

National Grid - Gilbert Mills NY Non-Wires Alternatives (NWA) RFP Webinar-20260224_143401-Meeting Recording

February 24, 2026, 7:34PM

29m 17s

● **Alex Ghanem** started transcription

DS **David Sullivan** 0:03

and post it live afterwards and also gather any questions that come about and answer them properly in a follow-up Q&A. So please keep your microphone muted during the presentation. If you have any questions, we'll be having a Q&A session at the end, so feel free to submit those through the chat feature.

Through the chat feature and then we'll take the time at the end of the session to go over any of those submitted questions. And then finally we'll be uploading a PDF of the slide deck and the corresponding materials. So the recording will go along with it to our National Grid NWA site within the next week.

Right. And so just we'll start off with introductions. So I will start. My name is David Sullivan. I am a senior buyer here at National Grid on our US Electric Strategic Programs team in procurement. And then I will pass it off to Chelsea Vogel.

CW **Chelsea Wolgel** 0:57

Hi there. So yeah, my name is Chelsea Wolgel. I'm a lead program manager on the Nonwires alternatives team and I'm the manager for this RFP and I'll pass it to Asila.

AB **Assila Bataineh** 1:09

Thanks, Chelsea. My name is Aseel Batan. I'm a senior engineer on the NDBA program and I help project manage some of these projects and I will pass it over to Megan.

MM **Meaghan Murphy** 1:20

Hello, Megan Murphy. I'm also a program manager on the Non Mars Alternatives team and hand it off to Kyle.

KB **Kyle Brazell** 1:28

Hi everyone, I'm uh, Kyle Razell, part of our Integrated Planning and Solutions team and is the Senior Engineer. Um, and I'll pass over to Alex.

AG **Alex Ghanem** 1:38

Thanks. Alex Ghanem, North American commercial lead for Piccolo team. We're here to help out with any questions y'all have about using the platform and I will pass it to Shubha to end off.

SJ **Shubha Jaishankar** 1:48

Shubha Jaishankar, the Senior DER Manager here at Piccolo. I will be. If you guys are interested in this opportunity, please you know you'd be speaking with me and I can help you more or help you with getting to know our platform and everything else so. Thank you for joining.

DS **David Sullivan** 2:08

Awesome. Thanks everyone. So we'll be turn it over to our governor's RFP timeline. So as you know, as you all know, we launched on January 29th and we're currently in the pre-bid meeting now on the 24th. So we're going to have the last date for the supplier clarification questions due at 5:00 PM.

on April 3rd, and we are looking to have all bid submissions completed by April 10th at 5 p.m. as well. We anticipate that we will award that in May 2026 as well as the contract to be executed then as well, and our estimated service start date will be June

2026 Now I'll be handing it over to Chelsea to talk about the event itself.

CW **Chelsea Wolgel** 2:56

Sounds good. Thanks, David. All right. So, yeah, so I want to kind of give a quick overview of the Gilbert Mills RFP. Definitely, you know, read the actual RFP to get a little bit more information, but did just kind of want to give folks some information just to kind of get a sense of things. So yeah, so Gilbert Mills is the name of the substation that this NWA opportunity is tied.

It's in upstate New York, so kind of near like the Syracuse area. And so yes, specifically, you know, the substation has been identified as a load risk. So we're

looking for an interim NWA solution to really minimize that risk and you know, kind of looking for 2.7 megawatts of yearly load relief from June 2020.

6 to, you know, through October 2023. So I there's like 3, you know, graphics on the bottom to just kind of want to go through what those were. So the first one is all the way on the left. That's actually a screenshot of the National Grid system data portal and that's where you could really kind of see all the different information about National.

Grids, feeders, substation, things like that. So that specific view is if you're in the distribution asset overview tab, you know, you could kind of see in a map format a little bit more of you know how the feeders interconnect and things like that. And I bring that up because you know, that's kind of what we need is to, you know, have an idea of like where those interconnected.

Can happen. And then the next graphic in the center is a screenshot of this NWA opportunity on the Picala platform, which I know we'll talk about later. And then finally is the feeder strings. So what's bolded is like kind of the name of the feeders, but that actual string is what you usually have to put into the system.

