nationalgrid

Request for Proposal (RFP)

Non-Wires Alternatives Solutions
Project Development Services

Buffalo Station 25
Tonawanda, NY

RFP Issue Date: April 14, 2026
Proposal Submission Deadline: June 5, 2026, 5 PM ET

Contents

1. GENERAL INFORMATION

1.1 INTRODUCTION

Niagara Mohawk Power Corporation 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 Upstate New York. As a part of providing this service, National Grid is pursuing the potential implementation of Non-Wires Alternatives (NWA) solutions in its service territory. Find out more about National Grid and its affiliate companies at https://www.nationalgrid.com/about-us

Such implementation aligns with principles set forth in the following:

- National Grid's *Responsible Business Charter*,[1] with a commitment to reduce greenhouse gas (GHG) emissions by 2050
- New York: Climate Leadership and Community Protection Act (CLCPA)[2]
- New York's Grid of the Future Proceeding[3]

This request for proposal (RFP) is open to all NWA approaches that have the potential to provide NWA solutions for the Buffalo Station 25 substation in Tonawanda, a town in Erie County located just north of the City of Buffalo. 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.

The Company currently has classified NWA solutions into two distinct categories: NWA Real Time Service and NWA Scheduled Service. Please see Section 3.2 Eligible Flexibility Solutions for definitions and details on the two services and a summary of both below.

NWA Real Time Service refers to distributed energy resources (DERs) [front-of-the-meter (FTM) and/or behind-the-meter (BTM) with exporting capability or non-exporting, and that can be aggregated] that can receive real-time dispatch signals via National Grid's Supervisory Control and Data Acquisition (SCADA) system using Distributed Network Protocol 3 (DNP3). These assets must respond to 6-second internal signals during live NWA events, enabling real-time load following.

NWA Scheduled Service refers to DERs (FTM and/or BTM 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 Service does not require real-time dispatch communication with the utility and operates more like traditional demand response, with dispatch levels set ahead of time.

This strategic categorization ensures that the Company can encourage, to the extent possible, a broad range of possible NWA solutions, and effectively manage and dispatch a portfolio of NWA solutions that align with National Grid's commitment to reliability, efficiency, and the integration of sustainable energy resources.

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[1] National Grid's Responsible Business Charter 2023, *available at* www.nationalgrid.com/document/150371/download

[2] Chapter 106 of the Laws of New York, 2019. The CLCPA is *available at* https://legislation.nysentate.gov/pdf/bills/2019/S6599

[3] Case 24-E-0165, *Proceeding on Motion of the Commission Regarding the Grid of the Future*, Order Instituting Proceeding (issued April 18, 2024).

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

1.2 RFP SCHEDULE

The RFP schedule presented below is subject to change.

Tentative Date	Milestone
April 14, 2026	RFP opportunity opens on Piclo Flex platform
May 4, 2026, 3 – 4 PM ET	Pre-bid teleconference Registration: https://www.eventbrite.com/e/national-grid-buffalo-station-25-ny-non-wires-alternatives-rfp-webinar-tickets-1985914539848
May 29, 2026, 5 PM ET	Deadline to submit Supplier Clarification Questions. All questions should be sent to Non-WiresAlternativeSolutions@nationalgrid.com
June 5, 2026, 5 PM ET	RFP closes; bidders must have all proposal information, including bids, submitted to Piclo Flex platform
July 2026	End of bid evaluation; all bidders notified of their status

2. OFFER SUBMITTAL PROCESS

2.1 PROPOSAL SUBMISSION INSTRUCTIONS

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

Proposals must be submitted via the Piclo portal: https://usa.picloflex.com/dashboard. For assistance using the Piclo platform, please contact support@picloflex.com. In the event a bidder is unable to complete the bid process using the Piclo platform, please reach out to **both** support@picloflex.com 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.

Any questions on or technical issues with submitting a proposal before the deadline should be promptly directed to Non-WiresAlternativeSolutions@nationalgrid.com.

2.2 EXECUTION OF AGREEMENT

By submitting a proposal, 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 NY Flexibility Services Standard Agreement.[4] It is the bidder's responsibility to be aware of all eligibility requirements and terms and conditions before execution of a contract.

2.3 OFFER SUBMISSION FORMAT

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 can utilize the checklist referenced in Appendix D.

[4] NY Flexibility Services Standard Agreement, *available at* https://www.nationalgridus.com/Business-Partners/Non-Wires-Alternatives/Additional-Information

Partial solutions that provide a reasonable portion of the solution requirements will be considered where National Grid can identify other partners to create a full solution. The NWA solution(s) will be required to operate as needed to support the electric system requirements. National Grid will consider resources that may include one or more, or a combination of the following technologies in this RFP:

- New Build Distributed Generation (DG)[5]
- Energy Storage
- Existing or new DG paired with energy storage
- Demand Response
- Other resources that can meet the identified reliability needs.

For this opportunity, most NWA interconnections will occur on the 4.16 kV distribution system.

Direct participants, such as commercial and industrial customers of the Company, DER owners, DER operators, developers, and aggregators may submit proposals. Depending on the nature of the NWA solution proposed, potential infrastructure upgrades may be required to accommodate and connect new DER facilities as it is necessary for the solution to be located downstream of the Buffalo Station 25 substation transformer to address the identified reliability need.

National Grid will provide a preliminary estimate of interconnection costs based on the proposed Point of Interconnection (POI), see Section 3.3.2 Interconnection for more details, but the final scope and cost of utility infrastructure upgrades will only be known upon completion of the relevant interconnection study [i.e., Coordinated Electric System Interconnection Review (CESIR)] by the Company. These upgrades, if required, will be the responsibility of the bidder. During the evaluation process or upon selection, National Grid may refine the interconnection cost estimate based on updated POI information or additional system data. Bidders are encouraged to provide as much detail as possible regarding their proposed POI to support this process.

2.4 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, project feasibility and complexity, bidder's experience, schedule, size of portfolio submitted, terms adherence, qualifications and the Company's final discretion.

Bidders must provide the contract price through the Piclo platform directly and in the Appendix C - Offer Form. Final pricing will be memorialized within the service agreement executed between the Company and the winning bidder(s).

The Company reserves the right to close or extend this solicitation at any time and/or add to the solicitation. If changes are made, notification will be posted on the Company's NWA website and the Piclo Flex platform. 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.

