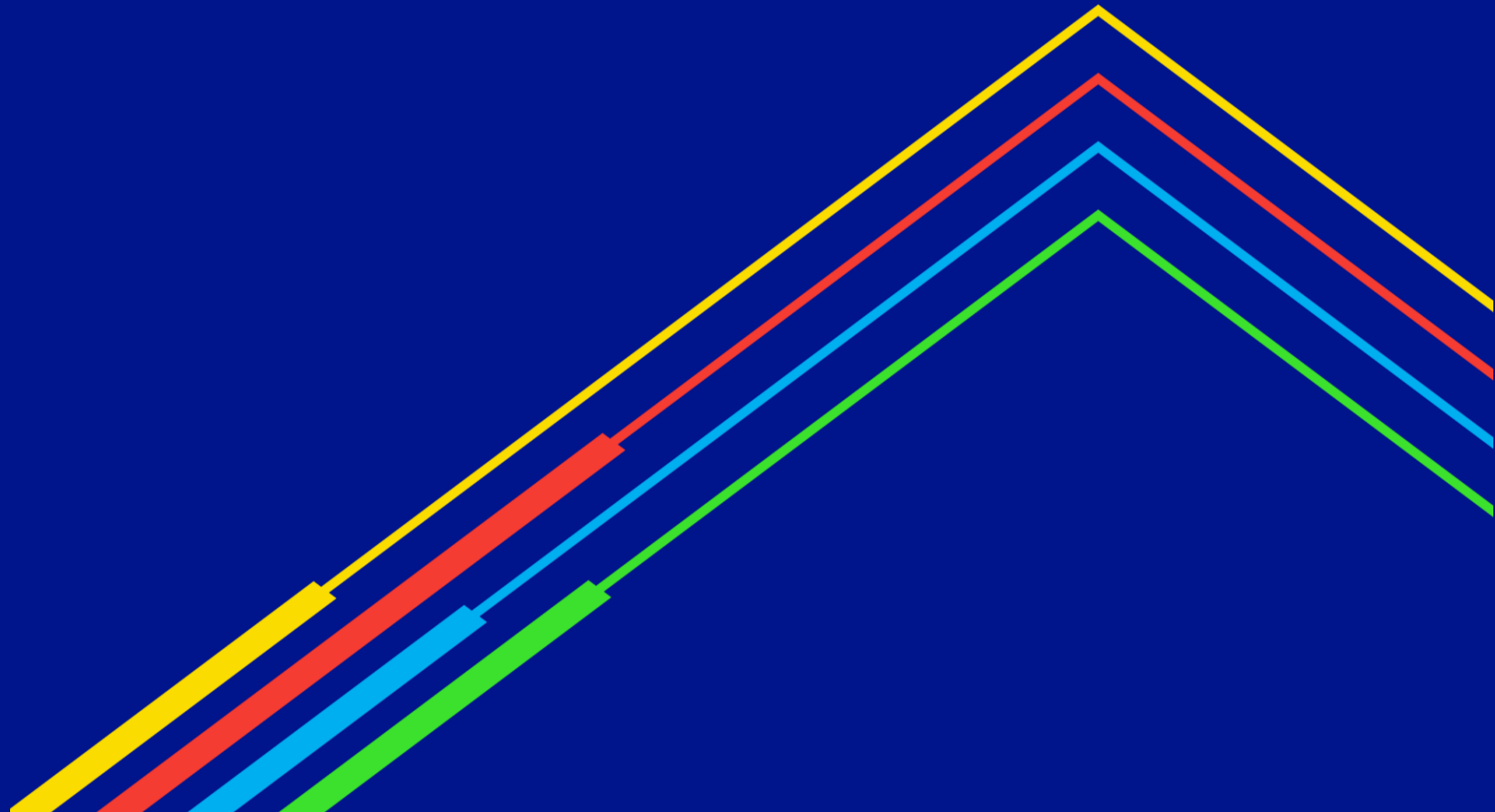


# National Grid Pre-Bid Meeting

Non-Wires Alternatives

New York

Interim 7 Locations



September 2, 2026

national**grid**

# Welcome and Etiquette

- Please note that this meeting is being recorded.
- The meeting includes auditory and visual content and is therefore best streamed through a device that supports both audio and video streaming capability. For the best audio quality, please make sure your computer speakers or headset are turned on and the volume is set as needed so you can hear the presenters.
- Please keep your microphone muted during the presentation.
- If you have any questions during the presentation and during the Q&A session, please submit those to us at any time through the chat feature in Microsoft Teams. We will take time at the end of this session to go over submitted questions.
- We will upload a PDF of this slide deck and corresponding materials for this meeting to the National Grid NWA website within the next week.

# Agenda

|           |                                                    |                            |
|-----------|----------------------------------------------------|----------------------------|
| <b>01</b> | <b>Agenda</b>                                      | Nick Bucci                 |
| <b>02</b> | <b>Introductions</b>                               | Nick Bucci                 |
| <b>03</b> | <b>RFP Timeline</b>                                | Nick Bucci                 |
| <b>04</b> | <b>Overview of the Interim NWA 7 Locations RFP</b> | Chelsea Wolgel             |
| <b>05</b> | <b>Bid Event Process</b>                           | Nick Bucci                 |
| <b>06</b> | <b>Piclo Overview and Demo</b>                     | Piclo Team                 |
| <b>07</b> | <b>Questions &amp; Answers</b>                     | National Grid & Piclo Team |
| <b>08</b> | <b>Closing Remarks</b>                             | Nick Bucci                 |

# Introductions

| <u>Team Member</u>                | <u>Role</u>                                       |
|-----------------------------------|---------------------------------------------------|
| Nick Bucci                        | Senior Category Buyer, US Procurement             |
