

# ENERGY EFFICIENCY ROLLING PORTFOLIO SOLICITATION WORKSHOP MARCH 6, 2018

Hosted by SoCalGas & SDG&E

It is our policy and practice to obey the antitrust law and to avoid all conduct that unreasonably restrains competition. This policy requires the avoidance of any conduct that violates, or that might appear to violate, the antitrust laws. Among other things, the antitrust laws forbid any agreement between or among competitors regarding prices, availability of service, terms of sale, division or markets, allocation of customers or any other activity that unreasonably restrains competition, including components of pricing such as vendor or contractor costs. It is the responsibility of every participant at this meeting to carry out this commitment.

# AGENDA

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- » Welcome
- » Antitrust Compliance Guidelines
- » sli.do Registration
- » Creating a Successful Program
- » Attributes of a Successful Proposal
- » Key Bidder Requirements
- » Decision Update
- » Q&A

**WELCOME!**

# ANTITRUST COMPLIANCE GUIDELINES

**It is our policy and practice to obey the antitrust law and to avoid all conduct that unreasonably restrains competition. This policy requires the avoidance of any conduct that violates, or that might appear to violate, the antitrust laws. Among other things, the antitrust laws forbid any agreement between or among competitors regarding prices, availability of service, terms of sale, division or markets, allocation of customers or any other activity that unreasonably restrains competition, including components of pricing such as vendor or contractor costs. It is the responsibility of every participant at this meeting to carry out this commitment.**

# ANTITRUST COMPLIANCE GUIDELINES

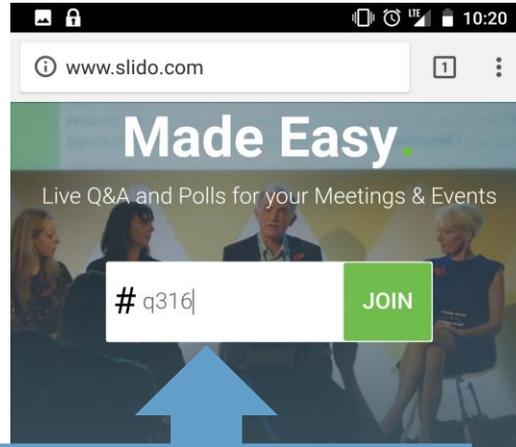
## **Avoid discussion of:**

- » Current and future pricing
- » Current and future contracts for supply or purchase, including contract terms and conditions
- » Competitors
- » Vendors
- » Future plans for development of transmission resources
- » Future plans for development of utility-owned generation
- » Forecasts of costs of commodities or transmission services
- » Current costs (except to the extent necessary to discuss the topics below and even then, not disaggregated by vendor)

## **Except for the topics mentioned above, discussion of the following is proper:**

- » Regulatory or legislative policy, including with respect to RPS, greenhouse gas and distributed resources
- » Safety of utility infrastructure and regulatory review of safety plans
- » Regulatory policy with respect to gas and electric system planning
- » Regulatory or legislative policy with respect to residential rate tiers (but not specific rate proposals each utility plans to file in the future)
- » Regulatory policy with respect to affiliate transaction rules
- » CPUC Commissioners and future trends

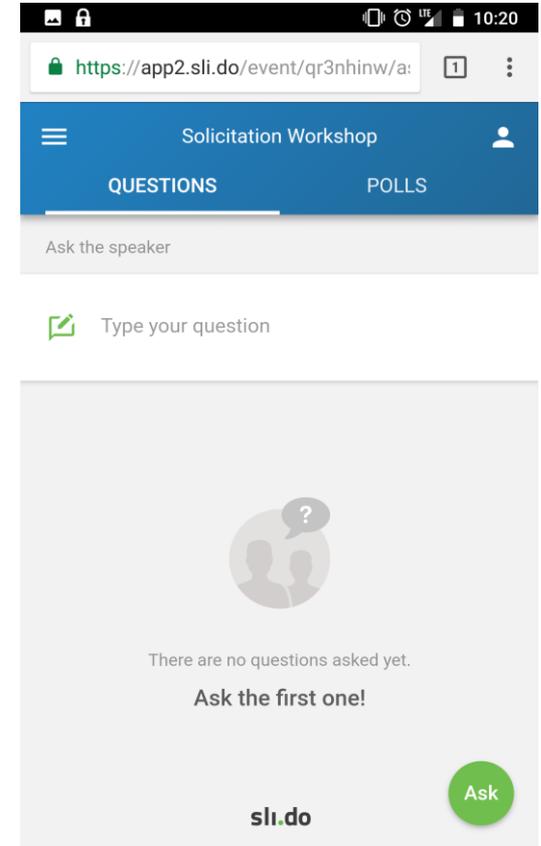
# sli.do Registration



Pass code: q316

Crowsource the best questions from your audience

Let your participants ask questions from any device and vote for the ones they like the most.



