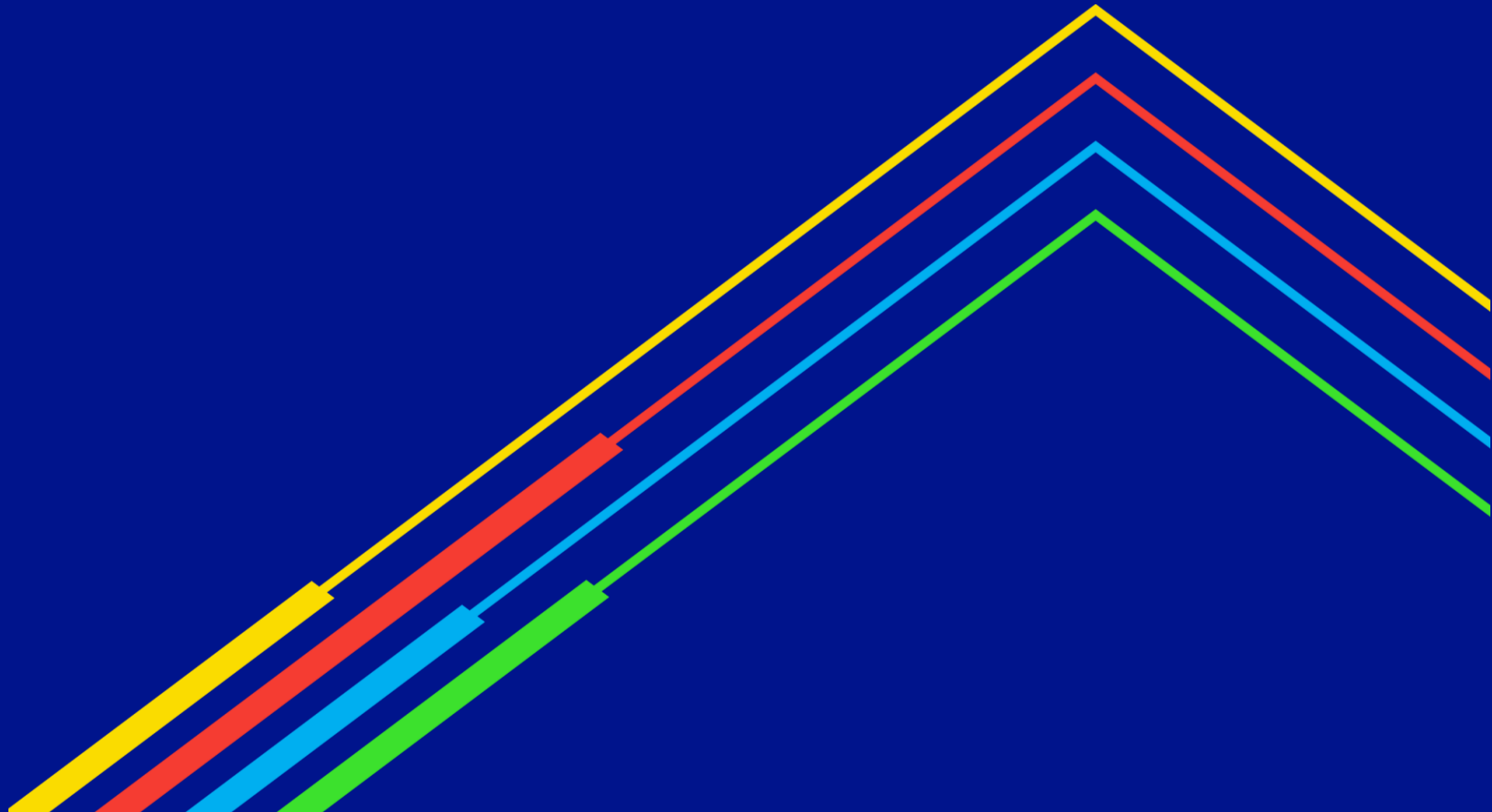


MA NWA Summer 2025 RFP

Pre-Bid Meeting

June 17, 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 Piclo within the next week.