Data portal to kind of get the information you need. So did just kind of want to point that out as well. And so this proposal will be contracted through the New York Flexibility Services Standard Agreement. So that kind of has all the nitty-gritty details of kind of like what that means, you know what our expectations are kind of for really any NWA opportunity in the New York area.

Area next slide.

So, yeah, so kind of within that New York flexibility services standard green I was just talking about, we're offering two different service types for NWAS. So the first is real-time service, which is also sometimes been called secure service. So that's more of like you know your front of the meter or behind the meter, you know, real-time dispatch signal.

Then then the second type is scheduled service which we've also called sustain. So that's you know more like a pre-scheduled, you know event based dispatches and in the RFP there's a lot more details about this and of course if you have any questions. But yeah, I did just kind of want to you know point out that we do have those two different service types available.

And in the actual Pico platform, you know you can bid in your assets into whichever one is appropriate. Next slide.

Yeah. So this is kind of the solution requirements and all this info is kind of included

in different parts of the RFP, but really want to have kind of like one place where you could kind of really get all that main information together. So that's kind of why we kind of listed everything here.

And one thing I do want to mention really emphasize is that you know we are open to either full portfolio solutions or partial solutions. You know on the National Grid side ourselves, you know we can manage kind of maybe having multiple partial solutions work together. So with that did kind of purposely you know want to point out like the maximum.

And minimums of a lot of things, for example, like the maximum, minimum MW need, you know, our our minimum call time versus like what the maximum is and different things like that. So you know, we're really kind of open to, you know, different things that the market has.

Available. Definitely don't want folks to feel like if they can't meet, you know, the full requirements that it's not still a viable option. It is still something we're interested in and you know, we would be happy to kind of, you know, put things together. So did just want to emphasize that and really kind of have that be something, you know, folks keep in mind.

And did want to also point out one last thing is the last line on the bottom there that 1.6 million that is the you know total budget for from 2026 through 2030. So did just want to point that out, you know just so folks have an idea of where we are budget wise.

All right, next slide.

So then next want to go into a little bit more detail about you know the payment types and some other kind of related details to that just to really make it clear kind of you know what's available. So National Grid, you know we're trying to provide flexibility here in terms of payment structures. So with that there's kind of one of two options. So the first is more like a yearly contract.

Cost, you know, a fixed cost contract where it's, you know, kind of regardless of the number of dispatches, you know, it's kind of a more fixed type of a thing. So that's one option. But then the other option is we could do something that's more based on, you know, an availability.

Ability and utilization payment and a little bit, you know, more dynamic. So you know, similar to kind of how we're open to different things, you know with the actual solution, you know also from a payment type perspective, you know there are these two different payment structures that allow that type of flexibility.

Also want to point out for specifically from the meter new installations. Make sure when you are putting your bid together that you are keeping in mind the cost of interconnection. You know that is something that has to that cost does have to be bared by the bidder. That's not something National Grid can cover.

In terms of the actual interconnection process, you know, definitely we will help, you know, guide you through that and things like that. But the actual cost we did want to point out, you know, does need to be included in the bid and if that's not, that might be something we kind of have to reach out for and get more information about.

And then for behind the meter resources, you know did want to take note that there might be some type of operational requirements for the metering requirements. So just again something to kind of take note of as you're kind of building your proposal. Also you know did want to also keep in mind of like some other cost to think about when you're writing your proposals is.

You know, charging, delivery, demand charges, all of that, you know and have it be associated with the NWA dispatch. So for example, you know if it's a time of, you know, let's say you have an asset that you might be using in the winter, you know that's not really the need we're looking for. We're only looking for a summer need. So you don't need to include that.

And then this is a question that we've kind of gotten a few times, so did want to point out too is, you know, can DERS participate in other markets, you know, and this NW opportunity. So we actually created a New York program value stacking matrix and I think on the next slide it shows it.

But it really kind of gives you an idea of like what can and can't, you know, an asset be part of at the same time. And really our biggest thing is just like, you know, as long as you can meet the NWA need that's contracted, you know it can work. And then finally did want to point out that there are incentives available.

