

BULK POWER ENERGY STORAGE PROCUREMENT OF SCHEDULING AND DISPATCH RIGHTS – REQUEST FOR PROPOSAL

National Grid

September 30, 2019

APPENDIX A – BIDDER PREQUALIFICATION QUESTIONNAIRE

PREQUALIFICATION INSTRUCTIONS

Bidder shall provide the following information for use by Niagara Mohawk Power Corporation d/b/a National Grid (“National Grid” or the “Company”) in assessing the experience, organizational structure, and financial viability of the Bidder. Bidder shall include additional sheets and supporting materials in responding to the requirements of this Appendix as necessary.

Experience, organizational, and financial information must be provided for the Bidder and any entity providing credit enhancement or other corporate support to the Bidder. As necessary, please specify whether the information provided is for the Bidder, its parent or Affiliates, or any other entity providing security on the Bidder’s behalf.

Please see Definitions section of the Appendix D1 – Term Sheet for a full list of definitions.

COMPANY & ORGANIZATIONAL INFORMATION

Overview

1. Provide contracting party’s name if different from Bidding entity.
2. Provide contracting party’s name, address, city, state, zip code.
3. List the legal registered name of all owners and Affiliates of the Bidder, including but not limited to any partial owners or interested partners participating with the Bidder on the Project(s) and their relative percentage ownership and specific roles and services they will provide for the Project(s).
4. Describe in detail Bidder’s organizational structure. A written description and flow chart diagram showing relationships are required. List the legal registered name of all owners and participants, including but not limited to joint offer participants, of the Project(s) and their relative percentage ownership. The participants and owners must be the same entities for this pre-qualification and the Bidder’s Offer.
5. Address all the following that apply if participant is:
 - 5.1 A subsidiary or Affiliate of any other entity or corporation, provide detail as to the relationships and identify the ultimate parent;
 - 5.2 Part of a partnership; provide the names of all partners and, if a limited partnership, identify the general partner(s);
 - 5.3 A joint venture; identify the members of the joint venture, the corporate form of the joint venture (or if a contractual joint venture), the respective interests of the members, and the controlling entity (if any);

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- 5.4 A limited liability company; identify each member and, if applicable, the entities controlling each member; or
- 5.5 Acting as a member of a consortium or other organization, association, or group of persons acting in concert for purposes of submitting a joint Offer; provide the names of all the members and indicate the controlling member of the consortium, organization, association, or group.
6. Identify the state in which each entity named above is incorporated or formed and authorized to do business with an “active” status. If participant is also registered in New York, but under a different name or d/b/a, please provide that name;
7. List all existing commitments and contingencies (lease agreements, guarantees, etc.) to which participant is a party and that relate to participant’s ability to enter into and perform under a proposed Offer;
8. List all existing commitments and contingencies (lease agreements, guarantees, etc.); and
9. Certify in writing that all participants have reviewed, understand, and will comply with National Grid’s RFP requirements for all Offers submitted. Failure to meet all RFP requirements may result in Offer rejection.

Credit Requirements

1. If the contracting party is rated, state its credit rating and the associated credit rating agency. With respect to the contracting party’s requirement to post a Letter of Credit for the Term of the ESSA, please complete below.
 - A. Issuing bank name and dollar amount of security on annual basis; and
 - B. Issuing bank Street Address, City, State, Zip.
2. If the Bidder is rated, state its credit rating and the associated credit rating agency. If the Bidder expects to post a Letter of Credit for the Term of the ESSA, please complete below.
 - A. Issuing bank name and dollar amount of security on annual basis; and
 - B. Issuing bank Street Address, City, State, Zip.

Financing Plan

1. Discuss each proposed Project’s financing plan and status, including on-going debt/equity ratio to be carried by the Project(s) during construction and during operation, the expected COD and information regarding construction progress and completed milestones, sources of debt and equity, equity percentage by sponsor, financing organizations and supporting loan or credit agreements (including rates and terms), existing liens, and level of commitment by investors and lenders.
2. Provide three (3) years of audited financial statements and year-to-date financial statements of the Bidder and contracting party (if applicable).¹

¹ Audited financial statements of a parent company of the Bidder may be submitted with the available financial statements of the subsidiary Bidder.

