



Non-Wires Alternatives RFP 7 Locations

Supplier Clarification Questions



New Supplier Clarification Questions:

Q1: Does the Total Approximate Value reflect only National Grid's own contract payments to the developer, exclusive of any value-stacking revenue (e.g., wholesale market, VDER) the developer may separately earn from the same asset? Or does it incorporate an assumption about value-stacking benefits when calculating the reliability value?

A1: The Total Approximate Value represents National Grid's estimate of the overall value of the NWA opportunity and is provided to assist bidders in determining whether a proposal may be cost-competitive. The value reflects the benefits considered in National Grid's Benefit-Cost Analysis and does not represent a projected contract payment. Bidders may account for revenues from other programs or markets in their proposal pricing, where permitted.

Q2: Does National Grid have a capped or budgeted total procurement amount for this NWA solicitation (either per location or in aggregate across all seven locations), or is the Total Approximate Value the only constraint governing how much National Grid is willing to pay?

A2: The Total Approximate Value is an estimate of the value of the NWA opportunity and is provided to assist bidders in determining whether a proposal may be cost-competitive. Proposals will be evaluated in accordance with the criteria identified in

the RFP, including cost effectiveness, benefit-cost analysis, feasibility, and other evaluation factors.

Q3: Is there a contact to discuss interconnection applications?

A3: Questions regarding this solicitation should be directed to NonWiresAlternativeSolutions@nationalgrid.com. Projects requiring interconnection must follow the applicable interconnection process and requirements.

Q4: Confirming that you said that BTM assets are not eligible for real time service if they are co-located with load - so whole home battery eligible?

A4: For Real-Time Service, Generation Facility Assets, Energy Storage Facility Assets, and Coupled Generation and Storage Facility Assets should not have any co-located retail load. Resources with co-located retail load may participate through Scheduled Service if they otherwise satisfy the applicable requirements.

Q5: With reference to Appendix E, the RFP states that National Grid will provide and install a utility owned DER Gateway at each participating facility or at a centralized aggregator dispatch location. To enable respondents to optimize their solutions and ensure seamless integration with National Grid's operational systems, could you please clarify:

- Will National Grid publish hardware specifications, interface requirements, communication profiles, or an Approved Vendor List (AVL) for utility-provided DER Gateways?
- Is there a formal process by which third-party DER Gateway suppliers can pre-certify their hardware and software directly with National Grid's SCADA, DERMS, cybersecurity, or operations teams?
- If a respondent proposes a DER Gateway that natively supports both secure DNP3 telemetry/control and IEEE 2030.5 interoperability, would National

Grid consider allowing the developer to deploy such a pre-integrated gateway rather than the utility supplying separate hardware?

A5: If one is needed, National Grid will source and install the utility-owned DER Gateway. General interface requirements expected of an interconnecting customer can be found in National Grid's Electric Service Bulletin (ESB) 756B under Section 7.7. Further details of interface requirements for the DER Gateway can be discussed between the selected bidder and National Grid. National Grid does not currently have a formal process to certify third-party suppliers of DER Gateways. Currently National Grid requires that if a DER Gateway is required to interface between a customer's site and the Company's SCADA network, it must be a utility-sourced and owned device.

Commented [BY1]: My response to A5, however I will want to review with DC&I prior to submitting the response.

Commented [BY2R1]: Reviewed with Mark Carella and Ben Chamberlain. Good with this response. Please read through @Chelsea Wolge if you're good with the general language used.

Q6: Appendix E indicates that DER aggregations are expected to interface through a centralized utility-owned gateway connected to the aggregator's dispatch environment. To better understand the expected integration model, we would appreciate clarification on the following:

- **What communication protocol or software interface is expected between an aggregator's central dispatch platform and the utility-owned gateway?**
- **As the RFP notes that readiness for IEEE 2030.5 is viewed favorably, if an aggregator platform natively supports secure IEEE 2030.5 client/server communications, would National Grid consider direct integration between the utility DERMS/SCADA environment and the aggregator platform as an alternative architecture?**
- **How will National Grid evaluate cybersecurity controls, operational resiliency, authentication mechanisms, audit capabilities, and dispatch reliability of proposed aggregation platforms during the bid evaluation process?**

A6: Specifically for Real-Time Service proposals (Appendix E), National Grid will require that the bidder must be able to support DNP3 communication protocol at minimum but also would view the ability for the bidder to also use IEEE 2030.5 as favorable. At this time National Grid would not allow direct integration between utility DERMS/SCADA environment with a third-party aggregator platform, however the Company may consider this option in the future.

