# National Grid Pre-Bid Meeting

Non-Wires Alternatives New York

Interim 7 Locations

2nd Webinar

**October 19, 2026**

nationalgrid

# Welcome and Etiquette

- Please note that this meeting is being recorded.
- The meeting includes auditory and visual content and is therefore best streamed through a device that supports both audio and video streaming capability. For the best audio quality, please make sure your computer speakers or headset are turned on and the volume is set as needed so you can hear the presenters.
- Please keep your microphone muted during the presentation.
- If you have any questions during the presentation and during the Q&A session, please submit those to us at any time through the chat feature in Microsoft Teams. We will take time at the end of this session to go over submitted questions.
- We will upload a PDF of this slide deck and corresponding materials for this meeting to the National Grid NWA website within the next week.

# Agenda

- Agenda
- Introductions
- RFP Timeline
- Overview of the Interim NWA 7 Locations RFP
- Bid Event Process
- Questions & Answers
- Closing Remarks

# Introductions

| Team Member | Role |
|---|---|
| Nick Bucci | Senior Category Buyer, US Procurement |
| Chelsea Wolgel | Lead Program Manager, Non-Wires Alternatives |
| Meaghan Murphy | Lead Program Manager, Non-Wires Alternatives |
| Kyle Brazell | Senior Engineer, Distribution Integrated Planning |
| Jhujhar Sarna | Engineer, Distribution Integrated Planning |
| Shubha Jaishankar<br>*Piclo* | Senior DER Manager |

# Interim NWA 7 Location RFP Timeline

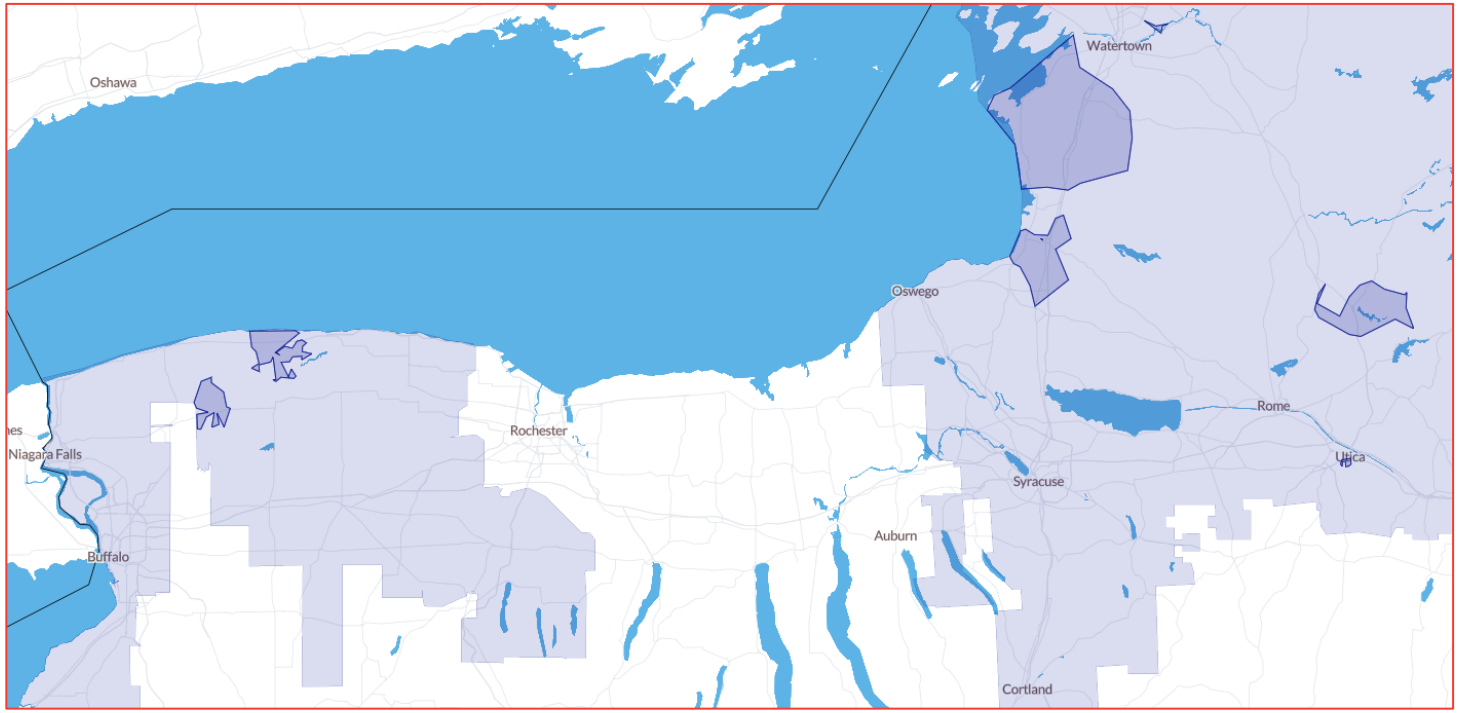
| Planned Date* | Milestone |
|---|---|
| 8/6/2026 | Procurement Launch |
| 9/2/2026 | 1st Pre-Bid Meeting |
| 10/19/26 | ADDED: 2nd Pre-Bid Meeting |
| 10/23/2026 | EXTENDED: Supplier Clarification Questions Due at 5:00 PM ET |
| 11/13/2026 | EXTENDED: All Bid Submissions Due at 5:00 PM ET |
| February 2027 | Anticipated Award Date |
| March 2027 | Contract to be Executed |
| June 2027 | Estimated Service Start Date |

