



# Advanced Metering Infrastructure (AMI) and Meter Data Management System (MDMS) RFP-70090474-JB

Request For Proposal  
Informational Webinar

16 October 2019

# Welcome and General Guidelines

- **Welcome to all Bidders**
  - Thank you for your interest in this project
- **General Guidelines**
  - Webinar will be recorded
  - All participants will be muted
  - Keep your phones and mics muted during presentation
  - Submit your questions via the Skype messenger
  - Information on EPE's existing assets cannot be discussed during this webinar
  - EPE will unmute mics for questions at the end of presentation
  - Questions associated with confidential information will be addressed to qualified bidders only in separate forum



# Safe Harbor Statement

- Certain matters discussed in this informational webinar presentation other than statements of historical information are "forward-looking statements" made pursuant to the safe harbor provisions of the Section 27A of the Securities Act of 1933, as amended, and Section 21E of the Securities Exchange Act of 1934, as amended, including statements regarding EPE's future expectations, beliefs, plans, objectives, assumptions or future events or performance that are not historical facts. Such statements are subject to a variety of risks, uncertainties and other factors, most of which are beyond El Paso Electric Company's ("EPE" or the "Company") control, and many of which could have a significant impact on the Company's operations, results of operations, and financial condition, and could cause actual results to differ materially from those anticipated. Additional information concerning factors that could cause actual results to differ materially from those expressed in forward-looking statements is contained in EPE's most recently filed periodic reports. Any such forward-looking statement is qualified by reference to these risks and factors. EPE cautions that these risks and factors are not exclusive.
- Management cautions against putting undue reliance on forward-looking statements or projecting any future assumptions based on such statements. Forward-looking statements speak only as of the date of this Pre-Bid Meeting Presentation, and EPE does not undertake to update any forward-looking statement contained herein.



# Agenda

- **Introduction**
- **Background**
- **Project Overview**
- **RFP Processes and Milestones**
- **Proposal Submittal**
- **Proposal Evaluation**
- **Conclusion**
- **Open Forum**



# Introduction

- **Request for Proposal (RFP) Objective**
  - Implementation of AMI-MDMS solution to improve EPE operations and enhance customers benefits
- **Informational Webinar Goals**
  - Provide background and context for the RFP
  - Review procurement process and key milestone events
  - Review Questions and Answers (Q&A) procedure



# Background

- **EPE is pursuing the implementation of an AMI-MDMS solution for the following reasons:**
  - EPE currently uses automated meter reading (AMR) and Itron MV90x1 technologies
  - Several systems at EPE are reaching their end of life
  - EPE's current metering and systems have limited insight into real time energy demand and usage
  - EPE is seeking opportunities to enhance safety, reliability, efficiency, and increase situational awareness
  - EPE is looking to provide customer insight on their individual electric use, encourage efficiency/conservation, and provide better outage communication