Commented [BY3]: My suggested response to A6. I will want to review this with DC&I before we submit this response however.

Q7: As National Grid develops a flexible resource portfolio across multiple NWA locations, we would also appreciate insight into the utility's longer-term strategy regarding DER integration technologies. Is National Grid open to establishing direct technology partnerships, framework agreements, or qualification programs with DER Gateway suppliers and DER Aggregator platform providers to standardize the integration layer across future flexibility programs?

Commented [BY4R3]: Reviewed with Mark Carella and Ben Chamberlain. Good with this response. Please read through [@Chelissa Wolga](#) if you're good with the general language used.

A7: This question is outside the scope of the current solicitation. National Grid is not responding to questions regarding potential future programs, partnerships, qualification programs, or procurement opportunities through this Q&A process. Questions regarding future Non-Wires Alternative opportunities may be directed to NonWiresAlternativeSolutions@nationalgrid.com outside of this solicitation.

Q8: Can you confirm how the allowable charge window for standalone storage should be treated relative to the West Adams NWA need windows, specifically 19:00–02:00 in summer and 23:00–24:00 in winter? Since the allowable charge window (stated as 10pm–8am in RFP) overlaps the NWA need period, is charging limited to the non-overlapping hours (ie Summer 2:00–8:00)? It's our understanding that National Grid's standard charging restrictions for standalone storage are:

- **Max Charge = 50% of Nameplate power (ie 2.5 MW for a 5 MW BESS)**
- **Charge window: 10pm–8am (10 hours)**

Commented [BY5]: [@Kylie Brazel](#) can someone from IPAS check this? It seems like this is a discrepancy in the RFP that we are saying this charge range is allowed for all locations when it looks like this isn't what we want for West Adams. Can IPAS identify if we can expand the charging window after 8am?

Commented [BY6R5]: If we can't extend the charge window, we should check if we can increase the full charge rate to 100%.

Assuming that a West Adams contracted standalone storage system would only be allowed to charge during the 2-8am window in the summer to avoid charging during an NWA event, would National Grid allow for a max charge rate higher than the standard of 50% of nameplate power in order to allow the BESS to reach 100% SOC?

A8: National Grid has identified a data error in the RFP. For West Adams, the allowable charging window for standalone storage is **00:00 to 08:00** and the Summer Value Service Window is **15:00 to 23:00**. Therefore, the charging window does not overlap with the Summer Value Service Window, and charging is not limited to **02:00 to 08:00** as suggested in the question. Respondents should base their proposals on the corrected charging and service windows. Any charging configuration must remain consistent with the project's interconnection requirements and National Grid operational requirements. National Grid has updated the posted solicitation materials to reflect this correction.

Q9: Can we submit consolidated financials that are private and unaudited?

A9: Bidders should provide the financial information requested in the RFP. National Grid may request additional information during proposal evaluation to assess bidder qualifications and financial capability.

Q10: Can the BESS charge during the RFP window in between capacity needs? (If the answer to the previous is yes, can it be charged during the window if being controlled by National Grid?)

A10: Seller may operate the Asset for other purposes during the Delivery Season and within the Service Window, provided the Asset remains capable of meeting all contractual service requirements and responding to National Grid dispatch instructions.

Q11: Are we able to enter into a 15- or 20-year agreement with National Grid for an NWA? (i.e., Starting in 2030, DSUN and National Grid enter into a fixed capacity agreement for 20 years at \$XX/kW-mo for a 10MW project.)

A11: Respondents may propose contract terms consistent with the identified NWA need period. Any agreement term and potential renewal would be subject to mutual agreement of the Parties. National Grid currently identifies the West Adams need period through 2033.

Q12: Why does the NWA end in 2033 for West Adams? Is there an upgrade at West Adams that is expected in 2034?

A12: The identified NWA need period for West Adams extends through 2033 based on current planning assumptions and forecasted system needs.

Q13: Can National Grid work with a developer with an IA to increase that developer's charge capacity to accommodate charging during a shortened window? (i.e., RFP impedes charge window from 22:00-02:00. Can National Grid increase the project's charge capacity so that it can full charge between 00:00-08:00)?

A13: As noted above in [A8](#), National Grid has identified an error in the RFP. For West Adams, the allowable charging window for standalone storage is **00:00 to 08:00**. Therefore, respondents should base their proposals on the corrected charging window rather than the shortened window described in the question. Any project-specific charging capability remains subject to the project's interconnection requirements and associated approvals.

Q14: Is National Grid going to use the BESS to participate in NYISO programs (DER-PM, etc.) during the 6-hour call window (in reference to West Adams)?