Agenda

01	Agenda	David Sullivan
02	Introductions	David Sullivan
03	RFP Timeline	David Sullivan
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08	Closing Remarks	David Sullivan

Introductions

<u>Team Member</u>	<u>Role</u>
David Sullivan	Senior Buyer, US Procurement
Steven Hopengarten	Lead Analyst, Energy Transition Solutions
Leyla Singh	Analyst, Energy Transition Solutions
Daniel Yung	Principal Analyst, NE Commercial and Customer Strategy
Emily Slack	Manager, Distribution Planning and Asset Management
Alex Ghanem <i>Piclo</i>	Northeast U.S. Lead
Will Chapman <i>Piclo</i>	Senior Commercial Manager, Northeast U.S.
Shubha Jaishankar <i>Piclo</i>	Senior DER Manager, Northeast U.S.

RFP Timeline

<u>Planned Date</u>	<u>Milestone</u>
06/02/2025	Procurement Launch
06/17/2025	Pre-Bid Conference Call
06/23/2025	Written Questions Due
07/01/2025	Answers to Questions Posted to Piclo Platform
07/15/2025	Bid Price Submissions Due at 5:00 PM EST
07/28/2025	Anticipated Award Date
08/04/2025	Contract to be Executed
08/14/2025	Estimated Service Start Date

*All dates are subject to change based on regulatory review

MA NWA Summer 2025 RFP Overview

On June 2, 2025 National Grid launched the [MA summer 2025 RFP](#). We encourage NWA solution providers to [register on the Piclo platform](#) to get notified of the upcoming RFPs / competition releases from National Grid. All proposals must be submitted via the Piclo portal. For assistance using the Piclo portal, please contact support@piclo.energy.

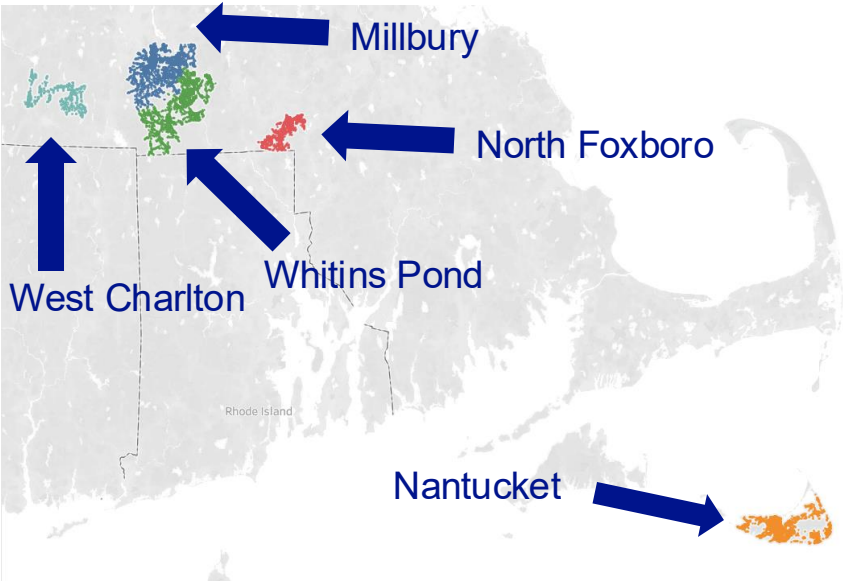
NWA Proposal: Near term load relief for each area is needed for summer 2025 until an area plan is implemented. An interim NWA approach is being proposed as a solution until upgrades are completed or asset deferrals are decided. NWA solutions would offset the risk by leveraging existing technology in the areas that are able to reduce the load during peaks.

Each of these locations will be contracted through our new [MA Flexibility Standard Agreement](#) which is tailored to NWAs to help expedite the procurement process.