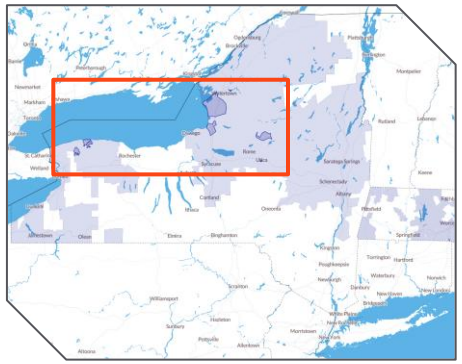
 *All dates are subject to change based on regulatory review

# RFP Overview

- Seven NWA opportunities have been identified to address forecasted system constraints and asset condition risks.
- Targeted load relief can help maintain reliability while planned capital upgrades are developed and completed.
- Needs begin as early as 2027, but proposals targeting later years are encouraged where development timelines require.
- Proposals will be contracted through our NY Flexibility Services Standard Agreement which is tailored to NWAs to help expedite the procurement process.

# 7 NWA Locations



1. West Adams
2. Alder Creek
3. Gasport
4. Lyndonville
5. Pleasant
6. East Pulaski
7. LeRay

# NWA RFP Location Details & Needs

| Substation | Operating District | Zip Code | Municipalities | Summer Need | Winter Need |
|---|---|---|---|---|---|
| West Adams | Watertown-13 | 13605 | Adams | 2028 - 2033 | 2032 - 2033 |
| Alder Creek | Utica-17 | 13301 | Forestport | 2028 - 2029 | 2029 |
| Gasport | Albion-06 | 14067 | Gasport | 2028 - 2035 | N/A |
| Lyndonville | Albion-06 | 14098<br>14103 | Lyndonville<br>Medina<br>Ashwood | 2027 - 2038 | N/A |
| Pleasant | Utica-17 | 13501 | Utica | 2027 - 2030 | N/A |
| East Pulaski | Pulaski-16 | 13144<br>13114<br>13131<br>14411<br>13145 | Richland<br>Mexico<br>Parish<br>Albion<br>Sandy Creek | 2027 - 2031 | 2030 - 2031 |
| LeRay | Watertown-13 | 13612 | Black River | 2028 - 2033 | 2032 - 2033 |

# Needs Example (Alder Creek)

| Criteria | Summer Value | Winter Value |
|---|---|---|
| COT | May 2027 to October 2029 | October 2029 to December 2029 |
| Contract Term | 1 year minimum, 2 year need | 1 year minimum, 1 year need |
| Max MW Need | 2.02 MW of load relief | 2.02 MW of load relief |
| Maximum MWh Need per Day | 6.05 MWh | 6.05 MWh |
| Duration per Call | 7 hours | 7 hours |
| Service Window | 09:00 – 01:00 | 17:00 – 01:00 |
| Number of Times Called per Year | Up to 41 | Up to 3 |
| Maximum Consecutive Days Called | 8 days | 5 days |

- Maximum MW Need reflects the peak load relief requirement during a dispatch event.
- Maximum MWh Need per Day and Duration per Call define the energy needed to support that load relief.
- Service windows and call frequency indicate when and how often resources may be needed.

