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Piața cu amănuntul

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Jurist Principal al Personalului
Comisia pentru Utilități Publice din Maine

26 martie 2014



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Problemele abordate de restructurare

- Discriminare împotriva concurenților
 - Informare mai bună
 - Acces la instalații
 - Favorizarea contractelor
- Subvenționarea încrucișată
 - Transferarea costurilor către companii reglementate (de distribuție)



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Reacția statului Maine

- Cesionarea obligatorie a activelor de producere
- Limitarea volumului comercializat de energie furnizată de companiile de utilități
- Codul de conduită stabilit
- Toți consumatorii imediat eligibili



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Cesionarea activelor

- Cerută de lege
- Vândute celui mai mare ofertant
- Toate unitățile de producere vândute împreună
 - Avantaj de preț
 - Activele de producere ale statului Maine reprezintă un % mic de pe piața New England
- Rezultat favorabil



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Limitele pentru comercializare

- Limite pentru vânzările „în interiorul regiunii”
- Nu se utilizează numele sau emblema companiilor electrice
- Activitate slabă de comercializare a companiilor de utilități
 - Deși sunt cele mai mari piețe ale companiilor de telefonie



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Codul de conduită

- Se aplică tuturor activităților nereglementate ale tuturor companiilor de utilități reglementate
- Elementele includ
 - Filială separată
 - Manualul costurilor pentru administrarea tranzacțiilor
 - Limitări cu privire la investiții
 - Limite de utilizare a informațiilor despre compania de utilități
 - Interdicții împotriva discriminării



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Certificarea furnizorilor concurențiali de electricitate

- Capacitate financiară, tehnică
- Dezvăluirea acțiunilor de constrângere precedente
- Înregistrarea fiscală
- Raportare anuală
- Protecția consumatorilor



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Tipurile furnizorilor concurențiali de electricitate în conformitate cu Normele MPUC

- Agregator
 - Organizează consumatorii pentru cumpărare în grup
- Broker
 - Agent al cumpărătorului; fără nici un interes de proprietate în sectorul energiei electrice
- Comerciant/furnizor
 - Cumpără energia electrică cu ridicata și o vinde consumatorului cu amănuntul; are interes de proprietate în sectorul energiei electrice



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Oferta standard de servicii

- Serviciu de ultimă instanță
- Servicii implicite
- Consumatorii care nu aleg sau nu găsesc un furnizor concurențial potrivit
- Furnizorul își asumă obligația de a deservi
- Clasele de consumatori
 - Rezidențiali sau mici nerezidențiali; fără tarif pentru cerere
 - Nerezidențiali de dimensiune medie cu o cerere < 500 kW
 - Nerezidențiali de dimensiune mare



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Selectarea furnizorilor ofertei standard

- Licitatie competitivă
- Ofertanții primesc datele despre consumatorul agregat de la compania de utilități înainte de licitație
- În rezultatul unei piețe angro concurențiale, licitațiile pentru oferta standard sunt bune pentru o zi
- Cu experiență, procesul a devenit standardizat
- MPUC primește și analizează ofertele și aprobă în mod public contractele cu ofertanții câștigători, într-o singură zi.



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Ofertele serviciilor furnizorului concurențial de electricitate

- Instrumente sofisticate de cumpărare și acoperire vândute consumatorilor industriali și celor comerciali de mare dimensiune
 - Reacția la sarcină, reacția la sarcina de vârf, servicii auxiliare
- Oferte simple „la preț competitiv” vândute consumatorilor rezidențiali și întreprinderilor mici



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Comercializare către agenți economici de mari dimensiuni

- consultare
- planificare strategică



Index Plus Block Solutions

Our Insight. Your Call. Lower Price.

We designed Index Plus Block Solutions for customers who are willing to accept more risk for a lower price and want the flexibility that comes with taking an active role in managing your energy costs. You are savvy about the electricity market, willing to spend the time and effort to make ongoing decisions about when and how much to buy, and comfortable with more risk.

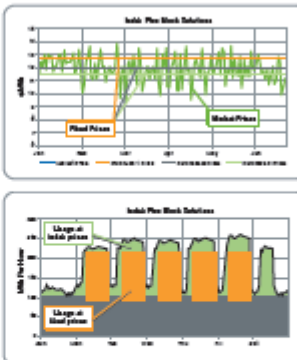
You decide when to fix the price for a fixed volume of usage; any usage above the fixed volume will be at the market price. We provide price information so you can decide when to purchase, and we analyze your historical and forecasted consumption to help you determine how much to purchase.