# CREATING A SUCCESSFUL PROGRAM

Darren  
Hanway

- Manager of Program Operations,  
SoCalGas

George  
Katsufakis

- Manager of Program Operations,  
SDG&E

# ATTRIBUTES OF A SUCCESSFUL PROPOSAL

## SoCalGas Vision

*“To offer a suite of solutions that incorporates the best available technologies and services valued by our customers, contributes to achievements of energy efficiency goals, and that ultimately aligns with the State’s overarching energy and environment goals.”*

## SDG&E Vision

*“With Zero Net Energy Readiness as an organizing principle, SDG&E’s vision is to create an energy efficiency portfolio that enables customers to chose the most effective methods of achieving their energy needs.”*

# ATTRIBUTES OF A SUCCESSFUL PROPOSAL

Respond to Objectives

Customer Focused

Credible Energy Savings

Demonstrate Capabilities

Competitive Pricing

# ATTRIBUTES OF A SUCCESSFUL PROGRAM

## Respond to the Objectives



Review the Request for Abstract/Request for Proposal Thoroughly



Set the tone & be sure your response is to the correct IOU



Check your work



Be on-time

# ATTRIBUTES OF A SUCCESSFUL PROGRAM

## Customer Focused

### Key Trends Influencing Energy Efficiency

- Public sector organizational mandates
- Port Activity and e-Commerce
- Increase in new construction
- Keep it simple
- **Refer to the Business Plans**

# ATTRIBUTES OF A SUCCESSFUL PROGRAM

## Demonstrate Capabilities & Credible Savings



- Explain, educate, & demonstrate capabilities of your proven strategy
- Goals based on real market potential
- Fully “baked” proposals

# ATTRIBUTES OF A SUCCESSFUL PROGRAM

## Competitive Pricing



- Be cost effective

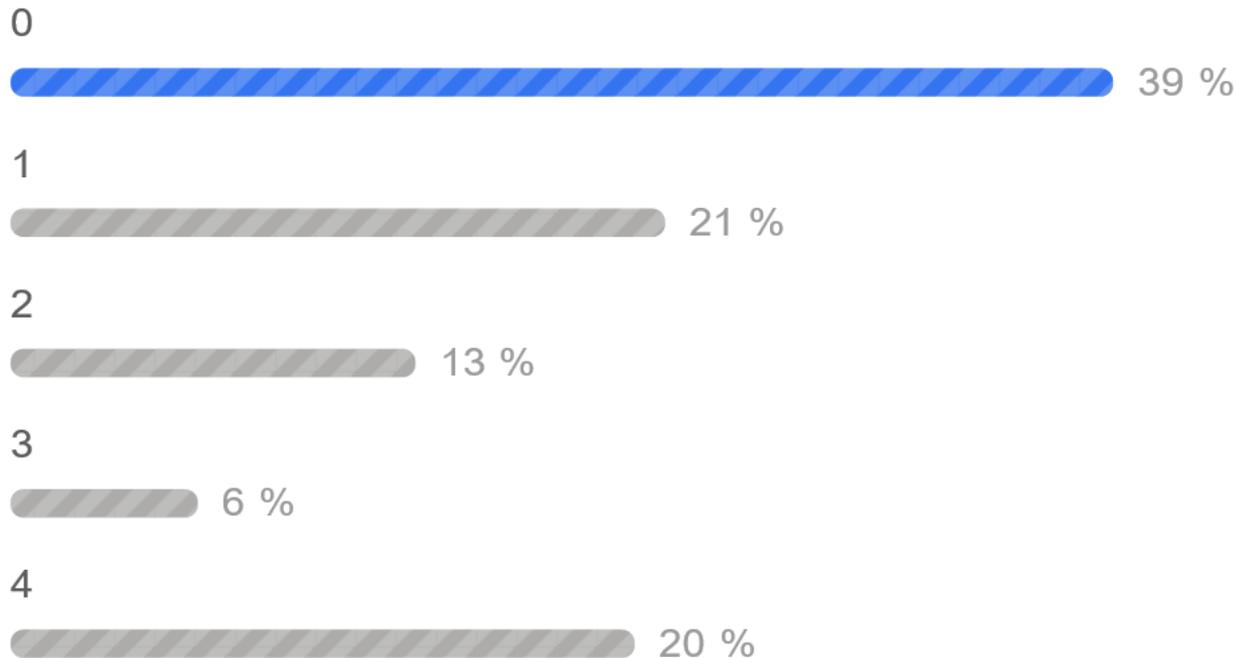
# Slido Poll

- » How many of California IOU's Business Plans have you have read?
- » 1, 2, 3, 4