And that you know definitely if that's something that you're planning to you know put your asset into, you know include that in the bid and let us know. Kind of the biggest one that usually comes up is the NYSEDA energy storage incentive and I included a link there with some details about that. So you know just there are other options to kind of to make this all a little bit you know more.

Economical.

All right, next slide.

And David, I think I'll hand it back to you.

DS

David Sullivan 10:20

Awesome. Thanks, Chelsea. So we had received a few questions already and we just wanted to kind of post them here. So the first one was has National Grid's rate structure allow a battery to earn revenue when it is not being called for a demand response event, so.

Pretty much if an asset's contracted for an National Grid NWA, you'll receive compensation for the flexibility services you provide. It's going to vary based on location, frequency, everything like that when you're not actively serving the NWA requirement.

It will not receive payment from National Grid. You can participate in those markets outside of the NWA commitments. However, it cannot interfere with an NWA performance. So in other words, the NWA contract will have to come first and then it will supersede if you need to do something else or want to gain revenue through that mechanism.

And then when you're not doing anything for an NWA dispatch, you can then look towards that other revenue opportunity. And then you are still required to operate within the full compliance of the terms and conditions outlined in your interconnection services agreement.

And then the second one was, has there been any further discussion National Grid about fast tracking energy storage systems, interconnection applications on circuits identifying the RFP? Any NWA contracts projects will need to adhere to our standard DG interconnection process and therefore there's no special treatment or fast tracking.

The the bidders proposing energy storage solutions should account for the interconnection study operating constraints as well as the charging and discharging that may be limited as noted in the project serve and in the Appendix K and at this time there is no.

ARI program within New York.

So for the bid event process, all interested bidders are must register in the Pico platform and complete the company qualification questions and upload your capacity. So all RFP related questions must be emailed to the Nonwires Alternative Solutions inbox by April 3rd, 2026.

Also, please contact the Piclo support inbox if you have any questions, technical questions about the Piclo platform itself. If you're unable to complete the bid process

using the Pico platform, please reach out to Pico and also that nonwire alternative e-mail and we can work around that somehow. All questions are going to be anonymized.

and posted to the National Grid NWRE website on the rolling basis, and please do not communicate with them outside of that e-mail inbox and procurement.

And then just a general RFP checklist, which I will kind of glaze over for you guys to read in the slide deck that'll come out later. But here's just the checklist of items that is outlined in the Pico event as well.

So I guess some notable ones is just doing reviewing all of the RP documents, the proposal, what your proposed solution information will be, review adherence to our New York Flexibility Services Standard Agreement.

And the various other things, I think also including a pricing model to supplement your bid, showing the totals by season is very helpful when evaluating bids, so.

Yeah, so I'll allow you all to read this as well in the slide deck that will be sent over.

Now I will be handing it over to the Pico team to have an overview and demo of their of their platform.

SJ

Shubha Jaishankar 14:05

Thanks, David. Yes. So I'd like to do a demo for you guys. Some of you have gone through this before, but it's very good refresher and it's good for those who haven't seen this before just to, you know, see what our platform looks like, how you navigate.

To get to all the things that you need to do in order to submit a bid. So with that, go ahead. So this is the home page of the Pico platform and you'll notice that the tabs on the top to navigate the markets, assets and manage tabs are the most important ones that I'll walk you through.

So if you click on the Markets tab, it will take you to the competition map. You can either refer to the list on the right and find the Gilbert Mills NWA or what I think is an easier thing to do is to kind of zoom in on the map.

And then there's a filters button also on that right side of the list, and you can check National Grid in that filters list and click Apply. Once you do that, you can zoom in on New York to kind of clear out anything else that's irrelevant to this competition.

So let's click into the competition zones to see more details. I will find the new Gilbert Mills opportunity and I'll pick schedule service for this example. You'll see this bluish purple shaded Polygon on the map which shows this particular zone and on

the right side is all the relevant.

Information about the location, so I'll show you what it looks like for the competition window. I'm clicking on this first year summer 2026 here at the top of the is the details about the contract start and end dates.

And the required runtimes and days. You'll also see the total need in this area being 2.7 megawatts with a minimum requirement of 100 kilowatts and two hours of runtime. You'll see the tabs for the different years below this as well, all similar information and then at the very bottom of that.