A14: National Grid does not prescribe participation in any specific NYISO market for these locations. Sellers may pursue other market opportunities, provided they

Commented [BY7]: [@Kylie Brazell](#) see comment above in Q8. Can someone from your team check on this with the planner and see if there is any other location other than West Adams where there's an overlap of the need to the standard charge window time?

continue to satisfy all contractual NWA obligations and applicable program requirements.

Q15: Can a project submit a bid that can adjust downward once new DRV values are set? (i.e., pricing will move favorably for National Grid)

A15: Respondents should submit pricing based on assumptions available at the time of proposal submission and clearly identify any assumptions incorporated into their pricing.

Q16: The “East Pulaski Summer Need Overview” (Table 6b) shows a 4-hour Duration per Call, but the annual need breakdown (Table 6c) indicates a maximum need of 0.91 MW and 1.24 MWh in 2031. Since 0.91 MW for 4 hours would equate to 3.64 MWh, can National Grid clarify how these values relate?

A16: The Duration per Call, MW Need, and MWh Need represent different aspects of the forecasted need and are not intended to be directly multiplied together.

The 4-hour duration reflects the maximum length of a dispatch event for which resources should be available.

The MW value represents the forecasted peak load relief requirement during an event, while the MWh value represents the total energy associated with the expected load relief profile.

Because load relief requirements are expected to vary throughout an event rather than remain at the peak MW level for the full duration, the MWh value may be less than the product of the MW value and event duration.

For example, the Summer 2031 forecast of 0.91 MW and 1.24 MWh reflects a variable load relief profile that could last up to four hours but would not require 0.91 MW continuously throughout the event.

Frequently Asked Questions from prior NWA RFPS:

PQ1: Is it acceptable to propose an energy storage system that is larger than the identified need (e.g., a 5 MW / 20 MWh project)? If so, would the contracted NWA capacity be capped at the required need, while the remaining capacity is available for other value streams?

PA1: Yes, it is acceptable to propose an energy storage system that is larger than the identified NWA need. Yes, the contracted NWA capacity would be capped at the required need, while the remaining capacity would be available for other value streams provided this activity does not interfere with NWA obligations and complies with the project's NY-SIR interconnection agreement. Please see the [NY Program Value Stacking Matrix](#) for more information about which National Grid programs can be participated in simultaneously.

PQ2: Would National Grid consider proposals from projects that will not be operational until approximately 2028, provided they can reliably meet the need for the remaining years of the NWA period and/or under a longer contract term?

PA2: Yes, National Grid is looking for either one bid or multiple projects (including aggregations of resources) to build a portfolio to fulfill the need. A single bid must fulfill a portion of the need for at least one year but may start at any year in the term.

PQ3: After the NWA contract period ends, will the project retain standard NY-SIR interconnection rights to continue operating under VDER?

PA3: Yes. After the NWA contract ends, the project will retain its NY-SIR interconnection rights as long as it continues to comply with its NY-SIR interconnection agreement. Participation in any value stream program available at that time, such as VDER or other programs, would be subject to the program rules and eligibility requirements in effect at the time of participation.

PQ4: Is National Grid aware of whether participation in this NWA program would make a project ineligible for NYSERDA Retail Energy Storage incentives due to duplicative-compensation restrictions?

PA4: A project participating in the NWA program remains eligible for NYSERDA Retail Energy Storage incentives. Please refer to the [NYSERDA Retail Storage Incentives](#) website for more information program requirements and availability.

PQ5: Does National Grid intend to provide any support to awarded NWA projects in navigating local permitting and zoning processes (e.g., coordination with municipalities or state agencies), or should bidders assume all permitting and local jurisdictional issues must be handled solely by the developer?

PA5: It is the developers' roles and responsibility to acquire all needed permits and adhere to local jurisdictional requirements. The developer would make the determination along with any applicable town boards if/when National Grid should be involved in meetings with the community.

PQ6: What is the minimum call length?

PA6: The minimum call length or minimum run time is 2 hours.

PQ7: Could you please confirm if EV chargers are eligible to participate? I noticed that demand response aggregators are permitted, but I wanted to verify the specific asset type.

PA7: Any asset that can meet the performance and M&V requirements is eligible for these opportunities.

PQ8: Can residential addresses be shared with the vendor so we can better estimate our capacities at the feeder level?

PA8: National Grid does not share data of individual customers.

PQ9: We deploy permanent and re-deployable BESS systems, controls and switch gear for utility and commercial customers. We support FTM or BTM programs. For this particular RFP and substation, we do not yet have site control(s) established. In lieu of a Piclo / asset with costs proposal, confirming the best channel to share information on our approach.