# West Adams Specifications

| Criteria | Summer Value | Winter Value |
|---|---|---|
| **COT** | May 2028 to October 2033 | October 2032 to December 2033 |
| **Contract Term** | 1 year minimum, 6 year need | 1 year minimum, 2 year need |
| **Max MW Need** | 10.7 MW of load relief | 0.5 MW of load relief |
| **Maximum MWh Need per Day** | 20.9 MWh | 0.5 MWh |
| **Duration per Call** | 6 hours | 1 hour |
| **Service Window** | *15:00 – 23:00 | 23:00 – 00:00 |
| **Number of Times Called per Year** | Up to 41 | Up to 1 |
| **Maximum Consecutive Days Called** | 13 days | 0 days |

For West Adams, the Summer Value Service Window is from **15:00 to 23:00** (previously 19:00 – 2:00). Respondents should base their proposals on the corrected service window. Additionally for West Adams, the allowable charging window for standalone storage is **00:00 to 08:00**.

Any charging configuration must remain consistent with the project's interconnection requirements and National Grid operational requirements. National Grid has updated the posted solicitation materials to reflect this correction.

# FTM Storage Charging

Unless otherwise approved by National Grid, all FTM storage shall be permitted to charge directly from the grid only during the hours overnight of 22:00 to 08:00 local time.

Site-Specific Exceptions

West Adams - The allowable charging window for standalone storage at this location is restricted from 00:00 to 08:00 local time.

East Pulaski - In addition to the standard charging window above, grid charging of storage is prohibited between 14:00 and 00:00 local time.

| 24 HR Time | FTM Storage Charging | West Adams | East Pulaski |
|---|---|---|---|
| 00:00 | | | |
| 01:00 | | | |
| 02:00 | | | |
| 03:00 | | | |
| 04:00 | | | |
| 05:00 | | | |
| 06:00 | | | |
| 07:00 | | | |
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| 17:00 | | | |
| 18:00 | | | |
| 19:00 | | | |
| 20:00 | | | |
| 21:00 | | | |
| 22:00 | | | |
| 23:00 | | | |

# All Location Solution Requirements

| | NWA Solution Requirements | Description |
|---|---|---|
| Days of Week Needed | Weekdays and Weekends | Type of day when the NWA solution could be called on. |
| Minimum MW Bid | 100 kW | NWA solution providers must submit at least 100 kW of load relief (i.e., a single bidder, including an aggregator). |
| Call Response Time | 24 hours load notice | Lead time between a request for load relief by the Company and when the NWA solution is expected to provide the load relief. |
| Guaranteed Performance | 95% availability | Guaranteed performance is defined by the amount of load reduction the NWA solution provides during a dispatch window as a percentage of the amount called upon by the Company. This is expected of each individual bid solution as well as the NWA portfolio as a whole. See the Standard Flexibility Contract for more details. |

# Service Types

**Within the NY Flexibility Services Standard Agreement, National Grid is offering two service types for NWAs:**

## Real-Time Service (Secure):

refers to DERs (front-of-the-meter and/or behind—the-meter with exporting capability or non-exporting, and that can be aggregated) that can receive real-time dispatch signals via National Grid's SCADA system using DNP3 through a utility-owned DER gateway located at each DER site. These assets must respond to real-time internal signals during live NWA events, enabling real-time load following. **DERs co-located with load (i.e., BTM) are ineligible to provide this service.**

## Scheduled Service (Sustain):

refers to DERs (front-of-the-meter and/or behind—the-meter with exporting capability or non-exporting, and that can be aggregated) that can respond to pre-scheduled, event-based dispatches. Unlike Real Time Service, Scheduled does not require real-time dispatch communication with the utility and operates more like traditional demand response, with dispatch levels set ahead of time. **The Minimum Run Time for any proposed Scheduled Service bid shall be 2 hours or 4 hours.**

