

National Grid - Buffalo Station NY Non-Wires Alternatives (NWA) RFP Webinar-20260504_190232UTC-Meeting Recording

May 4, 2026, 7:02PM

SJ

Shubha Jaishankar 13:23

Welcome, everyone. Sorry I have technical difficulties. Thank you for joining. I'm going to record this meeting so that we can share at the link and the slides afterwards. You'll be getting that for me later this week. So bear with me one moment.

Okay, it's recording. I'm going to hand this over to Gemma.

GF

Gemma Franzetti 14:02

Hi, good afternoon, everyone. Thank you for joining and thanks for sticking with us through the technical difficulties. My name is Gemma Franzetti. I'm the new buyer for NWAs here at National Grid. I'm going to share my screen and we can get started. But you also have with me Chelsea, who is the PM for this event.

Hi there.

Yay, let's see.

Fee.

Okay, can you all see my slides?

Okay, great. Well, thank you guys again for joining. This is going to be the pre-bid meeting for our Buffalo 25 station RFP that is currently live.

So a few house rules and a welcome. So as Shubha had mentioned, this is going to be recorded. It will be shared after this meeting. Please keep yourself muted during the presentation. If you have any questions, just raise your hand. We're obviously going to leave questions to the end, but again,

Feel free to raise your hand if you have a question, you know, mid presentation, we can try to get to it. And at the end of the day, you will be getting a PDF of these slides and the corresponding materials needed.

Hey, sorry.

So the agenda today, I'm going to walk us through introductions, the timeline, Chelsea will kind of go over the RFP itself. I'll go over what the event process looks like. Pikla will give us the demo, and then we will leave some time for questions and

answers as well as a closing remark.

So to start off introductions again, my name's Gemma and I'm the buyer here on the National Grid US procurement. I'll pass it over to Chelsea. Hi everybody. My name is Chelsea Wolgel. I'm a lead program manager on the NWA team and I'll be the lead NWA person for this bid as well.

And then we have a Sila on the call as well, but I know she is traveling, so we'll just she's also one of the one of our non-wide alternative engineers. And then we also have Megan, Jujar, Kyle, and then I will pass it over to Shubha from BGLO.

SJ Shubha Jaishankar 16:21

Hi, Shubha Jaishankar. I'm the senior DER manager here at Piccolo. And as you might know from my previous emails, Piccolo is hosting this RFP on our platform, which is why I'll be giving you a demo later in this webinar to show you how this process works.

GF Gemma Franzetti 16:39

Great, thank you. Okay, so just a high level overview of the RFP. We did have it launch back on April 14th, and we're having the pre-bid meeting today. We ask that any clarification questions are going to be due

May 29th. That gives us some time before that June 5th closeout date to answer any questions. Of course, if you do submit something past the 29th, we definitely will take it into consideration. We just can't promise the same amount of turnaround time. We just want to give enough time to have our team get that over to you. The anticipated award for this will be

In August, we expect it to be a contracted in September, and June will be the estimated start date.

Okay.

All righty, so yeah, so again, this is Chelsea Wolgel. I'm going to go over some details about the RFP itself. So first here, looking at the slide, so this RFP opportunity is in upstate New York, specifically in Buffalo, New York, nearby.

Some information, I guess, kind of to note about that. And you could kind of see it on the screen as well in the photos, but so multiple feeders pass through this area. So there are also some sections where there might be like 3 different underground feeders on the same st.

So just something to note, you know, when you're looking at the, you know, system

data portal, like you might see some things overlapping. A national grid to, you know, when we get bids in, we'll be confirming that the DER is actually, you know, on the correct feeder and everything like that. So yeah, definitely suggest kind of to duplicate like the photo on the.

the right of, you know, going into the system data portal, you know, looking at the specific feeders and the Buffalo Station, you know, substation, kind of kind of see where things are. And then on the left side, you could see it's a screenshot of what it will look like in the peak load platform as well. Yeah, I think next slide.

Okay, great.

Yes, we have two different service types here. So the first type is real-time service, which also used to be called secure. So these are more for, you know, real-time, that kind of dynamic DERs that we're looking at, who can kind of be able to, you know, take information back and forth.