| Chelsea Wolgel                    | Lead Program Manager, Non-Wires Alternatives      |
| Meaghan Murphy                    | Lead Program Manager, Non-Wires Alternatives      |
| Jhujhar Sarna                     | Engineer, Distribution Integrated Planning        |
| Kyle Brazell                      | Senior Engineer, Distribution Integrated Planning |
| Shubha Jaishankar<br><i>Piclo</i> | Senior DER Manager                                |

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## Interim NWA 7 Location RFP Timeline **UPDATED AS OF 10/6/26**

| <u>Planned Date*</u> | <u>Milestone</u>                                                    |
|----------------------|---------------------------------------------------------------------|
| 8/6/2026             | Procurement Launch                                                  |
| 9/2/2026             | 1 <sup>st</sup> Pre-Bid Meeting                                     |
| <b>10/15/26</b>      | <b>2<sup>nd</sup> Pre-Bid Meeting</b>                               |
| <b>10/19/2026</b>    | <b>EXTENDED:</b> Supplier Clarification Questions Due at 5:00 PM ET |
| 11/3/2026            | All Bid Submissions Due at 5:00 PM ET                               |
| February 2027        | Anticipated Award Date                                              |
| March 2027           | Contract to be Executed                                             |
| June 2027            | Estimated Service Start Date                                        |

# RFP Overview & Solution Requirements

National Grid has identified seven potential NWA opportunities across its electric service territory.

These opportunities have been identified based on forecasted distribution system constraints and asset condition considerations, where load relief provided by potential NWA solutions may help mitigate system risk prior to the completion of planned capital upgrades. Several of the identified substations or nearby stations are scheduled for upgrades due to required load relief and current asset condition ratings. Based on historical, current, and forecasted loading scenarios, targeted load relief can reduce periods of load at risk during the interim period.