All funding for the summer 2025 competitions addressed by this RFP are dependent on approval by the Massachusetts Department of Public Utilities (DPU) of the Grid Services Compensation Fund (GSCF) that was proposed in National Grid’s Electric Sector Modernization Plan (ESMP). National Grid is currently reviewing docket 24-11 from the DPU released on June 13, 2025 regarding the ESMP.

Load Forecast & Forecasted Daily MWhs

Location	MWs	Max Daily MWhs
Millbury	6.8	30.1
North Foxboro	2.0	4.7
West Charlton	3.0	5.3
Whitins Pond	1.2	2.6
Nantucket	13.6	108.4
Total	26.0	151.1



RFP Specifications

Location	MW Need	Eligible Solutions	Approximate Guide Price (per MW)	Approximate Guide Price (per MWh)
Millbury	6.8 MW	All DERs, excluding EVs	\$145,000	\$2,798
North Foxboro*	2 MW	Front-of-the-Meter	\$162,500	\$32,215
West Charlton	3 MW	All DERs, excluding EVs	\$162,500	\$6,417
Whitins Pond	1.2 MW	All DERs, excluding Evs	\$810,500	\$117,548
Nantucket*	13.6 MW	Front-of-the-Meter	\$550,000	\$5,470

- Due to the limited timeframe between the submission of RFP bids and the corresponding contracting and dispatch dates, **only existing assets will be considered for summer 2025 competitions.**
- In the North Foxboro (South Wrentham) and Nantucket areas, **only assets directly connected to the grid (commonly known as “Front of the Meter” or “standalone”) will be accepted.** All other assets in those areas are ineligible to participate¹.
- Electric Vehicle (EV) charging assets **are not eligible** for consideration for the summer 2025 competitions.
- National Grid will **only be accepting Scheduled Dispatch (day-ahead) bids** for summer 2025 needs.

Payment Structures (RFP Section 4.5)

Bidders have an option of several payment structures:

- 1) A fixed contract cost (i.e, availability payment), regardless of the number of dispatches where bidders may propose a fixed contract price for a fixed load relief for a certain period of time
- 2) A cost per MW-hr performance rate (i.e. utilization payment)
- 3) A cost per MW-hr performance rate (i.e. utilization payment) with an availability payment

Bidders must account for standard utility electric service costs, inclusive of delivery charges, when submitting a price. For aggregations and BTM assets, bidders should account for their monthly delivery charges. Demand charges should only be associated with the NWA dispatch.

Pre-submitted Q&A Responses

1. The National Grid RFI lists different feeders than the current RFP. Which feeders are correct?

A: The feeders included in the original Request-for-Information (RFI) launched in March differs compared to the feeders included in the Request-for-Proposal (RFP) due to the threshold at which National Grid evaluates thermal constraints. Please refer to the RFP for the most up to date list of feeders.

2. What programs can we value stack National Grid NWAs with? Can we also participate in coincident peak programs?

A: So long as the DER project's ability to respond to dispatches from National Grid and provide the flexibility services as determined by the NWA agreement is not inhibited, the DER may stack with other programs such as MA SMART, Clean Peak Standard, and other programs and markets. Please refer to Section 3.6 of Appendix B in the Standard Agreement for more information.

3. Can BTM export-limited storage move on an expedited interconnection path?

A: National Grid does not currently offer an expedited interconnection path for NWAs for summer 2025.

4. Can developers bid a multi-year fixed contract price prior to ISA?

A: The MA summer 2025 RFP is only accepting bids for existing assets for the summer 2025 season. National Grid plans to release future RFPs that will allow for multi-year bids prior to a completed ISA.

5. Why are many of the feeders in the RFP not Clean Peak DCM eligible?

A: The Distribution Circuit Multiplier list is set based on DOER's analysis of our public annual service quality reports, attempting to identify our most heavily loaded feeders ([see guidelines](#)). National Grid does not directly establish or update the DCM values, only the annual reports they are based on.

