

Community Choice as a Service Business Model Evolutions

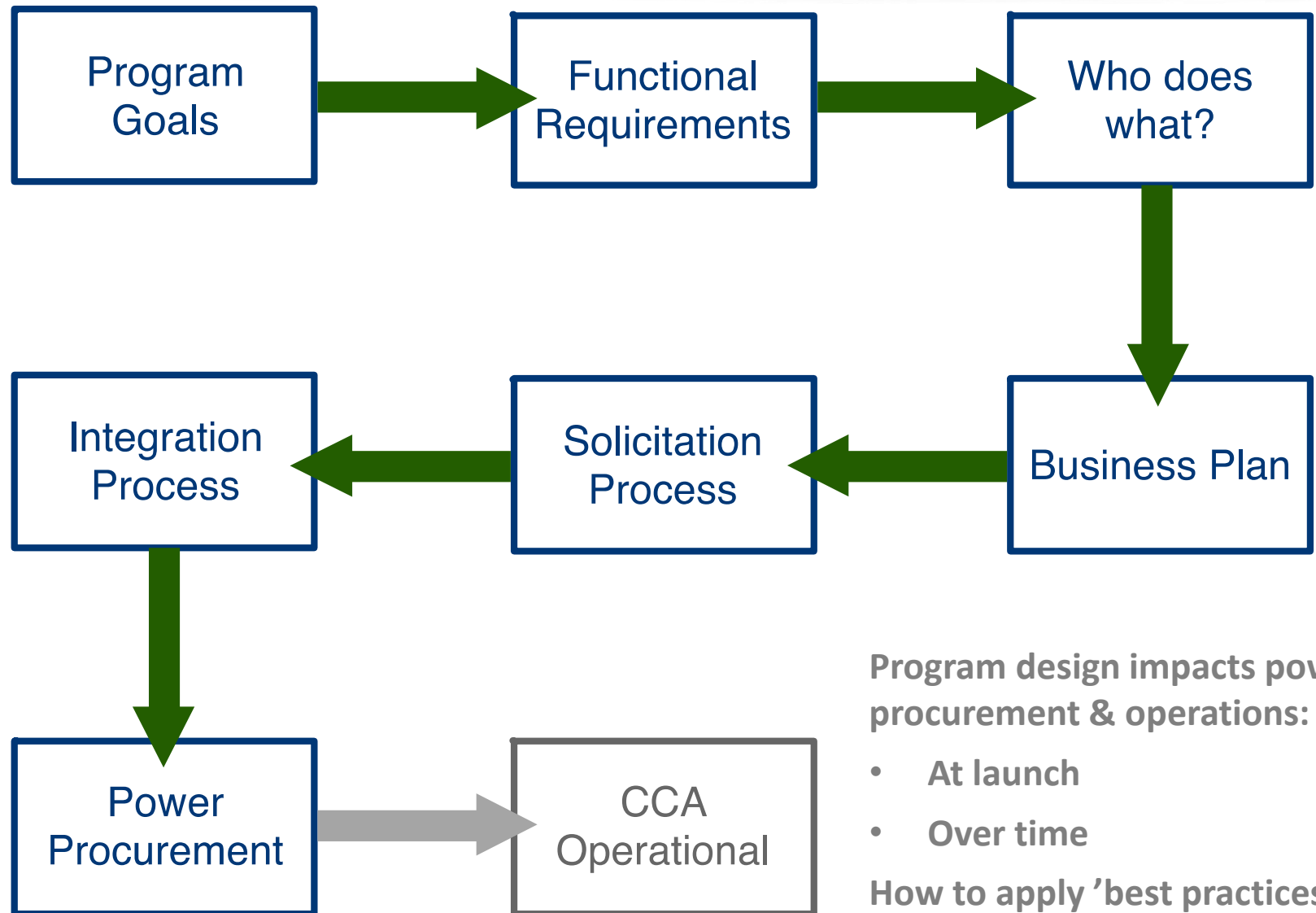


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President
4 March 2016



COMMUNITY CHOICE
PARTNERS
SECURING YOUR COMMUNITY'S ENERGY FUTURE

What is CCA “Program Design”?