[5] All proposed DG must abide by the operational and metering requirements (see Appendices B and C) to ensure that the proposed NWA solution can still meet either the NWA Real Time Service or NWA Scheduled Service requirements.

2.5 VALUE STACKING

"Value stacking," as used in this RFP, refers to DERs earning revenue simultaneously from multiple eligible programs (e.g., NWA, VDER, NYISO markets, DLM, etc.), provided such participation is compliant with all applicable program rules and does not create duplicative compensation conflicts. Value stacking is allowed as long as the solution is able to meet contractual requirements and not conflict with compensation requirements.

For an overview of what utility and New York Independent System Operator (NYISO) programs that DER or DER aggregations can participate in simultaneously, please refer to the JU Duplicative Compensation Matrix for DER Aggregations.[6]

For an overview of what National Grid programs can be participated in simultaneously, please refer to the National Grid Programs Value Stacking Matrix and definitions below:

Programs	NWA	Term-DLM	Auto-DLM	DLRP	VDER Value Stack	NYISO	CSRP
NWA	--	✅	❌	❌	Yes, except LSRV	SCR, DER-PM, EDRP	✅
Term-DLM	✅	--	❌	✅	Yes, except DRV & LSRV	SCR, DER-PM, EDRP	❌
Auto-DLM	❌	❌	--	❌	Yes, except DRV & LSRV	SCR, DER-PM, EDRP	❌
DLRP	❌	✅	❌	--	Yes, except DRV & LSRV	SCR, DER-PM, EDRP	✅

Definitions:

Term-DLM – These resources will offer peak-shaving benefits to the Company's system and will be called on upon no less than 21 hours advance notice.

Auto-DLM – These Auto-DLM resources will need to provide both peak-shaving benefits as well as reliability services and for 2026 Vintage Year will be given 21 hours advance notice.

DLRP - Distribution Load Relief Program

VDER Value Stack - Value of Distributed Energy Resources (VDER) Value Stack refers specifically to the tariff-based compensation available under the VDER program.

DRV – Demand Reduction Value

LSRV - Locational System Relief Value

SCR – Special Case Resources

DER-PM – NYISO's Distributed Energy Resource Participation Model

EDRP - Emergency Demand Response Program

CSRP - Commercial System Relief Program

[6] See *Joint Utilities of New York (JU) Duplicative Compensation Matrix for DER Aggregations*, available at https://jointutilitiesofny.org/node/8863

2.6 PROPOSING A SYSTEM LARGER THAN THE NWA NEED

Due to some operational constraints, National Grid may not be able to support a solution much larger than the required need. If bidders still want to proceed with such a proposal, an extensive analysis will be required by the Company. National Grid will evaluate and contract only for the portion of the capacity required to meet the stated NWA need; however, any additional capacity may be utilized by the bidder for other eligible value streams, provided:

- the committed NWA capacity is fully available during all required hours;
- the bidder complies with all NY-SIR interconnection requirements, including any export limitations identified in the interconnection study, if applicable; and
- participation in other programs (e.g., VDER, NYISO markets, DLM) does not conflict with NWA event obligations or duplicative compensation rules.

National Grid will not compensate for capacity beyond the contracted NWA quantity. If required, interconnection costs and system upgrade needs will be determined through the standard NYSIR/CESIR process and will likely be influenced by the *total* system size, not just the NWA contracted portion.

3. PROJECT INFORMATION

In the sections below, the Company has provided information on the background of the distribution/sub-transmission need in the NWA location, the solution requirements to meet the need, and any location-specific information.

3.1 DISTRIBUTION SYSTEM NEED REQUIREMENTS

The following sections describe the planned use case for the NWA solution and the detailed system need requirements that must be addressed by a portfolio of NWA solutions from bidder(s) selected, assembled and managed by National Grid. Bidders should utilize the Piclo Flex platform and visit the National Grid New York System Data Portal cited below to search for the Buffalo Station 25 substation and feeders under the Distribution Assets Overview tab. Bidders may access the National Grid System Data Portal for more information that is available online, including but not limited to hosting capacity[7] and distributed generation (DG) applications in the Company's interconnection queue, via the following link: https://www.nationalgridus.com/Business-Partners/NY-System-Portal

The loading on Feeder 2563 at the Company's Buffalo Station 25 (Feeder 2563) is expected to exceed thermal limits ahead of a long-term boutique substation solution. New load may cause both feeder-level violations beginning in 2027 and an N-1 loading constraint by 2029. To prevent these violations, the Company is pursuing a Non-Wires Alternative to provide approximately 0.4 MW of load relief on Feeder 2563 until the boutique substation is constructed (targeted for 2029). The proposed NWA should mitigate localized thermal and contingency risks during peak periods and serve as an interim reliability measure while deferring one of the two temporary feeder upgrades otherwise required.

The following sections describe planned use cases and solution requirements for the location. Below are several solution requirements in this RFP:

	NWA Solution Requirements	Description
Commercial Operation Term (Time Period of the Projected	June 2027 to October 2029	As the Company is looking for at least a one-year NWA solution, bidders, at a minimum, must provide at least a one-

[7] Hosting Capacity Training Session - https://jointutilitiesofny.org/utility-specific-pages/hosting-capacity

Need)		year bid; singular yearly bids will be accepted as well as multi-year bids.
Contract Term	1 year minimum, 3 year need	
MW Need	0.4 MW of load relief	Maximum amount of load relief that is required to meet the need at peak loading during the Commercial Operation Term, but should not limit the project size (i.e., projects with aggregate nameplate over or under 'Maximum MW Need' will be considered). The Company will consider partial NWA solutions as well as portfolio solutions. Bidders are encouraged to offer full or partial solutions, or a combination of both.
Maximum MWh Need per Day	4.43 MWh	Largest continuous 24-hour MWh need of NWA solution (calculated by adding average hourly MW need over any 24-hour period) assuming average MW need would be affected by field operations (*i.e.*, feeder ties/switching). Guaranteed nominal power and capacity ratings must be met for the duration of the contract period.
Days of Week Needed	Weekdays and Weekends	Type of day when the NWA solution could be called on.
Duration per Call	4 hours	Longest, continuous need for the NWA solution. Not all hours may be at the "Maximum MW Need."
Minimum Run Time	2 hours	Will consider partial NWA solutions or portfolio solutions
Minimum MW Bid	0.1 MW	NWA solution providers must submit at least 100 kW of load relief (i.e., a single bidder, including an aggregator).
Operating Voltage	4.16 kV	All feeders are supplied from 23kV–4.16kV transformers. The 4.16 kV system is grounded wye. Must interconnect at 4.16 kV.
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.
Service Window	16:00 – 21:00	Earliest and latest possible times of need by the Company (based on projections, not continuous hours). See "Duration per Call" requirement.
Number of Times Called per Year	Up to 7	Calls per year based on annual overload projections. The NWA solution will need to be available for at least the number of times called per year as stated.