6. Please clarify whether you seek a turnkey program, including operation of the flexibility resource or whether you would accept responses that offer system and program design, but not operations.

A: National Grid is only interested in procuring flexible capacity and not advisory services.

Bid Event Process

Process

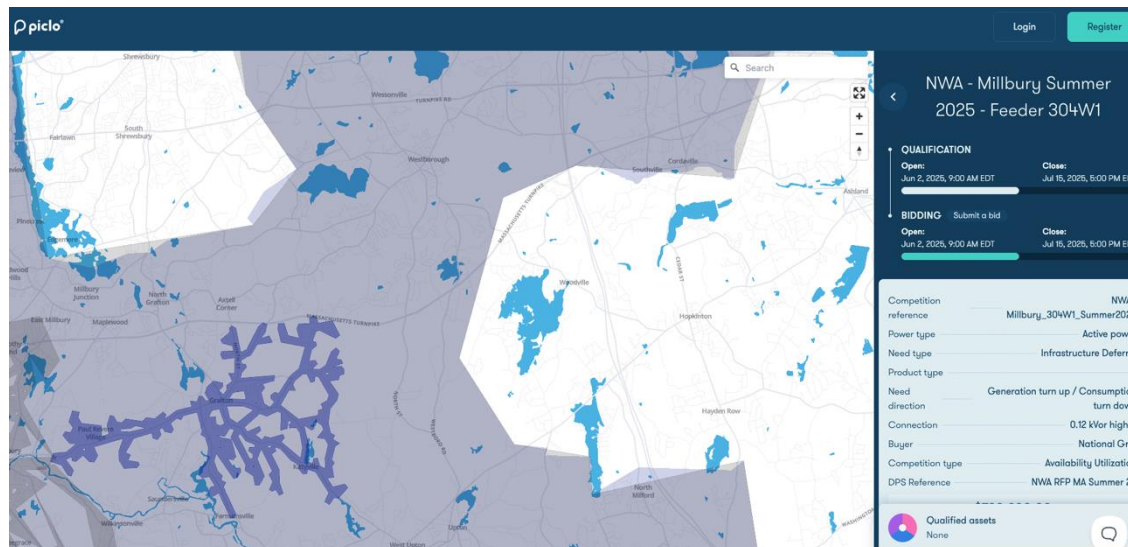
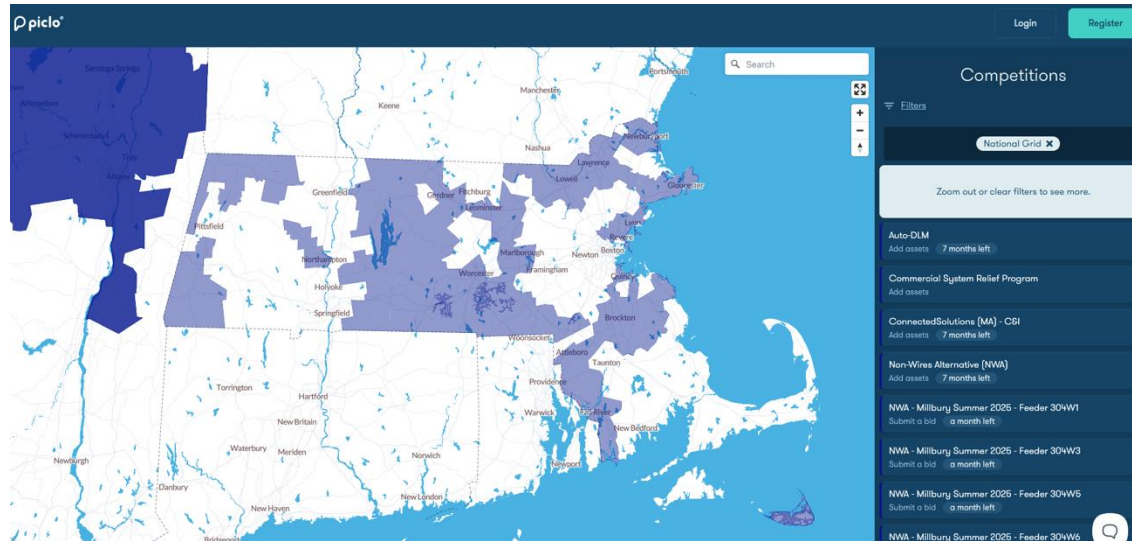
- All interested bidders must register in the [Piclo platform](#), complete the company qualification questions, upload assets, and submit a bid.
- All RFP-related questions must be emailed to Non-WiresAlternativeSolutions@nationalgrid.com by **June 23, 2025**
 - Contact support@piclo.energy if you'd 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@piclo.energy and Non-WiresAlternativeSolutions@nationalgrid.com
- All questions will be anonymized and posted to the [Piclo website](#) under the "Status" tab > "Current Massachusetts Opportunities"
- **NO COMMUNICATION ABOUT BID EVENT WITH ANYONE OUTSIDE OF PROCUREMENT**