***For further details regarding the service types, please refer to Appendix E and F of the RFP.***

# NWA RFP Payment Types & Details

- National Grid provides flexibility in the **payment structures** such that bidders have the option to propose:
  - Fixed yearly contract cost (i.e. an annual availability payment), regardless of the number of dispatches where bidders may propose a fixed contract price for fixed load relief for a certain time period or;
  - Cost per kW with an availability payment + dispatch (utilization) payment
- **FTM new installations** - cost of interconnection must be included in any bid proposals
- **BTM resources** - bidders should take note of the operational and metering requirements
- **Charging/Delivery/Demand charges** - Charges must be included in bid proposals and only be associated with the NWA dispatch
- **Participation in other markets/programs:** DERs may stack with other retail or wholesale programs and markets so long as the contracted NWA need is not inhibited. See NY Program Value Stacking Matrix for more details.
- **Incentives:** NYS offers incentives for energy storage projects, including the NYSERDA Energy Storage Incentive. For more details on eligibility, incentive rates, and application process for the NYSERDA Residential and Retail Energy Storage Incentive Program, see https://www.nyserda.ny.gov/All-Programs/Energy-Storage-Program/Developers-and-Contractors/Residential-and-Retail-Storage-Incentives

# Bid Event Process

## Process

- All interested bidders must register in the Piclo platform, complete the company qualification questions, and upload your capacity
- All RFP-related questions must be emailed to Non-WiresAlternativeSolutions@nationalgrid.com by **October 23rd, 2026**
    - Contact support@picloflex.com if you'd like to submit any technical questions about the Piclo platform
    - In the event a bidder is unable to complete the bid process using the Piclo platform, please reach out to support@picloflex.com and Non-WiresAlternativeSolutions@nationalgrid.com
- All questions will be anonymized and posted to the National Grid NWA website on rolling basis
- **NO COMMUNICATION ABOUT BID EVENT WITH ANYONE OUTSIDE OF PROCUREMENT**

# RFP Checklist

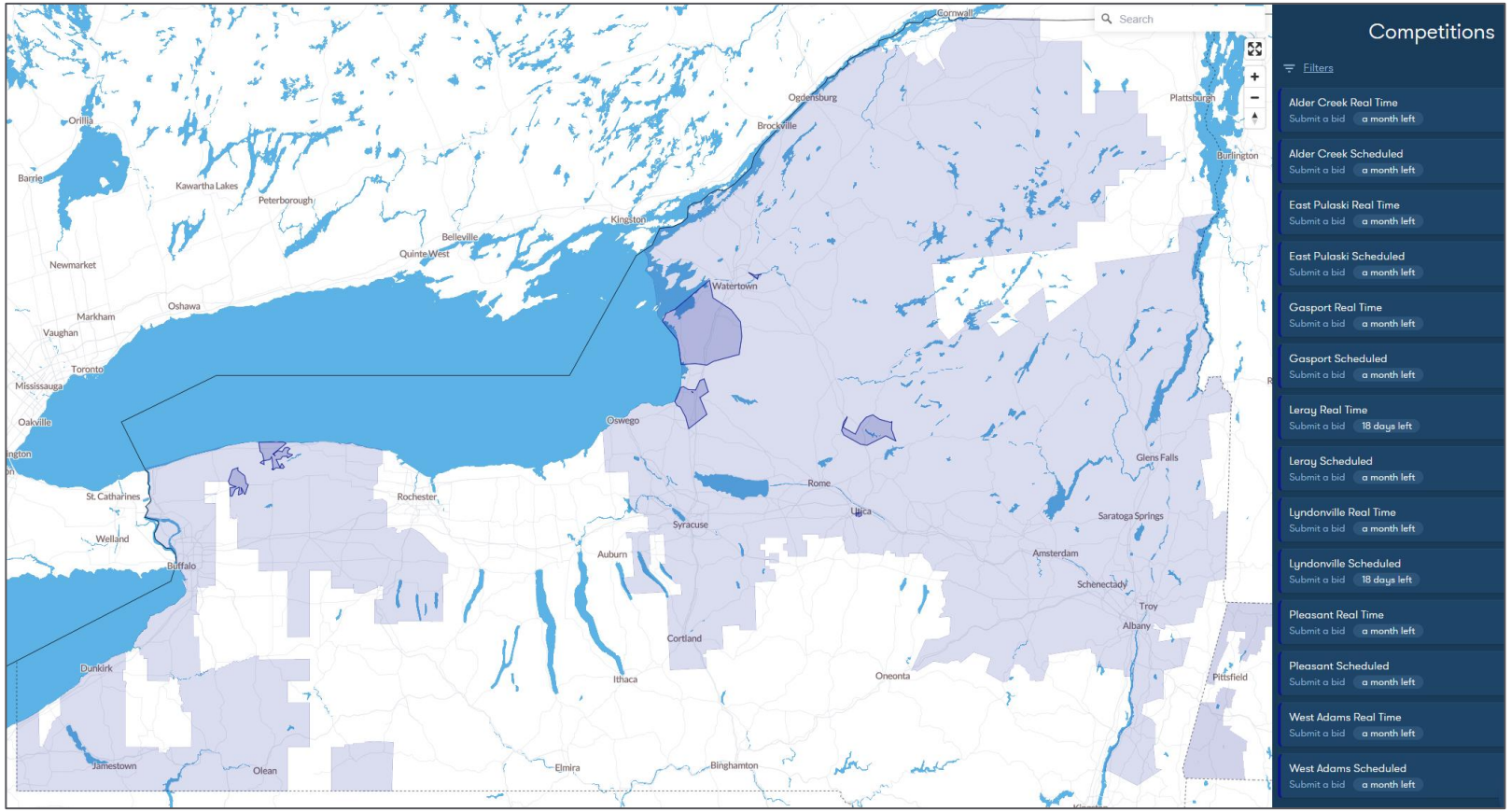
| Checklist Item |
| --- |
| Reviewed all RFP documents and applicable laws and regulations that in any manner may affect cost, progress, or performance of the proposed project. |
| Proposal Overview |
| Bidder Information (See RFP Appendix A) |
| Proposed Solution Information (See RFP Appendix B) |
| Offer Form (See RFP Appendix C) |
| Review of NY Flexibility Services Standard Agreement |
| Review of National Grid Payment Methods |
| Review of Supplier Code of Conduct |
| Review of Non-Disclosure Agreement (includes Data Security Agreement) |
| Two (2) years of Audited Financial Account Statements |
| Review U.S. background checks for contractors policy |
| Pricing Model to supplement bid (showing totals by season) |
| If applicable, incorporate charging costs |
| Optional: Review of other obligations that are being used to secure revenue outside of the NWA contract |