Maximum Consecutive Days Called	2 days	The number of consecutive days that the NWA solution may be called upon by the Company (based on projections).
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 NY Flexibility Services Standard Agreement for more details.

3.2 ELIGIBLE FLEXIBILITY SOLUTIONS

The procurement of grid services from new and/or existing DERs as an NWA solution could reduce the overall demand on Feeder 2563 during critical periods and thereby address potential overloading the projected thermal overloading associated with new customer interconnections ahead of the long-term boutique substation solution.

The Company is looking to procure grid services from NWA solutions (standalone or as an aggregation) that represent one of the following two flexibility services:

- **NWA Real Time Service** refers to DERs (FTM and/or BTM 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. These assets must respond to 6-second 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.***

- **NWA Scheduled Service** refers to DERs (FTM and/or BTM 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 NWA Scheduled Service bid shall be 2 hours.**

All proposed solutions must meet the requirements in the appropriate appendix [Appendix E (Real Time) or Appendix F (Scheduled)] that relate to each individual solution bid. Depending on responsive bid proposals received, the Company may elect to accept multiple proposals that when combined will provide a portfolio of NWA solutions and/or the Company may only need a portion of the bidder's proposed solution or committed MWs. Depending on what solution is proposed, National Grid will take into account the actual availability of the resource to meet the need of all hours.

****Real Time Participation by Load Curtailing Resources***

Load curtailing resources (including co-located resources) may participate in **NWA Real Time Dispatch Service** under limited conditions. Such resources must be capable of receiving and responding to real-time dispatch signals that specify the required level of load reduction (MW) during NWA events. The Company may not have real-time operational visibility into the magnitude of load reduction provided by these resources during a dispatch event. Accordingly, these resources will be evaluated and accredited differently than Real Time Dispatch Service resources that provide real-time performance telemetry. These resources may be considered more valuable than NWA Scheduled Service resources due to their real-time dispatchability, but less valuable than Real Time resources with full real-time telemetry and performance visibility.

3.3 OTHER LOCATIONAL INFORMATION

3.3.1 SUBSTATIONS & FEEDERS

Target substation	Target distribution feeders
Buffalo Station 25	2563

Buffalo Station 25 is supplied from 23 kV–4.16 kV transformers, with a grounded-wye 4.16 kV system that feeds the 4.16 kV distribution network, including Feeder 2563. NWA solutions must interconnect at 4.16 kV, as this is the operating voltage at the feeder that will require a project to be directly connected.

Multiple feeders pass through the Tonawanda area, including some sections where there are three different underground feeders on the same street. National Grid will need to confirm eligibility and that the DER included in a bidder's proposal is on the correct feeder. Bidders should utilize the National Grid New York System Data Portal (cited in Section 3.1 Distribution System Need Requirements) to search for the Buffalo Station 25 substation and feeders under the Distribution Assets Overview tab.

3.3.2 INTERCONNECTION

As part of this RFP, National Grid will provide a preliminary estimate of new interconnection costs based on the feeder location of the POI. This estimate is intended to support bidders in understanding and including all costs into their respective proposals and facilitate the Company's evaluation of proposals. This estimate is non-binding and subject to refinement during evaluation or upon selection. National Grid may provide additional context or guidance regarding upstream vs. downstream interconnection impacts during the evaluation phase. Final costs will be determined through the formal interconnection process, including CESIR, if applicable. Note that some BTM resources do not require a CESIR. For storage project proposals, the preliminary charging schedule to be studied during the CESIR is from 22:00 - 8:00.

All interconnection costs, including any required infrastructure upgrades, will be the responsibility of the bidder. National Grid may refine these interconnection cost estimates based on updated POI information, additional system data, or further engineering review. Additional guidance from National Grid may be provided during the procurement evaluation and contracting phases. The described interconnection cost estimates apply to facilities requiring a new interconnection service that would have to be processed through the Company's interconnection process under the *New York State Standardized Interconnection Requirements and Application Process for New Distributed Generators and/or Energy Storage Systems 5 MW or Less Connected in Parallel with Utility Distribution Systems* (NY-SIR) issued by the New York Public Service Commission (Commission).

3.3.3 CUSTOMER DEMOGRAPHICS

	Customer Count		
Feeder	**Commercial Customers**	**Residential Customers**	**Total Customers**
2563	~20	459	479

The amount of DG connected or in the Company's interconnection queue on associated feeders and stations can be reviewed on the National Grid New York System Data Portal. See Section 3.1 Distribution System Need Requirements for System Data Portal details.

3.3.4 SUPPORTING DATA

The following tables were derived from the Company's Customer Load Data, which generally covers the 2025 calendar year (exceptions include shorter time periods and/or later start/end date). The following should be used for informational purposes only. "Max" values represent the peak of the largest single customer while "Avg" values represent the average mean value of all customers on the associated feeder.

Peaks among commercial users tend to be very high for a few users (as demonstrated by differences between maximum and average yearly values).

Residential kWh Analysis

Feeder	Avg kWh	Max kWh	Avg kWh Summer	Max kWh Summer	Avg kWh Winter	Max kWh Winter
2563	2,729	14,354	3,209	14,354	2,272	12,969

Commercial kW Analysis

Feeder	Avg kW	Max kW	Max kW Summer	Max kW Winter
2563	29.9	297.9	277	297.9

Commercial kWh Analysis

Feeder	Avg kWh	Max kWh	Avg kWh Summer	Max kWh Summer	Avg kWh Winter	Max kWh Winter
2563	60,765	757,400	72,010	757,400	49,520	577,200

NOTE: Subject to changes in forecasted needs and solution pricing, as well as any other applicable costs and benefits, National Grid is targeting the procurement of an NWA solution that could supply the need described above. During normal operation (*i.e.*, blue sky), any excess power could be exported to the Company's system depending on such factors as interconnection requirements, economics, portfolio fit, etc.

