

Non Wires Alternative (NWA) and Dynamic Load Management (DLM)

Informational Webinar

January 23, 2025

nationalgrid



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 Piclo platform within the next week.

Agenda

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Introductions

<u>Team Member</u>	<u>Role</u>
David Sullivan	Senior Buyer, US Procurement
Assila Bataineh	Project Manager, NWA
Meaghan Murphy	Lead Project Manager, NWA
Josh Brown	Product Lead, Energy Transition Solutions
Leyla Singh	Analyst, Energy Transition Solutions
Michael Smith	Lead Program Manager, Demand Response
Alex Ghanem <i>Piclo</i>	Northeast US Lead
Will Chapman <i>Piclo</i>	Senior Commercial Manager

Overview of New Krumkill NWA

On October 31, 2024 National Grid filed the New Krumkill RFP where National Grid is looking to procure NWA solutions for their New Krumkill Substation in the **Albany area**.

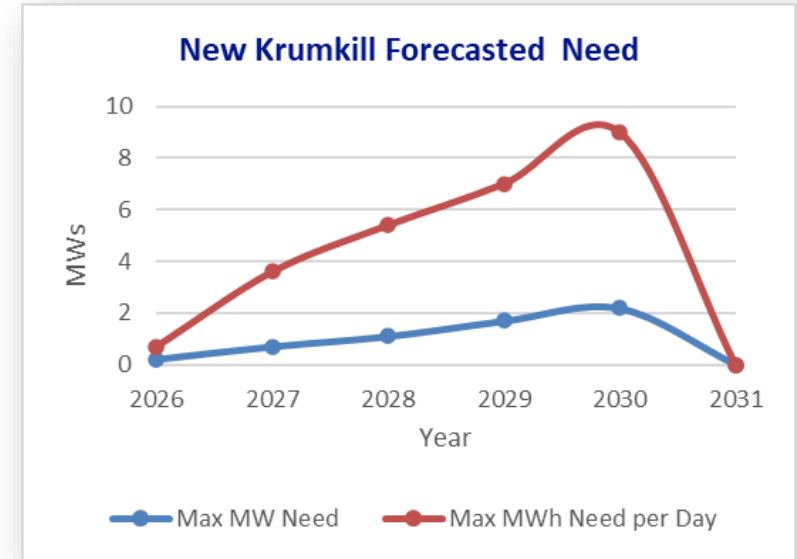
We encourage NWA solution providers to [register on the Piclo Flex](#) platform as all proposals for New Krumkill must be submitted via the Piclo Flex portal by **February 4th**. For assistance using the Piclo Flex portal, please contact support@picloflex.com

For New Krumkill, National Grid introduced two new bidding options and service definitions. Please check Piclo Flex or the [NWA website](#) for more details on the RFP and Flexibility Services Standard Agreement.

Please see the pre-bid webinar on [Piclo Flex](#) for an overview of the NWA details.

NWA Secure Service, which is geared toward DERs that can respond to **real-time dispatches** from us after receiving an advanced (e.g. day-ahead) notification. This dispatch signal is dependent on real-time system conditions and requires more advanced telemetry equipment between the DER and our grid management system.

NWA Sustain Service, which is geared towards a single or an aggregation of DERs that can deliver a **flat level dispatch** when called upon in advance (e.g. day ahead) by us, based on the pre-agreed output or load reduction over a fixed time window and a minimum run time defined for the DER.



Load Forecast		
Year	Peak MW	Max MWh per Day
2026	0.2	0.7
2027	0.7	3.6
2028	1.1	5.4
2029	1.7	7.0
2030	2.2	9.0

Overview of Term and Auto DLM Program

In accordance with the Procurement Order, the Term-DLM Program will be offered system-wide in the Company's electric service territory. Term-DLM resources will offer peak-shaving benefits to the Company's system and will be called on upon no less than 21 hours advance notice.