Benefits:

- **Flexibility**—Change how much usage is at a fixed price.
- **Market Events**—Make purchases when market events present buying opportunities.
- **Lower Prices**—Avoid the additional cost for usage variance protection (you take the risk of market prices for usage not covered by a fixed price block).

Options:

- Default energy price is the market price. Choose Day Ahead or Real Time Indices (availability depends on wholesale market).
- Fix the price for fixed volumes of electricity (blocks) for any number of calendar months during the term of the contract. Purchase blocks for standard periods (7x24, peak, off-peak, etc.).
- Ancillaries, capacity and transmission can be fixed or passed through, depending on the wholesale market. If fixed, they are included in your contract price.
- Purchase renewable energy certificates to match a percentage of your usage.



Market prices are volatile; they can change by a lot, quickly. With Index Plus Block Solutions, you lock in your price when you want to so you can take advantage of market price changes.

With Index Plus Block Solutions, each fixed price covers a fixed volume of electricity. You decide how much of your usage will be at fixed price; the difference between your usage and your fixed volume will be charged market index prices.





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Comercializare către consumatorii rezidențiali

- Preț
- Preț
- Preț

Home • About Us • FAQs • Savings Calculator • Programs & Benefits [Enroll Now >](#)

Gulf Electricity

enter to win **FREE ELECTRICITY** FOR A YEAR!

and MONTHLY PRIZES:
15 winners per month (January & February) will get 2 New England Ski Mountain Lift Tickets!
[Click for more details! >>](#)

Light up your life... for an entire year!

Customers who enroll for Gulf Electricity before March 31, 2014 will be automatically entered to WIN FREE ELECTRICITY for an entire year! Already enrolled for Gulf Electricity? Don't worry...you'll receive an automatic entry!

That's not all...we'll also be giving away monthly prizes! In January and February, 15 lucky winners will receive a pair of New England Ski Mountain Lift Tickets. This means that 30 winners (and their friends) will be skiing FOR FREE this winter!

Enroll today and let Gulf Electricity light up your life, for an entire year!

[Click here for more details.](#)

All existing Gulf Electricity customers will be automatically entered in this promotion. This program is valid for all residential customers in CT, MA, NH, RI, and VT.

Start saving!
Grab a recent bill and we'll show you how much...
[Savings Calculator](#)

Great Savings
Depending on your state, you could save up to 10% on energy costs to the regulated utility supply. This could be \$100 a year! Who isn't looking to save money right now? Make it happen with Gulf Electricity.

Unparalleled Customer Care
When you sign up to receive Gulf Electricity, you're signing up to receive ongoing support from a company committed to providing you with unparalleled service.

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Interacțiunile de afaceri între furnizor și compania de utilități

- Notificare despre înscrierea și revocarea consumatorului
- Transferul datelor specifice consumatorului
- Formular standard al contractelor
- Citirea datelor de contor
- Facturare consolidată
- Mecanisme de regulare a pieței



