nationalgrid

Request for Proposal (RFP)

Non-Wires Alternatives Solutions

Massachusetts Summer 2026-Summer 2029

RFP Issue Date: November 7th, 2025
Proposal Submission Deadline: February 13th, 2026

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1. Executive Summary

National Grid is pursuing the potential implementation of Non-Wires Alternative (NWA) solutions in its electric service territory for the 19 areas listed in Section 7. National Grid is looking to procure grid services from NWA solutions (standalone or as an aggregation) that may solve the constraints.

National Grid currently considers partial solutions for NWA opportunities. If your assets are unable to meet the full megawatt capacity or timing requirements, your assets may still be eligible to participate.

All proposals must be submitted via the Piclo platform: https://usa.picloflex.com/dashboard. For assistance using the Piclo platform, please contact support@piclo.energy. In the event a bidder is unable to complete the bid process using the Piclo platform, please reach out to support@piclo.energy and Non-WiresAlternativeSolutions@nationalgrid.com.

2. Introduction

Massachusetts Electric Company and Nantucket Electric Company, d/b/a National Grid (National Grid or the Company) is an electric and gas investor-owned utility committed to providing safe, reliable, and affordable energy to all customers throughout its service territory in Massachusetts. As a part of providing this service, National Grid is pursuing the potential implementation of Non-Wires Alternatives (NWA) solutions. Find out more about National Grid and its affiliate companies at https://www.nationalgrid.com/about-us.

This request for proposal (RFP) is open to NWA approaches that have the potential to provide solutions in the area(s) identified in the problem description. National Grid has several long-term goals in consideration (in alignment with state, federal, and Company ambitions) that impact the viability of any given proposal.

Such implementation aligns with principles set forth in National Grid's Massachusetts Electric Sector Modernization Plan (ESMP).

To learn more about National Grid's approach to NWAs, please visit: https://www.nationalgridus.com/Business-Partners/Non-Wires-Alternatives/.

3. Eligible Flexibility Solutions

The Company is looking to procure grid services from NWA solutions (standalone or as an aggregation) that may solve the constraints. Note that the Company may elect to accept multiple proposals that when combined will provide a portfolio of NWA solutions; the Company may only need a portion of the bidder's proposed solution or committed MWs. The Company will consider resources that may include one or more, or a combination of the following technologies in this RFP:

- Distributed Generation
- Energy Storage
- Demand Response

- Energy Efficiency
- Heating, Ventilation, and Air Conditioning Technology
- Other resources that can meet the identified reliability needs

Fossil fuel-based assets are not eligible to participate. Direct participants, such as commercial and industrial customers of the Company, Distributed Energy Resource (DER) owners, DER operators, developers, and aggregators may submit proposals.

National Grid currently considers partial solutions for NWA opportunities. If your assets are unable to meet the full megawatt capacity or timing requirements, your assets may still be eligible to participate. **National Grid requires a minimum of a 100kW bid and at least a 1-hour minimum run time for all assets**. **National Grid will also consider assets that are only able to be dispatched during certain time windows of the need statements.** If your asset will only be available for a section of the need window, please indicate so in Question 7.6 of Appendix A – Bidder Qualifications.

The locations identified in Section 7 Project Information may require either a "Turn Down" or "Turn Up" capability. A Turn Down requirement indicates the need to reduce energy consumption or generation in situations where there is an excess of energy on the grid. A Turn Up requirement refers to the need to increase energy consumption under conditions of grid oversupply. Respondents are expected to review the specified need type for each location carefully and confirm that their proposed asset can deliver the appropriate service corresponding to the identified requirement.

Depending on the nature of the NWA solution proposed, potential infrastructure upgrades may be required to accommodate and connect new DER facilities. Only upon completion of the relevant interconnection study performed by The Company for each such proposal will the scope and cost of such utility infrastructure upgrades be known. Any such upgrades would be the responsibility of the Seller.

3.1. Asset Qualification Conditions

In the Nantucket, Foxborough, and Salem areas, only assets directly connected to the grid (commonly known as "Front of the Meter" or "standalone") such as solar and energy storage are eligible for this RFP. All other assets in those areas are ineligible to participate. National Grid currently offers bonus programmatic incentives, known as ConnectedSolutions+, via its existing ConnectedSolutions demand response programs in the Nantucket, North Foxborough, and Salem areas. Assets eligible for those programs may apply for those incentives but will not be considered if submitted in response to this RFP.

Electric Vehicle (EV) charging assets are only eligible in reverse power flow, or consumption turn up services. EV charging assets are not eligible to participate in consumption turn down services.

4. Flexibility Services Standard Agreement

National Grid recently developed the Massachusetts Flexibility Services Standard Agreement to streamline participation in NWAs. All successful bidders will be required to execute the Standard Agreement as a condition of contracting. **National Grid will not accept any modifications,**

revisions, or exceptions to the Terms and Conditions of the Flexibility Services Standard Agreement.

As specified in the Standard Agreement, National Grid has created two Service Types: Real-Time Service and Scheduled Service.

- **Real-Time Service** - Services that are able to respond to real time dispatches from the Company and the dispatch signal is dependent on real time conditions.
    - Encompasses any front-of-the-meter (FTM) or behind-the-meter (BTM) distributed energy resources (DER) with capabilities that are equipped to receive direct, real-time dispatch signals. This enables direct telemetry through National Grid's approved supervisory control and data acquisition systems. The defining feature of the Real Time Service is its capacity for load following (real-time dispatch), allowing the Company to issue internal direct signals to the NWA solution in response to live NWA events.
- **Scheduled Service** - Services from a single or aggregation of DERs that can operate at a flat level dispatch when called upon a day ahead by the Company, based on pre-agreed output and over fixed time window and a minimum run time defined for the DER and its bid.
    - Scheduled service does not require real-time dispatch capabilities. Dispatches are event-driven, based on contracted loads, with kW dispatch levels determined prior to the NWA dispatch event. Scheduled Dispatch can include single or aggregations of DERs that can operate when called upon a day ahead by the Company. These are similar to 'event-based' grid resources, akin to traditional demand response programs.

