



POC Portfolio Marketing Report 1st Qtr 2006

Prepared by Pacific Power



DOE/NREL 2005 Rankings

- PacifiCorp's 2005 NREL rankings are in:
 - #2 in number of participants
 - #3 in Mwh's sold
 - Number of Participants - six straight years in the top 10 and four straight years in the top 5
 - #10 in 2000
 - #6 in 2001
 - #3 in 2002
 - #5 in 2003
 - #2 in 2004
 - #2 in 2005
 - MWh's Sold –four straight years in the top 10 and three straight years in the top 5
 - #6 in 2002
 - #4 in 2003
 - #3 in 2004
 - #3 in 2005



Transfers & The Move Process

- First Quarter 2006:
 - Gross Adds = 1,557
 - Gross Drops = 621
 - Transfers = 142
 - Net Adds = 1,415
 - Net Drops = 479
- Move process:
 - *Script prompt to CSE to ask customer if they want to continue to purchase Blue Sky when transferring within the service area.*
 - *The pop up informs the agent to confirm if the customer was signed to one of the options and if so, to find out if the customer would like to continue that option at the new location.*
 - *When the Blue Sky agreement is transferred, a new Welcome Aboard letter is sent out.*



RMS/Supplier RFP

- Tentative Schedule :

- RFP release June 5, 2006
- Proposals due July 5, 2006
- Agreements executed by PacifiCorp after obtaining necessary board approval no later than August 25, 2006
- Tariffs filed with Commission, September 1, 2006
- New contract begins January 1, 2007

- Evaluation Criteria:

- Price for tags and RMS: 30%
- Quality of RMS: 20%
- Demonstration of experience: 10%
- % of tags from program dedicated renewable resources: 10%
- Tags from 100% renewable resources: 10%
- Preference for tags from local facilities – Oregon, Pacific Northwest (OR & WA), then WECC: 10%
- Ability to meet WREGIS standards: 5%
- Risks, including market price exposure: 5%

