

# Second-Generation Renewables Marketplace

The most forward thinking and competitive businesses are purchasing off-site renewable energy as a means to lower costs, manage wholesale market risk, and achieve sustainability objectives.

Given the complexity of renewable energy contracts and the diversity of product options, however, most organizations have difficulty integrating renewables into their supply mix.

Large renewable energy buyers partner with Enel X, a global leader in renewable energy strategy and procurement, to improve RFPs for power purchase agreements (PPAs) through custom auction strategies and simplified auction events that streamline the sourcing process and deliver intense competition. Enel X is able to step in at any point in the PPA process to help renewable energy purchasers save time, lower costs, and mitigate risks in the second-generation renewables marketplace.

Buyers have procured nearly 2,000 MW of long-term PPAs in both domestic and international markets through the Enel X platform. Our proven process and award-winning technology has helped Enel X and its partners achieve record-breaking results.

Whether your organization needs a full-service PPA procurement partner or support for specified point solutions, Enel X is able to offer a broad scope of professional services to execute a successful PPA process.

*Every project is unique. Enel X PPA procurement solutions are designed to specific customer needs and deliver tailored products at the most competitive price.*



## DEFINE

Define product parameters and identify bidders eligible to participate in auction events



## CONFIGURE

Review parameters and design auction events by applying best practices and proven methodologies



## TRAINING

Host both informational webinars and detailed 1-on-1 training sessions with eligible bidders



## EXECUTION

Manage competitive live auction event(s) and provide auction-day support to all parties (bidders, customer, consultants, etc.)



## SUPPORT

Provide timely post-auction reports detailing the outcome of every auction event

## Time-Tested Team

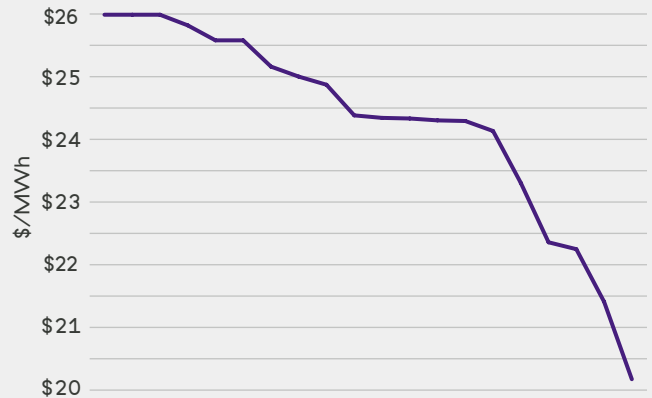
- > Billions of dollars in value generated for customers
- > Nearly 2,000 MW of long-term PPAs procured via auction
- > 65,000+ pricing events conducted to date
- > Expansive network of bidders/developers
- > Hyper-competitive environment where prevailing lowest bidder outbids themselves in the final moment nearly 20% of the time

## Proven Technology for Large-Scale Energy Transactions

- > Dedicated, in-house team of engineers to meet evolving, real time customer needs
- > Multiple Procurement Product of the Year Awards and numerous government awards
- > Built from ground up, requiring over 100 person years of development
- > AWS Service Organization Controls (SOC) Reporting Compliance (security and reliability)
- > Robust corporate firewalls

### 12-YEAR PHYSICAL PPA AUCTION

Price Graph



#### Auction Generated Savings

First Bid:	\$26.00/MWh
Best Bid:	\$20.17/MWh
Total Quantity:	120,514 MWh
Cost — First Bid:	\$3,133,364
Cost — Best Bid:	\$2,430,767
Total Auction Generated Savings:	\$702,597 or 22%

#### Market Benchmark Savings

Price-to-compare (\$/MWh):	\$22.36/MWh
Best Bid (\$/MWh):	\$20.17/MWh
Total Quantity (MWh):	120,514 MWh
Cost — Price-to-Compare:	\$2,694,693.04
Cost — Best Bid:	\$2,430,767.38
Total Market Benchmark Savings:	\$263,925.66 or 10%