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11 AUG 30 AM 11:45



August 29, 2011

Ms. Ann Cole, Commission Clerk
Florida Public Service Commission
2540 Shumard Oak Boulevard
Tallahassee FL 32399-0850

claim of confidentiality
notice of intent
 request for confidentiality
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For DN 00243-11 which
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CLERK
11 AUG 30 AM 11:15

Dear Ms. Cole:

RE: Docket No. 110138-EI

Enclosed is an original and seven copies of Gulf Power Company's Request for Confidential Classification pertaining to certain portions of Gulf's response to Staff's Third request for Production of Documents. Also included is a CD-ROM of Gulf Power's Request for Confidential Classification and Exhibit C in Microsoft Word format as prepared on a Windows XP operating system.

Sincerely,

Susan D. Ritenour

nm

Enclosures

cc: Beggs & Lane
Jeffrey A. Stone, Esq.
2+100 containing request.

- COM
- APA
- ECR
- GCL
- RAD
- SRC
- ADM
- OPC
- CLK

DOCUMENT NUMBER-DATE
06242 AUG 30 =
FPSC-COMMISSION CLERK

BEFORE THE FLORIDA PUBLIC SERVICE COMMISSION

In Re: Petition for increase in rates
by Gulf Power Company

Docket No.: 110138-EI
Date: August 29, 2011

REQUEST FOR CONFIDENTIAL CLASSIFICATION

GULF POWER COMPANY ["Gulf Power", "Gulf", or the "Company"], by and through its undersigned attorneys and pursuant to Rule 25-22.006, Florida Administrative Code, hereby requests that the Florida Public Service Commission enter an order protecting from public disclosure certain portions of Gulf Power's response to Item 9 of Commission Staff's Third Request for Production of Documents to Gulf Power (Nos. 9-10). As grounds for this request, the Company states:

1. On July 28, 2011, Commission Staff served its Third Request for Production of Documents to Gulf Power (Nos. 9-10). Item 9 of Staff's request seeks all workpapers, calculations, and source documents that support Gulf's response to Interrogatory No. 35 of Staff's Third Set of Interrogatories to Gulf Power Company. In response to Item 9, Gulf Power is producing a portion of a confidential Automatic Meter Reading Network Products, Operations, and Maintenance Services Agreement. This document contains negotiated pricing terms for automated metering infrastructure. Disclosure of this information could negatively impact Gulf's ability to negotiate pricing and/or other terms favorable to its customers in the future. In addition, potential counterparties may refuse to enter into future agreements with Gulf, or may charge higher prices, if these terms were made public. The information is entitled to confidential classification pursuant to section 366.093(3)(d) and (e), Florida Statutes.

2. The information filed pursuant to this request is intended to be, and is treated as, confidential by Gulf Power and, to this attorney's knowledge, has not been otherwise publicly disclosed.

DOCUMENT NUMBER-DATE

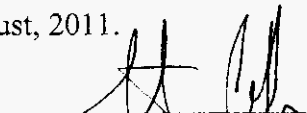
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3. Submitted as Exhibit "A" are copies of the subject documents, on which are highlighted the information for which confidential classification is requested. Exhibit "A" should be treated as confidential pending a ruling on this request. Attached as Exhibit "B" are two (2) edited copies of the subject documents, which may be made available for public review and inspection. Attached as Exhibit "C" to this request is a line-by-line/field-by-field justification for the request for confidential classification.

WHEREFORE, Gulf Power Company respectfully requests that the Commission enter an order protecting the information highlighted on Exhibit "A" from public disclosure as proprietary confidential business information.

Respectfully submitted this 29th day of August, 2011.



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BEFORE THE FLORIDA PUBLIC SERVICE COMMISSION

In Re: Petition for increase in rates
by Gulf Power Company

Docket No.: 110138-EI
Date: August 29, 2011

REQUEST FOR CONFIDENTIAL CLASSIFICATION

EXHIBIT "A"

Provided to the Commission Clerk
under separate cover as confidential information.

