

# National Grid Pre-Bid Meeting

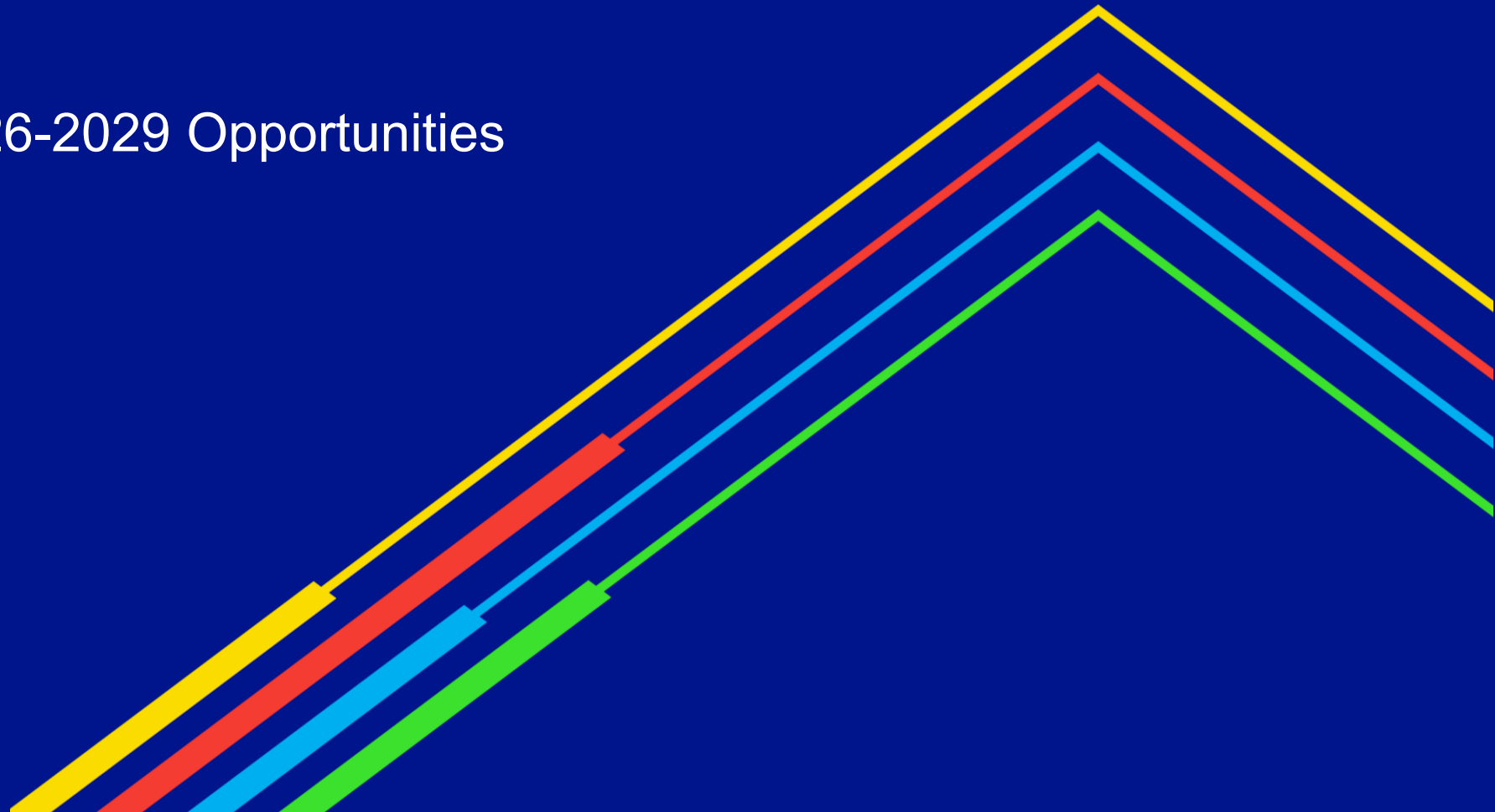
Non-Wires Alternatives

Massachusetts

Summer & Winter 2026-2029 Opportunities

December 4, 2025

**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

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# Introductions

<u>Team Member</u>	<u>Role</u>
David Sullivan	Senior Buyer, US Procurement
Leyla Singh	Analyst, Energy Transition Solutions
Steven Hopengarten	Lead Analyst, Energy Transition Solutions
Daniel Yung	Principal Analyst, NE Commercial and Customer Strategy
Josh Brown	Lead Analyst, Energy Transition Solutions
Alex Ghanem <i>Piclo</i>	North American Commercial Lead
Shubha Jaishankar <i>Piclo</i>	Senior DER Manager