All assets, regardless of the service type, will be notified of a dispatch event at least 24-hours prior to the dispatch. Metering, for both Real-Time and Scheduled Service, must be at minimum hourly interval meters to support National Grid's dispatch M&V process.

Please refer to Appendix B - Scheduled Service Integration and Operational Requirements and Appendix C – Real-Time Service Integration and Operational Requirements of this RFP, and Appendix B of Flexibility Services Standard Agreement for more information regarding dispatches and M&V procedures.

4.1. Performance Requirements

All solutions must have at least 95% guaranteed performance for the MWs contracted. Guaranteed performance is defined by the amount of flexibility the solution provides during a dispatch window as a percentage to the amount requested by the Company. If applicable, bidders must account for system degradation (e.g., battery capacity loss) over time. Please refer to Appendix B of the Flexibility Services Standard Agreement for more information.

5. Piclo

All proposals must be submitted via the Piclo platform: https://usa.picloflex.com/dashboard.

Prior to responding to an RFP, the Piclo website requires the corresponding assets to be uploaded to the platform. Piclo's partnership with National Grid ensures full compliance with all data privacy and security requirements. If your organization has concerns regarding uploading the required assets due to Personal Identifiable Information (PII) considerations, National Grid can provide a Non-Disclosure Agreement (NDA) to safeguard confidentiality and address data protection obligations. Please reach out to Non-WiresAlternativeSolutions@nationalgrid.com for PII or other Piclo platform concerns.

For assistance using the Piclo platform, please contact support@piclo.energy. In the event a bidder is unable to complete the bid process using the Piclo platform, please reach out to support@piclo.energy and Non-WiresAlternativeSolutions@nationalgrid.com.

6. RFP Schedule and Test Dispatches

6.1. RFP Schedule

The RFP schedule presented below is subject to change.

Tentative Date	Milestone
November 7, 2025	RFP issued, Bidder qualifications and RFP submission period opens on Piclo platform
Thursday, December 4 2025, 2-3pm EST	Pre-bid teleconference
February 6, 2026, 5 PM EST	Deadline to submit Supplier Clarification Questions. All questions should be sent to Non-WiresAlternativeSolutions@nationalgrid.com
February 13, 2026, 5 PM EST	Bidder qualifications and RFP submission closes; bidders must have all proposal information, including bids, submitted to Piclo platform
March 13, 2026, 5 PM EST	End of bid evaluation; all bidders notified of their status
April 3, 2026	Earliest Dispatch Begins

Please email Non-WiresAlternativeSolutions@nationalgrid.com to be added to our outreach list and notified of the pre-bid teleconference.

6.2. Test Dispatches

Please note that National Grid is requiring test dispatches, as defined in Appendix B of the Massachusetts Flexibility Services Standard Agreement, as part of the commissioning process. Prior to the commencement of any operational season, all contracted bidders must successfully complete a dispatch test. This test will validate the bidder's ability to meet operational standards and ensure readiness for live dispatch. Successful completion of this requirement is mandatory for

participation in seasonal operations. Test dispatches will begin on April 3, 2026, and will be coordinated with National Grid after bidders have been notified of their status.

7. Project Information

7.1. Distribution System Need Requirements

National Grid has identified 19 possible NWA opportunities. The need statements below represent the earliest possible dispatch start, and the latest possible dispatch end. **No asset is required to fulfill the entire dispatch window. All assets must have a minimum of 1 hour runtime.** All assets will receive a day-ahead notice of the actual intended dispatch time for the corresponding event.

For each location, an overview of the location, service, and economic details are provided. Please note that for the location details, the zip codes listed do not exactly overlap with National Grid feeders and are instead intended to show the general area of the need. Respondents should rely exclusively on National Grid's Massachusetts System Data Portal, under the Distribution Assets Overview tab, to ascertain the eligibility of their assets.

The economic details provided represent the **total value per location across all seasons of need**, not a cost per individual season. This amount is fully inclusive of all seasonal requirements associated with the specified location.

National Grid's summer season runs from May through October.

The service details for each location may vary from "Turn Up" or "Turn Down" services. Please make sure to review the service type to decipher if your assets can provide the corresponding need.

Note that the Maximum MWh and Maximum MW need refer to the maximum need *per dispatch*.

For more information regarding the number of dispatches per season, please refer to the Piclo platform. Please note the number of dispatches shared is an estimate and is subject to change as it is dependent on the system.

7.2. Contingency Bids

Bidders are permitted to submit proposals that encompass multiple seasons in one location and may submit multiple bids for various contingency-based pricing structures. In the event a bidder is awarded only a subset of the seasons included in their proposal, the submission will remain valid and will be evaluated accordingly. Bidders must explicitly disclose any contingency conditions or dependencies within their proposal to ensure full transparency and facilitate accurate evaluation. Failure to clearly identify such conditions may result in disqualification or misinterpretation during the review process.

Bidders are also permitted to submit pricing options contingent on awards related to National Grid's Winter 2026-2029 RFP for the same location, where applicable. Contingency bids should clearly outline any conditions or dependencies—such as contingent to other awards—to ensure

transparency and facilitate accurate evaluation. All contingency terms must be explicitly stated within the submission to avoid misinterpretation during the review process.