EXHIBIT "B"

DOCUMENT NUMBER-DATE

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Exhibit 6

Pricing of Meters, Network Components & Related Service

Part I: Meter Pricing

| Item | Meter | Meter Type | Meter Description | Form Item 1 Purchase Price | |
|--|-------|------------------------------|---------------------|---------------------------------|---------------------------------|
| | | | | Annual Volume | Price |
| 1 | 2S | CL200_Kwh | iCon/FlexNet | 500,000 | |
| | | | | 100,000-500,000 | |
| | | | | <100,000 | |
| | | | | Price for <500k Item 1 Annually | Price for ≥500k Item 1 Annually |
| 2 | 1S | CL200 Kwh | iCon/FlexNet | | |
| 3 | 1S | CL200 DMD | AP FlexNet | | |
| 4 | 1S | CL200 DMD | iCon Basic DMD | | |
| 5 | 3S | CL20 Kwh | iCon/FlexNet | | |
| 6 | 3S | CL20 DMD | AP FlexNet | | |
| 7 | 3S | CL20 DMD | iCon Basic DMD | | |
| 8 | 4S | CL20 Kwh | iCon/FlexNet | | |
| 9 | 4S | CL20 DMD | AP FlexNet | | |
| 10 | 4S | CL20 DMD | iCon Basic DMD | | |
| 11 | 2S | CL200 DMD | AP FlexNet | | |
| 12 | 2S | CL200 DMD | iCon Basic DMD | | |
| 13 | 2S | CL320 Kwh | iCon/FlexNet | | |
| 14 | 2S | CL320 DMD | AP FlexNet | | |
| 15 | 2S | CL320 DMD | iCon Basic DMD | | |
| 16 | 12S | CL200 Kwh | iCon/FlexNet | | |
| 17 | 12S | CL200 DMD | AP FlexNet | | |
| 18 | 12S | CL200 DMD | iCon Basic DMD | | |
| 19 | 12S | CL320 Kwh | N/A - Future Design | TBD | TBD |
| 20 | 12S | CL320 DMD | N/A - Future Design | TBD | TBD |
| 21 | Poly | CL20 Kwh | APX FlexNet | | |
| 22 | Poly | CL20 DMD | APX FlexNet | | |
| 23 | Poly | CL200 Kwh | APX FlexNet | | |
| 24 | Poly | CL200 DMD | APX FlexNet | | |
| 25 | Poly | CL320 Kwh | APX FlexNet | TBD | TBD |
| 26 | Poly | CL320 DMD | APX FlexNet | TBD | TBD |
| 27 | | FlexNet Radio Only | Esiter A3 Meter | | |
| 28 | | FW Upgradeability | iCon/FlexNet | | |
| Adder for Remote Connect and Disconnect Feature (Residential Meters Only) | | | | | |
| | | | < 25,000 / annual | > 25,000 / annual | All Residential Meters |
| 29 | 2S | | | | |
| Other Adders | | | | | |
| 30 | | No Batteries (APX) | | | |
| 31 | | No LCD | | | |
| 32 | | iCon KWH to Simple Demand | | | |
| 33 | | iCon KWH to TOU | | | |
| 34 | | APX Upgrade to Reactive | | | |
| 35 | | APX Upgrade to B-Directional | | | |
| 36 | | iCon upgrade to KVA | | | |

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Notes To Part I of Exhibit 6:

A B C

- 1 1. SCS and each Affiliated Utility is eligible for a [REDACTED] rebate on all meter/radios and this rebate is already reflected in the prices shown above.
2. The volume headings for Items 2-21 provide price breaks based on the annual volume deliveries of Item 1. Selling price is determined by the total of the Affiliated Utility's orders of Item 1 meters based on the Milestone Schedule Dates for meters to be delivered in the calendar year.
 - Changes in Orders may be made per note 3; however, at the end of each calendar year, actual volume deliveries, less any "rolled over" quantities will be used to determine any retroactive pricing true-ups.
 - Annual volume deliveries in excess of a volume price break used to determine the price paid for meters in any given calendar year may be used for "roll over" purposes for the following two calendar years. This is applicable for meters purchased through 2011 with any "roll over" volume expiring at the end of 2013.
 - A true-up payment will be made from/to Sensus each January if the annual quantity delivered in the previous calendar year varied from the corresponding volume based price in the table above as follows:
 - (a) The initial sales price for meters will be determined by estimated meter volume in addition to any "roll over" volume meters to be ordered in the given year, as supplied by SCS.
 - (b) if the quantity of Item 1 meters delivered is below 500,000, but the price of Item 1 meters used was the pricing for above 500,000, then the true-up payment from SCS to Sensus will equal the difference in pricing between the applicable volume-based columns multiplied by the number of meters in each category of meter type that was delivered in that year;
 - (c) if the quantity of Item 1 meters delivered is above 500,000, but the pricing of Item 1 meters used was below 500,000, then the true-up payment Sensus would make is equal to the difference in pricing between the applicable volume-based columns multiplied by the number of meters in each category of meter type that was delivered.
 - (d) For the purposes of calculating the true-up, any meters for which orders have been accepted but for which delivery is delayed shall be considered delivered.
3. Orders will be placed on an annual basis with scheduled deliveries which may be modified per the following:
 - (a) 60 days before delivery: no changes permitted unless mutually agreed in writing
 - 2 (b) 60-90 days before delivery: volumes may be modified [REDACTED]
 - 3 (c) 90-180 days before delivery: volumes may be modified [REDACTED]
 - (d) 6 months – 12 months before delivery: volumes may be modified as desiredExcept for the changes allowed above, equipment will be accepted and paid for by SCS unless otherwise mutually agreed upon.
- 4 4. The ICon meter will support Simple TOU and Simple Demand. There will be a [REDACTED]
5 adder to convert the ICon meter to a simple demand and a [REDACTED] adder to convert a ICon to a simple TOU meter.
- 6 5. The price shown for the APX does not reflect the [REDACTED] reduction in price for ordering
7 the meters without a battery and acquiring the time from the FlexNet network. The [REDACTED] reduction cited in item 30 is applicable only for the APX meter.
6. The price quoted for APX meters includes TOU and Load Profile.

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Part II: Network Component Pricing

A. Estimated Requirements for Tower Gateway Base Stations (TGB's)

| | A | B |
|---|-------------------|-------------------|
| Operating Company | Quantity of TGB's | Quantity of FNP's |
| 1 Alabama Power | | |
| 2 Georgia Power | | |
| 3 Gulf Power | | |
| 4 Mississippi Power | | |
| 5 Total Southern Company TGB's (see note 2) | | |

B. Unit Prices For the Tower Gateway Base Stations and Other Network Components

| | Low Meter Volume | High Meter Volume |
|--------------------|------------------|-------------------|
| 6 TGB Equipment | | |
| 7 TGB Installation | | |
| 8 FNP Equipment | | |
| 9 FRP Equipment | | |

C. Network Installation Tools

| | Per Unit | SCS Estimated Quantity |
|---------------------------------------|----------|------------------------|
| 10 Handheld - AIO | | |
| 11 FlexNet Thumb Buddy | | |
| 12 FlexNet Thumb Buddy with BlueTooth | | |
| 13 Buddy Box | | |

D. TGB Installation Services

| | Per Unit |
|---|-------------|
| TGB Installation (when installation is managed by Sensus) | \$30,000.00 |
| TGB Installation Inspection and Quality Assurance | \$10,000.00 |

Notes:

1. TGBs required for GPC includes the Savannah service territory.
2. Pricing for TGBs and FNPs is based on the annual volume deliveries of meters. In any year during which the total purchase of meters exceeds 500,000 units (including "Roll Over" credits from the previous year), the unit purchase prices of TGB's and FNP's shall be at the "High Meter Volume" price. In all other years, it shall be at the "Low Meter Volume" price.
3. Orders will be placed on an annual basis with scheduled deliveries which may be modified per the following:
 - 14 a. 80 days before delivery: no changes permitted unless mutually agreed in writing
 - 15 b. 60-90 days before delivery: volumes may be modified [REDACTED]
 - c. 90-180 days before delivery: volumes may be modified [REDACTED]
 - d. 6 months - 12 months before delivery: volumes may be modified as desired