You'll see a tile that shows whether or not you have a qualified asset in this location. In this case, there isn't one, although there is actually an asset in this area. So once you submit your company qualification, which is the pre-bid application that I'll walk you through in a second, it will turn eligible.

So if we, I'll show you what I'm talking about. If you hover over the map, there's a little dot and then if you hover over it, it'll say ineligible. But you can clearly see this battery is within the bounds, so it'll change once you submit your application. So if you're interested in submitting a bid.

You will now get back to the top tab that says Manage and you'll click View Applications under Company Qualifications. You got to fill out these company qualification questions before you can submit a bid.

So you'll select it from the left hand side here and then click on View Application. So you'll see that these questions are bucketed into a few different categories. Every required field will be marked with a Red Star. You'll need to fill out this information about your organization.

So that's like kind of the first part and then and kind of into the second part as well. So you'll see down here, we'll go to the second tab, more organization questions. The third is about like background and insurance checks. And then lastly it asks you for some personal information and high-level details about your assets.

So once you submit all this, National Grid will review it and once it's approved, you'll then be able to start the bidding process. So to upload assets, you would click on the asset tab on the top and you'll click on download latest template which is in this like center left area. This takes you to an Excel sheet.

where you input your asset information.

So once this sheet pops up, I'll show you what I'm talking about. So in row five, that's the fields that you're required to fill out. That's where you would start. You'll be asked to input the asset name, the status, whether it's operational or in development,

the category of asset, is it demand side, response, storage, etcetera, and the. Asset type. You'll also need to input the active export capacity in column I. This is your flexible load. Lastly, it will ask you for the asset location. Go all the way to the right columns AA and AB. We use latitude and longitude, but 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. So in summary, the information we're asking you boils down to capacity in kilowatts, the asset type, is it solar, CNI, demand response, E VS, etcetera and location, address, latitude, longitude.

So once you have all your assets, once your assets are all input, you can save that file and upload it. You'll see the select file button kind of in the center right that will get your assets onto the map. So then that will then once you look in the map view, you'll be able to see the dots over the competition area.

Areas One thing to point out here 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. All right, so finally, to submit a bid, you go back to the Manage tab and you'll click Submit new bid.

Qualifying competitions will appear and you will select the ones that you want to apply to, in this case Gilbert Mills. This is what the bid page looks like and here you can input your bid info for any of the years that you're interested in. One enhancement that I would like to point out is that back at the top is the additional bid information.

Now, when bidding for RFPs hosted on Piccolo, you'll be able to add comments and upload supporting documentation either in an Excel, PDF or zip folder. So if you need to submit information such as what's required in the appendices B&C, you can submit it here in this additional bid window.

Window, right? So that's kind of the end to end process of using the Piccolo platform to submit a bid from viewing the competitions on the map to filling out your company qualification, uploading your assets, and finally submitting a bid.

I hope that was helpful. And of course we're here at any point in the process to walk you through any and all of these stages again.

And I'm gonna kick it back to Alex, I believe.

AG Alex Ghanem 20:48

Thanks so much, Shubha. Yeah, David, if you don't mind taking control back and sharing the slides, that'd be helpful. Thank you.

Great. Thank you. Go to the next slide 14. Yeah. So like like Shubha said, we're always here to help with anything related to the platform. We just wanted to provide a couple of different pointers and tips, a couple of things, things like don't leave things until the last minute. I know we all have a tendency to wait until the.

The last day or two to submit everything, but as folks know, especially if you're new to the platform, it will help to get a little bit acquainted with the platform ahead of time. So make sure you review help articles and getting started guides, which we have on our support page. Also reach out to me and Shubha if you need any help at all. We're always happy to give you a demo and go in depth with.

To you and help troubleshoot anything for you. As always, submit questions to National Grid directly at the NWA Solutions e-mail right there. There's also a profile page on our website with up to date information on each of these opportunities, including Gilbert Mills and that information is available.

On their website as well. And then yeah, always give us feedback, reach out to us if we if you need any help at all with the platform, we're here to to support you in in that domain.

And then we always suggest right after this webinar doing a couple different things. One, if you aren't already registered, go ahead and register on the platform. Takes you 10 seconds to do it. Second, go through those steps that Shiva was showing you. So start to complete the data information questions, upload.