# Sli.do Poll

**How Many of California's IOU's Business Plans have you read?**

1 2 7



# IOU EE Business Plans

## Business Plans are here:

- CAEECC <https://www.caeec.org/business-plans-1>

# Help you Succeed



Collaborative

Opportunity

Positive  
Outcome

# KEY BIDDER REQUIREMENTS

Acronyms & Tools

Format

Responsiveness

Housekeeping

Contractor Safety  
Requirements

# Key Bidder Requirements – Acronyms & Tools

- **CET** – Cost Effectiveness Tool
- **PEPMA** - Proposal Evaluations & Proposal Management Application
- **Power Advocate™** - The primary software technology platform that all Sempra Energy Utilities bids will be processed through.
- **TRC** – Total Resource Cost
- **IE** - Independent Evaluator
- **EEPRG** – Energy Efficiency Procurement Review Group
- **RFx** – Request for Proposal (RFP) or Request for Abstract (RFA)
- **EECP** – Energy Efficiency Collaboration Platform

# Key Bidder Requirements - Acronyms & Tools

- **Work Paper** – is a summary of a measure, the average savings it can repeatedly deliver, with detailed documentation to back up savings per climate in a specific utility territory.
- **Non-Conforming** – Any proposal that does not conform to the requirements set forth in the RFX
- **California IOU's** – California Investor Owned Utilities
- **CAEECC** – The California Energy Efficiency Coordinating Committee

# Key Bidder Requirements - Format

<https://pepma-ca.com/Public/Default.aspx>



The screenshot shows the PEPMA website interface. At the top, there is a navigation bar with links for Home, Contact Us, and FAQs. The main header features the PEPMA logo and the text 'PROPOSAL EVALUATION & PROPOSAL MANAGEMENT APPLICATION'. Below the header, the page is divided into several sections:

- Welcome to PEPMA:** A section titled 'California Statewide Investor Owned Utilities (IOU) and Energy Efficiency Solicitation Website'. It states that the site serves as a resource for:
  - Individuals and organizations to learn about IOU energy efficiency programs
  - Potential bidders to self-register their information
  - Learning about upcoming energy efficiency contracting opportunities
  - Exchange of bid information between individuals, organizations and IOUs
  - Qualifying companies to provide required services to the IOUs
- Participating IOUs:** A row of logos for Southern California Edison Company, Southern California Gas Company, Pacific Gas and Electric Company, and San Diego Gas & Electric Company.
- Contracting Opportunities:** A section with a photo of three business professionals and a 'Go >>' button. Text: 'Click here to view available IOU contracting opportunities for both third party energy efficiency program work and professional services.'
- Register Now:** A section with a photo of hands signing a document and a 'Go >>' button. Text: 'Click here to register with the Proposal Evaluation and Proposal Management Application (PEPMA). Once registered you will be eligible to participate in solicitations for upcoming contracting opportunities.'
- Resources:** A section with a photo of a hand pointing to a line graph and a list of links:
  - Contractor Referral Program
  - Supplier Diversity (SCE)
  - EE Best Practices
  - Work papers (SCE)
  - Cost Effectiveness Tool (CET) Training 1 of 3 docs
  - Cost Effectiveness Tool (CET) Input Measure Notes 2 of 3 docs
  - Cost Effectiveness Tool (CET) Presentation 3 of 3 docs
  - 3rd Party Work Paper Training Chapter 1 of 4
  - 3rd Party Work Paper Training Chapter 2 of 4
  - 3rd Party Work Paper Training Chapter 3 of 4
  - 3rd Party Work Paper Training Chapter 4 of 4
- Upcoming Events:** A section with a photo of light bulbs and a 'More >>' button.
- Innovative Idea Submissions:** A section with a photo of solar panels and links for 'IDEEA 365 Submission Opportunities' and 'TRIP Submission Opportunities', with a 'More >>' button.