Location 1: Millbury Area

Table 1a: Millbury Location Details

Substation	Feeders	Residential Customers	C&I Customers	Zip Code(s)
PONDVILLE 26	05_01_26W2	12,500	1,500	01501, 01519, 01560, 01590, 01527, 01536
MILLBURY 4	05_01_304W5			
	05_01_304W2			
	05_01_304W3			
	05_01_304W4			
	05_01_304W6			

Table 1b: Millbury Service Details

Season	Service Type	Service Window	Maximum MWh needed	Maximum MW needed	Days of week needed
Summer 2026	Turn Down	13:00 – 20:00	1.8	0.5	Weekdays and Weekends
Summer 2027			1.9	0.5	
Summer 2028			2.4	0.6	
Summer 2029			3.3	0.7	

Table 1c: Millbury Economic Details

Seasons	Total Approximate Value for All Seasons
Summer 2026 – Summer 2029	$606,000

Location 2: North Oxford Area

Table 2a: North Oxford Location Details

Substation	Feeders	Residential	C&I	Zip Code(s)
NORTH OXFORD 406	05_01_26W3	10,000	1,700	01501, 01540, 01570, 01571
	05_01_406L2			
	05_01_406L4			
	05_01_412L1			
	05_01_412L3			
	05_01_412L6			

Table 2b: North Oxford Service Details

Season	Service Type	Service Window	Maximum MWh needed	Maximum MW needed	Days of week needed
Summer 2026	Turn Up	9:00 – 16:00	3.5	2.1	Weekdays and Weekends
Summer 2027			3.5	2.4	
Summer 2028			4.3	2.7	
Summer 2029			5.7	3.0	

Table 2c: North Oxford Economic Details

Seasons	Total Approximate Value for All Seasons
Summer 2026 – Summer 2029	$3,670,000

Location 3: West Charlton Area

Table 3a: West Charlton Location Details

Substation	Feeders	Residential	C&I	Zip Code(s)
WEST CHARLTON 415	05_01_415L2	10,000	1,600	01507, 01542, 01540, 01550
	05_01_406L1			
	05_01_406L3			
	05_01_413L4			
	05_01_415L1			
	05_01_415L3			
	05_01_406L1			

Table 3b: West Charlton Service Details

Season	Service Type	Service Window	Maximum MWh needed	Maximum MW needed	Days of week needed
Summer 2026	Turn Up	9:00 – 16:00	30	3.1	Weekdays and Weekends
Summer 2027			32	3.3	
Summer 2028			32	3.5	
Summer 2029			33	3.8	

Table 3c: West Charlton Economic Details

Seasons	Total Approximate Value for All Seasons
Summer 2026 – Summer 2029	$1,465,000

Location 4: Plainville Area

Table 4a: Plainville Location Details

Substation	Feeders	Residential	C&I	Zip Code(s)
PLAINVILLE 3451	05_05_3451W2	2,000	400	02762

Table 4b: Plainville Service Details

Season	Service Type	Service Window	Maximum MWh needed	Maximum MW needed	Days of week needed
Summer 2026	Turn Down	13:00 – 20:00	0.4	1.9	Weekdays and Weekends
Summer 2027			0.6	1.9	
Summer 2028			0.8	2.0	
Summer 2029			1.3	2.0	

Table 4c: Plainville Economic Details

Seasons	Total Approximate Value for All Seasons
Summer 2026 – Summer 2029	$970,000

Location 5: Mill Street Area

Table 5a: Mill Street Location Details

Substation	Feeders	Residential	C&I	Zip Code(s)
MILL STREET	05_07_912W21	15,000	2,000	02324, 02379, 02324, 02338
	05_07_797W1			
	05_07_797W20			
	05_07_912W22			
	05_07_912W55			
	05_07_912W73			
	05_07_912W74			
	05_07_912W75			

Table 5b: Mill Street Service Details

Season	Service Type	Service Window	Maximum MWh needed	Maximum MW needed	Days of week needed
Summer 2026	Turn Down	13:00 – 20:00	0.4	0.1	Weekdays and Weekends
Summer 2027			1.5	0.1	
Summer 2028			1.9	0.67	
Summer 2029			5.1	1.4	

Table 5c: Mill Street Economic Details

Seasons	Total Approximate Value for All Seasons
Summer 2026 – Summer 2029	$820,000

Location 6: Wellington Area

Table 6a: Wellington Location Details

Substation	Feeders	Residential	C&I	Zip Code(s)
WELLINGTON 11	05_14_75L2	2,800	120	01826, 01876, 01852
	05_12_11J13			

Table 6b: Wellington Service Details

Season	Service Type	Service Window	Maximum MWh needed	Maximum MW needed	Days of week needed
Summer 2026	Turn Down	13:00 – 20:00	2.8	0.18	Weekdays and Weekends
Summer 2027			2.9	0.19	
Summer 2028			3.0	0.22	
Summer 2029			3.2	0.26	

Table 6c: Wellington Economic Details

Seasons	Total Approximate Value for All Seasons
Summer 2026 – Summer 2029	$635,000

Location 7: Thorndike Area

Table 7a: Thorndike Location Details

Substation	Feeders	Residential	C&I	Zip Code(s)
THORNDIKE 523	05_09_523L4	11,000	1,400	01082, 01095, 01007
	05_09_501L2			
	05_09_523L1			
	05_09_523L2			