# Piclo Platform

**Bid submission through Piclo: https://usa.picloflex.com/**

**Major steps you need to take to participate in this RFP:**

1. Complete the Bidder Information questions (Appendix A of the RFPs)
2. Upload your asset portfolio and match them to the opportunity
3. Submit pricing and additional checklist items




*If you have any questions regarding the Piclo platform, please contact Shubha Jaishankar (shubha.jaishankar@piclo.com).*

# Pointers and Tips

- Don’t leave things until the last minute
- Submit questions to National Grid at Non-WiresAlternativeSolutions@nationalgrid.com
- Check out National Grid’s profile page on the Piclo website and National Grid’s NWA website for up-to-date RFP materials
- Take some time to get acquainted with the Piclo platform
  - Review Help articles and Getting Started Guides on the Piclo support page
  - Give us feedback - we want the platform to make things easier for you
  - Reach out to Piclo staff if you get stuck on any part of the platform – Shubha Jaishankar (shubha.jaishankar@piclo.com) or support@piclo.com

# What should you do right after this webinar?

1. Register on the Piclo platform - https://www.piclo.com/form/sign-up
2. Complete bidder information questions, upload your asset portfolio, and submit bid and proposal items
3. Set up a 1-1 with Piclo if you have any questions about using the platform - Shubha Jaishankar (shubha.jaishankar@piclo.com) or flex-usa@piclo.com or support@piclo.com

**Bidding closes November 13, 2026 at 5 PM EST**

# Questions and Answers

**Future Opportunities:**

- Please refer back to the National Grid NWA website or the Piclo platform for future NWA opportunities. Registering your asset portfolios on the Piclo platform ensures that you will be notified of any upcoming opportunities.
- Questions not addressed during this webinar should be directed to Non-WiresAlternativeSolutions@nationalgrid.com and Shubha Jaishankar (shubha.jaishankar@piclo.com)



# Wrap Up

**To be registered for this RFP, please register on Piclo (www.piclo.com/form/sign-up) or contact the team at**
Shubha Jaishankar (shubha.jaishankar@piclo.com)



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