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A. General Requirements

1. Bidders will be required to sign a Non-Disclosure Agreement (“NDA”) and register in National Grid’s procurement system, Ariba, to participate in the RFP process. Please confirm the NDA and Ariba registration have been completed.
2. Confirm acknowledgement that Projects with an executed Interconnection Agreement with National Grid prior to December 13, 2018 are ineligible to participate in this solicitation.²

B. Developer Experience

List and describe the Bidder’s background and experience developing energy storage projects of a similar nature and technology.

Bidding Team Overview

1. Is the Bidder’s company licensed to do business in New York? If yes, what are its applicable business license numbers?
2. Please provide a description and organization chart of the personnel structure of each proposed Project’s development, design and construction, and operations and maintenance organizations.
3. Please provide a description of the Bidder’s experience and history in financing power generation facilities, along with the financing plan and expected financing sources for the proposed Project(s).
4. Identify any government assistance / program to be requested, expected, or received that would affect financing of the Project(s). Please note that proposed Projects are not eligible for non-wires alternatives (“NWA”) opportunities or Value of Distributed Energy Resources (“VDER”) Value Stack compensation.
5. In order for National Grid to address any potential conflicts of interest, please provide the name of the law firm or counsel representing the Bidder in its Offer, or if a joint Offer, the names of all law firms or counsels representing all Bidders in the joint Offer.
6. Please provide all certifications and credentials required to legally install and operate the proposed Project(s) on the proposed Site(s).
7. Please provide a description of the Bidder’s project management team and any sub-developers or vendors to be used, including a team organization chart and resumes.

Project Development Experience

1. Front-of-the-meter energy storage projects sized at > 5 MW using the proposed technology and completed and in commercial operation

Total count of completed energy storage projects: _____

For each completed energy storage project, list information in the format presented below.

² Storage projects that have an executed Interconnection Agreement prior to release of the final National Grid RFP but after December 13, 2018 may submit an Offer in response to the RFP with the understanding the Project(s) will need to be re-studied by National Grid under the requirements of this RFP.

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Include all relevant projects.

Project Name	MW	MWh	Use Case	Location, Utility	Contact/Reference	Bidder's role

2. Front-of-the-meter energy storage projects sized at > 5 MW using the proposed technology and currently under construction

Total count of such projects: _____

For each completed project, list information in the format presented below.
Include all relevant projects.

Project Name	MW	MWh	Use Case	Location, Utility	Contact/Reference	Bidder's role

3. Front-of-the-meter non-storage projects sized at > 5 MW completed and in commercial operation

Total count of such projects: _____

For each completed project, list information in the format presented below.
Include all relevant projects.

Project Name	MW	MWh	Use Case	Location, Utility	Contact/Reference	Bidder's role

4. Front-of-the-meter non-storage projects sized at > 5 MW currently under construction

Total count of such projects: _____

For each completed project, list information in the format presented below.
Include all relevant projects.

Project Name	MW	MWh	Use Case	Location, Utility	Contact/Reference	Bidder's role

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Operation & Maintenance Experience

1. Front-of-the-meter energy storage projects sized at > 5 MW using the proposed technology in this RFP Offer and currently operated and maintained by the Bidder

Total count of such projects: _____

For each project operated and maintained by the Bidder, list information in the format presented below. Include all relevant projects.

Project Name	MW	MWh	Use Case	Location, Utility	Contact/Reference	Bidder's role

New York Independent System Operator Experience

1. Is Bidder or Affiliates currently a Market Participant within the NYISO? If yes, what load and/or generation assets does the Bidder or Affiliates manage and in what markets does the Bidder or Affiliates participate?
2. Front-of-the-meter energy storage projects using the proposed technology that currently participate in NYISO markets

Total count of projects: _____

For each project, list information in the format presented below. Include all relevant projects.

Project Name	MW	MWh	Use Case	Location, Utility	Contact/Reference	Bidder's role

Storage for Local Grid Need Support

1. Front-of-the-meter energy storage projects using the proposed technology that currently provide local grid needs (*i.e.*, load relief or reliability)

Total count of projects: _____

For each project, list information in the format presented below. Include all relevant projects.

Project Name	MW	MWh	Use Case	Location, Utility	Contact/Reference	Bidder's role

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