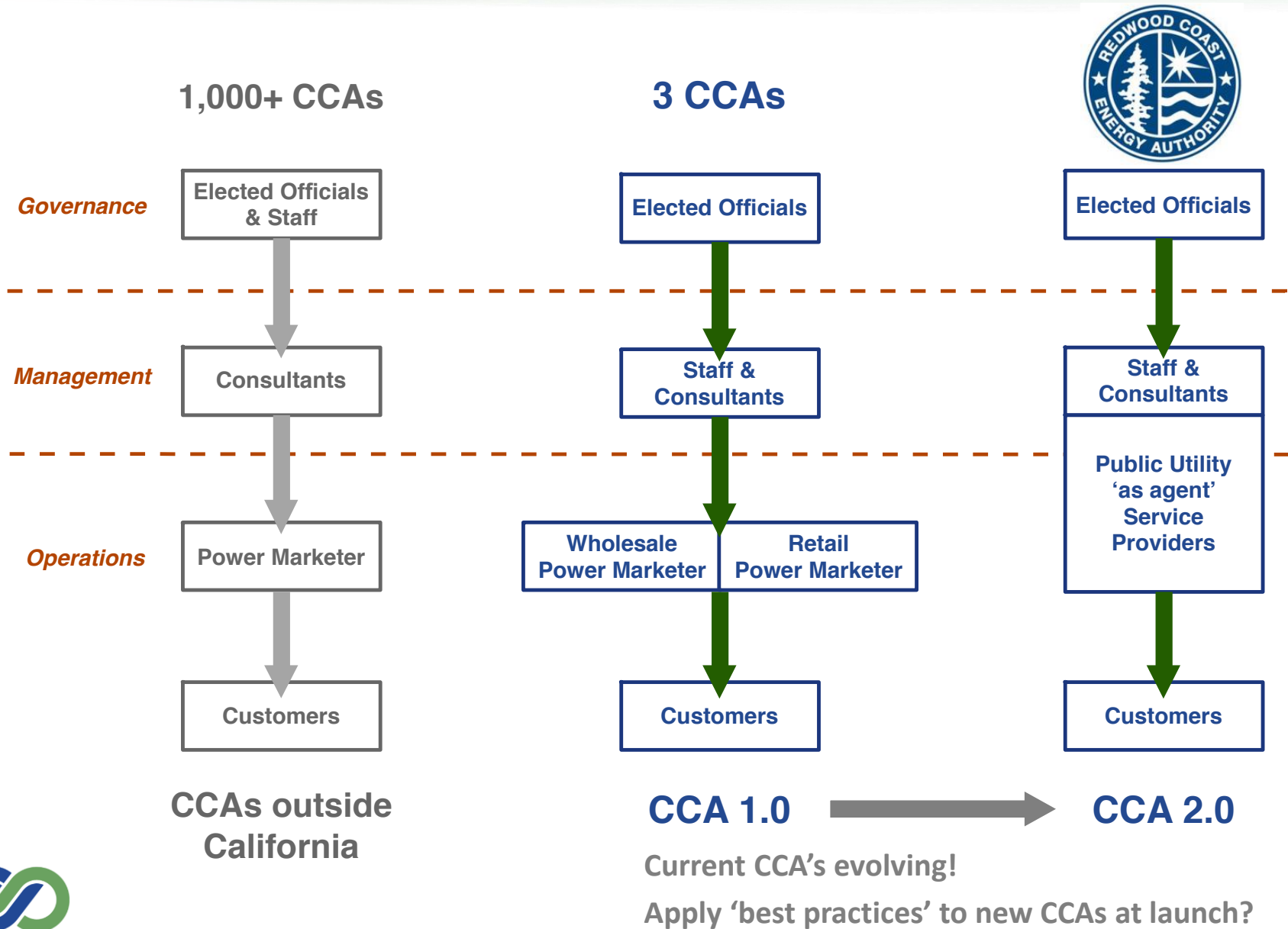
Program design impacts power procurement & operations:

- At launch
- Over time

How to apply 'best practices' from existing CCAs?