At the bottom left, there is a small text box containing 'sources.aspx'.

# Key Bidder Requirements - Format



## Public Events

- [1. SDG&E and SoCalGas are hosting the Energy Efficiency Solicitation Workshop March 6, 2018](#)

<b>Event</b>	SDG&E and SoCalGas are hosting the Energy Efficiency Solicitation Workshop March 6, 2018
<b>Date/Time</b>	Saturday, June 30, 2018 12:00 AM
<b>Location</b>	Energy Resource Center, Downey CA
<b>Documents</b>	<a href="#">Flyer</a>

SDG&E® and SoCalGas® are hosting the **Energy Efficiency Solicitation Workshop** to support the development of effective proposals for the design and delivery by non-utility third party implementers of energy efficiency solutions.

- Learn the qualities and attributes of a successful program and solution bid.
- Hear the latest regulatory decision and policy updates.
- Preview the revised IOU Solicitation Schedules.

Click the link below to register or see attached flyer:

<https://sempra.ungerboeck.com/prod/emc00/EventSearch.htm?mid=9&EvtID=46294>

# Key Bidder Requirements - Format

PowerAdvocate®  
A Verisk Business

HOME PRODUCTS SOLUTIONS MARKETS EVENTS RESOURCES COMPANY COST INSIGHTS

PowerAdvocate®  
Providing supply market insight and solutions to the energy industry by combining best-in-class technology and services.

PowerAdvocate is now a Verisk Business

- SPEND INTELLIGENCE
- COST INTELLIGENCE
- MARKET INTELLIGENCE
- SOURCING INTELLIGENCE
- CONTRACT INTELLIGENCE
- SUPPLIER INTELLIGENCE

Strategic Sourcing • Category Intelligence • Supplier Management • Capital Projects • Merger Integration

In the Spotlight

Request a Demo

Learn More

Check out our new blog:  
Cost Insights  
Intelligence for energy companies seeking a data-driven approach to cost management

Interested in learning more about one of our solutions?  
Click here to request a demo

- About Us
- Careers
- Contact Us
- Contact Support

# Key Bidder Requirements - Format

http://marketing.poweradvocate.com/

Click to view Supplier Intelligence Dashboard

Click to view Contract Intelligence Dashboard

Buyer filter

Navigation bar

PowerAdvocate

Dashboard Profile Company Help Logout

Events Portals Contracts

Dashboard

Company Filter: All Companies

Fill-In Data Sheets

Event / Buyer	Msg	Open	Close	Download Documents	Upload Documents	Commercial	Technical	Pricing
190-cbl-1: 190 First St. Cable/Wiring Electric Power Utility		05/16/10 8:00 AM EDT	06/08/10 4:00 PM EDT	1	2	3	4	5
T42g: Colorado River Sluice Gates Great Western Utilities	1/1	04/04/10 10:00 AM EDT	06/30/10 4:00 PM EDT	1	2	3	4	5
1998-01: Grid Expansion Electric Power Utility		09/01/10 8:00 AM EDT	12/29/10 4:00 PM EST	1	2	3	4	5

Open & Pending Pre-Bid events

Pending (no Pre-bid) and Closed events

Buying entity

Click to view the event's Status tab

Number of unread/total messages  
Click to view the event's Messaging tab

Click numbers to view event tabs

Datasheet available

No datasheet available

# Key Bidder Requirements - Format

Status | **1. Download Documents** | 2. Upload Documents | 3. Commercial Data | 4. Technical Data | 5. Pricing Data | Messaging

Pre-Bid | **Bid**

Select All | Download Selected Files | Clear All

### Technical Information

Document Description	Issue Date	Ref ID	Rev #	File Name	File Size	Download
Pier23 Pilings RFP	5/30/10	133-01	C	p23pile.pdf	742 KB	<input type="checkbox"/>

Status | 1. Download Documents | **2. Upload Documents** | 3. Commercial Data | 4. Technical Data | 5. Pricing Data | Messaging

Pre-Bid | **Bid**

### Upload Bid Proposal

Document Type \*  Issue Date  Reference ID  \* Required Field

Select File(s) Location  Browse... Selected File(s) p23 abp\_rev2.pdf X p23eir.pdf X

### Bid Submissions

#### Commercial

Document Description	Issue Date	Ref ID	File Name	File Size	Upload Date	Actions
Pier 23 Architectural	6/01/10	133-22	p23abp.pdf	420 KB	6/01/10	

# Key Bidder Requirements - Format

Status
1. Download Documents
2. Upload Documents
3. Commercial Data
4. Technical Data
5. Pricing Data

1. Supplier Info ...
2. M&WBE Rep ...
3. Company - 27 ...
4. Commercial
Printable

Save Data Your information can be changed after it is saved. If you leave this page without saving it first, you will lose all unsaved data.