And then the other service type we have here, we call schedule. It was also at one point called sustained. So that's more of like the pre-scheduled DER types, you know, and that kind of using forecasting as well. So, you know, if you have any other questions or anything else, we do go into detail in appendix E&F respectively of the RFP.

about kind of, you know, what's entailed in that. And actually in peak low, when you're bidding in and you're saying like what asset, you know, you have, it's separated from real time and scheduled. So just kind of, you know, make sure. And if you do have an asset that could do either of them, there is, I think, like, you know, a way to notate that in.

the system as well and also in like your response, you know, you can just say that as well if it's able to do both. All right, excellent.

Yeah, so want to give some like more information about the different solution requirements. So this info is kind of sprinkled throughout the RFP, but did want to kind of have one place specifically for it, where everyone could just kind of look at the main information altogether. You know, I would say one thing to keep in mind is that, you know, we are open to a port.

you know, whether it's a one type of portfolio solution or if it kind of take multiple things. So if you kind of look at these requirements and have assets that maybe can't fit the full need, but the partial need, definitely still want you to bid in, you know, see, you know, we could kind of make that work as well. Another thing did want to just point out was the voltage information.

So all the, you know, the voltage information on the screen, you know, is a 4.16 kV system. So just kind of making sure that your assets also, you know, interconnect at the right voltage and kind of operate at the right voltage as well. And if there are questions about that, you know, we can provide some more information.

All right, next slide.

So yeah, so now I want to kind of provide some information about payment types and things. So first I want to just touch base on incentives. So there are incentives available that might help set, you know, offset project costs and just kind of overall improve your, you know, projects economics.

You know, so bidders are definitely encouraged to review these eligibility requirements, you know, consider these programs. You know, like one that's linked in there is like the NYSERDA Energy Storage Incentive. You know, that is something that you can be part of and still, you know, be part of an NWA opportunity. So yeah, so definitely just want to make that clear to folks that, you know, yeah.

that's okay to be involved in that. And if that is something that you're planning to, you know, go into, like using an incentive, you know, we would like to hear about that in the proposal and just kind of know ahead of time that that's the case. For charging and delivery schedules, you know, that information should be in your proposal as well.

So, you know, like any energy drawn from the company system to charge a battery, you know, that's intended to provide an NWA service, you know, we do, there are like different rates and things that will be applied to that. So definitely, you know, worth including that. So, you know, just some definitions to keep in mind of charging cost is like the cost of energy purchased from the grid versus a delivery cost is the utility delivered costs applied to each KWH used for charging. And then there's demand charges, which are like a monthly fee based on the highest charging KW. So yeah, just kind of some things to keep in mind, you know, with all these different costs and all of that when you're putting your pricing

Together.

All right. And then my last slide that I'll be talking to, these are some FAQs. We didn't actually necessarily get them already for this specific NWA opportunity, but has come up a lot in previous NWAs. So did just kind of want to address it since it does come up a lot. And that is a question about, you know, with if you participate in NWA, you know, what about when it's not being called for, how does that work?

And I mean, basically at a high level, you know, we kind of say like, as long as you

can meet the need that we have, you know, you can kind of, you know, in the timing of when we need that asset available, you're kind of allowed to do, you know, other things at other times. This is, for example, like a summer only need, but if you want that battery.

to be doing things in the winter, you know, that would be allowed. And kind of an extension of that is on the screen there is a copy of a program value stacking matrix. So it, and there's, this is also linked on the NWA website if you want to kind of look into it with more details. So it shows you, you know, all the different things that you could participate in at the same time and then which have conflicts.

So, you know, definitely something to kind of look into if you want to be able to use your assets kind of, you know, for not just this NWA opportunity.

All right, and I think, Jim, I'm passing it back to you. Okay, great. So the next thing we're going to go over is the bid event process. So everything that you will be doing will be over the Picclo platform. So that's where you must register, as well as complete all the qualifications and upload your capacity there.

We again ask that all questions are in by the 29th. You can email that, like email back to us and or to Piccolo, whatever, whatever you find to be easier. If you're unable to complete the bid on the platform, you just need to reach out to Piccolo and then Non-Wild Alternatives National Grid email so we ensure that everything is properly accounted for and we make sure we get your bid. And then all questions that we will have submitted will be shared with everyone. So everyone should, like, will get updates on that. And I think the most important part is there should be no communication about this bid event with anyone outside of procurement.

as well as just ensuring that like Piccolo and the Non-Wiles Alternative Solutions email is up to date on those comms. Again, all questions due on the 29th and the bid closes on the 5th.