*All of these opportunities are anticipated to have NWA solutions needs as early as 2027. While 2027 represents the initial need year for these locations, National Grid recognizes that development timelines may limit some respondents' ability to meet the earliest start date. Respondents are therefore encouraged to propose solutions that target later years, consistent with the forecasted needs identified in the RFP tables, as system capacity needs persist beyond 2027.*

Proposals will be contracted through our [NY Flexibility Services Standard Agreement](#) which is tailored to NWAs to help expedite the procurement process.

|                        | NWA Solution Requirements | Description                                                                                                                                                                                                                                                                                                                      |
|------------------------|---------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Days of Week Needed    | Weekdays and Weekends     | Type of day when the NWA solution could be called on.                                                                                                                                                                                                                                                                            |
| Minimum MW Bid         | 100 kW                    | NWA solution providers must submit at least 100 kW of load relief (i.e., a single bidder, including an aggregator).                                                                                                                                                                                                              |
| 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.                                                                                                                                                                                                     |
| 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 Standard Flexibility Contract for more details. |

# Service Types

Within the NY Flexibility Services Standard Agreement, National Grid is offering two service types for NWAs:

## Real-Time Service (Secure):

refers to DERs (front-of-the-meter and/or behind—the-meter 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 through a utility-owned DER gateway located at each DER site. These assets must respond to real-time 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.**

## Scheduled Service (Sustain):

refers to DERs (front-of-the-meter and/or behind—the-meter 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 Scheduled Service bid shall be 2 hours or 4 hours.**

*For further details regarding the service types, please refer to Appendix E and F of the RFP.*

## NWA RFP Location Details & Needs

| Substation   | Operating District | Zip Code                                  | Municipalities                                        | Summer Need | Winter Need |
|--------------|--------------------|-------------------------------------------|-------------------------------------------------------|-------------|-------------|
| West Adams   | Watertown-13       | 13605                                     | Adams                                                 | 2028 - 2033 | 2032 - 2033 |
| Alder Creek  | Utica-17           | 13301                                     | Forestport                                            | 2028 - 2029 | 2029        |
| Gasport      | Albion-06          | 14067                                     | Gasport                                               | 2028 - 2035 | N/A         |
| Lyndonville  | Albion-06          | 14098<br>14103                            | Lyndonville<br>Medina<br>Ashwood                      | 2027 - 2038 | N/A         |
| Pleasant     | Utica-17           | 13501                                     | Utica                                                 | 2027 - 2030 | N/A         |
| East Pulaski | Pulaski-16         | 13144<br>13114<br>13131<br>14411<br>13145 | Richland<br>Mexico<br>Parish<br>Albion<br>Sandy Creek | 2027 - 2031 | 2030 - 2031 |
| LeRay        | Watertown-13       | 13612                                     | Black River                                           | 2028 - 2033 | 2032 - 2033 |

# NWA RFP Payment Types & Details

- National Grid provides flexibility in the **payment structures** such that bidders have the option to propose:
  - 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;
  - Cost per kW with an availability payment + dispatch (utilization) payment
- **FTM new installations** - cost of interconnection must be included in any bid proposals
- **BTM resources** - bidders should take note of the operational and metering requirements
- **Charging/Delivery/Demand charges** - Charges must be included in bid proposals and only be associated with the NWA dispatch
- **Participation in other markets/programs:** DERs may stack with other retail or wholesale programs and markets so long as the contracted NWA need is not inhibited. See [NY Program Value Stacking Matrix](#) for more details.
- **Incentives:** NYS offers incentives for energy storage projects, including the NYSERDA Energy Storage Incentive. 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>

# FAQ

**Q: 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)?**

A: 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).

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

A: 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.

