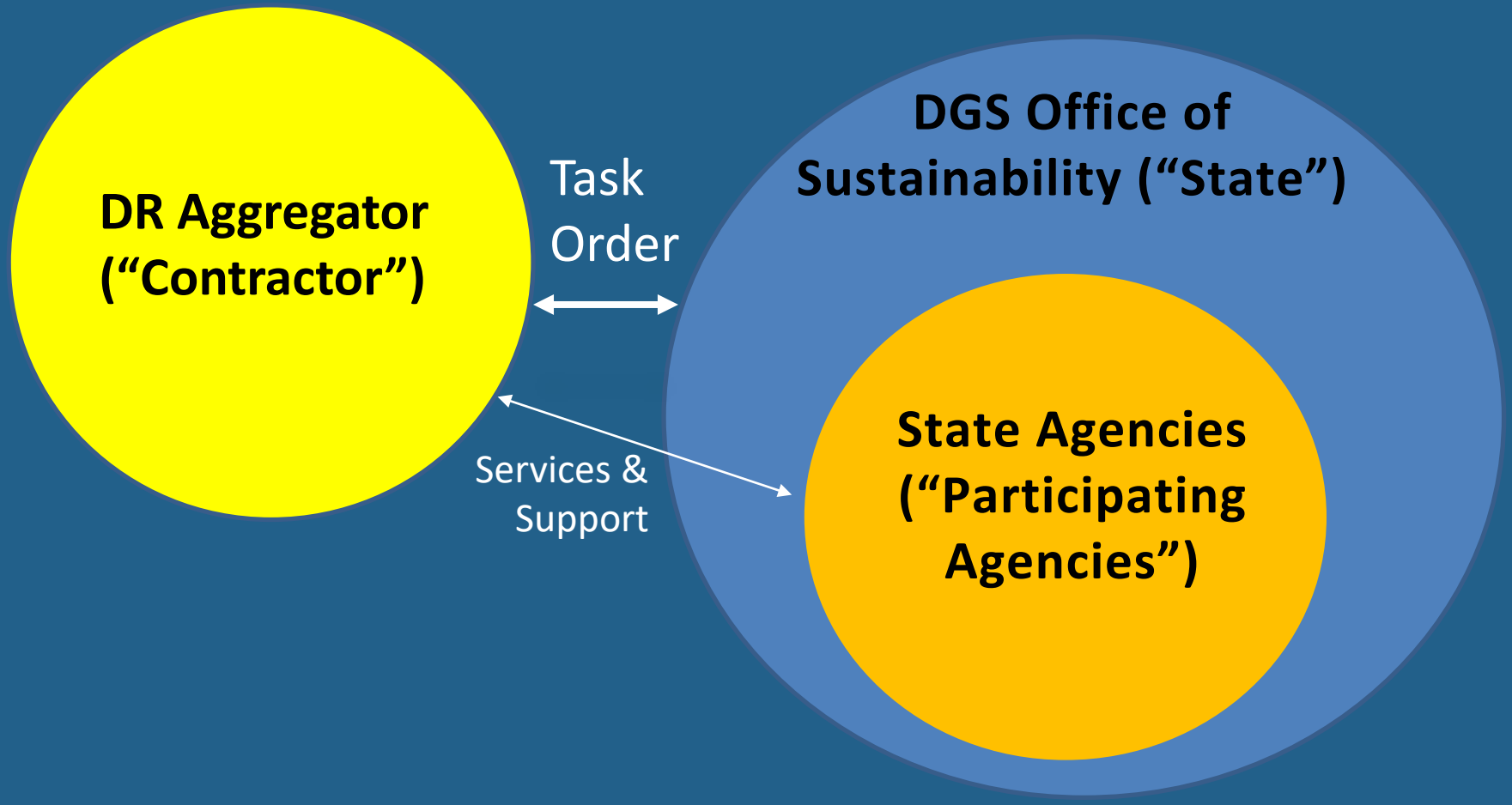
State DR Aggregator Needs

State of CA is seeking 1 or more DR Aggregators:

- Identify DR Programs that fit unique needs of agency buildings across CA
- Promote the cause: enroll everyone!!!
- Simplify/streamline process of enrollment
- Provide technical assistance & guidance
- Serve as DGS's single point of contact
- Provide timely access to data for analysis & reporting