The Auto-DLM Program will be offered in specified areas within the Company's electric service territory, as noted in this RFP. Auto-DLM resources will need to provide both peak shaving benefits as well as reliability services and for 2026 Vintage Year will be given 21 hours advance notice.

National Grid has selected 6 locations for the Auto DLM program, each of these locations will examine bids received in order to fill the need identified (further details available in section 4.1 of the RFP):

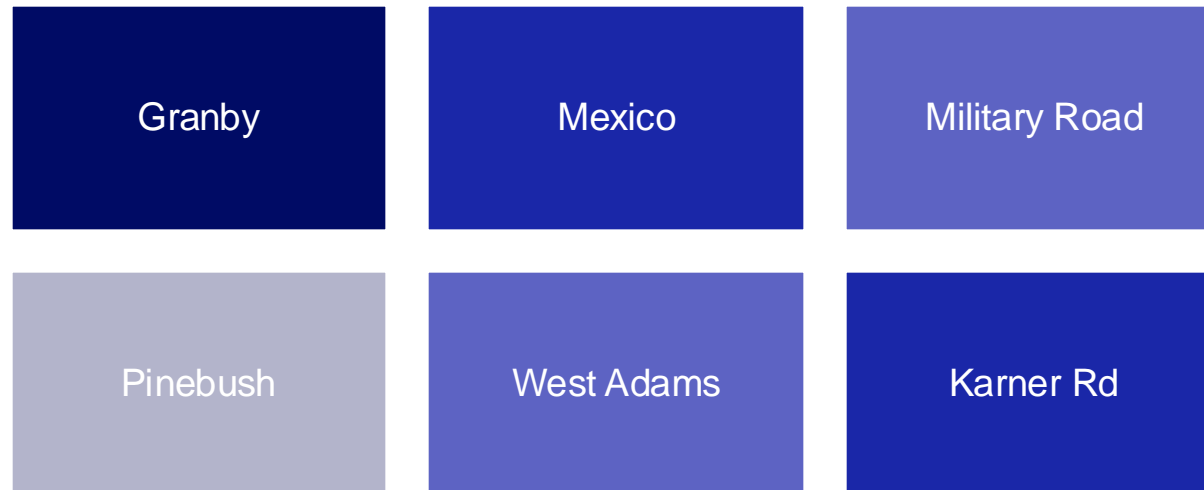


Table Comparison

The NWA and DLM projects are run through different teams and programs, please see respective RFPs and contracts for details as each solution is required to meet different needs and areas.

	NWA – New Krumkill	DLM
Eligible DER Solutions	Technology Agnostic*	Technology Agnostic*
Minimum Solution Capacity	100 kW	50 kW
Contract Term	Minimum: 1 Year	Term-DLM: 3 Years Auto-DLM: 5 Years
Schedule (Frequency of Opportunities)	Ad hoc	Annually
Service Window	13:00-19:00 (New Krumkill Specific)	Varies by location, see RFP section 4.1 for location-specific dispatch windows
Duration per Call	Up to 4 continuous hours The Minimum Run Time for any proposed NWA Sustain Service bid shall be 2 hours or 4 hours	4 Hours
Metering Requirements	Secure Services: RFP Appendix B (Real-time) Sustain Services: RFP Appendix C (Interval Metering)	Interval Metering
Performance Requirements	95% Availability	80% Availability Term-DLM, 90% Availability Auto-DLM
Minimum Advance Notice of Dispatch	24 Hours	21 Hours
Payments Structure	See RFP (4.4 Payment Structures)	See Section 4.5 of RFP

*The NWA and DLM programs are technology agnostic, developers must ensure that the solution is able to meet the requirements set forth in the RFP and Flexibility Services Standard Agreement (contract agreement)

Other Clarifications

Can National Grid assist developers with land permitting and interconnections?

A: No, it is the developers' roles and responsibility to acquire all needed permits and interconnect the NWA solution.

Who maintains operational control of DER assets (in the context of project developers)?