*NY Program Value Stacking Matrix*

| Programs | NWA | Term-DLM | Auto-DLM | DLRP | VDER                  | 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 | ✓    |

# FAQ

**Q: 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?**

Table 6b: East Pulaski Summer & Winter Need Overview Details

| Criteria                        | Summer Value                | Winter Value                |
|---------------------------------|-----------------------------|-----------------------------|
| COT                             | May 2027 to October 2031    | October 2030 to March 2032  |
| Contract Term                   | 1 year minimum, 5 year need | 1 year minimum, 3 year need |
| Max MW Need                     | 0.90 MW of load relief      | 0.59 MW of load relief      |
| Maximum MWh Need per Day        | 1.2 MWh                     | 0.76 MWh                    |
| Duration per Call               | 4 hours                     | 4 hours                     |
| Service Window                  | 12:00 – 20:00               | 17:00 – 20:00               |
| Number of Times Called per Year | Up to 5                     | Up to 1                     |
| Maximum Consecutive Days Called | 2 days                      | 0 days                      |

Table 6c: East Pulaski Need Breakdown Details

| Summer |      |      | Winter |      |
|--------|------|------|--------|------|
| Year   | MW   | MWh  | MW     | MWh  |
| 2027   | 0.28 | 0.28 | -      | -    |
| 2028   | 0.40 | 0.40 | -      | -    |
| 2029   | 0.37 | 0.37 | -      | -    |
| 2030   | 0.43 | 0.55 | 0.06   | 0.06 |
| 2031   | 0.91 | 1.24 | 0.59   | 0.76 |

A: 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.