Status
1. Download RFP
2. Upload Proposal
3. Commercial Data
4. Technical Data
5. Pricing Data
Messaging

Create New Message
Search Inbox:  Search
Send email notifications?  Yes  No

▼ Inbox (3) New/Unread (1)

Status	Date	From	Company	Subject
	9/29/07 2:58 PM EDT	Peter Holm	Elsbeth International	engineering specialist
	9/29/07 2:53 PM EDT	Cindy Walsh	Electric Power Utility	site visit rescheduled
	9/29/07 2:52 PM EDT (3)	Cindy Walsh	Electric Power Utility	structural specialist

▶ Sent (1)

▶ Drafts (1)

# Key Bidder Requirements - Format

## RFA Checklist

### RFA Submission Checklist

Upload	Reference	Document or Platform Type	Completed on or Uploaded to PowerAdvocate Sourcing Intelligence™ Platform
<b>Required Submission Information to PowerAdvocate Sourcing Intelligence™ Platform</b>			
Bidder Information	Company Information Tab	PowerAdvocate	
Contact Information	Company Information Tab	PowerAdvocate	
Employee Information	Company Information Tab	PowerAdvocate	
License, Insurance and Financial Information	Company Information Tab	PowerAdvocate	
SDG&E Sustainability Questionnaire	Sustainability Tab	PowerAdvocate	
Proposal Acknowledgement Form	Attachment 1	Microsoft Word Document	
Scope of Services	Abstract Section 1	Microsoft Word Document	

# Key Bidder Requirements – Responsiveness

## Proposal Acknowledge From

- Complete
- Signed & Submitted
- In-Compliance

## Checklist

- Reviewed
- Checked
- Signed & Submitted

## Content

- Clear Proposal
- Clear Map to Offering
- Links to Business Plan

## Methodology and Program Design

- Notify if Implemented Elsewhere
- Clear Picture of Methodology and Program
- Keep it Simple

# Key Bidder Requirements – Responsiveness

## Operations

- Summary of Operations
- Past Clients and References

## Staffing, Resources, & Overlap

- How Will You Support The Proposed Program?
- How Will You Support if Already Contracted with Other IOU's?

## Key Personnel & Key Staff

- List the Core Staff
- Resumes
- Letters of Recommendations

# Key Bidder Requirements – Responsiveness

## Field Resources

- Guarantee of Key Personnel

## Bench Strength

- If core member drops, who is the back-up

## Familiarity

- Demonstrate How Familiar You Are With The Tools
- EECP, CET, Documentation on your CET Numbers

# Key Bidder Requirements – Responsiveness

## Sub-Contractor

- Detail The Sub-contractors Abilities.
- List All Sub-contractors With Applicable Certifications

## Financial, Safety and Certifications

- Provide Relevant Financial Information
- Safety Records
- Relevant Certifications

## Market Programs

- Demonstrate how you will market the program.
- Provide Data and Specifics

# Key Bidder Requirements – Responsiveness

## Authorization

- Proposal Acknowledgement Form
- Terms & Conditions

## Solution

- Provide a Solid Solution for Complex Markets
- Reliable, Dependable, Implementable

## Bidder Interviews (If Selected)

- Key Team Members

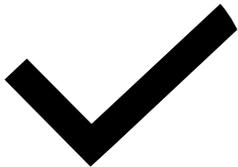
# Key Bidder Requirements – Housekeeping



PEPMA: Delete Outdated Information



Ensure all contact information is current on all platforms

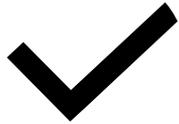


Be accurate and complete

# Key Bidder Requirements – Housekeeping

- Supply all service and product information
- Include a Full Technical Plan
- Complete all required Forms
- Provide a complete CET

# Key Bidder Requirements – Housekeeping Do's



Conform to the font instructions



Tell us what we need to know



Use the Check List



Tell a Full Story

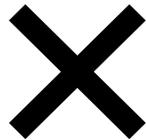
# Key Bidder Requirements – Housekeeping Don'ts