3.3.5 MAP AND LOCATIONAL INFORMATION

Any NWA solution location downstream of the target station feeder getaways (*i.e.*, where the feeder leaves the substation) has the potential to solve the loading issue, pending a full interconnection study. See below feeder map and visit the National Grid New York System Data Portal to search for the Buffalo Station 25 Substation and feeders under the Distribution Assets Overview tab.

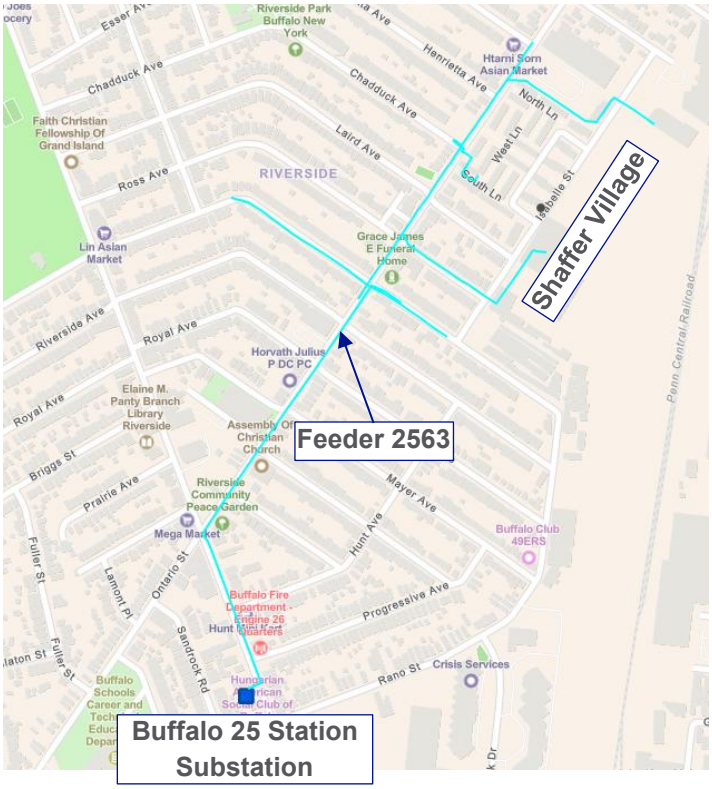


Figure 1: Buffalo Station 25 Substation & Feeders Map

3.3.6 DEVELOPMENT SITE - COMPANY-OWNED PROPERTY

National Grid does not own viable, available, and usable land in the area. The bidder is responsible for acquiring, leasing, or otherwise obtaining any/all land needed to develop new project(s).

3.3.7 PRIVATE PROPERTY

Bidders may utilize alternative locations other than Company-owned property in their Proposals. However, to be considered viable, bidders must demonstrate site control or a plan to gain site control in their proposals.

3.4 PAYMENT STRUCTURES

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

- a 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
- a cost per kW with an availability payment + dispatch (utilization) payment

Please note that the Company may call on NWA solutions less frequently than the maximum noted (as shown in Section 3.1 Distribution System Need Requirements above) and the number of calls may vary based on real-time conditions.

Bidders have an option of three payment structures for either NWA Real Time Service or NWA Scheduled Service:

1) A set yearly 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:

$$\begin{aligned} &Annual\ \ Payment\ to\ Bidder \\ &\quad = \ Availabilty\ Payment_{\$\ per\ MW} \times \ Committed\ MW \\ &\quad - \sum(Non\ Performance\ Liquidated\ Damages\ per\ event) \end{aligned}$$

2) An annual availability payment paired with a dispatch payment based on the actual number of dispatches. Example: A bidder may propose a per kW 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:

$$\begin{aligned} &Annual\ \ Payment\ to\ Bidder \\ &\quad = \ Availabilty\ Payment_{\$\ per\ MW} \times \ Committed\ MW \\ &\quad + \sum\left(Dispatch\ Payment\ _{\$\ per\ MWh} \times \ Delivered\ MWh\ \ per\ event\right) \\ &\quad - \sum(Non\ Performance\ Liquidated\ Damages\ per\ event) \end{aligned}$$

Bidders may additionally specify if they want an availability payment or Dispatch Payment (per MWh/MVAR) or a combination of the two. Bidders who choose to receive an Availability Payment will be paid at the end of each calendar year (in addition to payments for the dispatched MWs). Bidders should note that Dispatch Payment may also be referred to as utilization rate on the Piclo Flex platform.

Bidders must account for standard utility electric service costs, inclusive of delivery charges, when submitting a bid price; for new build assets the rate will be dependent on the project's size, parent service classification, and voltage delivery level. For aggregations and BTM assets, bidders should account for their monthly delivery charges. Demand charges incorporated into the bidder's bid price should only be associated with the NWA dispatch. Demand charges should only be included in time periods associated with when the bidder is expected to be charging for NWA (i.e., do not include winter when need only exists in summer). Bidder shall be solely responsible for all costs associated with any battery energy storage system, whether FTM or BTM, including but not limited to interconnection, charging energy, delivery/demand charges, installation, metering, and electricity supply charges. These costs will not be reimbursed by National Grid and will be deemed included in the Contract Price.

For FTM new installations, the cost of interconnection must be included in any bid proposals.

For BTM resources, bidders should take note of the operational requirements for metering requirements in Section 3.2 Eligible Flexibility Solutions.

3.4.1 PROJECT ECONOMICS

The estimated net present value of the benefits (Approximate Value) of an NWA solution implementation for the Buffalo Station 25 substation is $400,000 for the total need of 2027-2029. Note, this value covers the full need from 2027 to 2029.