Except for the changes allowed above, equipment will be accepted and paid for by SCS unless otherwise mutually agreed upon.
4. Should an Affiliated Utility deploy FlexNet for 100% of its service territory, the TGB quantities described are a maximum and Sensus will guarantee coverage per note 7. This guarantee is provided through the [REDACTED] per TGB certification described in note 8.
- 16 5. The exact number of Handheld Installation and Diagnostics Tools is determined by the number of installers and field service technicians.
6. Software to facilitate distribution automation, load control, and/or pre-payment is not included in this pricing and will be determined at a later date via an amendment to the pricing schedule upon agreement by both parties.
7. Sensus will provide TGB coverage to keep pace with the deployment of the meters assuming two simultaneous meter deployment centers, such that upon deployment, the TGB coverage umbrella will

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- 1 cover [REDACTED] of the Available Meters in the mutually agreed upon meter bearing coverage area for the
meters with locations provided to Sensus in 2007. Should the TGB coverage be insufficient, additional
TGB and FNP hardware required beyond the volumes described in part A above will be provided by
2 Sensus at [REDACTED]
- 3 8. Each Affiliated Utility may install the TGBs themselves. In such case, Sensus requires a
quality/certification of the installation performed by Sensus for each TGB at a price of [REDACTED] per TGB.
9. The number of Handheld and FlexNet Thumb Buddies will be determined by the number of installers
and technicians. The Handheld quantity is an estimate and is subject to change.
10. Services for the "TGB Installation (when installation is managed by Sensus)" include the following. In the
event that SCS chooses to manage these installation activities, SCS will be responsible for the provision
of these services)

TGB Installation**Personnel**

- Recruit/hire/train qualified personnel
- Equip (Vehicles, tools, test equip, admin)
- Qualify to work on owner's towers/utilities' facilities

Equipment and Materials

- Forecast Equipment
- Forecast Materials
- Place Equipment Orders
- Place Material Orders
- Receive TGB/Materials at secure location
- Transport TGB/Materials to Site

Install Documentation

- Prepare RFP/SOW
- Publish RFP/SOW
- Receive Quotes
- Evaluate quotes and select contractor's)
- Develop/document installation procedures
- Schedule Installation Sub Contractor

Communications Requirements

- Secure permits from owner/local authorities
- Determine back haul - AFAR, WAN, DSL, etc
- Place Communications Circuit Order
- Run/terminate commo lines
- Connect commo circuits

Site Preparation

- Coordinate space allocation with tower owner
- Acquire space for 19" rack for indoor site
- Prepare Site
 - Pour concrete pad for outdoor site
 - Hand dig trenching for power/commo circuits
 - Run/terminate power lines
 - Connect power line
 - Verify grounding requirement with tower owner and local code
 - Connect to grounding grid
 - Install TGB equipment indoor/outdoor
 - Install Outdoor Enclosure or;
 - Install 19" Indoor Rack
 - Make necessary penetrations in cabinets/structures
 - Install micro flex ports on cabinets/structures
 - Attach cables/lines to catwalks, conduits, etc
 - Physically connect the communications lines (Antenna to TGB and TGB to RNI)
 - Load s/w and program the TGB
- Prepare Tower
 - Perform wind load study
 - Rig and install antenna
 - Rig and install antenna cable
 - Perform sweep study and co-location analysis

EXHIBIT "C"

Line-by-Line/Field-by-Field Justification

Line(s)/Field(s)

Justification

Page 1 of 10
Column A, Line 31
Column B, Lines 1, 4-20, 23-26, & 29-38
Column C, Lines 1-20, 23-26, & 29-31

This information is entitled to confidential classification pursuant to §366.093(3)(e), Florida Statutes. The basis for this information being designated as confidential is more fully set forth in paragraph 1.

Page 2 of 10
Column A, Lines 1 & 6
Column B, Lines 2-3 & 5
Column C, Lines 4 & 7

Page 3 of 10
Column A, Line 16
Column B, Lines 1-15
Column C, Lines 1-9

Page 4 of 10
Column A, Lines 1-2
Column B, Line 3

DOCUMENT NUMBER-DATE

06242 AUG 30 =

FPSC-COMMISSION CLERK

BEFORE THE FLORIDA PUBLIC SERVICE COMMISSION

IN RE: Petition for Increase in Rates)
by Gulf Power Company)
_____)

Docket No. 110138-EI

CERTIFICATE OF SERVICE

I HEREBY CERTIFY that a true copy of the foregoing was furnished by U.S. Mail / overnight delivery this 29th day of August, 2011, on the following:

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