So this is like a high level like checklist of what should be included in your bid. So first in general, just review all the RFP documents and the applicable laws and regulations that may affect what is actually going into your bid. There should be a proposal overview. There's better information that's needed to be submitted. your proposed solution and order form. You need to review the New York Flexibility Service Standard Agreement. That's like basically our terms and conditions. Review of our payment methods, our supplier code of conduct, our non-disclosure agreement, which does include a data security agreement, and that will be executed. you know, with as part of the contract. Two years of audited financial account

statements, a background check document for contractors, your pricing model showing totals by season. And the more specific you can be on that, the better, just so we can see how it's all broken down.

And then, if applicable, incorporate charging costs. And then again, like there is an optional review of other obligations that secure revenue outside of the NWA contract.

So now we're going to pass it over to Piccolo to kind of go through how the RFP submission and how it works.

SJ **Shubha Jaishankar** 27:00

Thanks, Gemma. So yes, I will give you a demo of the platform right now. So let me share my screen. Give me a moment.

All right, so.

I won't be able to really see anyone's faces, so hopefully you can all see this. This is the homepage of the Pickle platform. You'll notice that there's tabs on the top to navigate. The map, assets, and manage tabs up here are the most important ones that I will walk you through. So we're going to click on the map tab. It takes you to the competition map.

So there's two things you can do. You can either refer to the list on the right, which is over here, and find Buffalo Station, or what I like to do is kind of like zoom in on the state in questions. So we're going to go towards New York, and it filters out all this other noise, and you'll just see what's kind of in the New York area. So here you'll see the Buffalo Station 25 opportunities.

So we're going to click on one of these. I'll click on Schedule Service for this example.

You saw this earlier in the slide, but this is the funny looking polygon shape that shows this particular NWA zone. On the right hand side here is all of the relevant information about this location. So scrolling down a little bit, I'll show you what this looks like for this competition window. So I'll click on the

first year, so summer 2027. Here at the top, you'll see details about the contract start and end dates, as well as the required runtime and dates. You'll also see the total need in this area being 0.4 kilowatts, sorry, megawatts, with a minimum requirement of 100 kilowatts and two hours of runtime.

You'll see this same sort of two tabs for the other two years, 28-29. They all have the same info in them. And then here at the bottom, you'll see this qualified assets little tab. So if you click on it,

You know, it's going to tell you whether or not you have an asset that's qualified for this location. In this case, there's not one that's showing up, even though you'll see this little black dot here inside the shape. So there is an asset here, but it's not showing as qualified because we have not yet submitted the company qualification, which is also.

known as the pre-bid application, which I'm about to walk you through next. So once you submit that, this asset will then turn eligible.

So if you're interested in submitting a bid, you'll navigate back to the top tab where it says Manage, and then under View Applications here at Cumber qualifications, so you'll go there.

And then on the left hand side, you'll see all of, you know, the applications that you're able to currently fill out. So because I'm in this dummy account, you'll see a lot of them, but I'm looking for Buffalo, here we go, Buffalo Station.

Give it a moment. View application. So these are questions that are bucketed into a few different categories. Each required field will be marked with a red star. So you'll need to fill out information by your organization here at this first tab. So we just see, you know, pretty standard information.

And then there's another.

section about your organization status. There's one about auditing, insurance, and legal.

And then finally, just some more personal information and high-level details about your assets. So once you submit this, National Grid will review it, and if they've approved it, you'll be able to then start submitting a bid.

So now, you want to upload assets, so let's click on the Assets tab.

and you'll click download latest template here and that will open a Excel spreadsheet where you will input your asset information. I'm going to switch my screen to show you what that looks like.

Bear with me one moment, please.

Oops.

Teeths.

There we go.

All right, so you will see here, there's this operational and developing assets tab, the second tab here. This is what you want to work in. Ignore the planned assets tab next to it. We don't use it. So you'll see here on row 5,

everything will be marked either required or optional. And I'll tell you which columns

you're really going to want to focus on. So you'll be asked to input the asset's name, status, whether it's operational or in development, the category of asset, is it a demand side?

response, storage, you know, that kind of thing, and asset type. You'll also need to input the active export capacity, and that's in, let me scroll over a little bit, that's in column I. And this is what your flexible load is. Lastly, and then you can skip through a bunch of these and go all the way over to AA and AB.

This is where you'll be inputting your asset location. We use latitude, longitude. If you don't have your assets labeled that way, we can work with you to use a street address and or a zip code. Either is fine and we can get it, you know, plotted on there and it's pretty much as accurate. But if you can get a lat long, that would be.