The Approximate Value is the estimated net present value derived from the calculated reliability benefits. The Company provides the Approximate Value of a potential NWA solution so that bidders can determine if a given NWA solution is cost-competitive in the BCA. The Company does not consider bid values from NWA Scheduled Service and NWA Real Time Service the same and may consider the capacity value (e.g., bid value) of NWA Scheduled Service lower in comparison to NWA Real Time Service due to its lack of real-time dispatchability, and given that additional procurement of NWA Scheduled Service may be required to adequately address the system need. The amount of kW that a NWA Scheduled Service resource proposes may be discounted/derated compared to the same kW that a NWA Real Time Service resource proposes. For example, if the total need is 1 MW, bidding in a 1 MW scheduled resource will require

the utility to consider other solutions to other fill in the remaining need or another resource that may be more cost effective in fulfilling the total need.

The Company is seeking cost-effective solutions that provide value to our customers. Bidders should submit their lowest price to be considered for competitive evaluation. Bidder's pricing shall be submitted directly through the Piclo Flex platform and in Appendix C - Offer Form.

Bidders will be required, at a minimum, to detail the amount of load relief they will provide and the corresponding bid price such as the NWA solution cost rate per kW or yearly contract price, and other supporting information.

Note, bidders must include the estimated cost of interconnection as part of their proposal pricing if proposing a new build FTM solution. This estimate should reflect all anticipated expenses associated with connecting the proposed project to the Company's electric system. If the proposed NWA solution includes energy storage that charges directly from the grid, and is not paired with DG for charging, the full cost of grid interconnection must be included. For additional guidance, refer to Section 3.3.2 Interconnection.

APPENDICES

APPENDIX A – Bidder Information

The following items are to be completed by bidders as part of rolling bidder approvals on the Piclo Flex platform (see http://usa.picloflex.com). 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 Flex platform.

Introduction

Complete this form through the Piclo Flex 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

1.3 Registered or legal name*

1.4 Previous registered name (if applicable)

1.5 Registered address 1*

1.6 Registered address 2

1.7 Registered address 3

1.8 Registered address ZIP code*

1.9 Organization type*

1.10 What is this organization's Federal Tax ID / EIN? *

1.11 Country of registration *

1.12 Date of Registration (of company)

1.13 Are you a Tier 1 Supplier (diverse supplier)?

Relationship with Assets

1.18 What is the legal relationship with the flexibility assets? *

1.19 Describe the asset management and ownership structure? *

Organization Status

2.1 Is this organization currently, or has it ever been unable to pay its debts as they fall due? *

2.2 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? *

2.3 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

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

Insurance Details

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

3.3 The insurance requirements for your proposal can be viewed on Piclo Flex Platform. Please note that any requirements listed under "if applicable" are 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

3.4 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.

4.1 Key contact name*

4.2 Key contact email*

4.3 Key contact number

Additional Documentation

4.4 List and describe the bidder's background and experience developing projects of a similar nature and technology. Identify likely technology(ies) to be utilized (if known at this time), and describe prior experience and success utilizing these technologies. Bidders must include all relevant projects that are under construction and operational, including the sizing, use case, and location. Describe your overall approach to procuring, installing, and dispatching these technologies, including completed and commercially operating projects using the proposed technology. If the solution is proposing BTM solutions, please describe experience in customer acquisition.*

4.5 Please state the number of projects using the proposed technology and completed and in commercial operation. How many completed projects with similar solution technology? *

4.6 Please state the number of projects using the proposed technology and under construction or under implementation. How many under implementation projects with similar solution technology?*

4.7 Submit three references (3) and key personnel resumes.*

4.8 Are you able to meet weekend needs?*

4.9 Add any other documentation that may support this application.

4.10 Do you aim on bidding in as a NWA Real Time or Scheduled service? Can the NWA solution meet requirements for both Scheduled and Real Time?*

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

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

- National Grid Payment Methods
- Supplier Code of Conduct and Ethics Acknowledgment
- NDA (includes Part 1 and Part 2 of Data Security Agreement)

Declaration

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

5.0 Do you expect that this organization'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. *

5.1 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?*

APPENDIX B – Proposed Solution Information

Please provide the following project information in the order requested.

PROJECT DESIGN

1. If applicable, please provide physical size and footprint including preliminary site layout plan. If applicable, please also include where you may interconnect the NWA solution. If proposing a new-build DER, for FTM or other grid-interconnected solutions, please also indicate the proposed or potential interconnection point, including feeder.

OPERATIONAL PARAMETERS

Please note, not all criteria listed below may be applicable to all NWA solutions proposed.

1. Submit control schemes, electrical configurations, and sufficient detail for the utility to review and confirm acceptance of Bidder's Proposal. Detail any integrated control scheme(s) that are included in the interconnected inverter(s), if applicable.
2. Overview of proposed project's market participation strategy and how the NWA solution would support that strategy; in particular, provide assurance that the NWA solution would be available for contracted services.
    a. Please specify any wholesale markets the NWA solution plans to participate in (i.e. energy, capacity, ancillary services, etc.).
    b. Please specify if the NWA solution is participating in the VDER Value Stack tariff.
    c. Please define the project's market participation (i.e., none, retail, wholesale), external funding (e.g., New York State Energy Research and Development Authority (NYSERDA)) and how this aligns with NWA solution needs.

SCHEDULE OVERVIEW:

1. For new build DER or addition to existing system:
    a. Please provide a detailed project schedule describing financing, permitting, engineering, procurement, construction, interconnection, commissioning, and start-up activities timelines and status; the schedule should include detail milestones for each phase.
    b. Please include a site control timeline and details in the proposed schedule.
    c. Please provide a cut-off date by which an agreement between the parties must be fully executed in order for the project to be in-service by the need date.
    d. Describe the customer acquisition plan and how it is incorporated into the schedule, if applicable.
2. Discuss any challenges anticipated with the overall project and project implementation schedule.

FINANCIAL OVERVIEW:

New York State offers various incentives for energy storage projects, including the NYSERDA Energy Storage Incentive.[8] These incentives may help offset project costs and improve overall economics. Bidders are encouraged to review eligibility requirements and consider these programs when preparing proposals.

[8] 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.

