

PowerCon (UK) Ltd

Western Power Distribution
Avonbank,
Feeder Road,
Bristol
BS2 0TB

Date : 10th December 2013

Your Ref:

Our Ref : BW/WPD/Comp Notice

For Attn : Ms A Sleightholm.
Regulatory and Government Affairs Manager

Dear Alison,

As recently discussed with Alex I am more than happy to provide you with a letter of support for the WPD Competition Test submission.

PowerCon (UK) Limited act as agent and consultant for a number of demand, CHP and distributed generation developers and therefore we have direct experience of working with both WPD and all of the other Distribution Network Operators. We have also been directly involved with Ofgem's ECSG and so have witnessed the development of competition in connections.

We are happy to state that we find WPD to be one of the best of the DNO's to deal with and have found the staff to be approachable, helpful, pragmatic and flexible with regard to all connection issues.

Our portfolio consists of both demand and DG projects that are between 200kW and 20MW [Solar, Wind, AD and Hydro] and these projects are invariably new installations that require new connections. Whilst the majority of these involve a high voltage connection, we do have direct experience of projects that fall into both EHV and LV market segments.

We are able to confirm that we have found little difference in the processes and approaches that WPD apply to all sizes of DG project. We find that WPD is very open about competition and from our experience do not believe that there are any barriers to competition within the (4)WPD areas. Invariably, and on the instructions of our clients, we request both Section 15 and Section 16 quotations and, depending on circumstance, have used both WPD and ICP's to undertake the connections work.

We believe that WPD has a positive attitude in trying to help developers gain connections. As an example we are able to give you the thresholds from our financial models and WPD are prepared to provide good feedback on which sites are most likely to fall within our design and financial criteria. WPD will also be prepared to facilitate face to face meeting in order to discuss and resolve connection and technical issues and to consider innovative ways to allow us to get connected - without huge reinforcement costs.

PowerCon (UK) Ltd. Trading address: 22 Barass Ave, Worcester WR4 0QD
PowerCon (UK) Ltd. Registered Office address: 93, High Street, Evesham, Worcestershire WR11 4DU
Company Re No. 07590423 in England and Wales

We also recognise particular issues with network constraints within the WPD areas and support the proactive approach being taken by WPD to resolve these issues.

We have seen how competition has developed over the years and whilst the Competition Tests have spurred other DNO's into action, WPD have maintained their position as the company that has done, and continues to do, the most to support competition. It is also recognised that WPD have encouraged dialogue (and problem solving) with their customers through the regular Customer Panels and Customer Connection Group. We believe that none of the other DNO's provides such a level of support.

We would confirm that we often cite WPD in our discussions with both Ofgem and other DNO's as being the benchmark to illustrate best practice and to encourage other DNO's to improve their service to customers in all aspects of connections work.

We also value your personal contribution (and that of your colleagues) to the work of the ECSG, the MCGG and the DG community in general and especially in relation to competitive connections work.

Feedback

Pricing and Pricing Transparency within Grid Connection Offers.

We are aware of and support the work undertaken by WPD with regard to transparency of pricing and the provision of 'split' grid connection offers. It is also of note that WPD are probably the most 'constructive and innovative' with their non-contestable charges and the initial funding which has been facilitated by providing fair and reasonable connection offers.

Clearly there remain issues to be resolved on this front but we welcome the open approach and willingness to engage displayed by WPD.

Competitive Connection Alternatives

Whilst we are aware of the options provided under the competitive connections marketplace we are also aware of and support the work being undertaken by WPD to promote competitive connections. Again the work currently being undertaken by the Innovation Team can be seen to making a significant difference in assisting in 'time to connect' issues.

Experience of WPD and the Competition in Connections Processes

We support and welcome the current contribution being made by WPD staff involved with the DG Work Group and DG Technical Work Group. Whilst this assists DG in particular – the benefit to ICP's should not be underestimated.

In conclusion we believe that WPD are probably the leading DNO in promoting and supporting competition and we therefore I have no hesitation in supporting your case.

Please do not hesitate to contact me should you consider that we can assist further.

Best regards and with thanks,

Yours faithfully,

Bob Weaver
Director

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c/DNO/WPD/Meetings

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