

Appendix B-2

Detailed Instructions
For
Proposal Submission

For

2012

Request For Proposals
For
Long-Term, Supply-Side
Baseload Resources

~~DRAFT~~

Entergy Services, Inc.
~~July 25,~~ August 28, 2012

The statements contained in this RFP are made subject to the Reservation of Rights set forth in Appendix D of this RFP and the terms and acknowledgements set forth in the Proposal Submission Agreement.

APPENDIX B-2 DETAILED INSTRUCTIONS FOR PROPOSAL SUBMISSION

1. BACKGROUND

1.1 Objectives

This Appendix B-2 contains detailed instructions to Bidders for submitting proposals in response to this RFP. Prior to developing their proposals, Bidders are requested to carefully read the RFP, including the instructions in this Appendix B-2, in its entirety.

ESI's principal objectives in designing the procedures that its employees and agents will follow in conducting the RFP process are to preserve, to the maximum extent practicable, the confidentiality of confidential information related to Bidder's proposal, including, but not limited to, Bidder identity and proposal pricing, and to help ensure that all proposals are treated in a consistent fashion and without undue preference to any Bidder.

In part to support these objectives, ESI has developed a Proposal Submission Process. The Proposal Submission Process requires each Bidder to timely submit to ESI a completed Proposal [Submission](#) Template¹, responses to Appendix G-1, G-2, G-3 and/or G-4, as applicable, and any "Special Considerations" (collectively, the "Proposal Package"). The process requires the electronic submission of the Proposal Package by Bidders so that ESI can track and evaluate, through confidential and appropriate means, the Bidder proposals received and related information. (Details about the safeguards for protecting confidential Bidder information, including proposals, can be found in the Main Body and in Appendix F).

Each Bidder must submit its proposal(s) and other information and documentation in accordance with this Appendix B-2 in order for the proposal(s) to be available for evaluation by ESI.

1.2 RFP Hotline

ESI will have a dedicated phone line ("RFP Hotline") available throughout the Proposal Submission Period (and the Bidder Registration Period) from 8:00 a.m. to 5:00 p.m. CPT. The purpose of the RFP Hotline is to assist Bidders only with respect to technical questions regarding the Proposal Submission Process (and, as provided in Appendix B-1, the Bidder Registration Process). The number for the RFP Hotline is 281-297-3758.

¹ The Proposal [Submission](#) Template will be posted when the final draft of the RFP is posted.

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APPENDIX B-2
Detailed Instructions for Proposal Submission

2. PROPOSAL SUBMISSION

The Proposal Submission Process will be open to Bidders from 8:00 a.m. CPT on the date specified in the applicable RFP Schedule through 5:00 p.m. CPT on the date specified in the applicable RFP Schedule (the “Proposal Submission Period”).

2.1 Proposal Submission Process

Subject to Section 5.3 of the Main Body and Appendix B-1, Bidders may submit a single proposal or multiple proposals for the Baseload Product. If Bidder wishes to provide multiple proposals for the same Capacity from the same resource, Bidder must clarify as part of its “Special Considerations” that such proposals are mutually exclusive and ESI is limited to selecting only one of the specified proposals. Bidders that desire to submit a proposal contingent on a prior sale or other commitment involving the resource (for example, another company’s request for proposals) must specify each such contingency and the reason(s) for such contingency in the “Special Considerations” section of their proposal.

Electronic Proposal Submission

To submit proposals, Bidders are required to deliver their complete Proposal Package to the RFP Administrator by the Required Proposal Submission Time. Bidders must deliver their complete Proposal Package through (i) files attached to electronic mail or other electronic/digital media acceptable to ESI or (ii) digital form acceptable to ESI (e.g., a CD) delivered to the RFP Administrator by courier. The Entergy electronic communications network generally will not accept “zip” (or similar) files or electronic mail with file attachments containing, individually or collectively, approximately ten (10) megabytes or more of data or information. Proposal information that is not accepted by the Entergy electronic communications network or is not properly addressed to and not timely received by the RFP Administrator will be considered undelivered. Proposals failing to provide complete responses or clarifications as required are non-conforming. Bidders should not send, and the RFP Administrator will not accept, paper copies of electronic proposals.

Proposal Submission Agreement

Bidders are also required to execute and deliver to ESI the Proposal Submission Agreement² by the Required Proposal Submission Time. The Proposal Submission Agreement must be executed by an officer or other representative of Bidder who is duly authorized to sign the Proposal Submission Agreement and tender the submitted proposal(s) on behalf of Bidder. (Electronic or stamp signatures are not permitted.) The Proposal Submission Agreement, including hand-signed signature page, must be delivered to the RFP Administrator via courier or

²~~The Proposal Submission Agreement will be posted to the RFP Website when the final drafts of all agreements are posted on or about August 27, 2012.~~

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electronic mail (as a .pdf attachment). If delivery is made by electronic mail, Bidder must deliver to the RFP Administrator an original of the duly executed Bidder Proposal Submission Agreement, including hand-signed signature page, no later than 5:00 p.m. CPT three (3) business days after the Required Proposal Submission Time.

2.2 Completion of Proposal Submission

After the RFP Administrator has electronically received ~~Bidders~~Bidder's completed Proposal Package and executed Proposal Submission Agreement, Bidder will receive a confirmatory e-mail. If a confirmatory email is not received within one (1) business day of submitting the completed Proposal Package, Bidders should contact the RFP Administrator. Bidders are strongly encouraged to submit their Completed Proposal Package well in advance of the final registration deadline.

Bidders will bear the risk of failing to submit the requisite Proposal Submission information and documentation as required herein by the Required Proposal Submission Time. ~~Bidders who attempt to submit their proposal information within two (2) hours of the Required Proposal Submission Time run a substantial risk of having insufficient time before the deadline to correct and resubmit the proposal(s) in the event of a submission error or a technical malfunction.~~ Proposals for which Bidder did not submit all required information and material and/or complete all steps of Proposal Submission as required herein are non-conforming.

2.3 Process for Proposal Withdrawal and Modification

During the Proposal Submission Period, Bidder may withdraw a proposal that was confirmed as received by completing the applicable withdrawal form letter (the "Proposal Withdrawal Form") posted to the 2012 Baseload RFP Website. If another proposal is intended to substitute for the withdrawn proposal, the process of withdrawing a proposal and submitting a new one must be completed by no later than 5:00 p.m. CPT on the last day of the Proposal Submission Period.

Bidders will have the ability to modify proposal information throughout the Proposal Submission Period. After the Required Proposal Submission Time, no proposal may be modified without ESI's prior written consent, which may be granted or denied by ESI, in consultation with the IM. If Bidder seeks to withdraw a proposal after the Proposal Submission Period, Bidders must contact the RFP Administrator (see Section 1.5 of the Main Body for RFP Administrator contact information).

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Legend:	
<u>Insertion</u>	
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Split/Merged cell	
Padding cell	

Statistics:	
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Deletions	9
Moved from	0
Moved to	0
Style change	0
Format changed	0
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