

**Glossary for the
FirstEnergy Ohio Utilities'
Percentage of Income Payment Plan
("PIPP") Request for Proposals
("RFP")**

This Glossary applies to the requests for proposals (“RFPs”) for The Cleveland Electric Illuminating Company, The Toledo Edison Company, and Ohio Edison Company (hereafter referred to as “the FirstEnergy Ohio Utilities” or “the Companies”) to procure competitive retail electric service for Percentage of Income Payment Plan (“PIPP”) program customers of the FirstEnergy Ohio Utilities.

In the event of a conflict between this Glossary and the prevailing Master PIPP Supply Agreement with respect to the definitions provided, the definitions included in the prevailing Master PIPP Supply Agreement shall control.

Advisor is a person or persons who will be advising or assisting the Registered Bidder with respect to bidding strategy, estimation of the value of the product, or estimation of the risks associated with serving PIPP Load.

Applicant refers to a Party that has submitted or has indicated that it intends to submit a PIPP Supplier Application.

Auction Software has the meaning set forth in the Bidding Rules document.

Authorized Representative is a designated person that is authorized to represent the Applicant in the RFP. The Authorized Representative must ensure that only authorized persons act on behalf of the Applicant in the RFP and is responsible for ensuring that no Confidential Information is disclosed improperly.

Benchmark Price for the PIPP RFP is based on the tranche-weighted average SSO CBP price (“blended SSO price”) for the delivery period.

Bid Price is the price at which the Bidder agrees to serve the PIPP Load offered at the PIPP RFP.

Bid Submission Form is used by the Bidder to submit their bids in the RFP.

Bid Window means the period of time when Registered Bidders can submit their bids in the RFP.

Bidder means any party that may become a Registered Bidder in the RFP or that submits bids in the RFP.

Bidding Agreement is an arrangement involving joint or coordinated bidding with any other Party.

Bidding Consortium is a group of separate businesses or business people joining together to submit joint bids in the RFP.

Bidding Website means the secure PIPP RFP Portal used by Registered Bidders to participate in the RFP. The URL address for the Bidding Website will be provided to Registered Bidders.

Business Day has the meaning set forth in the prevailing Master PIPP Supply Agreement.

Capacity has the meaning set forth in the prevailing Master PIPP Supply Agreement.

Charge has the meaning set forth in the prevailing Master PIPP Supply Agreement.

Commission (or PUCO) is the Public Utilities Commission of Ohio.

Companies (FirstEnergy Ohio Utilities) means The Cleveland Electric Illuminating Company, The Toledo Edison Company, and Ohio Edison Company, or their representatives.

Competitive Retail Electric Service Provider (CRES Provider) has the same meaning as CRES Supplier.

Competitive Retail Electric Service Supplier (CRES Supplier) has the meaning set forth in the prevailing Master PIPP Supply Agreement.

Confidential Information is non-public, competitively-valuable information that is meant to be kept non-public and for which precautions have been taken to have it remain non-public. Confidential information relative to bidding strategy includes information relating to a Bidder's bid, written or oral, which if it were to be made public or known to another Bidder would be likely to have an effect on any of the bids that another Bidder would be willing to submit in the RFP. Confidential information regarding the RFP includes information, written or oral, that is not released publicly by the PUCO or the RFP Manager and that a Bidder acquires as a result of participating in the RFP, which if it were to be made public could impair the integrity of the current or future RFPs, impair the ability of the Companies to hold future RFPs, harm consumers, or injure Bidders or Applicants.

Credit Representative is the Applicant's designated individual who can answer questions or provide information about the Applicant's credit with respect to the requirements for the RFP.

Customer has the meaning set forth in the prevailing Master PIPP Supply Agreement.

Day(s) refer to Business Day(s), unless noted otherwise.

Defaulting Party has the meaning set forth in the prevailing Master PIPP Supply Agreement.

Delegate is authorized by the Applicant to be a secondary point of contact for the PIPP RFP Manager.

Delivery Period has the meaning set forth in the prevailing Master PIPP Supply Agreement.

Energy has the meaning set forth in the prevailing Master PIPP Supply Agreement.

FERC has the meaning set forth in the prevailing Master PIPP Supply Agreement.

