

ENABLING RETAIL  
COMPETITION AND  
OPEN ACCESS (RCOA)  
IN THE PHILIPPINE  
ELECTRICITY MARKET

**WHITE PAPER**

# Introduction

The Philippine electricity market is undergoing a transformation with the implementation of **Retail Competition and Open Access (RCOA)**. This policy framework, mandated by the **Electric Power Industry Reform Act (EPIRA)** of 2001, allows contestable customers to choose their electricity supplier, fostering competition and improving service quality.

This whitepaper outlines the benefits, challenges, and strategic implementation of RCOA, with a focus on how Retail Electricity Suppliers (RES) can thrive in this evolving market. Additionally, this paper highlights how **BECIS** plays a vital role in shaping the competitive energy landscape by offering innovative, sustainable, and cost-effective energy solutions.

RCOA was designed to introduce competition into the Electric Power Industry, moving away from the monopolistic structure of electricity distribution.



The key stakeholders include:



## Department of Energy (DOE)

The DOE formulates and implements energy policies and programs, guiding the development of RCOA. It supports the transition to a competitive energy market and promotes the integration of renewable energy sources.



## Energy Regulatory Commission (ERC)

The ERC is responsible for regulating the electricity sector and ensuring compliance with market rules. It oversees the implementation of RCOA and enforces policies that ensure fair competition and consumer protection.



## Independent Electricity Market Operator of the Philippines (IEMOP)

The IEMOP acts as a Central Registration Body (CRB). It operates the Wholesale and Retail Markets.



## Philippine Electricity Market Corporation (PEMC)

The PEMC governs and oversees the operations of the IEMOP of the wholesale and retail market.



## Retail Electricity Supplier (RES)

Companies licensed to sell power directly to contestable customers.



## Contestable Customers

Businesses eligible to choose their own supplier

## Market Opportunities for RES

### Expanding Contestability Threshold

Initially, only large industrial customers were allowed to participate in RCOA. Over time, the contestability threshold has been reduced, allowing more businesses to benefit from competitive electricity pricing.

### Growth of Renewable Energy Integration

RES companies can leverage the increasing demand for clean energy solutions, offering customized contracts with solar, wind, and biomass energy.

BECIS is committed to supporting the clean energy transition by integrating renewable energy sources into our electricity supply portfolio, ensuring both sustainability and long-term cost savings for customers.

### Flexible Pricing Mechanisms and Tariff Considerations

RES can offer time-of-use pricing, bulk procurement discounts, and demand-side management solutions to enhance customer savings.

Tariff structures under RCOA allow contestable customers to negotiate their electricity rates with RES. Unlike the regulated generation charge imposed by distribution utilities, RCOA participants benefit from competitive pricing structures based on WESM market prices and bilateral contracts with RES providers.

BECIS offers an indicative tariff of PhP4 to PhP5/kWh, providing competitive pricing for customers transitioning to renewable energy sources. This flexible pricing structure allows businesses to align their energy costs with their operational needs, driving both immediate savings and long-term sustainability.

## Frequently asked Questions about RCOA

- Can I apply for RCOA? - Businesses that consume at least 500kW of electricity for 12 months are qualified to apply for RCOA.
- Is there a switching fee? - There are no other fees required to shift to renewable energy.
- What are the requirements for applying for RCOA? - Businesses that consume at least 500kW of electricity for 12 months are qualified to apply for RCOA.
- What is the difference between applying for RCOA and GEOP? - Customers are qualified for RCOA if they consume at least 500kW of electricity per month for 12 months, whereas customers are qualified for GEOP if they consume at least 100kW of electricity per month for 12 months.

## The Facts

In the Philippines alone, we are operating in a total of

**31**

**PROJECT SITES**

We have a total installed solar capacity of

**40+**

**MEGAWATT PEAK DC**

We have served a total of

**14**

**CONTESTABLE CUSTOMERS**

## Challenge in Implementing RCOA

### Consumer Awareness and Adoption



Many eligible customers remain uninformed about the benefits of RCOA. Educating businesses on cost savings and supply reliability is key to accelerating adoption.

**BECIS** conducts awareness campaigns and direct customer engagement initiatives to bridge the knowledge gap and promote informed decision-making.

## Strengthening Competitive Advantage

To stand out in the competitive RES landscape, BECIS focuses on **developing tailored energy solutions**, such as solar, battery storage, bioenergy, and cooling and heating solutions to meet industry-specific energy demands. In addition to these core solutions, BECIS offers a suite of value-added services that help customers optimize energy consumption and improve operational efficiency:

- **Data Logging:** Accurate and consistent data logging is critical to providing real-time insights into energy consumption. BECIS leverages advanced technology to collect and analyze energy data, helping businesses optimize their usage and reduce wastage.
- **RE Certificates Assistance:** Navigating the process of obtaining and managing Renewable Energy (RE) certificates can be complex. BECIS provides comprehensive assistance to customers, ensuring they meet certification requirements and comply with regulatory standards while enhancing their sustainability credentials.
- **Thermal Scanning:** Thermal scanning identifies potential issues with solar installations, enabling timely maintenance and ensuring the long-term efficiency of the energy system. BECIS uses state-of-the-art technology to perform regular thermal scans and address any anomalies proactively.
- **Energy Audits:** BECIS conducts detailed energy audits, providing businesses with actionable insights into their energy usage patterns. The audit results offer a roadmap for improving energy efficiency, reducing costs, and enhancing overall system performance.

These **value-added services** are an integral part of BECIS's strategy to differentiate itself in the market, providing not only competitive energy pricing but also solutions that enhance operational efficiency and sustainability.

RCOA represents a paradigm shift in the Philippine electricity sector, offering cost efficiency, sustainability, and service innovation. Retail Electricity Suppliers (RES) must adapt to regulatory changes, embrace digital transformation, and focus on customer-centric solutions to succeed in this competitive landscape.

BECIS is committed to playing a leading role in this transformation by offering innovative energy solutions that empower businesses to reduce electricity costs, optimize energy efficiency, and contribute to a more sustainable energy future. By leveraging market opportunities, addressing implementation challenges, and providing value-added services like data logging, RE certificate assistance, thermal scanning, and energy audits, BECIS is positioned to drive a more dynamic, consumer-driven electricity market in the Philippines.

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