PA9: Site control is not required to submit a bid for this RFP. However, bidders must provide a description of their planned approach for securing site control, including any assumptions, timelines, and the candidate locations they will use to identify and acquire a viable site. All bids must include cost information and must be submitted through the Piclo platform in order to be considered. For more information, please reach out to the National Grid NWA Team at Non-WiresAlternativeSolutions@nationalgrid.com.

PQ10: If a bidder proposes mobile energy storage where batteries are charged off-site and physically transported to a dedicated POI for event discharge, will the CESIR process allow for temporary, frequent connect/disconnect operations, or is permanent stationary interconnection required?

PA10: The NY-SIR/CESIR process is designed to evaluate permanent, stationary interconnections at a defined Point of Interconnection (POI). The RFP does not contemplate temporary or frequent connect/disconnect operations associated with mobile energy storage charged off-site. Any proposed energy storage solution must have a fixed POI and comply with standard interconnection, metering, and operational requirements as determined through the CESIR process.

PQ11: If a bidder proposes "new DG paired with energy storage" where the storage is charged exclusively by an off-grid DG source and never draws utility power, does this 15:00-21:00 charging prohibition still apply?

Commented [AB8]: Might need to follow up with DPAM/IPAS on how we study MBESS (this likely has come up during the MBESS evaluations happening now)

Commented [CW9]: @Kyle Brazell if there is any insight from the MBESS work on how National Grid is handling this, let me know.

Commented [JS10R9]: This language makes sense to me, but would confirm with @Kyle Brazell here

Commented [KB11R9]: Yeah I think this is fair to say. We wouldn't entertain something that comes and leaves at a moment's notice

PA11: The charging restrictions referenced in the RFP apply to energy storage systems that charge from National Grid's system. For storage proposed to be charged exclusively by on-site or off-grid distributed generation and not draw utility power, the applicability of charging restrictions will be evaluated through the standard NY-SIR/CESIR interconnection review based on the final project design and controls (any exemption from grid-charging restrictions is subject to verification through the interconnection process, and applicable operating conditions will be specified as part of that review). Bidders should clearly describe how non-grid charging will be ensured in their proposals.

PQ12: Appendix C states energy drawn from National Grid's system to charge a BESS is subject to retail electric delivery rates. If a solution never draws utility energy for charging (e.g., it is charged off-site or via off-grid DG), can National Grid confirm these delivery/demand charges do not need to be included in the proposal pricing?

PA12: If a proposed solution does not draw energy from National Grid's system for charging (e.g., it is charged off-site or exclusively via off-grid distributed generation), retail electric delivery and demand charges associated with grid charging do not need to be included in the proposal pricing. Bidders must clearly describe and support any such charging assumptions in their proposals.

PQ13: For an FTM energy storage solution that uses on-site DG exclusively for charging (drawing 0 kW from the grid) and acts strictly as an exporting facility, will the preliminary interconnection cost estimate reflect this significantly reduced grid impact compared to a traditional bi-directional BESS?

PA13: Interconnection costs and requirements will be determined through the standard NY-SIR/CESIR process based on the full technical characteristics of the proposed project. While an FTM energy storage system charged exclusively by on-site or off-grid distributed generation may reduce grid impacts associated with charging load, net export from the site may still drive interconnection upgrades or

Commented [AB12]: must confirm with IPAS/DPAM on understanding

Potentially but there could added complexities based on how much DG? so the scale could be a factor as well even if it's not charging from the grid (added load? hosting capacity might be tight)

Commented [JS13R12]: I think the added complexity will mostly be around confirming if the onsite DG is being exported to the grid as well (potentially providing load relief and affecting hosting capacity) or is it just exclusively being used to charge the battery. If just the battery then I think it may be lower. But the language makes sense to be general and assuming there will still be costs.

Commented [KB14R12]: I would provide clarity here that export may cause interconnection costs, however if they are willing/able to limit dispatch during certain seasonal/hourly constraints for the net export of the site, that would be beneficial and sufficient.

costs depending on system conditions, project size, and operating profile.

Proposals that are willing and able to limit export during certain seasonal or hourly constraints may reduce system impacts and would be considered beneficial; however, any such limitations must be evaluated and approved through the CESIR and reflected in the final interconnection requirements.

PQ14: How will National Grid evaluate the environmental impact or assign Benefit-Cost Analysis (BCA) scoring to a solution that relies on alternative-fuel generators (e.g., HVO, propane) to charge energy storage assets on-site?