# RFP Timeline

<u>Planned Date</u>	<u>Milestone</u>
11/2025	Procurement Launch
12/04/2025	Pre-Bid Meeting
02/06/2026	Supplier Clarification Questions Due
02/13/2026	All Bid Submissions Due at 5:00 PM EST
03/13/2026	Anticipated Award Date
03/20/2026	Contract to be Executed
04/2026 for Summer 11/2026 for Winter	Estimated Service Start Date

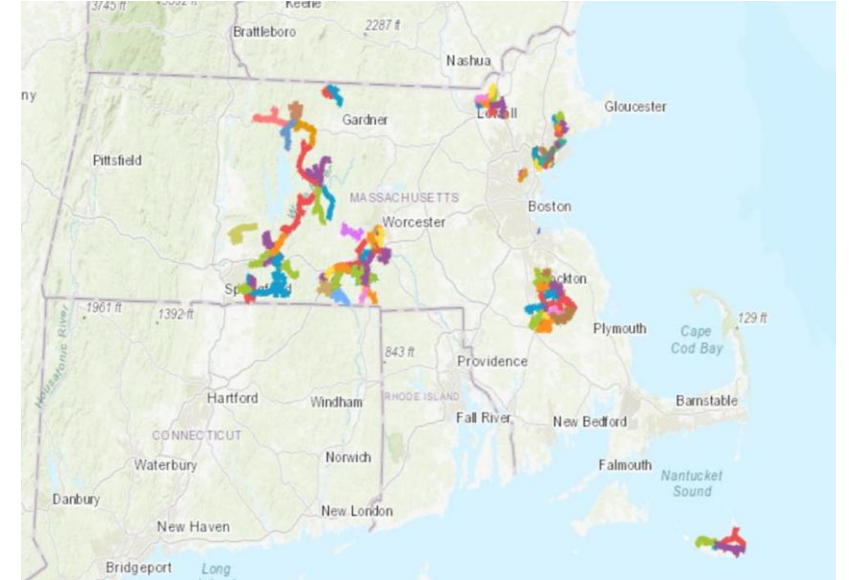
# MA NWA 2026 RFPs Overview

In November 2025, National Grid published the MA 2026-2029 Summer and Winter RFPs.

We encourage NWA solution providers to [register on the Piclo platform](#) to get notified of the upcoming RFPs / competition releases from National Grid. **All proposals must be submitted via the Piclo portal.** For assistance using the Piclo platform, please contact [support@picloflex.com](mailto:support@picloflex.com).

**NWA Proposal:** Near term load relief for each area is needed for until an area plan is implemented. An interim NWA approach is being proposed as a solution until upgrades are completed or asset deferrals are decided. NWA solutions would offset the risk by leveraging technology in the areas that are able to reduce the load during peaks.

Each of these locations will be contracted through our [new MA Flexibility Services Standard Agreement](#) which is tailored to NWAs to help expedite the procurement process. National Grid will not accept any modifications to the Terms and Conditions of the Flexibility Services Standard Agreement.



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

## Real-Time Service:

Geared toward DERs that can respond to real-time dispatches from us after receiving an advanced (e.g. day-ahead) notification.

This dispatch signal is dependent on real-time system conditions and requires more advanced telemetry equipment between the DER and our grid management system.

## Scheduled Service:

Geared towards a single or an aggregation of DERs that can deliver a flat level dispatch when called upon in advance (e.g. day ahead).

This service is based on the pre-agreed output or load reduction over a fixed time window and a minimum run time defined for the DER.

# Eligibility Criteria

- **Bid size:** Assets or aggregations are required to provide a minimum bid of 100kW
- **Run-time:** Assets must have a minimum run-time of 1 hour within the Dispatch Window
  - If an asset is only able to be dispatched during a certain time period of the Dispatch Window, please state so in Appendix A – Bidder Qualifications and your bid
- **Participation in other markets/programs:** DERs may stack with other retail and wholesale programs and markets so long as the contracted NWA need is not inhibited
  - BTM assets are not eligible to participate in 4 out of the 20 locations, as National Grid currently offers additional demand response incentives via it ConnectedSolutions+ program
  - Electric Vehicles are only eligible for the 5 locations with a Turn Up need, due to internal overlap of National Grid’s programs

<u>Asset Eligibility</u>	<u>Turn Up Location</u>	<u>Turn Down Location</u>	<u>Existing ConnectedSolutions+ Program</u>
Behind-the-Meter (BTM)	✓	✓	
Front-of-the-Meter (FTM)	✓	✓	✓
Electric Vehicles (EVs)	✓		

# NWA Location Information

## Asset Participation Details

- **Front-of-the-Meter (FTM)** solutions are eligible to participate in all locations
- **Behind the Meter (BTM)** solutions are eligible to participate in all locations except those with an existing ConnectedSolutions+ incentive
- **Turn Up locations** refer to reverse power flow situations where the need requires a “turn up” in consumption
  - Due to overlap of NG’s internal EV program, **EVs will only be allowed in Turn Up locations**
- The Total Value for All Seasons includes the value **per location across all seasons of need**, not a cost per individual season