Table 7b: Thorndike Service Details

Season	Service Type	Service Window	Maximum MWh needed	Maximum MW needed	Days of week needed
Summer 2026	Turn Up	9:00 – 16:00	5	0.3	Weekdays and Weekends
Summer 2027			5	0.4	
Summer 2028			6	0.6	
Summer 2029			6	0.7	

Table 7c: Thorndike Economic Details

Seasons	Total Approximate Value for All Seasons
Summer 2026 – Summer 2029	$600,000

Location 8: Cambridge St Area

Table 8a: Cambridge St Location Details

Substation	Feeders	Residential	C&I	Zip Code(s)
CAMBRIDGE ST 4	05_01_4J324	3,500	900	01608, 01609, 01610
	05_01_8J364			
	05_01_9J329			
	05_01_3J341			
	05_01_3J372			
	05_01_3J373			

Table 8b: Cambridge St Service Details

Season	Service Type	Service Window	Maximum MWh needed	Maximum MW needed	Days of week needed
Summer 2026	Turn Down	13:00 – 20:00	1.4	0.25	Weekdays and Weekends
Summer 2027			1.6	0.25	
Summer 2028			1.8	0.25	
Summer 2029			2.0	0.27	

Table 8c: Cambridge St Economic Details

Seasons	Total Approximate Value for All Seasons
Summer 2026 – Summer 2029	$320,000

Location 9: Barre-Athol Area

Table 9a: Barre-Athol Location Details

Substation	Feeders	Residential	C&I	Zip Code(s)
CHESTNUT HILL 702	05_09_702W2	9,400	1,200	01331, 01364
	05_09_702W1			
	05_09_702W3			
	05_09_705W3			

Table 9b: Barre-Athol Service Details

Season	Service Type	Service Window	Maximum MWh needed	Maximum MW needed	Days of week needed
Summer 2028	Turn Down	13:00 – 20:00	4.5	0.63	Weekdays and Weekends
Summer 2029			6.9	1.0	

Table 9c: Barre-Athol Economic Details

Seasons	Total Approximate Value for All Seasons
Summer 2028 – Summer 2029	$260,000

Location 10: Plymouth Area

Table 10a: Plymouth Location Details

Substation	Feeders	Residential	C&I	Zip Code(s)
PLYMOUTH	05_07_93W42	18,000	2,200	02341, 02382, 02302, 02351, 02359, 02343
	05_07_93W43			
EAST BRIDGEWATER SUB	05_07_797W24			
	05_07_797W29			
PHILLIPS LANE	05_07_95W3			
NORTH ABINGTON SUB	05_07_99W62			
DUPONT SUB	05_07_91W47			
	05_07_91W41			
AMES	05_07_911W77			

Table 10b: Plymouth Service Details

Season	Service Type	Service Window	Maximum MWh needed	Maximum MW needed	Days of week needed
Summer 2026	Turn Down	13:00 – 20:00	0.4	0.2	Weekdays and Weekends
Summer 2027			0.6	0.4	
Summer 2028			1.2	0.6	
Summer 2029			1.8	1.2	

Table 10c: Plymouth Economic Details

Seasons	Total Approximate Value for All Seasons
Summer 2026 – Summer 2029	$167,000

Location 11: Melrose Area

Table 11a: Melrose Location Details

Substation	Feeders	Residential	C&I	Zip Code(s)
PINE BANKS 67	05_12_67J4	3,300	500	02148
	05_12_67J1			
MALDEN 5	05_12_5C3			
	05_12_5J10			
	05_12_5C1			

Table 11b: Melrose Service Details

Season	Service Type	Service Window	Maximum MWh needed	Maximum MW needed	Days of week needed
Summer 2026	Turn Down	13:00 – 20:00	0.6	0.13	Weekdays and Weekends
Summer 2027			0.9	0.14	
Summer 2028			1.3	0.18	
Summer 2029			2.0	0.22	

Table 11c: Melrose Economic Details

Seasons	Total Approximate Value for All Seasons
Summer 2026 – Summer 2029	$100,000

Location 12: Palmer Area

Table 12a: Palmer Location Details

Substation	Feeders	Residential	C&I	Zip Code(s)
PALMER 503	05_09_503L1	8,100	1,100	01069, 01057, 01010, 01069
	05_09_503L2			
	05_09_503L4			
	05_09_514L1			

Table 12b: Palmer Service Details

Season	Service Type	Service Window	Maximum MWh needed	Maximum MW needed	Days of week needed
Summer 2027	Turn Up	9:00 – 16:00	1.1	0.1	Weekdays and Weekends
Summer 2028			2.1	0.3	
Summer 2029			3.0	0.4	

Table 12c: Palmer Economic Details

Seasons	Total Approximate Value for All Seasons
Summer 2027 – Summer 2029	$65,000

Location 13: West Hampden Area

Table 13a: West Hampden Location Details

Substation	Feeders	Residential	C&I	Zip Code(s)
WEST HAMPDEN 139	05_09_139L1	7,000	400	01036, 01028, 01095
	05_09_139L3			
	05_09_139L5			
	05_09_507L2			
	05_09_508L4			

Table 13b: West Hampden Service Details

Season	Service Type	Service Window	Maximum MWh needed	Maximum MW needed	Days of week needed
Summer 2028	Turn Up	9:00 – 16:00	0.8	0.1	Weekdays and Weekends
Summer 2029			1.7	0.3	

Table 13c: West Hampden Economic Details

Seasons	Total Approximate Value for All Seasons
Summer 2028 – Summer 2029	$46,000