Change or Modify the Font



Make us Guess what solution  
your are proposing



Deviat from the instructions



Provide anything else than what  
we are asking

# Key Bidder Requirements – Housekeeping Common Mistakes to Avoid



Making The Utility Fill Out Your Bid Proposal



Modifying The Cost Proposal Template



Common Typos



Missing Documents



Cyber Requirements

# Key Bidder Requirements – Contractor Safety Program Requirements

- » SDG&E and SoCalGas require participation in the Contractor Safety Program for all implementers delivering programs on their behalf
- » Implementers must comply with all company security procedures, rules, regulations, federal, state, local laws and ordinances to ensure the safety and environmental compliance of their employees and the safety of SDG&E and SoCalGas' customers
- » Implementers and contractors will be classified by SDG&E and SoCalGas based on work to be performed, and will be required to register with ISNetworld (“ISN”), the third party vendor for the safety program
- » The Contractor Safety Manual is available to view or download on Contractor’s ISN Bulletin Board, accessible at <https://www.isnetworld.com/BulletinBoard/asBulletinBoard.aspx>.

# KEY BIDDER REQUIREMENTS - continued

Insurance

Proposed  
Payment  
Structure

Supplier  
Diversity

Additional  
Information

# KEY BIDDER REQUIREMENTS – Insurance

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Insurance

RFPs Must Meet  
Minimum Levels Of  
Insurance

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No Exceptions

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# KEY BIDDER REQUIREMENTS – Insurance

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Commercial General Liability: Not Less Than \$3M

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Commercial Auto Liability: Not Less Than \$3M

---

Pollution Liability: Not Less Than \$5M Per Occurrence

---

Professional Liability Insurance: Not Less Than \$1M Per Claim.

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Policy Aggregate Not Less Than Twice The Per Claim Limit

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# KEY BIDDER REQUIREMENTS – Payment Structure

1. Pay-for-Performance (P4P)
2. Hybrid

# KEY BIDDER REQUIREMENTS – Supplier Diversityc

sli.do

- » Sli.Do Poll
- » How many of you have heard of GO 156?
- » Yes/No

# KEY BIDDER REQUIREMENTS – Supplier Diversity

Have you heard of General Order 156?

0 9 8

Yes



No



# SDG&E & SOCALGAS Supplier Diversity Program



General Order (GO) 156 was adopted by the Commission in 1986 to promote greater competition among utility suppliers by expanding the available supplier base and to encourage greater economic opportunity for business enterprises historically left out of utility procurement, which include:

**LGBT**  
**Minorities**  
**Service Disabled Veterans**  
**Women**

# SDG&E & SOCALGAS Supplier Diversity Program

## ➤ SDG&E and SOCALGAS Supplier Diversity

**”It’s just how we do business”**



- Active supplier diversity efforts for 30+ years
- Clear goals and commitment from top down
- All employees participates
- Company culture promotes diversity
- DBE increases competition and energizes innovation
- DBE makes good business sense
- Economic Impact in our community

# Supplier Diversity Program

## Contribute to our Supplier Diversity 40% Goal

- **Diverse Supplier**  
At least 51% owned, controlled and managed daily operations

- **Prime Contractors**
  - \* **Subcontract to diverse suppliers**
  - \* **Report results on SDG&E and SOCALGAS' online portal**

### Diverse Primes and Subcontractors

**Need to be certified:**

**CPUC Supplier**

**Clearinghouse**

**[www.thesupplierclearinghouse.com](http://www.thesupplierclearinghouse.com)**

**Service Disabled Veterans –  
Office of General Services**

**[www.getcertified.dgs.ca.gov](http://www.getcertified.dgs.ca.gov)**



# **SDG&E & SOCALGAS Supplier Diversity Program**

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***Yolanda Padilla***  
***Project Manager, Supplier Diversity,***  
***SoCalGas***  
***(213) 244-5627***  
**[ypadilla@semprautilities.com](mailto:ypadilla@semprautilities.com)**

# KEY BIDDER REQUIREMENTS – KPIs

» Sli.Do Poll



» In ten words or less, describe what is a good KPI?