A: Project developers and DER owners shall be responsible for day-to-day operations and control of the asset. For DERs contracted to provide the Flex Secure service they may be controlled directly by National Grid only during the dispatch event. DERs contract to provide the Flex Sustain service shall be controlled entirely by the DER Owner.

Value stacking: can you do coincident peak programs?

A: Term-DLM and Auto-DLM programs cannot be stacked with other National Grid DR Programs, however they can be stacked with NYISO SCR and NYISO DERA. NWA solutions are allowed to dual participate as long as the contract requirements can be met.

Does National Grid have any DER OEM preferences / an approved manufacturer list?

A: National Grid does not have a list of approved manufacturers, the developer must ensure that the solution meets all the requirements set forth in the pre-qualifications, contract agreement and RFP.

What do Construction Services Agreements look like with National Grid (in the context of project developers)?

A: The standard agreement attached to the RFP covers the vendor requirements for developing a new asset that will be contracted by National Grid to provide reliability services. Should the project developer wish to do a build-transfer with National Grid, the Engineering, Procurement, and Construction Agreement can be found on our website: https://www.nationalgridus.com/media/procurement/800_form_engineering_procurement_construction.pdf

Do you have a map of AMI roll-out for residential meters across Grid's territory?

A: There is not map of the AMI roll-out at this time, please see the Term & Auto DLM Q&A for specifics pertaining to AMI roll-out in Auto DLM locations.

Value Stacking Matrix

Programs	NWA	Term-DLM	Auto-DLM	VDER	NYISO*	CSRP
NWA	--	✓	✗	Yes except LSRV	SCR, DERA, EDRP	✓
Term-DLM	✓	--	✗	Yes except DRV & LSRV	SCR, DERA, EDRP	✗
Auto-DLM	✗	✗	--	Yes except DRV & LSRV	SCR, DERA, EDRP	✗

*Value Stacking is allowed as long as the solution is able to meet requirements in the contract

RFP Timelines

New Krumkill NWA

<u>Planned Date</u>	<u>Milestone</u>
11/06/2024	Procurement Launch
11/20/2024	Pre-Bid Conference Call
1/27/2025	Written Questions Due
1/29/2025	Answers to Questions Posted to <u>Piclo Platform</u>
2/4/2025	Bid Price Submissions Due at 5:00 PM EST
6/1/2025	Anticipated Award Date
6/1/2026	Estimated Service Start Date

Auto & Term DLM 2026

<u>Planned Date</u>	<u>Milestone</u>
12/2/2024	Procurement Launch
12/17/2024	Pre-Bid Conference Call
1/8/2025	Written Questions Due
1/22/2025	Answers to Questions Posted to <u>Piclo Platform</u>
2/28/2025	Bid Submissions Due at 5:00 PM EST
4/1/2025	All bidders notified of their status
5/30/2025	Contracts/Program Agreement Executed (Appendix C)
11/1/2025	Early Exit Deadline for 2026 Capability Period
4/1/2026	Enrollment Deadline for List of Resources Commencing Participation in 2026 (Appendix D)
5/1/2026	Contract Performance for 2026 Begins

Live Q&A

- Please note that this meeting is being recorded and all questions will be posted publicly to the Q&A doc on the Piclo Website.



Top Tips to Remember

- Don't leave things until the last minute
- Never hesitate to reach out to Piclo and ask for help
- Give us feedback - we want the platform to make things easier for you
- Rewatch recording and review presentation
- Review Help articles and Getting Started Guides on the Piclo [support page](#)
- Check out National Grid's [profile page](#) on Piclo website

What should you do right now?

1. Register on the Piclo platform - <https://usa.picloflex.com/>
2. Set up a 1-1 with Piclo if you have any questions - flex-usa@piclo.energy
3. Complete company qualification questions and upload asset capacity
4. Submit your bid!

New Krumkill NWA Bidding closes February 4th, 5 PM EST

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