Location 14: Lynn Area

Table 14a: Lynn Location Details

Substation	Feeders	Residential	C&I	Zip Code(s)
LYNN 21	05_12_21J30	3,500	500	01902, 01905
	05_12_21J21			
	05_12_21J25			
	05_12_21J32			
	05_12_21J23			
FAYETTE 3	05_12_3J903			

Table 14b: Lynn Service Details

Season	Service Type	Service Window	Maximum MWh needed	Maximum MW needed	Days of week needed
Summer 2026	Turn Down	13:00 – 20:00	0.1	0.1	Weekdays and Weekends
Summer 2027			0.1	0.1	
Summer 2028			0.2	0.1	
Summer 2029			1.3	0.1	

Table 14c: Lynn Economic Details

Seasons	Total Approximate Value for All Seasons
Summer 2026 – Summer 2029	$22,000

Location 15: Worcester Area

Table 15a: Worcester Location Details

Substation	Feeders	Residential	C&I	Zip Code(s)
NASHUA ST 25	05_01_HT52	0	15	01605
	05_01_HT45			

Table 15b: Worcester Service Details

Season	Service Type	Service Window	Maximum MWh needed	Maximum MW needed	Days of week needed
Summer 2026	Turn Down	13:00 – 20:00	5.8	0.92	Weekdays and Weekends
Summer 2027			6.4	0.92	
Summer 2028			6.9	0.97	
Summer 2029			7.5	1.0	

Table 15c: Worcester Economic Details

Seasons	Total Approximate Value for All Seasons
Summer 2026 – Summer 2029	$295,000

As stated in Section 3.1, in the Nantucket, Foxborough, and Salem areas, only assets directly connected to the grid (commonly known as "Front of the Meter" or "standalone") such as solar and energy storage are eligible for this RFP. All other assets in the areas below are ineligible to participate.

Location 16: Nantucket Area

Table 16a: Nantucket Location Details

Substation	Feeders	Residential	C&I	Zip Code(s)
CANDLE STREET 101	04_04_101L2	2,000	200	02554, 02564
	04_04_101L4			
	04_04_101L6			
	04_04_101L8			

Table 16b: Nantucket Service Details

Season	Service Type	Service Window	Maximum MWh needed	Maximum MW needed	Days of week needed
Summer 2026	Turn Down	13:00 – 20:00	5.0	5.6	Weekdays and Weekends
Summer 2027			6.0	5.8	
Summer 2028			7.0	6.0	
Summer 2029			8.0	6.2	

Table 16c: Nantucket Economic Details

Seasons	Total Approximate Value for All Seasons
Summer 2026 – Summer 2029	$1,425,000

Location 17: Foxborough Area

Table 17a: Foxborough Location Details

Substation	Feeders	Residential	C&I	Zip Code(s)
FOXBORO 1 3431	05_05_3431W1	4,500	800	02035
	05_05_3431W2			
FOXBORO 2 3432	05_05_3432W1			
	05_05_3432W2			
CROCKER POND 3423	05_05_3424W1			
	05_05_3424W3			
	05_05_3424W5			
N FOXBORO 349	05_05_349W1			

Table 17b: Foxborough Service Details

Season	Service Type	Service Window	Maximum MWh needed	Maximum MW needed	Days of week needed
Summer 2026	Turn Down	13:00 – 20:00	4.7	2.0	Weekdays and Weekends
Summer 2027			5	2.0	
Summer 2028			5.2	2.1	
Summer 2029			5.3	2.3	

Table 17c: Foxborough Economic Details

Seasons	Total Approximate Value for All Seasons
Summer 2026 – Summer 2029	$895,000

Please note that the *Total Approximate Value for All Seasons* for the Salem (Location 18) and West Salem (Location 19) locations is intended to cover both Summer and Winter needs. Please refer to the Winter RFP on the National Grid NWA website for more information regarding the winter needs. Vendors submitting bids for these locations should take this into account when determining pricing.

Location 18: Salem Area

Table 18a: Salem Substation Location Details

Substation	Feeders	Residential	C&I	Zip Code(s)
SALEM 3 BOSTON ST	05_12_3J6	700	150	01970

Table 18b: Salem Substation Service Details

Season	Service Type	Service Window	Maximum MWh needed	Maximum MW needed	Days of week needed
Summer 2026	Turn Down	13:00 – 20:00	8.0	0.6	Weekdays and Weekends
Summer 2027			8.0	0.6	
Summer 2028			8.0	0.6	
Summer 2029			8.0	0.6	

Table 18c: Salem Substation Economic Details

Seasons	Total Approximate Value for All Seasons
Summer 2026 – Summer 2029	$735,000

Location 19: West Salem Area

Table 19a: West Salem Location Details

Substation	Relief Feeders	Residential	C&I	Zip Codes
WEST SALEM 29	05_12_29W3	3700	600	01905, 01902

Table 19b: West Salem Service Details

Season	Service Type	Service Window	Maximum MWh needed	Maximum MW needed	Days of week needed
Summer 2026	Turn Down	13:00 – 20:00	8.0	2.4	Weekdays and Weekends
Summer 2027			8.0	2.4	
Summer 2028			8.0	2.4	
Summer 2029			8.0	2.4	

Table 19c: West Salem Economic Details

Seasons	Total Approximate Value for All Seasons
Summer 2026 – Summer 2029	$1,132,000

8. Project Economics

The Approximate Value is the estimated net present value derived from the unique needs for each substation. The Company provides the Approximate Value in terms of $/ location to bidders so that the Company can determine if a given NWA solution is cost-competitive when compared to the traditional wires or alternative solution.

The Company is seeking cost-effective solutions that provide value to our customers. Bidders should submit their lowest price to be considered for enrollment. Bidder's pricing shall be submitted directly through the Piclo platform.