# KEY BIDDER REQUIREMENTS – KPIs

- KPIs That Capture Program Performance
  - Measurable
  - Quantifiable
- KPIs Will Be Reviewed Based On The KPI Frequency:
  - Monthly
  - Quarterly
  - Annually

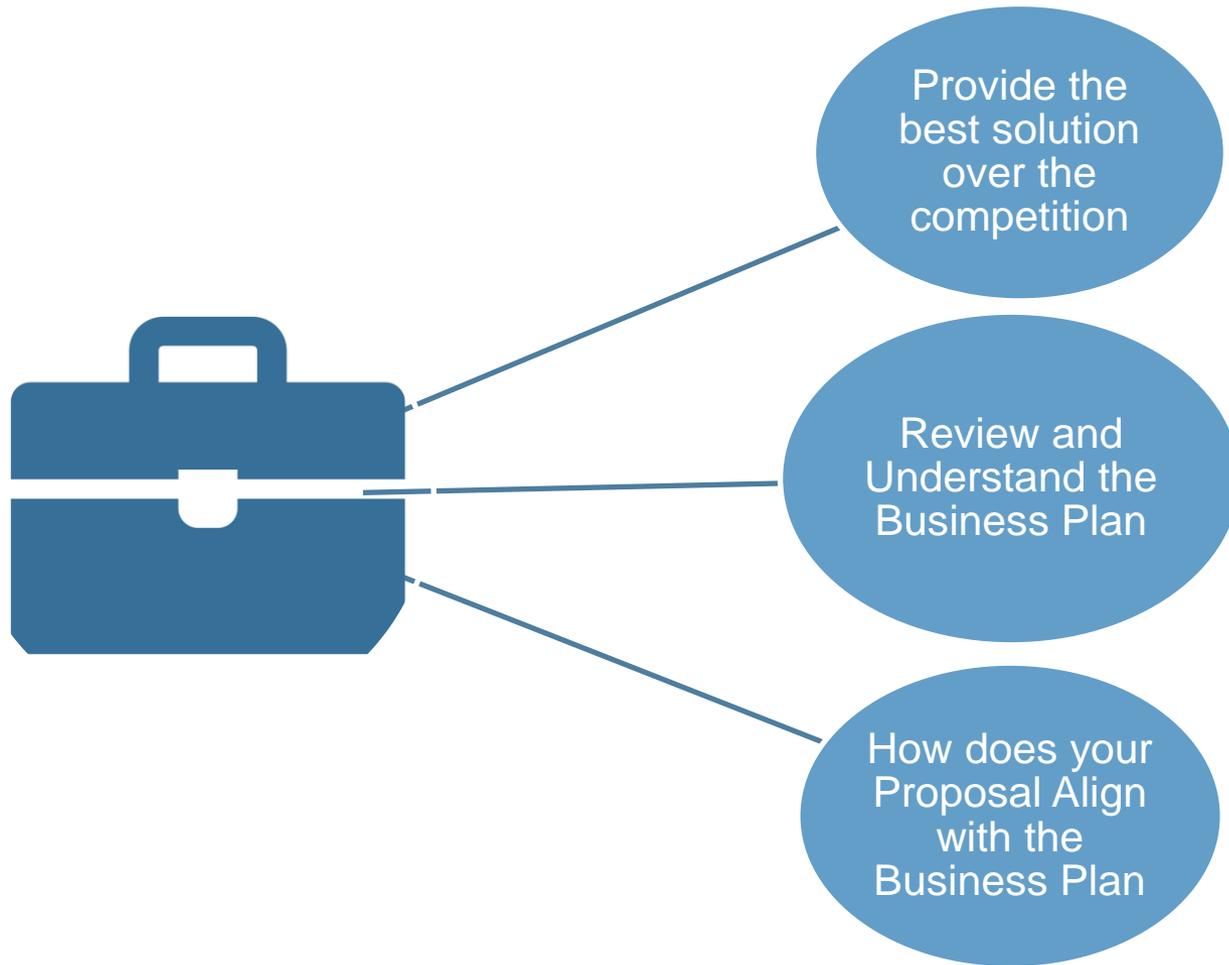
# KEY BIDDER REQUIREMENTS – Additional Information



# KEY BIDDER REQUIREMENTS – Additional Information

- » Focus On The “How” Will You Do The Work
  - Program Theory
  - Logic Model
  - Approach To Estimated Energy Savings
  - Data Collection Approach
  - QA & QC Plans
  - Worthy KPI’s and Program Metrics
  - Using NMEC and How

# KEY BIDDER REQUIREMENTS – Additional Information



# KEY BIDDER REQUIREMENTS – Additional Information

- Implementation Plans Due 60-days After Contract Signing
  - Provide A Draft With Your Proposal
- M&V Plan Support
- Verification Of Savings/Cost-effectiveness
- Standard Requirements Met

