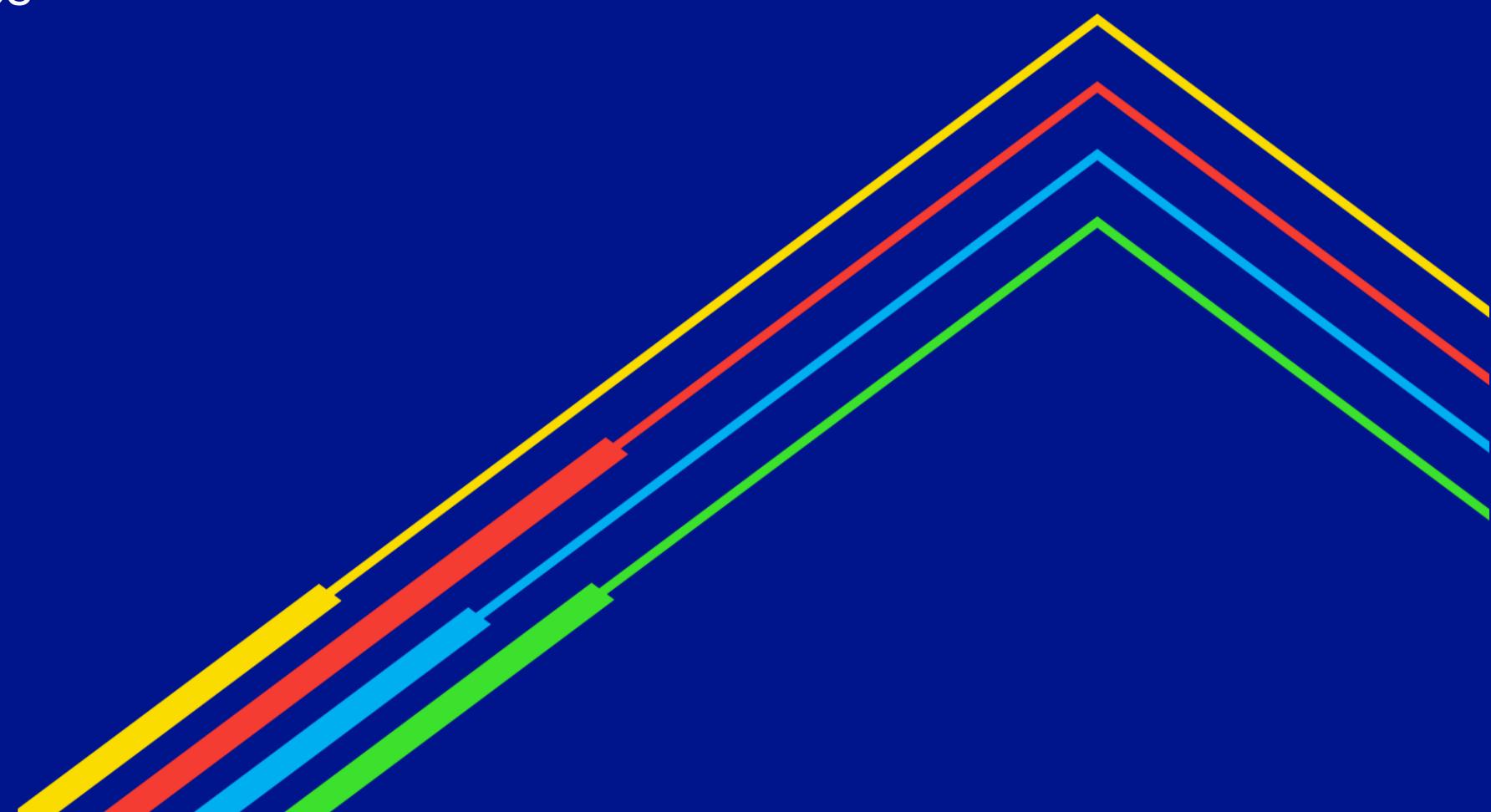


National Grid Pre-Bid Meeting

Non-Wires Alternatives

New York

Gilbert Mills RFP



February 24, 2026

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 National Grid NWA website within the next week.

Agenda

01	Agenda	David Sullivan
02	Introductions	David Sullivan
03	RFP Timeline	David Sullivan
04	Overview of the Gilbert Mills RFP	Chelsea Wolgel
05	Bid Event Process	David Sullivan
06	Piclo Overview and Demo	Piclo Team
07	Questions & Answers	National Grid & Piclo Team
08	Closing Remarks	David Sullivan

Introductions

<u>Team Member</u>	<u>Role</u>
David Sullivan	Senior Buyer, US Procurement
Chelsea Wolgel	Lead Program Manager, Non-Wires Alternatives
Assila Bataineh	Senior Engineer, Non-Wires Alternatives
Meaghan Murphy	Lead Program Manager, Non-Wires Alternatives
Kyle Brazell	Senior Engineer, Distribution Integrated Planning
Alex Ghanem <i>Piclo</i>	North American Commercial Lead
Shubha Jaishankar <i>Piclo</i>	Senior DER Manager

Gilbert Mills RFP Timeline

<u>Planned Date*</u>	<u>Milestone</u>
1/29/2026	Procurement Launch
2/24/2026	Pre-Bid Meeting
4/03/2026	Supplier Clarification Questions Due at 5:00 PM ET
4/10/2026	All Bid Submissions Due at 5:00 PM ET
May 2026	Anticipated Award Date
May 2026	Contract to be Executed
June 2026	Estimated Service Start Date