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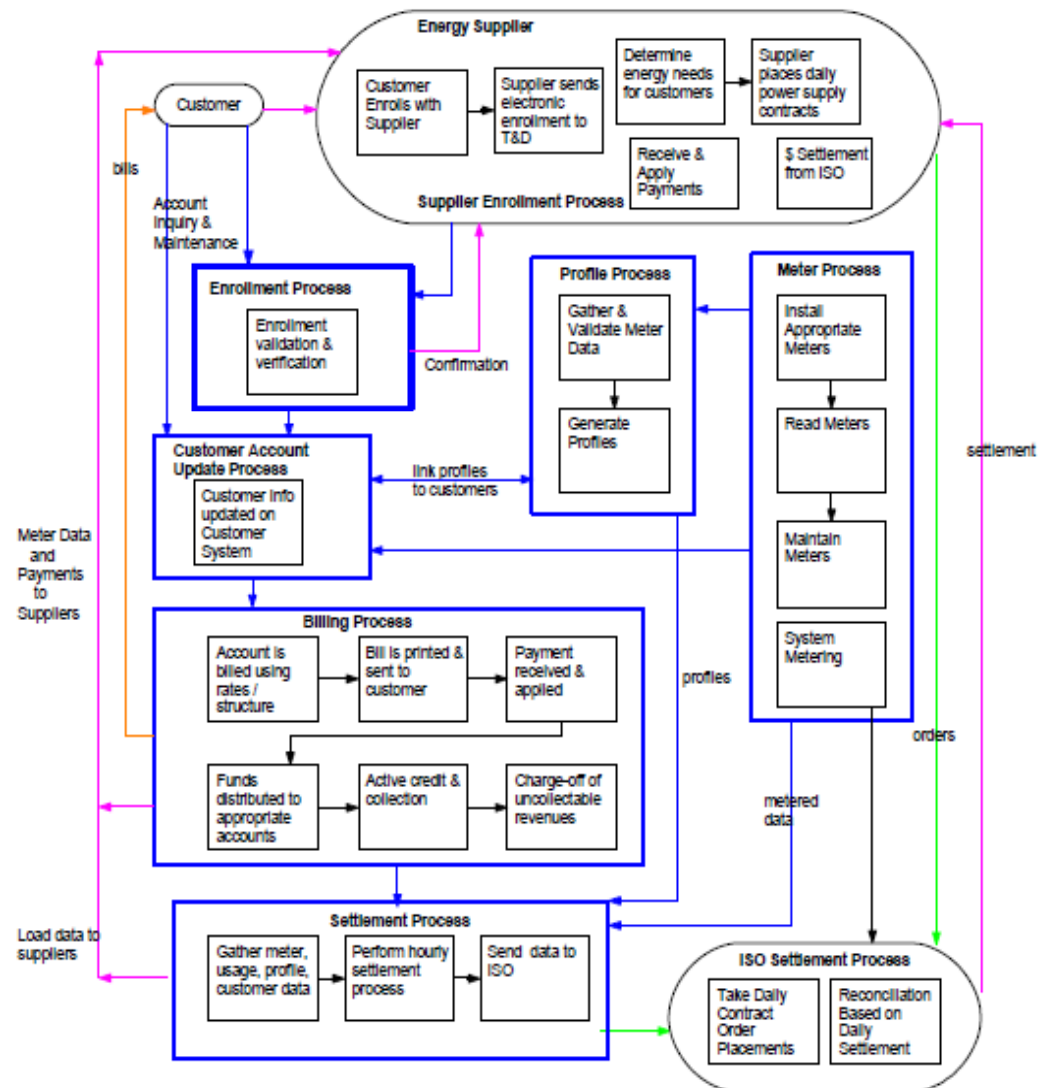


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Interacțiuni complexe

Tranzacții electronice
de afaceri (EBT)
Standarde

Schimb de date
electronice (EDI)





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Factură simplă

	CMP account number: 524-000-8010-014		Central Maine Power customer assistance line 1-800-750-4000 Outage reporting line: 1-800-696-1000		ANDREW S HAGLER BAKER CAMP LN DALLAS PLT ME Service location	
Billing date: 01/10/14		Read cycle: 06		Page 001 of 003		
Customer Meter Summary						
Meter Number	Read Date	Prior Read Date	Number of Days	Meter Reading	Prior Meter Reading	Total KWH
G052029453	01/08/14	12/06/13	33	2667	2477	190
Account Summary						
Prior balance						\$10.25
Payments received through 01/10/14 - thank you					\$10.25-	
Balance forward						\$0.00
New charges						
Electricity Delivery: Central Maine Power (see detail below)					\$15.56+	
Electricity Supply: Standard Offer Service					\$12.97+	
Total new charges						\$28.53
Current Account Balance:				Please pay before 02/08/14		\$28.53

Central Maine Power Delivery Service Account Detail

Prior balance for Central Maine Power delivery		\$9.36
Payments received - thank you	\$9.36-	
Balance forward		\$0.00
Current delivery charges		
Delivery Charges: Residential		
Delivery Service:	190 KWH	\$15.56+
Up to 100 KWH @	\$9.36	
Over 100 KWH @	.068920	
Total current delivery charges		\$15.56
Central Maine Power account balance		\$15.56

Messages about your Central Maine Power delivery account

We work on the electricity delivery system year-round to provide reliable, high-quality power - even in the most severe weather. To make sure you stay safe during winter storms, download a free copy of our Storm Guide at cmpco.com.