Bidders should note that dispatch payment may also be referred to as utilization rate on the Piclo Flex platform.

Bidders will be required, at a minimum, to detail the amount of load relief they will be able to provide, any specific day/time limitations, and the corresponding bid price such as the NWA solution cost rate per MW-hr and/or seasonal contract price, and other supporting information.

8.1. Confluence of Revenue and Program Stacking

8.1.1. Wholesale and Ancillary Markets

Assets that bid into NWA competitions are allowed to be used for other purposes during the Delivery Season and corresponding Service Windows, subject to Assets maintaining their ability to meet any service requirements as stipulated in this RFP and the Flexibility Services Agreement. It is the responsibility of the Seller to ensure that they can deliver up to the Committed MW/MVAR of Flexibility Services on instruction. If the bidder does not respond to Buyer's Dispatch Instructions on multiple occasions, National Grid reserves the right to various remedies up to termination of the contract in line with both Section 5 (Service Failure) of the General Terms and Conditions and Section 3.6 of Appendix B (Service Terms) both within the Flexibility Services Standard Agreement.

So long as the DER project's ability to respond to dispatches from National Grid and provide the flexibility services as determined by the NWA agreement is not inhibited, the DER may stack with other retail and wholesale programs and markets. Please refer to Section 3.6 of Appendix B in the Flexibility Services Standard Agreement for more information.

Under Real-Time service, assets or aggregations that do not deliver the requested MW/MVAR of the dispatch, may be subject to Non-Performance Liquid Damages. Please refer to Appendix H in the Flexibility Services Standard Agreement for more information on Non-Performance Liquid Damages.

8.1.2. ConnectedSolutions and ConnectedSolutions+

As stated in Section 3.1, National Grid is also offering additional programmatic incentives, known as ConnectedSolutions+, for its demand response programs in the Nantucket, Salem, and Foxborough locations. **It is prohibited for bidders to include or utilize assets or customers that are**

currently enrolled in, or intend to enroll in, ConnectedSolutions+ in these areas as part of an NWA solution for these competitions.

Bidders and their assets are eligible to participate in both the original ConnectedSolutions programs and the Flexibility services being procured in this RFP (except in the ConnectedSolutions+ locations as stated above).

8.2. Payment Structures

National Grid is providing flexibility in the payment structures such that bidders have the option to propose:

1. a fixed contract cost (i.e., an **availability payment**), regardless of the number of dispatches where bidders may propose a fixed contract price for a fixed load relief for a certain period of time or:
2. a cost per MW-hr performance rate with an availability payment or;
3. a cost per MW-hr performance rate only

Please note that the Company does not guarantee the number of calls or dispatches in a given year and the number of calls may vary based on real-time conditions.

The three potential payment frameworks would be calculated as follows:

1. A set seasonal contract cost, with an annual payment to bidder by the Company, that could vary year by year and is not dependent on the number of dispatches. Contract value would be calculated as follows:

Annual Payment to Bidder= Availability Payment$ per MW× Committed MW−∑(Non Performance Liquidated Damages per event)

2. A seasonal availability payment paired with a dispatch payment based on the actual number of dispatches. Example: A bidder may propose a per MW payment based on the dispatches a year paired with an annual payment (based on the bid size). The contract value per year for a combination of availability payment and dispatch payment is as follows:

Annual Payment to Bidder= Availability Payment$ per MW× Committed MW+∑(Dispatch Payment $ per MWh× Delivered MWh per event)−∑(Non Performance Liquidated Damages per event)

3. A dispatch payment based on the actual number of dispatches. Example: A bidder may propose a per kW payment based on the actual number of dispatches where that would be the only payment made to the bidder. Contract value per year for dispatch payment only is:

Annual Payment to Bidder= ∑(Dispatch Payment$ per MWh× Delivered MWh per Event)−Non Perf ormance Liquidated Damages per Event)

Note: Bidders who are awarded a contract by the Company would receive the Availability Payment and Dispatch Payment at the end of the contract term.

Bidders must account for standard utility electric service costs, inclusive of delivery charges, when submitting a price. For aggregations and BTM assets, bidders should account for their monthly delivery charges. Demand charges should only be associated with the NWA dispatch.

9. Submittal Process

9.1. Proposal Submission Instructions

Proposals that do not provide the requested information below may be disqualified by National Grid.

All proposals must be submitted via the Piclo platform: https://usa.picloflex.com/dashboard. For assistance using the Piclo platform, please contact support@piclo.energy. In the event a bidder is unable to complete the bid process using the Piclo platform, please reach out to support@piclo.energy and Non-WiresAlternativeSolutions@nationalgrid.com.

It is the bidder's responsibility to thoroughly review all provisions of the respective supporting documents, appendices, and requirements of this RFP process as applicable. It is also the bidder's responsibility to understand all anticipated costs that should be factored into the bid price.

Bidders must provide the contract price through the Piclo platform directly. Final pricing will be memorialized within the Massachusetts Flexibility Services Standard Agreement executed between the Company and the winning bidder(s).

9.1 Execution of Agreement

By submitting a proposal, the bidder agrees, if their proposal is selected by National Grid, that they are prepared to execute a definitive contract consistent with the bid price and contract terms; please see the Massachusetts Flexibility Services Standard Agreement. It is the bidder's responsibility to be aware of all eligibility requirements and terms and conditions before execution of a contract.