Please provide the following project information for each site where you are proposing to construct NWA solutions:

1. Are you planning to use any external funding sources (e.g., NYSERDA grants, state incentives, federal programs)? Are there any tariffs, grants, or incentives that this proposal depends on?
2. Please list all funding programs and indicate whether they are confirmed or pending.
3. For pending, please provide a timeline for obtaining these funds, including key milestones and expected award dates.
4. If National Grid were to request a reduced MW capacity from your proposed solution, would you be open to that adjustment? If so, please fill out the following information:

Under a reduce capacity scenario:	**Response**
Minimum MW Capacity	
Cost per MW or Fixed Yearly Cost	

PERMITTING OVERVIEW:

Please provide the following project information for each site where you are proposing to construct NWA solutions:

5. A description of the Bidder's current legal property interest in the site (i.e., fee ownership, lease, easement, license, existing option, exercisable option) demonstrating that the Bidder has/will have the site owner's authorization to build the project and maintain same for the entire term of the Energy Services Agreement ("ESA")
6. Google Earth Aerial Map of the site, depicting where Bidder is considering constructing the NWA equipment on the site (with the understanding that this is subject to change)
7. A second Google Earth Aerial Map of the site, "zoomed out" far enough so that National Grid can see the surrounding neighboring uses in the area (i.e., 1,000-foot radius around the property boundary)
8. Please describe the permitting process and plan for the proposed solution

Please note that all permitting costs are the responsibility of the Bidder even if the NWA solution is located on Company-owned land.

APPENDIX C – Offer Form

Provide the ESA or CSA fee proposed to be charged to the Company for contracting services over the contract period. This will be the bid or asking price. Bidders shall complete the table below. If a field is not applicable to your proposal, please indicate "N/A." Some values such as availability or contract payment, load relief, and additional values may vary year by year.

Information Required	Value		Notes/Assumptions (if any)
Annual Availability or Contract Payment ($), if applicable	2027		Each year may have a different value. Bidders may elect to submit a proposal for only a subset of the listed years. If no solution is proposed for a given year, please indicate "0" or "N/A" in the corresponding field.
	2028		
	2029		
	2030+		
Utilization Rate ($/kW or $/kWh), if applicable			Bidders should note that dispatch payment/cost may also be referred to as utilization rate on the Piclo Flex platform. Specify the unit basis (e.g., kW dispatched, kWh delivered). This field may not apply if your pricing is not tied to dispatch volume. If not applicable, please indicate "N/A."
Initial Investment from National Grid ($) or CSA Cost, if applicable			Include only if applicable under a Construction Services Agreement (CSA) or other proposed structure. Indicate whether the cost is lump sum, milestone-based, or includes recurring annual payments. If not applicable, please enter "N/A."
Contract Term (Years)			Indicate the specific years your solution covers.
Load Relief Commitment (kW)	2027		Each year may have a different value. Bidders may elect to submit a proposal for only a subset of the listed years. If no solution is proposed for a given year, please indicate "0" or "N/A" in the corresponding field. *As a reminder: The Company does not consider bid values from NWA Scheduled Service and NWA Real Time Service the same and may consider the capacity value (i.e., bid value) of NWA Scheduled Service lower in comparison to NWA Real Time Service due to its lack of real-time dispatchability, and given that additional procurement of NWA Scheduled Service may be required to adequately address the system need. The amount of kW that a NWA Scheduled Service resource proposes may be discounted/derated compared to the same kW that a NWA Real Rime service resource proposes. For example, if the total need is 1 MW, bidding in a 1 MW scheduled resource will require the utility to consider other solutions to other fill in the remaining need or another resource that may be more cost effective in fulfilling the full need.*
	2028		
	2029		
	2030+		

Note: The cost of interconnection should be included in any proposals. If the NWA solution is storage based, please ensure any charging and delivery charges have been included in your model.

DELIVERY CHARGES

For purposes of this RFP, bidders should assume that any energy drawn from the Company's system to charge a stand-alone battery energy storage system ("BESS") intended to provide NWA services (and/or to participate in retail programs such as the VDER Value Stack tariff) will be subject to the applicable retail electric delivery rates in effect at the project's point of interconnection. Applicable delivery charges will depend on the size and configuration of the proposed project, the applicable parent service classification, and the voltage level at which service is taken. Retail delivery charges may include, but are not limited to, a monthly customer charge, demand-based charges (e.g., $/kW), energy-based charges ($/kWh), and other applicable surcharges and adjustments under the Company's Electricity Tariff.[9]

Stand-alone energy storage projects taking service under Service Classification No. 7 ("SC7") of the Company's Electricity Tariff, P.S.C. No. 220, have historically been billed based on these components; however, bidders are responsible for confirming the applicability of SC7 or any other relevant service classification to their proposed configuration. Bidders should review the Electricity Tariff for additional details regarding billing determinants, metering, and other service requirements.

When preparing proposals, bidders should include in their pricing an estimate of all applicable retail delivery charges associated with charging their BESS from the Company's system, based on the anticipated charging profile during periods relevant to NWA operations. Delivery charges should be reflective of expected NWA operating periods and should not include costs associated with charging outside of the anticipated project use case. This information is provided for cost-estimation purposes only and does not constitute a determination of final service classification or billing treatment.

If the bidder plans to receive compensation from other New York programs (e.g., NYSERDA), the bidder shall disclose plans, status, and magnitude of award within their Proposal.

[9] P.S.C. No. 220 Electricity, Niagara Mohawk Power Corporation d/b/a National Grid Schedule for Electric Service (Electricity Tariff).