# Bid Event Process

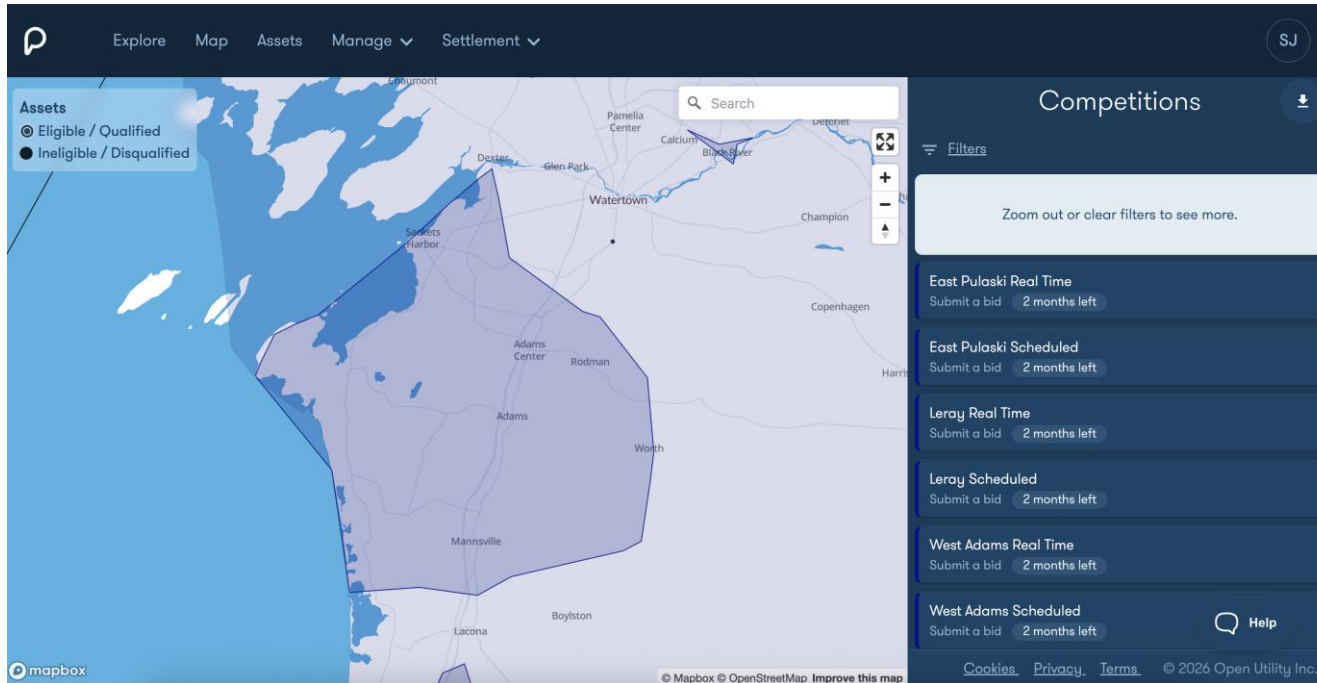
## Process

- All interested bidders must register in the [Piclo platform](#), complete the company qualification questions, and upload your capacity
- All RFP-related questions must be emailed to [Non-WiresAlternativeSolutions@nationalgrid.com](mailto:Non-WiresAlternativeSolutions@nationalgrid.com) by **October 5<sup>th</sup>, 2026**
  - Contact [support@picloflex.com](mailto:support@picloflex.com) if you'd like to submit any technical questions about the Piclo platform
  - In the event a bidder is unable to complete the bid process using the Piclo platform, please reach out to [support@picloflex.com](mailto:support@picloflex.com) and [Non-WiresAlternativeSolutions@nationalgrid.com](mailto:Non-WiresAlternativeSolutions@nationalgrid.com)
- All questions will be anonymized and posted to the National Grid NWA website on rolling basis
- **NO COMMUNICATION ABOUT BID EVENT WITH ANYONE OUTSIDE OF PROCUREMENT**

# RFP Checklist

| Checklist Item                                                                                                                                       |
|------------------------------------------------------------------------------------------------------------------------------------------------------|
| 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                                                                                                 |
| Pricing Model to supplement bid (showing totals by season)                                                                                           |
| If applicable, incorporate charging costs                                                                                                            |
| Optional: Review of other obligations that are being used to secure revenue outside of the NWA contract                                              |

# Piclo Platform Overview and Demo



**We are going to show you the three major steps you need to take to participate in this RFP:**

1. Complete the Bidder Information questions (Appendix A of the RFPs)
2. Upload your asset portfolio and match them to the opportunity
3. Submit pricing and additional checklist items

**Follow along live with us!**

**Visit**

**<https://usa.picloflex.com/>**

# Pointers and Tips

- Don't leave things until the last minute
- Submit questions to National Grid at [Non-WiresAlternativeSolutions@nationalgrid.com](mailto:Non-WiresAlternativeSolutions@nationalgrid.com)
- Check out National Grid's [profile page](#) on the Piclo website and National Grid's [NWA website](#) for up-to-date RFP materials
- Take some time to get acquainted with the Piclo platform
  - Review Help articles and Getting Started Guides on the Piclo [support page](#)
  - Give us feedback - we want the platform to make things easier for you
  - Reach out to Piclo staff if you get stuck on any part of the platform – [support@piclo.com](mailto:support@piclo.com)

## What should you do right after this webinar?

1. Register on the Piclo platform - <https://www.piclo.com/form/sign-up>
2. Complete bidder information questions, upload your asset portfolio, and submit bid and proposal items
3. Set up a 1-1 with Piclo if you have any questions about using the platform - [flex-usa@piclo.com](mailto:flex-usa@piclo.com) or [support@piclo.com](mailto:support@piclo.com)

**Bidding closes November 3, 2026 at 5 PM EST**

# Questions and Answers

## Future Opportunities:

- Please refer back to the [National Grid NWA website](#) or the [Piclo platform](#) for future NWA opportunities. Registering your asset portfolios on the Piclo platform ensures that you will be notified of any upcoming opportunities.
- Questions not addressed during this webinar should be directed to [Non-WiresAlternativeSolutions@nationalgrid.com](mailto:Non-WiresAlternativeSolutions@nationalgrid.com) and [support@piclo.com](mailto:support@piclo.com).



## Wrap Up

To be registered for this RFP, please register on Piclo ([www.piclo.com/form/sign-up](http://www.piclo.com/form/sign-up)) or contact the team at [support@picloflex.com](mailto:support@picloflex.com)



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