

From: Tang, Clayton K.  
Sent: 12/6/2011 11:26:51 AM  
To: [Redacted] [Redacted]  
Cc: Pocta, Robert M. (robert.pocta@cpuc.ca.gov); Enderby, Marshal B. (marshal.enderby@cpuc.ca.gov); Hunter, Stacey (stacey.hunter@cpuc.ca.gov); Kanter, Marek (marek.kanter@cpuc.ca.gov); Sharp, Shelly (/O=PG&E/OU=Corporate/cn=Recipients/cn=SSM3); [Redacted]  
[Redacted]; [Redacted]  
Hughes, John (Reg Rel) (/O=PG&E/OU=Corporate/cn=Recipients/cn=J8HS); [Redacted]  
[Redacted] [Redacted]

Bcc:  
Subject: RE: Total Compensation

One comment/concern at this point: In the scorecard template, we think the “experience” criteria weighting (5%) is too low and the “pricing” criteria weighting (20%) is too high. Why is there such a disparity? Would there be any downside to making the two weightings more comparable?

Also, if we increase the “experience” weighting, it should not be done so at the expense of the “capabilities/database resources” and “approach/process” weightings as currently indicated.

If we have additional comments/concerns, we’ll let you know. Thanks.

**From:** [Redacted]  
**Sent:** Monday, December 05, 2011 5:33 PM  
**To:** Tang, Clayton K.  
**Cc:** Kanter, Marek; Hunter, Stacey; Enderby, Marshal B.; Pocta, Robert M.; [Redacted]  
[Redacted]; Hughes, John (Reg Rel); [Redacted]; Sharp, Shelly  
**Subject:** FW: Total Compensation

Clayton,

Attached please find PG&E's responses to vendors' questions posted today on the Power Advocates site by our Sourcing department.

We have two questions for you:

1. Can you please tell us who will be the evaluator(s) for DRA of the proposals for the Total Comp Study? The proposals from three vendors are due in next Monday, 12/12. We are expected to have a "short list" of bidders by 12/22 to invite to the interviews on Jan 3 and Jan 4, if we think the field can be reduced after looking at the proposals.

2. Can your team please review the attached proposed scorecard template and see if this is okay? PG&E Sourcing asked us to provide inputs on the scorecard template by end of day tomorrow (1/6). Barbara Jereb has asked for additional time, but do not have an answer yet as to how much time we can take since vendor responses are due on Dec 12.

Thank you so much!

Redacted

Criteria	Review Team	Criteria Weighting	Question Weighting	Questions
Experience	LOB	5%	10%	Dedicated utility practice
			30%	Experience with utilities/regulatory process
			30%	Experience with providing expert testimony
			30%	Experience with working jointly w/a company and regulatory agency
Capabilities / Database Resources	LOB	25%	10%	Company qualifications
			10%	Similar surveys conducted
			40%	Existing database
			40%	Outside survey resources
Approach / Process	LOB	25%	80%	Project plan (methodology, assumptions, timelines, obstacles)
			20%	Problem resolution
Pricing	Sourcing	20%	100%	
Green Diversity	Green Supplier Diversity	5%	100%	Green responses
		20%	100%	Diversity responses

**From:** [Redacted]  
**Sent:** Monday, December 05, 2011 5:08 PM  
**To:** [Redacted]  
**Cc:** Sharp, Shelly; [Redacted]; Tate, Gene  
**Subject:** FW: Total Compensation

Minci,

The attached document with our responses to the questions from the vendors was posted today on the Power Advocates site by our Sourcing Department.

Barbara

**From:** Tang, Clayton K. [mailto:clayton.tang@cpuc.ca.gov]  
**Sent:** Monday, December 05, 2011 4:54 PM  
**To:** Sharp, Shelly; [Redacted]  
**Cc:** Kanter, Marek; Hunter, Stacey; Enderby, Marshal B.; Pocta, Robert M.; [Redacted]  
[Redacted]; Hughes, John (Reg Rel); [Redacted]  
**Subject:** RE: Total Compensation

Was PG&E going to send us a copy of the responses before providing them to the vendors?  
Or were we going to receive the final responses only?