CCA: Evolving Program Design

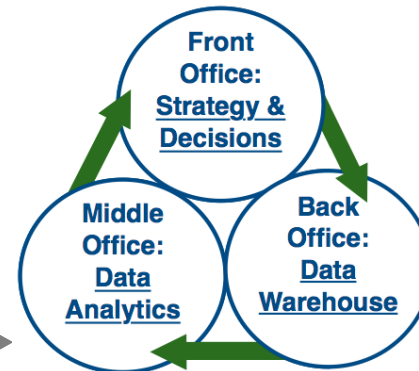


CCA 2.0 Advantages

Apply existing CCA 'best practices' to new CCAs

Utility-grade operations

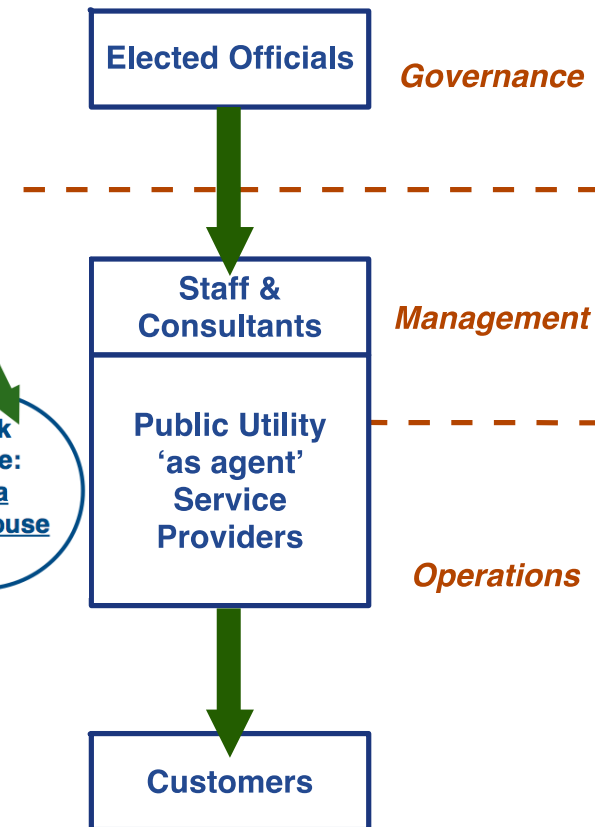
- 24/7 operations
- Flexibility in energy choices & greater competition at launch
- Power modeling & market intelligence
- “Front/middle/back office” →
- Customer analytics & engagement



Enhanced capabilities support management

- Budget is only as good as forecasting abilities
- Regulatory engagement informed by deep technical & market expertise
- Cost-effective achievement of local policy goals

- Stability/ price, lower GHGs, renewables & distributed energy



CCA 2.0





Partnership of “as agent” service providers with excellent public power references in CA: SCP, LA, SCPPA, SVP, SMUD, SFPUC, Roseville & Pasadena

- **Joint Powers Agency design** (Wendel Rosen): Charter drafting, formation services and counsel to major Bay Area government agencies
- **Power operations** (ACES): \$5+ billion annually in USA, mainly public power; 11 years of California market experience & Master Contract with SCPPA
- **Data & Billing** (Gas & Power): 250k+ California accounts
- **Call Center** (AGR): 1 million+ CCA customers
- **Load Forecasting** (TESLA): for large utilities & 300 public power districts
- **Integrated Resource Planning** (Energy Exemplar): provides software & consulting vital to almost all long-term planning in California