Please see back page for important information

	01/14	12/13	11/13	10/13	09/13	08/13	07/13	06/13	05/13	04/13	03/13	02/13	01/13
Daily	6	1	6	1	2	7	2	1	1	3	3	4	9
Monthly	190	13	170	36	59	216	78	34	37	78	82	111	300



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Măsurile de protecție a consumatorului rezidențial

- Fără „impunere forțată”
- Notificare anuală despre condițiile de deservire prevăzute
- Dreptul la reziliere
- Perioadă de așteptare înainte de înscriere
- Verificarea alegerii consumatorului
- Perioadă de furnizare a unui pachet minim de servicii
- Notificare cu privire la modificarea condițiilor
- Notificare cu privire la anularea serviciilor
- Plângerile consumatorilor pot fi depuse la MPUC



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Reacția consumatorilor la restructurarea sectorului electric

- Piața industrială instituită instantaneu
 - Consumatori sofisticați
 - Date funcționale despre sarcină și cerere imediat disponibile
 - Clauze contractuale pentru a minimiza riscurile irecuperabile
- Creșterea treptată a numărului de consumatori/a pieței comercial mici
 - Costuri înalte pentru „îngrijirea consumatorului”
 - Comercializare costisitoare
 - Cheltuieli ce țin de facturare și citirea datelor de contor
 - Mai puține date legate de utilizare
 - Riscuri irecuperabile mai mari
 - În afara „zonei de confort” a consumatorilor



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Consumatorii deserviți de furnizori concurențiali

	CMP	BHE	MPS
Rezidențiali/comerciali de dimensiune mică	194,865	15,450	52
Dimensiune medie	5,883	737	53
Dimensiune mare	341	44	8
Total	201,046	16,221	113