**From:** Sharp, Shelly [mailto:SSM3@pge.com]  
**Sent:** Wednesday, November 30, 2011 3:17 PM  
**To:** Tang, Clayton K.  
**Cc:** Kanter, Marek; Hunter, Stacey; Enderby, Marshal B.; Pocta, Robert M.; [Redacted]  
[Redacted]; Hughes, John (Reg Rel); [Redacted]  
**Subject:** RE: Total Compensation

The plan is Monday, December 5. I don't think that the questions/answers are controversial.

Please take a quick look and let me know if you feel differently.

**From:** Tang, Clayton K. [mailto:clayton.tang@cpuc.ca.gov]

**Sent:** Wednesday, November 30, 2011 3:16 PM

**To:** Sharp, Shelly

**Cc:** Kanter, Marek; Hunter, Stacey; Enderby, Marshal B.; Pocta, Robert M.; [Redacted]

[Redacted]; Hughes, John (Reg Rel); [Redacted]

**Subject:** RE: Total Compensation

Ok, thanks. When does PG&E have to provide responses to the vendors' questions?

**From:** Sharp, Shelly [mailto:SSM3@pge.com]

**Sent:** Wednesday, November 30, 2011 3:12 PM

**To:** Tang, Clayton K.

**Cc:** Kanter, Marek; Hunter, Stacey; Enderby, Marshal B.; Pocta, Robert M.; [Redacted]

[Redacted]; Hughes, John (Reg Rel); [Redacted]

**Subject:** RE: Total Compensation

Clayton

Quick update – the RFP was issued on Monday. We had a handful of questions that came in – see attached. We will send you our answers late this week or early next.

I will be on vacation until December 12, so please contact [Redac] if you have any questions or concerns.

Thanks,

Shelly

**From:** Tang, Clayton K. [mailto:clayton.tang@cpuc.ca.gov]

**Sent:** Tuesday, November 22, 2011 2:34 PM

**To:** Sharp, Shelly  
**Subject:** RE: Total Compensation

Not sure yet.

**From:** Sharp, Shelly [mailto:SSM3@pge.com]  
**Sent:** Tuesday, November 22, 2011 2:34 PM  
**To:** Tang, Clayton K.  
**Subject:** RE: Total Compensation

Thank you – who should Barbara working with if vendors have questions?

**From:** Tang, Clayton K. [mailto:clayton.tang@cpuc.ca.gov]

**Sent:** Tuesday, November 22, 2011 2:03 PM

**To:** Sharp, Shelly

**Cc:** Kanter, Marek; Hunter, Stacey; Enderby, Marshal B.; Pocta, Robert M.; [Redacted]  
[Redacted] Hughes, John (Reg Rel)

**Subject:** RE: Total Compensation

Shelly,

As of now, we don't have any comments re: the draft RFP. If you don't hear from us by tomorrow afternoon, then I guess it's good to go.

For January 3 and 4, DRA will likely have multiple attendees at the interviews.

Clayton

**From:** Tang, Clayton K.

**Sent:** Tuesday, November 22, 2011 10:11 AM

**To:** 'Sharp, Shelly'

**Cc:** Kanter, Marek; Hunter, Stacey; Enderby, Marshal B.; Pocta, Robert M.; [Redacted]

[Redacted] Hughes, John (Reg Rel)  
**Subject:** RE: Total Compensation

We'll try to get comments back to you soon. And we'll have to get back to you about who'll be taking the lead for DRA – though I would hesitate to refer to anyone as “the next Marty Lyons.”