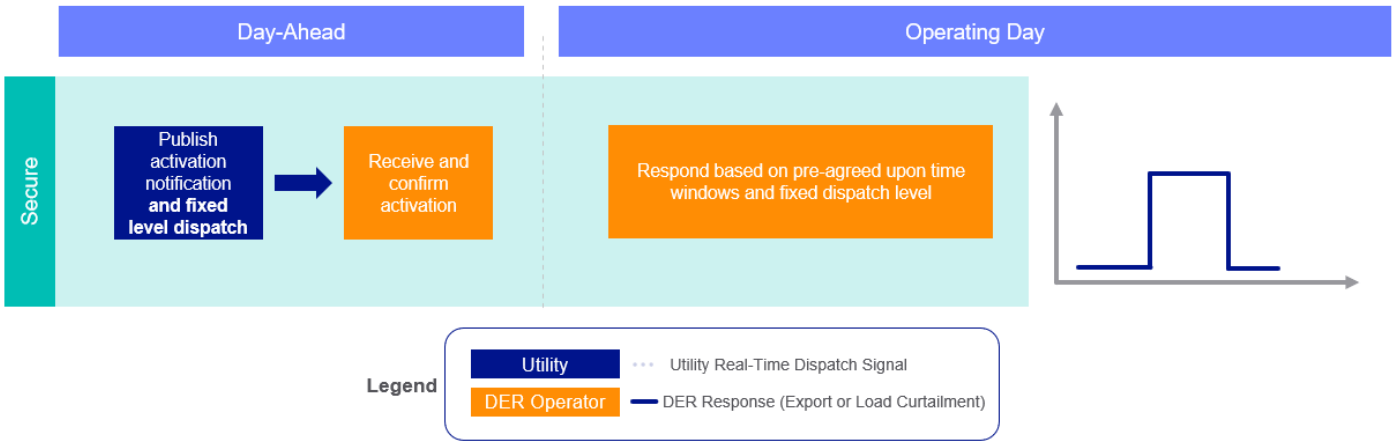
APPENDIX D – Checklist

Offer Submission Checklist

Checklist Item	Initial/ Check
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	
If applicable, incorporate charging costs	
Optional: Review of other obligations that are being used to secure revenue outside of the NWA contract	

APPENDIX E – NWA Real Time Service Flexibility Service Integration and Operational Requirements

NWA Real Time Service refers to DERs (FTM and/or BTM 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. These assets must respond to 6-second internal signals during live NWA events, enabling real-time load following.



This appendix specifies requirements applicable to NWA Real Time Service that bidders can elect to provide for the Company.

NWA Real Time Service Requirements

Monitoring and Dispatch Control Requirements for NWA Real Time Service

For parallel-connected generation connecting to National Grid's electric power system (EPS), the proposed solution must be compliant with National Grid's Electric System Bulletin (ESB) No. 756 – Requirements for Parallel Generation Connected to a National Grid-owned EPS (ESB 756).[10]

In addition to requirements under ESB 756, the proposed solution must also 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. Dispatch basepoint may be telemetered as quickly as 6 second intervals and therefore the bidder's proposed operation must meet the ability to receive dispatch signals at the same rate. However, the dispatch basepoint is expected to change values at one-minute intervals.

The bidder is expected to support integration of a National Grid-owned and managed DER gateway, real-time automation controller, or other similar equipment that will utilize the DNP3 communication protocol standard for SCADA telemetry unless otherwise specified by National Grid. Bids would be viewed more favorably if they also could be ready with 2030.5 control system based on that at some point after it's built, tested, and commissioned. The DER gateway will be provided and installed by National Grid at the DER facility, and 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

[10] National Grid Electric System Bulletins are located on the Company's website, *available at* https://gridforce.my.site.com/electric/s/article/Electric-Specification. ESB 756 is typically applicable to DER interconnecting in parallel with the Company's electric power system ("EPS").

location within the Company's service area for the Company DER gateway to be installed that best facilitates integration with the bidder's aggregation dispatch system.

Dispatch Coordination Expectations for NWA Real-Time Service

NWA Real Time Service 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, DER providing NWA Real Time Service will act similar to 'load-following' grid resources.

Dispatch Notification (day-ahead) Process: The Company will provide activations for NWA Real Time Service at least 24 hours (i.e., day-ahead) prior to an NWA dispatch call, see Service Terms in the NY Flexibility Services Standard Agreement for more details. Providers are to confirm receipt and availability when notified of activation.

Real-time Dispatch 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). Any response in excess of the dispatch basepoint will not be compensated for grid services procured by this NWA solicitation.

Metering

Metering and associated communications are necessary to ensure that the Company is able to measure and verify the load relief that was delivered during an NWA event. The NWA Real Time Service provider shall be responsible for all metering and communication devices and associated costs.

For parallel-connected generation connecting to National Grid's EPS, the proposed solution must be compliant with the revenue metering requirements within ESB 756. Revenue metering must be, at a minimum, hourly interval meters to support National Grid's dispatch measurement and verification (M&V) process.

Performance Requirements

The Company requires 95% availability and any solutions that do not meet the 95% availability may be subject to liquidated damages. See NY Flexibility Services Standard Agreement for NWA Real Time Service. All solutions must have at least 95% guaranteed performance for the MWs contracted. If applicable, bidders must account for system degradation (e.g., battery capacity loss) over time.

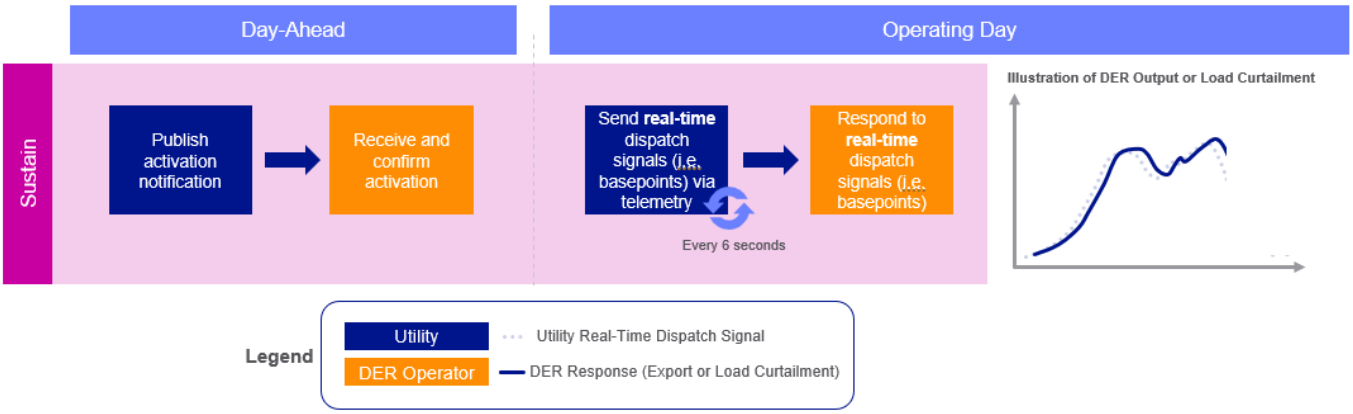
Certain load curtailing resources may participate in NWA Real Time Dispatch Service without providing real-time telemetry sufficient for the Company to observe delivered load reduction during the dispatch interval. For such resources:

- Dispatch instructions will specify the required level of load reduction (MW).
- The Company's Control Center will not rely on real-time feedback from these resources during the dispatch event.
- Performance will be assessed using interval meter data following the event, consistent with Company measurement and verification practices.