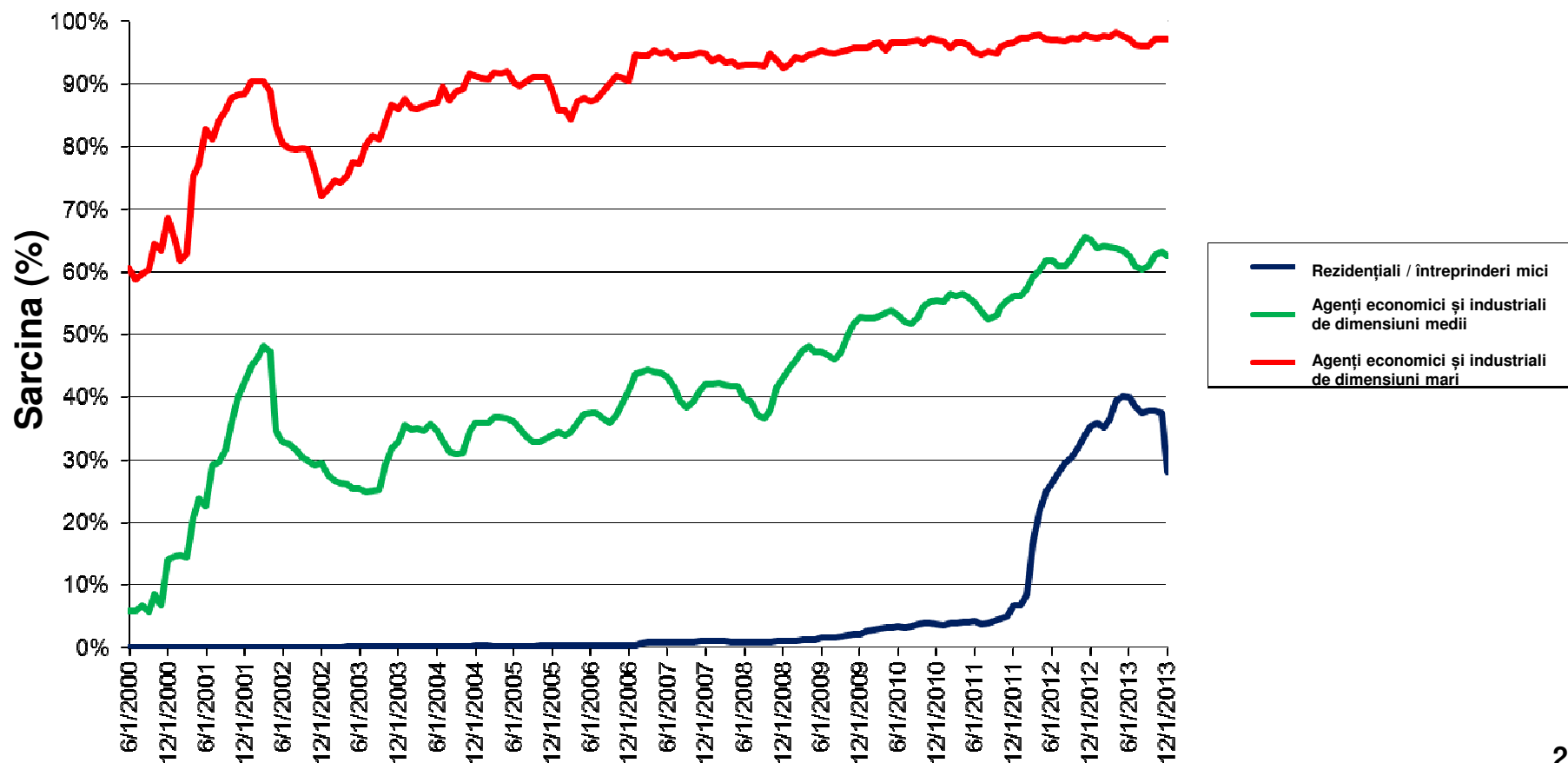


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Sarcina deservită de furnizori concurențiali de electricitate Central Maine Power Company iulie 2000-decembrie 2013 Prezentat de MPUC





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OVERVIEW



[How It Works](#) | [Maine Renewables](#) | [Where Your Money's Going](#) | [FAQ](#) |

How It Works



1. You use energy, in the form of electricity, to power your home or business every day.
2. Enroll in Maine Green Power.
3. You pay a little more on your utility bill to match all or part of your monthly electricity use with renewable energy.
4. Maine Green Power uses these funds to support 100% Maine-based renewable energy on your behalf.
5. You've helped grow demand for renewable energy and ease our reliance on fossil fuels. The result is local jobs and a cleaner, healthier environment for all.

"It is an important step for Maine to have an option that funds local green energy infrastructure, is incorporated seamlessly on one's bill, and is easy to activate and start using." - Matt, a participant in Portland



There's Power in Numbers
[SPREAD THE WORD »](#)



Have More Questions?
[VISIT OUR FAQ »](#)

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time-of-use (tou) supply option

Standard Offer: TOU Supply Option

A "time-of-use" or TOU supply option is available to eligible residential and small commercial customers. The TOU supply option offers an opportunity to pay electricity prices based on the time of day and day of week that you use power. By shifting your electricity use to off-peak hours, this option may save you money on the supply portion of your electricity bill.

How does this work?

1. Evaluate

It's up to you to decide if a time-of-use option could help you manage your electricity costs. You should consider the electricity you use during on-peak times and assess whether you could move those activities to off-peak hours. If you enroll in CMP's [Energy Manager](#) you can compare price options based on historical usage from your smart meter, using our new [price comparison tool](#). If you are already enrolled in Energy Manager, [log in](#) to use this tool.

2. Enroll

You may enroll in this option beginning February 1st, 2014. New prices will be offered every March 1st for the next 12 months. Once enrolled, you will remain on this pricing option as long as your account remains eligible, or until you notify us otherwise. You may de-enroll at any time. See the Terms and Conditions for more information.

3. Review your bill.

You will see your usage and the prices you paid for electricity during on-peak and off-peak hours. Use this information and the information in our new on-line [Energy Manager](#) tool to help manage your use of electricity.

more information

- ▶ [Enroll Now](#)
- ▶ [TOU Terms and Conditions](#)
- ▶ [TOU FAQs](#)
- ▶ [De-Enroll from TOU Supply Option](#)





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STANDARD OFFER RATES: Central Maine Power Company Large Non-Residential Class

Docket No.	Period	Price					
		Capacity (\$/kW)		Energy (\$/kWh)			
		Pk	Shld	Pk	Shld	Off	All Hours
2013-00500 • Supplier: NextEra (100%) • RFP • Order • Bidder Conditions • Statement of Commitment • Order Setting Price - March	Feb-15	\$4.1748					
	Jan-15	\$4.1748					
	Dec-14	\$4.1748					
	Nov-14	\$4.1748					
	Oct-14	\$4.1748					
	Sep-14	\$4.1748					
	Aug-14	\$4.1748					
	Jul-14	\$4.1748					
	Jun-14	\$4.1748					
	May-14	\$4.16560					
	Apr-14	\$4.16560					
	Mar-14	\$4.16560					\$0.120213
	Feb-14	\$4.16560					\$0.161834
2013-00329 • Supplier: NextEra (100%) • RFP • Order (PDF) • Bidder Conditions (PDF) • Statement of Commitment (PDF) • Order Setting Price - Sept (Word) • Order Setting Price - Oct (Word) • Order Setting Price - Nov (Word) • Order Setting Price - Dec (Word) • Order Setting Price - Jan (pdf) • Order Setting Price - Feb (Word)	Jan-14	\$4.16560					\$0.158909
	Dec-13	\$4.16560					\$0.114294
	Nov-13	\$4.16560					\$0.057642
	Oct-13	\$4.16560					\$0.044761
	Sep-13	\$4.16560					\$0.042121