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Need Location	Need Type	Season	Year	Max MW	FTM Market	BTM Market	EVs	Total Value for All Seasons
Millbury	Turn Down	Summer	2026 - 2029	0.7	x	x		\$606,000
North Oxford	Turn Up	Summer	2026-2029	3.0	x	x	x	\$3,670,000
West Charlton	Turn Up	Summer	2026-2029	3.8	x	x	x	\$1,465,000
Plainville	Turn Down	Summer	2026-2029	2.0	x	x		\$970,000
Mill Street	Turn Down	Summer	2026-2029	1.4	x	x		\$820,000
Wellington	Turn Down	Summer	2026 -2029	0.26	x	x		\$635,000
Thorndike	Turn Up	Summer	2026-2029	0.7	x	x	x	\$600,000
Cambridge St	Turn Down	Summer	2026-2029	0.27	x	x		\$320,000
Barre – Athol	Turn Down	Summer	2028 -2029	1.0	x	x		\$260,000
Plymouth	Turn Down	Summer	2026-2029	1.2	x	x		\$167,000
Melrose	Turn Down	Summer	2026-2029	0.22	x	x		\$100,000
Palmer	Turn Up	Summer	2027–2029	0.4	x	x	x	\$65,000
West Hampden	Turn Up	Summer	2028-2029	0.3	x	x	x	\$46,000
Lynn	Turn Down	Summer	2026-2029	0.1	x	x		\$22,000
Worcester	Turn Down	Summer	2026-2029	1.0	x	x		\$295,000
Nantucket	Turn Down	Summer	2026-2029	6.2	x			\$1,425,000
Foxborough	Turn Down	Summer	2026-2029	2.3	x			\$895,000
Salem	Turn Down	Summer & Winter	2026-2029	0.6	x			\$735,000
West Salem	Turn Down	Summer & Winter	2026-2029	2.4	x			\$1,132,000
Salem 3	Turn Down	Winter	2026-2029	0.2	x			\$137,000
Avon	Turn Down	Winter	2028-2029	1.5	x	x		\$196,000
Total								~\$14.5M

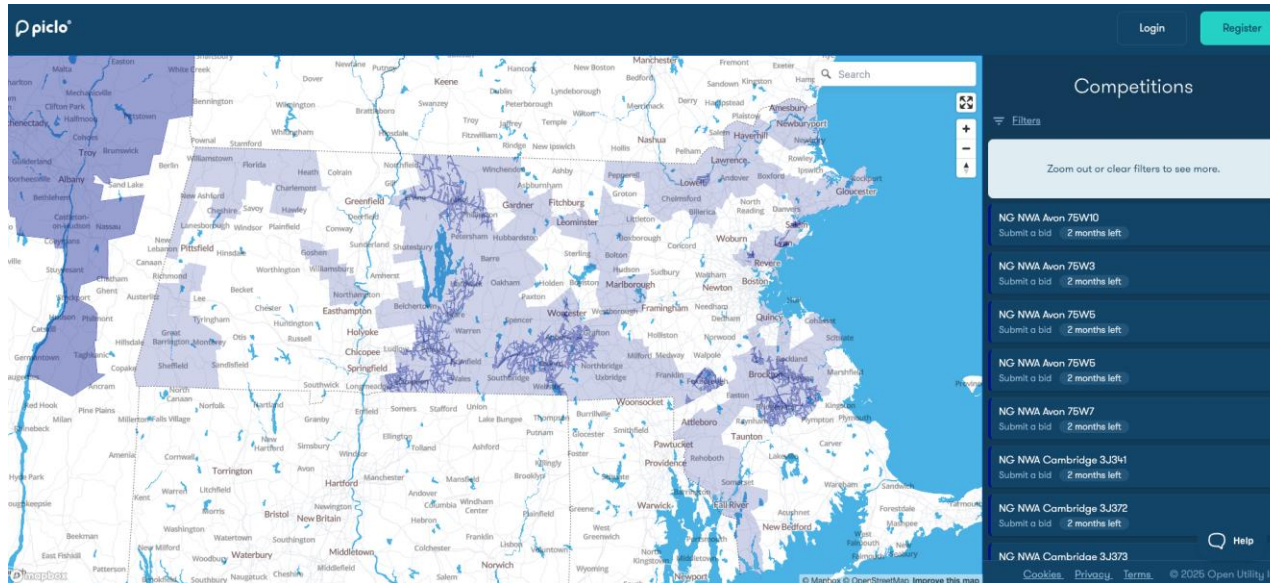


# Bid Event Process

## 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](mailto:Non-WiresAlternativeSolutions@nationalgrid.com) by **February 6, 2026**
  - Contact [support@picloflex.com](mailto: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](mailto:support@picloflex.com) and [Non-WiresAlternativeSolutions@nationalgrid.com](mailto:Non-WiresAlternativeSolutions@nationalgrid.com)
- All questions will be anonymized and posted to the National Grid NWA website
- **NO COMMUNICATION ABOUT BID EVENT WITH ANYONE OUTSIDE OF PROCUREMENT**

# Piclo Platform Overview and Demo



We are going to show you the three major steps you need to take to participate in this RFP:

1. Complete the Bidder Qualifications questions (Appendix A of the RFPs)
2. Upload your asset portfolio and match them to opportunities
3. Submit your pricing

Follow along live with us!