Piclo Overview: An Independent DER Marketplace



We are helping National Grid administer this RFP – we are here to make the process **easier and scalable** for you

Piclo Platform Overview and Demo



Follow along live with us!

Visit

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

Piclo Platform Bidding Overview

All bidding information MUST be inputted using the suggested format:

Home

Markets

Assets

Manage

WC

<

NWA - Millbury Summer 2025 - Feeder 304W1

QUALIFICATION

Open: Jun 2, 2025, 9:00 AM EDT

Close: Jul 15, 2025, 5:00 PM EDT

BIDDING

Submit a bid

Open: Jun 2, 2025, 9:00 AM EDT

Close: Jul 15, 2025, 5:00 PM EDT

Competition reference

Millbury_304W1_Summer2025

Power type

Active power

Need type

Infrastructure Deferral

Product type

-

Need direction

Generation turn up / Consumption turn down

Connection

0.12 kV or higher

Buyer

National Grid

Competition type

Availability Utilization

DPS Reference

\$2,798.00/MWh

Utilization guide price

Submit bid

Jul 15, 2025, 5:00 PM EDT

Competition close

a month left

You can submit and edit bids up until the competition close date.

You have **1 qualifying asset** with a total capacity of **1 MW**.

You are bidding with: **1 / 1** qualifying asset (**1 MW**).

View or edit included assets

Apply one bid to entire competition

Summer 2025

August 15 2025

October 31 2025

16:00-22:00

1.2 MW

Contract start

Contract end

Contract hours

Total need

Capacity

Maximum runtime

Availability offer

Utilization offer

MW

D HH:MM:SS

\$/MW/h

\$/MWh

Submit your bid

☐

Confirm that you adhere to the National Grid rules for this competition

National Grid

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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. Set up a 1-1 with Piclo if you have any questions along the way - flex-usa@piclo.energy
2. Register your company on the Piclo platform if you haven't already – <https://piclomax.com/register-new>
3. Review the Massachusetts NWA competitions for additional details
4. Complete the company qualification (CQ) questions
5. Upload your operational assets (in parallel to completing CQ questions or after)
6. Submit your bid

Bidding closes July 15th, 5 PM EDT

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.



Future Opportunities:

- National Grid may run subsequent RFPs for the locations in this RFP for various seasonal needs through 2029. Those RFPs may include the potential for seasonal or multi-year agreements. The details of future needs can be found in Section 5 and Appendix C of the RFP.
- National Grid is also currently pursuing a [Request-for-Information \(RFI\)](#) in the Gilbert Mills, NY area.
- Please refer back to the [National Grid NWA website](#) or the [Piclo platform](#) for future NWA competitions. Registering your asset 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 and support@piclo.energy.

Wrap Up

To be registered for this RFP, please register on Piclo Flex (<https://piclomax.com/register-new/>) or contact the team at support@piclo.energy



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