**From:** Sharp, Shelly [mailto:[SSM3@pge.com](mailto:SSM3@pge.com)]  
**Sent:** Tuesday, November 22, 2011 10:04 AM  
**To:** Tang, Clayton K.  
**Cc:** Kanter, Marek; Hunter, Stacey; Enderby, Marshal B.; Pocta, Robert M.; [Redacted]  
[Redacted] Hughes, John (Reg Rel)  
**Subject:** RE: Total Compensation

Clayton

Unfortunately, in order to have the compensation study done in time for inclusion in the NOI, the schedule as proposed including interviews early in January needs to be followed. Is there one person who will be taking the lead for DRA (like Marty Lyons has previously) who could work with [Redacted] to review the questions from vendors and the RFPs after they are received on 12/12 as well as commit to the 1/3 and 1/4 interview dates?

We are working with our Sourcing folks who will issue the RFP on 11/28 and manage the process using an online medium that DRA can be given access to. As such the format of the RFP has changed, with some more detail added, though the content is substantially the same. See attached and let us know if you have any concerns about it being issued 11/28.

Thanks, Shelly

**From:** Tang, Clayton K. [mailto:[clayton.tang@cpuc.ca.gov](mailto:clayton.tang@cpuc.ca.gov)]  
**Sent:** Monday, November 21, 2011 11:06 AM  
**To:** Sharp, Shelly  
**Cc:** Kanter, Marek; Hunter, Stacey; Enderby, Marshal B.; Pocta, Robert M.; [Redacted]

Redacted Hughes, John (Reg Rel)  
**Subject:** RE: Total Compensation

We want to see if the companies responding to the RFP have the information. If they don't, can they get it? If they do have it, would it make sense for us to use it? To be decided.

A couple of things:

- We are now in Standard Time, not Daylight Savings Time.
- Is it realistic to have finalist interviews right after the New Year's holiday?

Otherwise, seems ok to send out RFP.

**From:** Sharp, Shelly [mailto:SSM3@pge.com]  
**Sent:** Monday, November 21, 2011 9:17 AM  
**To:** Tang, Clayton K.  
**Cc:** Kanter, Marek; Hunter, Stacey; Enderby, Marshal B.; Pocta, Robert M.; Redacted  
Redacted Hughes, John (Reg Rel)  
**Subject:** RE: Total Compensation

Clayton

Your edits are fine. However, I want to be clear that our agreement to the revisions does not mean that we will agree to include all the companies in the study without understanding all the potential comparator companies, and how - in particular the water companies and any small municipal utilities - meet the revenue criteria. Are you okay if we send out the RFP next week? I have attached below the proposed RFP timing based on feedback from our sourcing organization.

Shelly

**RFP Schedule**  
RFP Distributed to Bidders

**Date**  
11/28/11

Last Day to Submit Written Questions to PG&E  
PG&E Responds to Submitted Questions 12/5/11  
Bidders Sign & Return Intent to Bid Form 12/6/11  
RFP Responses Due 12/12/11  
Short-list Bidders 12/22/11  
Finalist Interviews (please reserve these dates) 1/3/12, 1/4/12  
Target Date for Contract Execution 1/23/12

**From:** Tang, Clayton K. [mailto:clayton.tang@cpuc.ca.gov]  
**Sent:** Friday, November 18, 2011 2:59 PM  
**To:** Sharp, Shelly; [Redacted] Hughes, John (Reg Rel)  
**Cc:** Kanter, Marek; Hunter, Stacey; Enderby, Marshal B.; Pocta, Robert M.  
**Subject:** RE: Total Compensation

DRA has some suggested changes. See page 3 of the draft RFP.

**From:** Sharp, Shelly [mailto:SSM3@pge.com]  
**Sent:** Wednesday, November 16, 2011 9:52 AM  
**To:** Pocta, Robert M.; Tang, Clayton K.  
**Cc:** Kanter, Marek; Hunter, Stacey; Enderby, Marshal B.; Hughes, John (Reg Rel); [Redacted]  
[Redacted]  
**Subject:** Total Compensation

Mark and Clayton

Following up to see if you had any proposed changes to the proposed RFP for the Total Compensation Study. Please advise.

Shelly