Potential RFP Key Components…

Identified Players



- Task Order agreement between DGS & Contractor:
  - DR programs, curtailment events, notifications & details specific to each Participating Agency

Contract Rate

Responses to RFP will include Contract Rate

- Rate paid to State (per kWh) when power is curtailed during DR events by Participating Agencies
- Contractor keeps % & passes remainder to State
- Applies to every curtailment where Contractor receives pmt from utility
- Free to modify Contract Rate Worksheet in RFI written response

DR AGGREGATOR CONTRACT RATE WORKSHEET*

Company	Building Type or Other Classification	Rate per kWh	Period (if Applicable)	Total
Example Response	*All State-Owned Buildings*	*$x.xx*	*Monthly Average*	*$x.xx*
Sample 1		$		
Sample 2		$		
Sample 3		$		

*Please provide assumptions behind the estimates/additional criteria.

Subtotal $_____

Total Cost **$_____**

RFP Selection Process

- The State will evaluate all RFP Proposals meeting minimum requirements
- The State will consider selecting more than one Contractor if State believes the combined offering of the Contractors selected is the best option to meet the State's needs.

Potential RFP Requirements…

Minimum RFP Qualifications

- Standard RFP criteria (license, insured, etc.)
- Agree to State's terms and conditions
- Share existing agreements with utilities in response to RFP with DGS
- Provide 3 or more customer references
- Technology Solution (Application)

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General Contractor Reqts

- Enrolling, testing, servicing & supporting interested agencies & their bldgs
- No penalties unless otherwise specified
  - If Participating Agency doesn't curtail, no savings for the State & no payments
- No upfront costs
- 2-year term that's renewable

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DR Service Requirements

Minimum:

- Support existing ELRP programs
- Task Order criteria above
- Participating Agencies can change buildings with 90 days notice
- Upgrades offered in timely manner & costs rolled into future savings/payments to State

Desired:

- Most state agency buildings supported
- Higher points for higher responsiveness

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Technology Requirements

Minimum:

- Cloud-based portal ("Application")
  - For Contractor's enrolled & "in process" bldgs
  - Secure user access w/controls set by DGS
- Pre-settlement data within 48 hrs after DR event
- Reports are viewable/printable from application
- Timely upgrades & improvements

Desired:

- Single application for multiple contractors or subcontractors across ALL state bldgs.
- Existing ELRP program data in appl & reporting

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Data & Reporting

State data ideas for fields needed:

- Provided in acceptable format (e.g. Excel, CSV, etc.)
- Pre-settlement available within 48 hrs of DR events
  - Settlement data timing agreed in Task Order
- Reporting: refer to page 12 of RFI doc

Data Views						
Utility	Program	Building Name	Meter	Event Date	Baseline Load	
	Agency				Start Time	
					End Time	Duration
					Reduction Goal	
					Load Used	
					Load Reduced	Pre and Post Settlement
					Test Date	
					Test Performed	
					Incentive for Curtailment	

Data Views				
Program	Agency	Building Name	Meter	Program Start Date
				Program End Date

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Tentative Scoring

Higher Scores for RFP Responses that…

- Highest contract rate for $ kW saved monthly
- Larger State building portfolio served
- Include existing ELRP data from agencies
- DR program choice
- Process for expedient & mass enrollment of agency buildings
- Timely effective reporting inside application
- Superior technical assistance, services, and/or capability to maximize State load shed during DR events
- Expertise in advising state agencies on improving BMS and efficiency for maximum DR responsiveness
- Contractor's team qualifications, capabilities, resources, & proposed response time to service and support issues
- Quality of Contractor's references
- Length of time providing DR aggregation services in State of CA

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Questions & Feedback… (Q&A)

Questions/Discussion

- Is it feasible to provide a Contract Rate in your response to the RFP?
  - Offer the State a dollar amount per kWh curtailed over a period?
  - Factors/variables that would impact the Contract Rate?
  - How might you change Contract Rate Worksheet table to better respond with a contract rate?
- Is Data & Reporting section feasible?

Questions/Discussion

- Are there areas of RFI that are infeasible or not industry standard practice?
- What are we missing?
- Where does Auto DR fit in if at all in RFP?

Next Steps

- Deadline for RFI Written responses:
  - 10/31/22 at 8 a.m. PST
- Information will be provided to everyone on our website
- Questions we didn’t answer from the “Chat” will be posted and answered on our website

Thank you very much for attending and for your interest!!!