Bidders should consider these limitations when proposing capacity under NWA Real Time Dispatch Service. In evaluating proposals, the Company may apply different capacity accreditation or valuation factors based on a resource's dispatchability, telemetry, and real-time performance visibility.

APPENDIX F – NWA Scheduled Service: Flexibility Service Integration and Operational Requirements

NWA Scheduled Service refers to DERs (FTM and/or BTM 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 Service does not require real-time dispatch communication with the utility and operates more like traditional demand response, with dispatch levels set ahead of time.



This appendix specifies requirements applicable to NWA Scheduled Service that bidders can elect to provide to the Company.

NWA Scheduled Service Requirements

Monitoring and Dispatch Control Requirements for NWA Scheduled Service

NWA Scheduled Service providers will not require real-time telemetry between National Grid and individual DERs or the DER aggregation.

However, for parallel-connected generation connecting to National Grid's EPS and seeking to provide NWA Scheduled Service, the proposed solution must still be compliant with the ESB 756.

For aggregated DER co-located with retail load that are non-exporting facilities not falling under the scope of ESB 756, the third-party aggregator is responsible for installing, commissioning, operating, and maintaining all necessary telemetry equipment that the aggregator needs to maintain visibility and control of DER to the third-party aggregator. However, no real-time telemetry is required between the aggregator (or its DER) and the Company. 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).

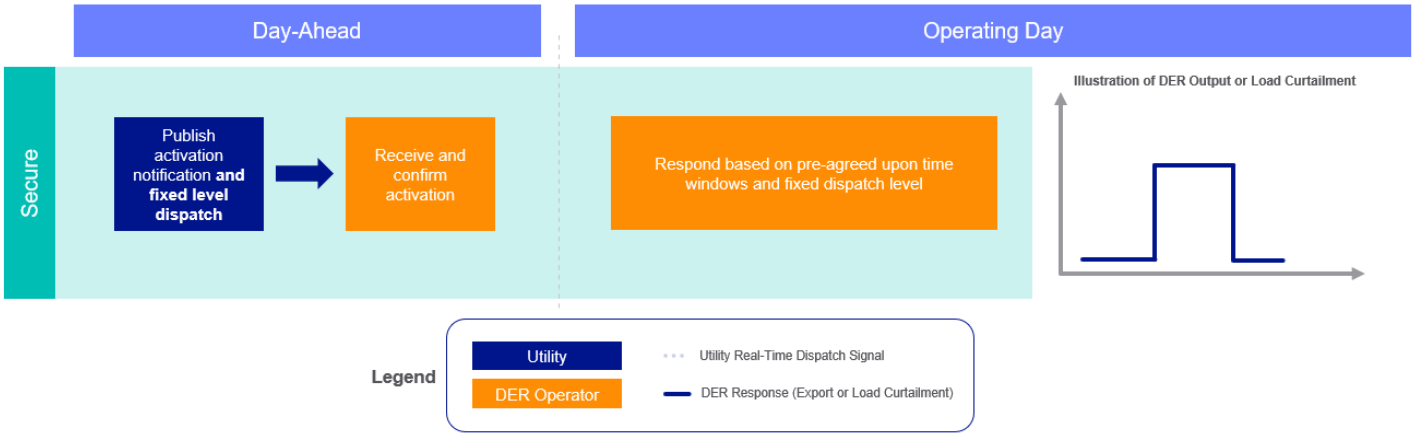
Dispatch Coordination Expectations for NWA Scheduled Service

NWA Scheduled Service providers will be expected to provide pre-agreed fixed (flat level) responses during the Service Window for each day activated. In this manner, DERs providing NWA Scheduled Service will serve similar to 'event-based' grid resources, akin to traditional demand response programs.

Dispatch Notification (day-ahead) Process: The Company will provide activations for NWA Scheduled Service at least 24 hours (i.e., day-ahead) prior to a dispatch event. Dispatch may be sent via email, short message service (SMS) and/or

Open Automated Demand Response (OpenADR) at the aggregator's discretion. Providers are to confirm receipt and availability when notified of activation. See NY Flexibility Services Standard Agreement for details.

Real-time Dispatch Process: Providers are to provide at minimum the required dispatch response based on the pre-agreed fixed (flat level) response contracted when selected during the procurement event. However, providers may have responses exceed the basepoints within the limits of any interconnection allowances, such as additional load curtailment. Any responses in excess of the pre-agreed responses will not be compensated for grid services procured by this NWA solicitation.



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 or are fully dispatchable such as BTM assets, participants must have National Grid interval metering in place to participate. All performance will be measured using the Company's interval meter data.

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

For parallel-connected generation connecting to National Grid's EPS, the proposed solution must be compliant with the revenue metering requirements within ESB 756. Revenue 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 the Company requesting the installation of a new meter and ensure the interval meter is in place by the time of the in-service date. The customer taking electric service from the Company is responsible for the metering and installation costs. The metering and installation costs are available from the Company's representatives. Metering communications are necessary for administration of the NWA solution. Where meter reading communications must be installed, the Company shall provide the necessary communications equipment for the customer's meter which records the electric requirements delivered to the customer's premises. The customer shall be responsible for all metering and communication devices and associated

costs as prescribed above and in accordance with Rule 25 of the Electricity Tariff. The average meter cost is generally $700 to $1,000 per meter.

Performance Requirements

NWA solutions must commit to a specific MW and MWh that can meet this availability requirement with the option to utilize and manage a DER nameplate capacity that is greater than what it is committing in its solution (i.e., overbuild). The customer baseline load (CBL) will be used following the Company's CBL methodology. See NY Flexibility Services Standard Agreement for the CBL method and verification.[11] The CBL method will be used for NWA Scheduled Services.

[11] CBL Verification Methodology means the methodology used by the Company to verify the actual load relief provided (kW and kWh) during each hour of each designated load relief period. Actual load levels are compared to the customer baseline loads to verify whether the NWA provider met the kW of contracted load relief; provided, however, that the Company may estimate the data pursuant to the Company's operating procedure if data is not available for all intervals.