Great. So in summary, we're basically just asking you for, the information we're asking you for boils down to capacity in kilowatts, the asset type, whether it's solar, CNI demand response, EVs, et cetera, and the location, the address, and latitude, longitude. So now I'm going to go back to my little demo.

When you filled out that sheet and it's all saved, you go to where it says upload files here and select file, and you'll upload that file onto the platform. It will tell you whether or not there's any errors. If there are, it will tell you what rows and columns to look at. If you're having any technical problems, please email me.

And I can work with you, like in real time, like on a, you know, Teams meeting, we can share my screen, you can share your screen, and I can go through everything that looks like might have an issue, and then we'll get it all settled, but it's pretty intuitive, so you shouldn't really have a problem. So, yes, once your assets are saved and uploaded.

Now you're ready to submit a bid. But one thing I do want to point out is that you can upload assets at any point in this process before or after filling out the company qualification, but you cannot submit a bid without adding assets to the platform, which is why I'm just showing it to you in this order. So now we've done.

done our asset upload, now we want to submit a bid. So we go back to the manage tab and select submit new bids. Now, you're going to see that the Buffalo Station does not show up in the competition name here, and that's because I have not submitted the company qualification yet. But once you do, it shows up in here, and I'm just going to show you this dummy.

Um...

this other placeholder competition because it's all kind of structured the same just to

give you a flavor of what the bid page looks like.

So, um...

Here you can input your bid information into any of the years that you're interested in bidding. So in this case, there's only, this only says summer 2026, but for Buffalo Station, this will say summer 29th, and then there'll be another window, summer 20, or is it 27, 28, 29th. So you'll see three of these.

bubbles with all this information to put in for your bid. There is also a...

It's not showing up in this one, but there will be another section on this page that allows you to put additional bid information. So you can upload a Word document or some sort of a, you know, any sort of document that will help explain your bid anymore that you can't just fill in on these little boxes. So I find that really helpful.

Um...

You can add any sort of comments, commentary, upload that, and it takes Excel, PDF, or a zip folder. Those are all the acceptable formats. So if you need to submit information such as what's required in appendices like B&C, you can submit it here with the additional bid window.

So that's basically the end-to-end process of using the Picclo platform to submit a bid from viewing the competitions on the map to filling out your company qualification, uploading assets, and finally submitting a bid. So again, if you have any questions, you can follow up with me at any point in this process. So I'm going to hand it back over to Gemma.



Gemma Franzetti 36:20

Okay. And just to continue where we, so we just went over the demo. So then the next part is going to just be some pointers and tips for the event. Please do not leave things to the last minute. We, you know, we want to be able to help you guys and get your bids in and bid on this event.

Please submit any questions you have to National Grid via the non-wire alternative solutions at National Grid email. We do respond to it. We make sure that we, and if we can't answer it, we'll make sure someone can, whether that's Bakelow or some one of our other team members. Please check out our profile page. And on the Piccolo website and our NWA website for just any up-to-date materials. And then just take some time to get acquainted with the Piccolo platform. I know this is just one quick demo, but if it is your first time, please, please use all the resources, make some time with Shubha, reach out for the support. You know, we want to make

sure that everything goes swimmingly once you guys are bidding in.

And so after this webinar, you should be going on to Piccolo and signing up. If you do have an asset, complete the bidder information questions and, you know, update your profile, submit the bid in the proposal items. And again, if you have any questions, set up a one-on-one with Piccolo about using their platform. As a reminder,

that June 5th is the closeout date.

Okay, and then we're just going to leave some time now for any questions that anyone has. Again, for future opportunities, you can just keep up to date on our website and the Biglo website. But we're going to open the floor to any questions you all may have.

SJ **Shubha Jaishankar** 38:02

And one thing I'd like to note is I will be at PLMA next week. So if any of you were attending, please come find me and happy to talk about this or anything else Piccolo related. I would love to put a name to the or face to the name because I see I email a lot of you, but I don't get to actually like meet you in person. So it's like very exciting that I get to

Go to this conference and meet folks.

GF **Gemma Franzetti** 38:42

Alrighty, so I mean, if there's no questions at this time, please, again, if any do come up, feel free to email us. We'll make sure to get an answer to you. And we'll close out, you know, again, just to say, please register on the website. And again, any problems, any questions, reach out to Piccolo ourselves and we're more than happy to help.

And thank you all for coming out today. We really appreciate it. It's been a pleasure and we look forward to working with you guys.

SJ **Shubha Jaishankar** 39:14

Yes, thank you, everyone.

● stopped transcription