The asset portfolio that you have, whether that's you know in development or or potential proposed aggregations or individual assets that you're trying to put in ground and then finally submit those bid and proposal items. Finally, feel free to do set up one-on-one with us if you have any questions about using the platform bidding closes.

In beginning of April, April 10th, but you have some time between now and then to sort of review this opportunity in more detail, submit some questions and get started on this process. I will you know throw it back to David and team. I think there's going to be a section for Q&A now, so we have everyone's.

Microphones and videos sort of muted. So if you do want to ask a question, you put it in the chat, put it in the Q&A, or feel free to raise your hand and I can unmute folks.

DS David Sullivan 23:26

Awesome. Thank you, Alex and Shubha. So I will start by reading off the questions

that were already submitted in the chat. So the first one is for behind the meter, for behind the meter assets. Are these assets allowed?

Are the assets allowed only existing assets? What do you put for future assets that are not yet located in the area? So I will kick that to the project team.

CW **Chelsea Wolgel** 23:56

Yes. So no, we are open to you know non-existing behind the meter assets, you know kind of what I was saying of that like you know we're not necessarily looking for a full portfolio solution, you know something that can maybe only meet part of the needs. So you know I know sometimes start building new assets takes a little bit. So we are open to that. I might pass it though to the Pico team about how to actually like in the Pico platform.

Form show that if it's like not built yet.

AG **Alex Ghanem** 24:22

Yes. So the only nuance for showing that it's a sort of not built asset is there's a status column for the asset status. You just it's a drop down, you would click in development right there and then make sure you select a.

The location that's within the latitude, longitude boundaries of that of the of Gilbert Mills. We can help you with that as well. Just feel free to get in contact with us if you have any issues with it. Relatively intuitive if you fill out everything within the asset sheet as normal, but just.

Click the drop down proposed and make sure you select the lat long that's in that area.

DS **David Sullivan** 25:05

Awesome. Thank you both. All right. And then the next question, who do we contact concerning legal terms and conditions? So the terms and conditions are listed within the event. So we utilize the New York Flexibility Services Standard Agreement.

These have been customized for the specific NWA use case, and so we were looking for bidders to accept those as is so.

Yeah, you can find the information on those posted on the NW website.

OK, I don't see any other questions in the chat. Feel free. If you have any follow-ups, you can unmute your mic as well and.

Ask it.

Does anyone have any other questions regarding any of the technical commercial aspects of the RFP?

OK, not hearing anything, so feel free to unmute or submit something if it comes up, but I will sort of just continue with the rest of the presentation here. So please refer to the National Grid.

Website and also the Pico platform for any future opportunities. Registering your assets on as portfolios on the people platform ensures that you'll be notified of any upcoming opportunities and any questions that were not addressed during this webinar can be directed to the non wire alternative e-mail and the Pico support e-mail as well.

Well.

And then yeah, to be, I'll kind of hand it over to Alex, but to be registered for this RFP, please register on Picclo and contact the Picclo team. I don't know if Picclo has anything else they want to mention.

AG **Alex Ghanem** 27:44

As always, we're here to help out if anyone has any questions about the platform. Like I said, and as Shubha mentioned, always happy to do do demos, do one-on-ones, anything like that to help anyone out.

And.

And I did get a question as well, David, just in the Q&A. If we registered for previous RF PS, do we have to register again? At least on the Picclo platform side, no. You could use the same login information that you had before. You will need to submit a new application which.

DS **David Sullivan** 27:59

Hello.

AG **Alex Ghanem** 28:18

The which is the process that Shiva was showing you through the platform, but um. Hopefully it is a quick process and do want to make sure it's repeatable going forward.

DS **David Sullivan** 28:37

OK, awesome. All right. And then again, if you have any other questions, feel free to

e-mail them to our non wire alternative inbox. And if there's nothing else, then I want to thank you all for taking time out of your day to attend and appreciate it and. Look forward to hearing from you guys and getting more interest. So thank you all and have a great rest of your day.

AG **Alex Ghanem** 29:06

Thanks everyone.

Thank you everyone.

SJ **Shubha Jaishankar** 29:09

Thank you.

● stopped transcription