Form of PIPP Supplier Letter of Credit is an attachment to the Master PIPP Supply Agreement.

Goodwill is an intangible asset which is the amount by which the purchase price of an acquired entity exceeds its net tangible asset value.

Guarantor has the meaning set forth in the prevailing Master PIPP Supply Agreement.

Guaranty has the meaning set forth in the prevailing Master PIPP Supply Agreement.

Information Website means <http://www.firstenergyPIPPRFP.com> which is the Website that will be the primary online source of information about the PIPP RFPs.

Joint Venture is an enterprise entered into by two or more people for profit with the purpose of bidding in the RFP. A Joint Venture has most of the elements of a partnership, such as shared management, the power of each venture to bind the others in the business, division of profits, and joint responsibility for

losses. However, unlike a partnership, a Joint Venture anticipates a specific area of activity and/or period of operation, so after the purpose is completed, bills are paid, profits (or losses) are divided, and the Joint Venture is terminated.

Legal Representative is a legal counsel authorized and willing to accept service of process on the Applicant's behalf, and having an address in Ohio.

Load Serving Entity (LSE) has the meaning set forth in the applicable PJM Agreements.

Master Percentage of Income Payment Plan Supply Agreement (or Master PIPP Supply Agreement or Agreement) is the standard contract that will be used by the PIPP Suppliers and the FirstEnergy Ohio Utilities.

Notification to Registered Bidders is sent by the RFP Manager to the prospective Bidder once they become Registered Bidders. The Notification is in the format set forth in PIPP Supplier Application.

Party has the meaning set forth in the prevailing Master PIPP Supply Agreement.

Person has the meaning set forth in the prevailing Master PIPP Supply Agreement.

PIPP Customers has the meaning set forth in the prevailing Master PIPP Supply Agreement.

PIPP Load has the meaning set forth in the prevailing Master PIPP Supply Agreement.

PIPP RFP Manager is the team at CRA International, Inc. d/b/a Charles River Associates ("CRA") that is managing the PIPP RFP process for the FirstEnergy Ohio Utilities.

PIPP Service has the meaning set forth in the prevailing Master PIPP Supply Agreement.

PIPP Service Offer has the meaning set forth in the prevailing Master PIPP Supply Agreement.

PIPP Supplier has the meaning set forth in the prevailing Master PIPP Supply Agreement.

PIPP Supplier Application is the application process for prospective Bidders to participate in the RFP.

PIPP Supplier Application Deadline is the date and time by which PIPP Supplier Applications are due.

PIPP Supply has the meaning set forth in the prevailing Master PIPP Supply Agreement.

PJM has the meaning set forth in the prevailing Master PIPP Supply Agreement.

PJM Agreements has the meaning set forth in the prevailing Master PIPP Supply Agreement.

Pre-Bid Security is posted by each Registered Bidder in an amount sufficient to meet the requirement in the PIPP Supplier Application. Pre-Bid Security to be posted by a Registered Bidder by the pre-bid security due dates as defined in the RFP Calendar on the Information Website before the Bid Window opens and must be in the form of cash or a Pre-Bid Security Letter of Credit.

Pre-Bid Security Letter of Credit is an acceptable form for Pre-Bid Security, subject to the letter of credit itself complying with FirstEnergy Ohio Utilities' requirements.

Product is the PIPP Load of the FirstEnergy Ohio Utilities for the Delivery Period.

PUCO (or Commission) is the Public Utilities Commission of Ohio.

PUCO Consultant means any firm and/or individual(s) retained by the PUCO for purposes of assisting the PUCO or PUCO Staff.

Registered Bidder refers to a Party that has successfully completed the PIPP Supplier Application process.

Registered User refers to a Party that has registered through the Information Website to receive information about the RFP.

RFP means request for proposals.

Secure Application Process is the process by which a prospective bidder submits a PIPP Supplier Application to become a Registered Bidder.

Standard Service Offer (“SSO”) has the meaning set forth in the prevailing Master PIPP Supply Agreement.

Standard Service Offer Competitive Bidding Process (“CBP”) is a solicitation process by which the Companies are seeking to procure full requirements service for their Standard Service Offer customers