10. Offer Evaluation Criteria

National Grid will evaluate and prioritize bids (bidders' proposed solutions or proposals) based on eligibility per the criteria set forth in this RFP. The number of projects and quantity of MWs which the Company will procure is a function of the proposal price, benefit-cost analysis (BCA) adherence, diversity and sustainability, project feasibility, company experience, size of portfolio submitted, contractual terms adherence, qualifications and the Company's final discretion. Operational assets that are able to respond to a dispatch in earlier seasons than later seasons within the planning need will be evaluated higher than proposed projects To be eligible for this RFP, all bidders must meet the criteria outlined in Appendix A – Bidder Qualifications.

Bids providing partial solutions for the total load relief needed will be considered by the Company. Partial solutions that provide a portion of the solution requirements will be considered where the Company can identify other partners to create a full solution portfolio. Bidders may also

team up to offer a portfolio solution using multiple technologies, sizes, and implementation schedules as a single bid, if this would provide the best value proposition. Bids will be considered based on their portfolio quantity committed load relief, and at what price the NWA solution provider is proposing. The NWA solution(s) will be required to operate as needed to support the electric system requirements as specified in Section 7.0.

Bidders must provide the contract price through the Piclo platform directly. (For more details, see Section 8 Project Economics. Final pricing will be memorialized within the Massachusetts Flexibility Services Standard Agreement executed between the Company and the winning bidder(s).

The Company reserves the right to close, extend, and/or add to this solicitation at any time, and will post notification on the Company's NWA website and the Piclo platform, if so.

This procurement does not commit the Company to award a contract, to pay any costs incurred in the preparation of the proposal, nor to procure or contract for any services and/or supplies. The Company reserves the right to accept or reject any or all proposals received, or to cancel this procurement in part or in its entirety, if in doing so is in the best interests of National Grid.

Appendix A – Bidder Qualifications

The following items are to be completed by bidders as part of rolling bidder approvals on the Piclo platform: https://usa.picloflex.com/dashboard. The Company, at its discretion, may request additional supporting information to determine if a bidder is qualified. Fields have been numbered for easy referencing. Field order, copy, and other criteria are subject to change.

Unless otherwise specified, all field types will be standard text entry fields.
An asterisk (*) denotes a mandatory field.

Bidders must answer these pre-qualification questions in the Piclo platform.

Introduction

Complete this form through the Piclo platform with details of the specific legal entity you reasonably expect to sign the legal contract for Flexibility Services.

1.1 Organization introduction*
1.2 Organization website*

Registration Details

2.1 Registered or legal name*
2.2 Previous registered name (if applicable)
2.3 Registered address 1*
2.4 Registered address 2
2.5 Registered address 3
2.6 Registered address ZIP code*
2.7 Organization type*
2.8 What is this organization's Federal Tax ID / EIN? *
2.9 Country of registration *
2.10 Date of Registration (of company)
2.11 Are you a Tier 1 Supplier (diverse supplier)?

Relationship with Assets

3.1 What is the legal relationship with the flexibility assets? *
3.2 Describe the asset management and ownership structure? *

Organization Status

4.1 Is this organization currently, or has it ever been unable to pay its debts as they fall due? *
4.2 Is this organization currently, or has it ever had any petitions for bankruptcy (or their equivalent in the country in which the Applicant is incorporated) within the last three years? *

4.3 Is this organization currently, or has it ever had, in the past 3 years, any similar energy provision contracts terminated prematurely and/or had damages claims or other comparable sanctions brought against the organization for any significant or persistent deficiencies in performance of a substantive requirement of the contract? *

Auditing, Insurance and Legal Accounts

5.1 Please upload a file of your most recent audited financial accounts (covering at least two years or as much as you have).*

Insurance Details

6.1 Do you have a copy of your company's current Certificate of Insurance (COI)?

6.2 The insurance requirements for your proposal can be viewed on Piclo Flex Platform. Please note those within "if applicable" is dependent on the proposal submitted and will be waived if it does not pertain the work put forward. Please indicate you will adhere to the insurance requirements listed in Piclo Flex Platform. Any questions on this can be directed to Piclo / National Grid for clarification. *

Legal

6.3 Provide a statement of any material non-employment related litigation (pending, threatened or determined) or other legal proceedings against the organization within the last three years that may be relevant to your ability to deliver services. If none, please respond N/A.

Declare and Submit Contact Information

In case the Company needs to get in touch regarding any of the information provided, please provide a suitable contact email and phone number.

6.4 Key contact name*

6.5 Key contact email*

6.6 Key contact number

Asset Information

7.1 What type of DER(s) will your firm submit? (select all that apply)*:

i. Aggregation of residential thermostats
ii. Aggregation of residential BTM batteries
iii. C&I demand response (please specify customer types and technologies/systems utilized)
iv. Standalone FTM battery energy storage system
v. Solar (distributed generation) plus battery energy storage system

vi. Other (please specify)

7.2 What is the approximate size (MW and MWh) of the bid your firm could deliver?*

7.2.1 What is the maximum number of dispatches per season your firm can deliver?*

7.2.2 What is the maximum run time (in hours) per dispatch your bid can deliver?* Please note National Grid's maximum run time per dispatch will not exceed four hours unless contractually agreed upon by both parties.