PA14: National Grid would evaluate the environmental impacts and associated BCA treatment of any solution relying on alternative-fuel generators to charge on-site energy storage assets in accordance with the New York National Grid Benefit-Cost Analysis (BCA) Handbook¹. There may be incremental environmental benefits and impacts that may be assessed based on the specific characteristics of the proposed solution, including the energy source used to charge storage (like solar) and its operating profile, consistent with BCA Handbook guidance.

Commented [AB15]: Drafted answer and added footnote but if we can add a link, here's the reference: [National Grid UNY \(Niagara Mohawk\) – BCA Handbook.pdf](#).

PQ15: For assets with only a summer need, can National Grid guarantee that NWA dispatch events will be restricted exclusively to specific summer months (e.g., June through September), allowing mobile assets to be deployed elsewhere during the off-season?

PA15: Yes, for the locations with only a summer dispatch events are expected to occur only during the summer Delivery Season as defined in the executed Flexibility Service Form under the [NY Flexibility Services Standard Agreement](#). The specific Delivery Season, Service Window, and availability requirements will be memorialized in the applicable Real-Time Service Form (Appendix C, page 51) or

Commented [AB16]: yes, the contract does this as well (must confirm this is summer need only which i believe it is but the contract would cover usually June-Sept, sometimes may tbd on the opportunity)

Commented [CW17]: If possible, lets define dates.

Commented [KB18R17]: I think leaving open ended such as this makes sense as it's loosely defined.

¹ National Grid's most recent BCA handbook, version 5.0, can be found on the NY System Data Portal under the Company Reports tab. [National Grid UNY \(Niagara Mohawk\) – BCA Handbook.pdf](#)

Scheduled Service Form (Appendix D, page 58). Assets must remain available and meet all contractual obligations for the full Delivery Season specified in the executed contract.

PQ16: To facilitate a Behind-the-Meter (BTM) load curtailment or aggregation solution on the identified feeders, can National Grid provide anonymized load profiles for the highest-capacity commercial users, or is there a utility-facilitated "opt-in" mechanism to introduce bidders to interested local commercial hosts?

PA16: National Grid cannot provide anonymized load profiles for individual commercial customers and does not offer a utility-facilitated opt-in or matchmaking mechanism. Customer identification and enrollment are the responsibility of the bidder or aggregator, subject to customer consent and privacy requirements. Bidders may use publicly available feeder-level information on the [National Grid New York System Data Portal](#) to support market analysis.

Commented [AB19]: i don't believe we have these profiles so no - but would likely not be able to share anyways as I would guess that's customer privacy details. They would need to be responsible to acquiring customers

P17: The RFP outlines a 95% guaranteed performance availability requirement and references "Non Performance Liquidated Damages per event". Can National Grid provide the specific formula, fee schedule, or penalty cap used to calculate these damages if a Scheduled Service resource cannot fully dispatch its committed MW capacity during an event?

PA17: Yes, the performance methodology and associated Non-Performance Liquidated Damages (LDs) applicable to Scheduled Service resources are defined in the [NY Flexibility Services Standard Agreement](#). The performance calculation framework is set forth in Appendix B – Service Terms (Article 13: Performance), which describes how Scheduled Service performance factors are calculated and adjusted (see pages 45–47). The applicable LD structure, including how under-performance is monetized and any limits or caps, is detailed in Appendix H – Non-Performance Liquidated Damages (see page 90). Bidders should refer to these

Commented [AB20]: Isn't this in the contract? Are specific LD values not in the contract?

sections of the Agreement for the full formula and terms governing performance and damages.

PQ18: How does National Grid's rate structure allow a battery to earn revenue when it is not being called for a demand event (e.g. overnight charging, profiting off day-time discharge)?

PA18: If an asset is contracted for a National Grid Non-Wires Alternative (NWA), batteries will receive compensation for any flexibility services they provide. The compensation amount may vary based on location, dispatch frequency, capacity (MW), and associated value. When the asset is not actively serving a National Grid NWA requirement, it will not receive payment from National Grid. Assets can still participate in markets outside of NWA commitments, provided this does not interfere with their NWA performance. See [NY Program Value Stacking Matrix](#) for more details. Assets are still required to operate in full compliance with the terms and conditions outlined in their Interconnection Services Agreement (ISA).

P19: Has there been any further discussion at National Grid about fast-tracking ESS interconnection applications on the circuits identified in the RFP?

A19: Any NWA projects will need to adhere to the DG Interconnection Process, and therefore no special treatment or "fast tracking" is possible. Bidders proposing energy storage solutions should account for interconnection-study operating constraints, as charging and discharging may be limited by requirements noted in the project's SIR Appendix K. At this time, there is no ARI in New York.