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STANDARD OFFER RATES:
Central Maine Power Company Medium Non-Residential Class

Docket No.	Period	Price (\$/kWh)
2013-00500 • Supplier: NextEra (100%) • Press Release • RFP • Order • Bidder Conditions • Statement of Commitment	Feb-15	\$0.14438
	Jan-15	\$0.14956
	Dec-14	\$0.11989
	Nov-14	\$0.08673
	Oct-14	\$0.06216
	Sep-14	\$0.06136
	Aug-14	\$0.07109
	Jul-14	\$0.07490
	Jun-14	\$0.07360
	May-14	\$0.06182
	Apr-14	\$0.07209
	Mar-14	\$0.09476
	Feb-14	\$0.09418
2013-00329 • Supplier: NextEra (100%) • RFP • Order (PDF) • Bidder Conditions (PDF) • Statement of Commitment (PDF)	Jan-14	\$0.10015
	Dec-13	\$0.08438
	Nov-13	\$0.06175
	Oct-13	\$0.05501
	Sep-13	\$0.05627
	Aug-13	\$0.06119
2012-534 • Suppliers: NextEra Energy (100%) • Press Release • RFP • Order (PDF) • Bidder Conditions (PDF) • Statement of Commitment (PDF)	Jul-13	\$0.06333
	Jun-13	\$0.05742
	May-13	\$0.05642
	Apr-13	\$0.05936
	Mar-13	\$0.06669
	Feb-13	\$0.06669



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BHE Historic Standard Offer Prices: Residential & Small Commercial Class

Docket No.	Dates	Price (\$/kWh)
2013-00500 Suppliers: NB Power (67%); NextEra (33%) RFP Press Release Order Bidder Conditions Statement of Commitment	(3/1/14 - 2/28/15)	\$0.075760
2012-456 Suppliers: NB Power (100%) RFP Press Release Order (PDF)	(3/1/13 - 2/28/14)	\$0.06695
2011-385 Suppliers: NB Power (100%) RFP Press Release (Word) Order (Word) Bidder Conditions (Word) Statement of Commitment (PDF)	(3/1/12 - 2/28/13)	\$0.071389
2010-300 Suppliers: 67% NB, 33% Integrys RFP Press Release Order (Word) Bidder Conditions (PDF) Statement of Commitment (PDF)	(3/1/11 - 2/29/12)	\$0.082517



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Ofertă standard în cadrul pieței

- Preocupare că consumatorii vor privi oferta standard ca un instrument de acoperire „liber”, când și când optând cu piața
 - Ameliorarea taxei pentru refuz prematur (dublu față de factura lunară)
 - Fără taxe pentru refuz prematur pentru consumatorii rezidențiali
- Creșterea recentă a pieței rezidențiale concurențiale poate fi rezultatul strategiei MPUC de omogenizare a tarifelor la oferta standard prin segmentarea sarcinii
 - Oportunitatea de „arbitraj”
 - MPUC elimină treptat segmentarea sarcinii; interesant de văzut ce se va întâmpla



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Revizuire – Legea Maine cu privire la Restructurare, 1997

1. MPUC acordă licențe furnizorilor concurențiali
2. Furnizorii vând direct consumatorilor cu amănuntul
 - Este specificată o factură unică cu tarifele de furnizare și distribuție
3. Compania de utilități transferă activele de producere filialelor separate structural
4. Compania de utilități vinde drepturile de producere de la contractele existente cu instalațiile calificate (QF) și centrala atomică Maine Yankee
5. Compania de utilități cesează activele de producere
6. „Costurile irecuperabile” datorită restructurării sunt incluse în tarife de distribuție
 - Diferența volumului de investiții în activele de producere și valoarea de piață la cesionare
 - Diferența în obligațiile de plată în cadrul contractului de furnizare și valoarea de piață la cesionare
7. Procesul competitiv de depunere a cererilor pentru tarifele ofertei standard (de ultimă instanță)