7.3 Please indicate the service type your firm plans to participate in (Real-Time or Scheduled)?*

7.4 What locations/areas is your firm interested in participating in?*

7.4.1 Please list the feeder(s) that your firm is interested in.*

7.5 Is your company able to provide a test dispatch before the start of any season as part of the contracting process? *

7.6 Please indicate the timing availability of your asset (ex. asset is available during all hours, only available 1PM – 4 PM, asset is only available for weekdays, etc.).*

7.7 Is your DER able to provide, at a minimum, hourly interval metering data?*

7.8 Please share other markets or ancillary services you plan to use your asset for outside of National Grid's NWAs.

7.9 Please indicate you have reviewed in its entirety and accepted the Terms and Conditions for Flexibility Services as stated in the Flexibility Services Standard Agreement.*

7.10 Bidder acknowledges that they must review and submit the following if awarded

7.10.1 Review National Grid Payment Methods

7.10.2 Supplier Code of Conduct and Ethics Acknowledgment

7.10.3 NDA (includes Data Security Agreement)

7.10.4 Financial Assessment

Declaration

In order to provide flexibility services after a successful competition, the Company's Flexibility Terms and Conditions will need to be signed.

8.1 Do you expect that your firm's Registered name, Trading name, or Parent name will be the entity named in any resulting contracts with the Company? Please explain why and, where possible, provide an example of an expected entity name. *

8.2 Do you declare that you have the authority to submit this application and by confirming you declare that to the best of your knowledge, the information in this form is accurate*

Outreach

9.1.1 How should National Grid update your firm regarding future opportunities? Please provide an email if you wish to be updated about future National Grid opportunities.

Appendix B - Scheduled Service Integration and Operational Requirements

Monitoring and Dispatch Control Requirements for Scheduled Service

Scheduled Service providers will not require real-time telemetry between National Grid and individual DERs or the DER aggregation. However, the service provider will be responsible for installing, commissioning, operating, and maintaining all necessary telemetry equipment needed to maintain visibility and control of the DER in line with the requirements in the Service Terms (Appendix B) of National Grid's Standard Agreement.

No real-time telemetry is required between the aggregator (or its DER/DR) and National Grid. In the case of aggregations, only the aggregator will be notified of the NWA event. The aggregator is responsible for notifying resources within its respective aggregation(s).

Dispatch Coordination Expectations

Scheduled Dispatch Service providers will be expected to provide pre-agreed responses during the Service Window for each day activated. The response may be consistent or vary hourly based on the asset bid by the service provider. For instance, an energy storage system might dispatch at 50% of nameplate initially and increase to 100% in the second hour, potentially depleting in the following mid-hour. Similarly, resources like thermostats may have non-linear response profiles over an hour. It is expected that National Grid will work with the service provider to determine the operational characteristics of the assets and operational capabilities which may facilitate a changing hourly dispatch or a flat level dispatch for some or the entire server window.

In this manner, DERs providing Scheduled Service may serve similar to 'event-based' grid resources, akin to traditional demand response programs.

Dispatch Notification (day-ahead) Process: National Grid will provide activations for Scheduled Service at least 24 hours (i.e., day-ahead) prior to a dispatch event. Providers are to confirm receipt and availability when notified of activation.

Metering

Metering and associated communications are necessary to ensure that National Grid must be able to measure and verify the load relief that was delivered during an NWA event. The customer shall be responsible for all metering and communication devices and associated costs.

For NWA solutions that do not have SCADA capabilities such as behind the meter assets, participants must have National Grid interval metering in place to participate. All performance will be measured using National Grid's interval meter data.

All DER facilities providing Scheduled Service must have National Grid-approved revenue grade interval metering requirements regardless of the flexibility service type.

Metering must be at minimum hourly interval meters to support National Grid's dispatch M&V process.

Any resource requesting interval metering must submit a request to National Grid requesting the installation of a new meter and ensure the interval meter is in place in time by the in-service date. The customer taking electric service from National Grid is responsible for the metering and installation costs. The metering and installation costs are available from National Grid's representatives. Metering communications are necessary for administration of the NWA solution.

Performance Measurement

For Scheduled Service, performance measurements will be conducted using a Customer Baseline Load (CBL) verification methodology. Please refer to Appendix E within the Standard Agreement for more information. Note: Any bid providing scheduled "Turn Up" service shall be required to use the "Battery" CBL methodology.

Appendix C – Real-Time Service Integration and Operational Requirements

Monitoring and Dispatch Control Requirements for Real Time Service

The proposed solution must have communication capability to provide telemetry data so National Grid Operations can monitor real-time status of the NWA solution (DER facility or the DER aggregation) and issue real-time dispatch basepoints to the NWA solution.

The bidder is expected to support integration of a DER gateway, real-time automation controller, or other similar equipment that will utilize communication protocols standard for SCADA telemetry unless otherwise specified by National Grid. The bidder or DER facility owner may be required to install make-ready provisions (e.g., mounting structure, control power) that must meet National Grid's equipment specifications. For proposed DER aggregations, the bidder will be expected to designate a centralized location within the Company's service area for the DER gateway to be installed that best facilitates integration with the bidder's aggregation dispatch system.

Performance Dispatch Coordination Expectations

Providers will be expected to respond to real-time dispatch basepoints telemetered by National Grid during the Service Window defined in this RFP for each day it has been activated. In this manner, DERs providing Real Time Service will act similar to 'load-following' grid resources.

Real time Service Process: NWA solution providers are to provide at a minimum the required dispatch response based on dispatch basepoints received from the Company. However, Providers' responses may exceed the basepoint within the limits of any interconnection allowances (e.g., if renewable on-site generation can exceed the dispatch response requested).

Metering

Metering and associated communications are necessary to ensure that the Company must be able to measure and verify the load relief that was delivered during an NWA event. Real Time Dispatch will use the telemetry to measure and verify the performance of any dispatch. Please refer to Appendix E within the Standard Agreement for more information.

Performance Measurement

For Real Time Dispatch Service, performance measurements will be conducted using the methodology in Appendix H: Non-Performance Liquidated Damages in the Flexibility Services Standard Agreement.