# Project Overview

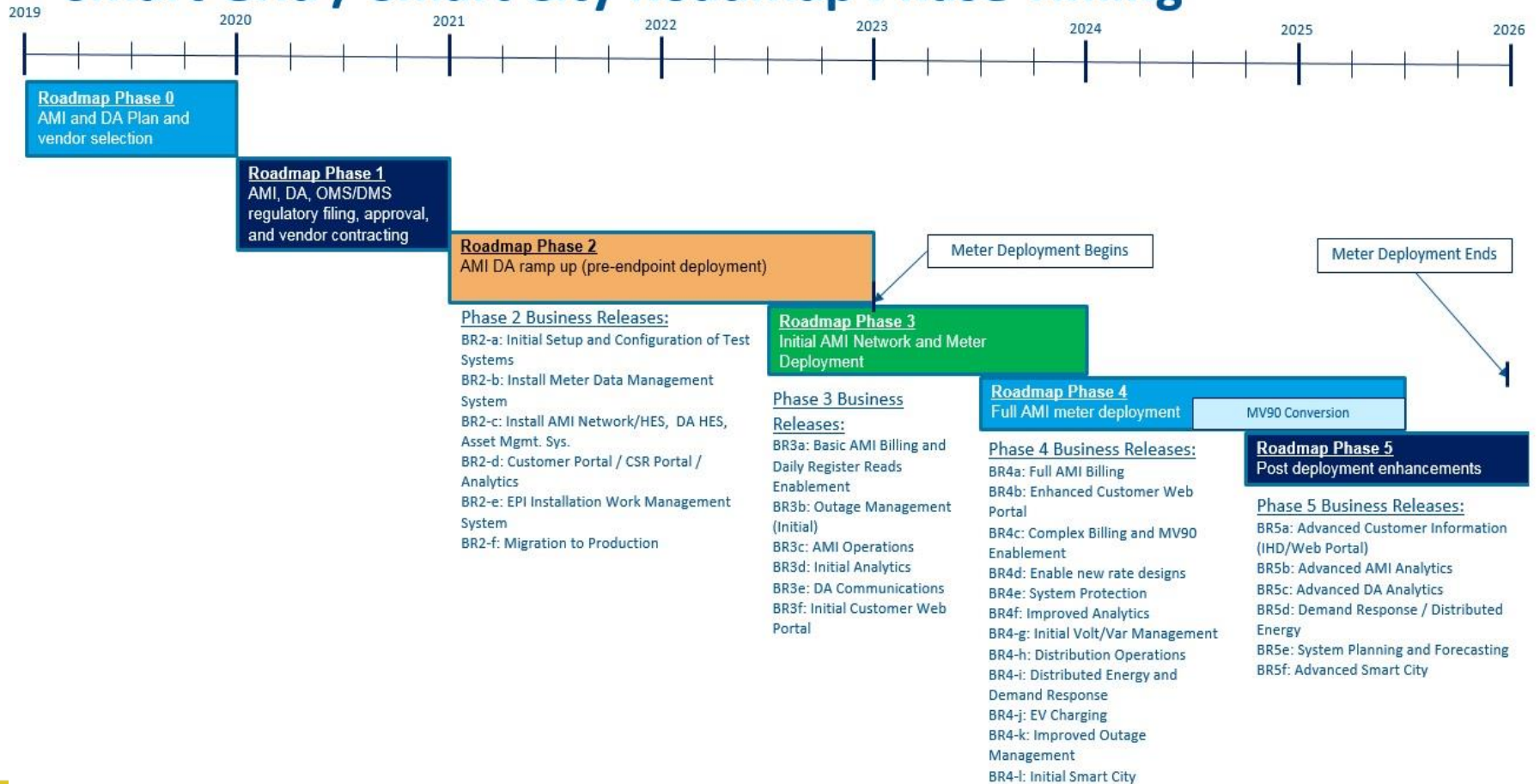
- **Project Vision**

- The AMI-MDMS solution is expected to address key EPE Utility needs including:
  - Improved distribution system reliability
  - Enhanced employee productivity
  - Increased bill accuracy and advanced billing options
  - Enable easier implementation of rate options
  - Empower customers to control their bills through more frequent and timely usage information
  - Support demand side management initiatives
  - Improved accuracy of customer outage data thus enabling faster outage restoration
  - Establish a foundation for future Smart Grid and Smart City technologies



# Project Overview (cont.)

## Smart Grid / Smart City Roadmap Phase Timing





# RFP Processes and Milestones

- **Notice of Intent to Bid (NOIB) and Confidentiality Agreement (CA)**
  - Bidders must fill out the NOIB indicating their project experience and product availability
  - Bidder must submit an executed CA
  - Due November 1, 2019
- **Qualification of Bidders**
  - EPE will review the NOIB and executed CA to determine the bidders' eligibility to bid
    - Bidders will be notified within 3 days of qualification
    - Qualified bidders will receive an email granting access to confidential information via a secure workspace



# RFP Processes and Milestones (cont.)

- **Q&A Process**
  - All questions must be submitted electronically as stated in Section 1.2 of the RFP
    - email: [bids@epelectric.com](mailto:bids@epelectric.com)
  - No intellectual property or proprietary information should be in the submitted questions
  - All Q&As and Addendums (if needed) will be provided to qualified bidders only via secure workspace
  - EPE will respond to all submitted questions within 5 business days
  - Final questions are due December 2, 2019
  - Final answers will be provided to qualified Bidders no later than December 16, 2019



# Proposal Submittal

- **Proposal Development**

- Confine the RFP submittal to each question's requirements as indicated in the RFP and Appendices
- Clearly mark all materials, documents, and cross references
- Indicate all subcontractors and partners
  - Include names, roles, and purpose for all proposed personnel
- EPE expects the bidder to accurately represent all costs associated with the bidder's proposal
  - Failure to disclose all true costs or inaccurate representation of any portion of bidder's AMI and/or MDMS solution and its associated costs may result in disqualification of submittal from evaluation

- **Submittal**

- Submit to the EPE office as stated in Section 3.8 in the RFP.
- EPE will acknowledge receipt of the proposal via the contact email in the proposal.
- Due January 6, 2020 by 5:00 PM Mountain Time



# Proposal Submittal (cont.)

- **Confidentiality**

- Proposals and other information submitted must be designated as “Confidential” by Bidder to be considered Confidential.
- Entire proposals may not be marked as confidential, only specific information may be marked “Confidential” to receive confidential treatment.

- **Public Disclosure**

- Information marked “Confidential” may be subject to regulatory or court review; and, as part of any regulatory approval process, disclosure of that information may be required
- Key terms of negotiated agreements from selected proposals will be publicly disclosed on a nonconfidential basis for review as part of any regulatory approval process as EPE deems necessary and appropriate which include:
  - Term and any option to extend term and,
  - Price or pricing formulas including any reopeners, escalation provisions, and any fixed or variable costs.



# Proposal Evaluation

- **Evaluation Process**

- Once EPE has reviewed all proposals, EPE may utilize a down-selection process where select bidders will be short-listed to continue in the evaluation process.
- All decisions to shortlist bidders will be made at the sole discretion of EPE.
- Bidders may be requested to participate in an on-site oral presentation and solution demonstration to be conducted at the EPE offices in El Paso, Texas.
- EPE will work with the shortlisted bidders to schedule any on-site review.





# Conclusion

- **Reminder for Contacting EPE**
  - Use the email as listed in the RFP
  - Do not contact any EPE employee, agent, or representative regarding this project outside of the contact information in the RFP
- **Reminder of key dates**
  - November 1, 2019 - NOIB and CA
  - December 2, 2019 - Final Submission of Questions
  - December 16, 2019 - Final Questions Response
  - January 6, 2020 5PM MT – Proposals Submittal



# Open Forum