Visit

<https://usa.picloflex.com/>

# Pointers and Tips

- Don't leave things until the last minute
- Don't hesitate to submit questions to National Grid at [Non-WiresAlternativeSolutions@nationalgrid.com](mailto: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 – [support@piclo.energy](mailto:support@piclo.energy)

## What should you do right after this webinar?

1. Register on the Piclo platform - <https://www.piclo.com/form/sign-up>
2. Complete bidder qualification questions, upload your asset portfolio, and create bids in the marketplace
3. Set up a 1-1 with Piclo if you have any questions about using the platform - [flex-usa@piclo.energy](mailto:flex-usa@piclo.energy) or [support@piclo.energy](mailto:support@piclo.energy)

**Bidding closes February 13<sup>th</sup>, 2026 at 5 PM EST**

# Pre-Submitted Questions

**Q1: Looking over the 2026 RFP for NWA [here](#), I wanted to confirm the definition of "Economic Value for All Seasons". Does this mean that the value is the sum of each season's economic value? IE if the value is \$1,000,000, and the RFP is for four seasons (summer 2026, 2027, 2028, 2029), is the value \$250,000 per season?**

A1: Correct, the *Total Approximate Value for All Seasons* listed in the RFP represents the total value for each location across all applicable seasons. The value awarded on a per season basis will be determined based on a function of MW need and \$ available.

**Q2: Has there been any further discussion at National Grid about fast-tracking ESS interconnection applications on the circuits identified in the RFP?**

A2: Any NWA projects will need to adhere to the DG Interconnection Process, and therefore no special treatment or "fast tracking" is possible. However, the Company's Active Resource Integration (ARI) pilot program may allow eligible projects to experience reduced end-to-end timing within the DG Interconnection Process. The ARI process would include engineering review of the area to advise on area impacts and estimated curtailment. Any customer that has committed to an area NWA opportunity would have that considered as part of the ARI analysis, which may benefit the ARI interconnection timeline. National Grid can have more site-specific conversations with the customer on the nuances of area impacts on enrolled ARI projects. Please visit [National Grid's ARI website](#) for more information. Bidders intending to participate in ARI with their proposed NWA bid must clearly indicate so in their bid submission.

## Pre-Submitted Questions Continued

**Q3: I was wondering if you could better inform me on how Grid's rate structure allows the battery to earn revenue when it is not being called for a demand event? Not 100% on how the rate structure allows for overnight charging for example and profiting off day-time discharge.**

A3: If an asset is contracted for a National Grid Non-Wires Alternative (NWA), batteries will receive compensation for any flexibility services they provide. The compensation amount may vary based on location, dispatch frequency, capacity (MW), and associated value. When the asset is not actively serving a National Grid NWA requirement, it will not receive payment from National Grid. Assets can still participate in wholesale and ancillary markets outside of NWA commitments, provided this does not interfere with their NWA performance. Assets are still required to operate in full compliance with the terms and conditions outlined in their Interconnection Services Agreement (ISA).

**Q4: We are wondering about how the Q&A process will work. I see when the Question receipt closes but am unclear on if the questions will be answered on a rolling basis with answers posted or publicly available for all bidders. Additionally, how we will be notified of the Pre-Bid Session.**

A4: All questions regarding the NWA opportunities should be sent to [Non-WiresAlternativeSolutions@nationalgrid.com](mailto:Non-WiresAlternativeSolutions@nationalgrid.com). Answers will be posted to the National Grid website on rolling basis.

**Further questions should be asked during the Q&A session or directed to [Non-WiresAlternativeSolutions@nationalgrid.com](mailto:Non-WiresAlternativeSolutions@nationalgrid.com). The deadline to submit clarification questions is February 6<sup>th</sup>, 2026, 5PM 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](mailto:Non-WiresAlternativeSolutions@nationalgrid.com) and [support@piclo.energy](mailto:support@piclo.energy).



## Wrap Up

To be registered for this RFP, please register on Piclo ([www.piclo.com/form/sign-up](http://www.piclo.com/form/sign-up)) or contact the team at [support@picloflex.com](mailto:support@picloflex.com)





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# Appendix