# KEY BIDDER REQUIREMENTS – Additional Information

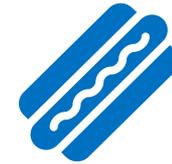
## Bid Notification

- Power Advocate ([www.PowerAdvocate.com](http://www.PowerAdvocate.com))
- PEPMA ([www.pepma-ca.com](http://www.pepma-ca.com))
- Utility Websites
  - ([www.sdge.com](http://www.sdge.com))
  - ([www.socalgas.com](http://www.socalgas.com))
  - ([www.sce.com](http://www.sce.com))
  - ([www.pge.com](http://www.pge.com))
- CAEECC ([www.caeecc.org](http://www.caeecc.org))

**Please submit your questions via [sli.do](https://sli.do).**



# Lunch



# DECISION UPDATE

# Third-Party Solicitation Decision (D.18-01-004)

- » Revises the compliance schedule for meeting the 60% requirement to the end of 2022.
- » Clarifies that solicitations cannot begin until business plan approval.
- » Directs the utilities to establish Procurement Review Groups and Independent Evaluators prior to solicitations.
- » Sets a two-stage solicitation (RFA/RFP) approach.
- » Sets new requirements for third-party contracts:
  - Standard and Modifiable Terms and Conditions
  - CPUC approval of large contracts (>\$5m, >3 years)

# Compliance Schedule

- » At least 25 percent by December 31, 2018
  - For 2018 only, third party programs can include those under the third party definition previously in place prior to the adoption of D.16-08-019.
- » At least 40 percent by December 31, 2020.
- » At least 60 percent by December 31, 2022.

# Energy Efficiency Procurement Review Groups (EEPRG)

- » IOUs must convene at least one EEPRG to be consulted at all stages of the solicitation process.
- » Timeline
  - March 12, 2018 – Submit EEPRG Questionnaire by email
  - March 26, 2018: Notification of EEPRG Member Selection
  - March 28, 2018: EEPRG Member submits all required documents

# Independent Evaluator (IE)

- » IOUs shall individually solicit and contract a pool of IEs with EE expertise.
- » IEs must be approved by the Energy Division Director.
- » IEs must be onboard prior to the launch of the first RFA and ***shall monitor the entire solicitation process.***
- » IEs will be responsible for the following:
  - Consulting and supporting the PRG
  - Providing reports on all solicitations to the PRG
  - Providing semi-annual reports of overall process and conduct of solicitations to the CPUC.
  - Providing reports on the solicitation process for contracts that require an advice letter filing.

# New Requirements for Third-Party Contracts

- » IOUS must file by March 19<sup>th</sup> a set of standard terms and conditions agreed upon by all IOUs, as well as modifiable contract terms.
  - Standard Contract Terms and Conditions
    - Eligibility (type of business, license requirements, insurance and bonding requirements, etc.)
    - Safety requirements
    - Dispute resolution process
    - Termination process.
  - Modifiable Contract Terms and Conditions
    - Workforce qualifications and quality installation requirements
    - Progress and evaluation metrics
    - Contract term/length
    - Diverse and disadvantaged business and employee terms
    - Payment schedule and terms to 3Ps and utility customers (for incentive payments)
    - Payment provisions for pay-for-performance arrangements
    - Data collection and ownership requirements
    - M&V requirements, including guidelines about normalized Coordination with other program administrators.
- » Implementation Plans must be uploaded within 60 days of contract execution.

# Next Steps

Action	Due Date
EEPRG Questionnaire	March 12 <sup>th</sup>
Motion for approval of Standard and Modifiable Contract Terms and Conditions	March 19 <sup>th</sup>
Updated Solicitation Schedule on IOU website, PEPMA and CAEECC	March 19 <sup>th</sup>
Business Plan Proposed Decision	TBD

# Panel Q&A via sli.do

## PANELISTS

Athena Besa, SDG&E  
Kerriann Weaver, SDG&E

Eugene Ayuyao, SoCalEdison

Erin Brooks, SoCalGas  
Ganesh Venkat, SoCalGas

Matthew Braunwarth, PG&E

Business Plan Link via CAEECC: <https://www.caeec.org/business-plans-1>

## Was using Sli.do a valuable addition into today's workshop.

0 5 1

Yes



100 %

No



0 %

# THANK YOU!

This presentation will be posted on PEPMA.