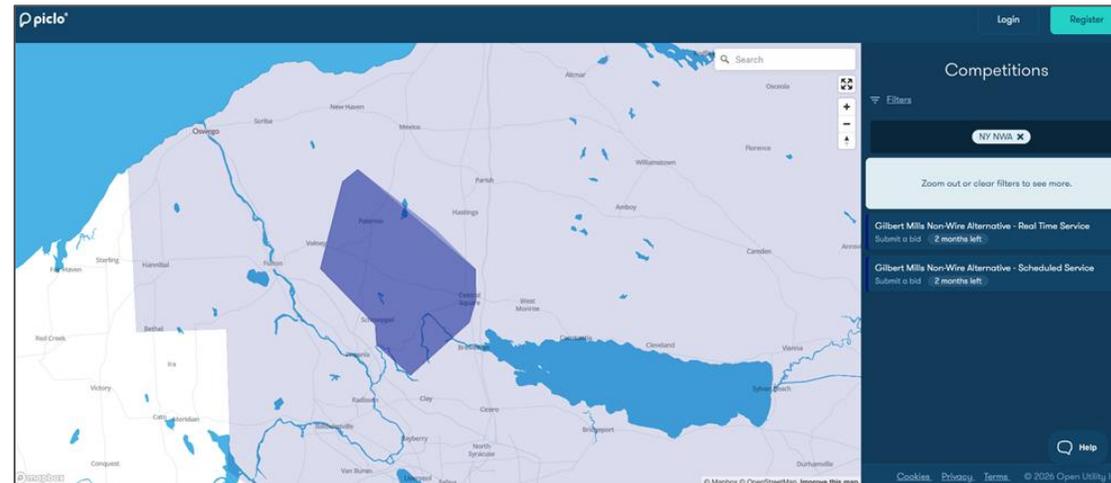
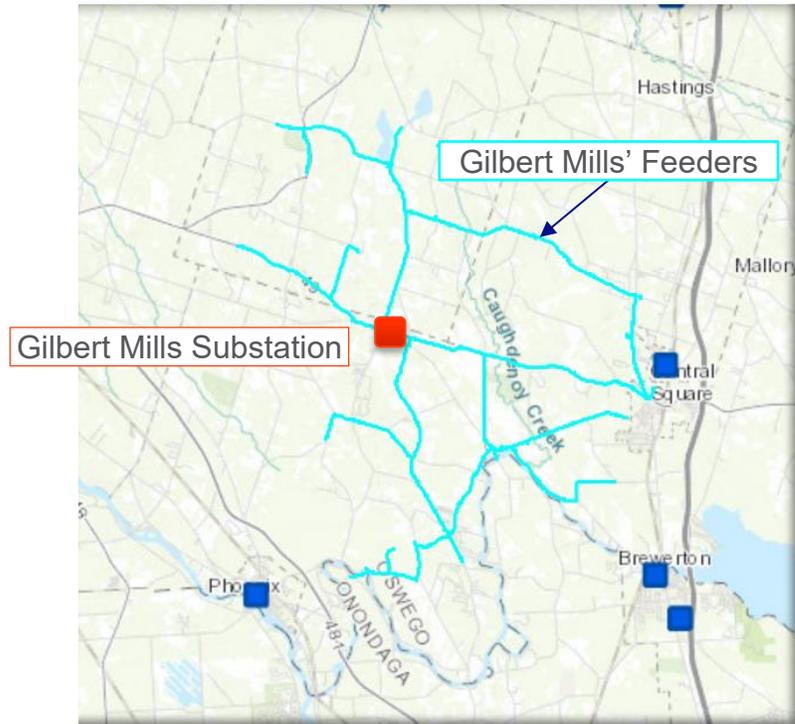
National Grid *All dates are subject to change based on regulatory review

Gilbert Mills RFP Overview

Need Statement: 13.2 kV National Grid substation that has been identified with load at risk in both normal and contingency scenarios. The substation will be rebuilt starting in 2027 based on asset condition and increasing load concerns but is not expected to be completed until 2030.

NWA Potential Solution: Load relief required for both Normal and N-1 Scenarios up to 2031. The interim NWA solution would minimize risk of outages and minimize switching needs while increasing reliability in the area. The proposal is seeking 2.7 MW of yearly load relief from June 2026 to October 2030.

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



Feeder (String)
36_11_24751
36_11_24752
36_11_24753

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. These assets must respond to 6-second internal signals during live NWA events, enabling real-time load following.

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.

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

Gilbert Mills RFP – Solution Requirements

Solution Requirements		Description
Feeders	24751, 24752, 24753	Feeder string 36_11_2475[#]
Commercial Operation Term	June 2026 to October 2030	Seeking minimum one-year contract and may consider a contract beyond 5 years
Maximum MW Need	2.7 MW of load relief	Will consider partial NWA solutions or portfolio solutions
Minimum MW Bid	100 kW	Assets/aggregations are required to provide a minimum bid of 100kW
Maximum MWh Need per Day	12 MWh	Largest continuous 24-hour MWh need
Operating Voltage	13.2 kV	All feeders are supplied from 115kV–13.2kV transformers. The 13.2 kV system is grounded wye.
Duration per Call	Up to 6 continuous hours	Not all hours may be at the “Maximum MW Need”
Minimum Run Time	2 hours	Will consider partial NWA solutions or portfolio solutions
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
Service Window	12:00-21:00, Weekdays and Weekends	Earliest/latest possible times and days of need
Number of Times Called per Year	Up to 20	Solution must be available for at least the number of times called per year
Maximum Consecutive Days Called	Up to 3	Number of consecutive days that the NWA solution may be called upon
Guaranteed Performance	95% availability	Amount of load reduction the NWA solution provides during a dispatch window as a percentage of the amount called upon by the Company
Approximate Total Project Value	\$1,610,000	Value covers full need from 2026 to 2030

Gilbert Mills 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 requirements for 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	✓

Bid Event Process

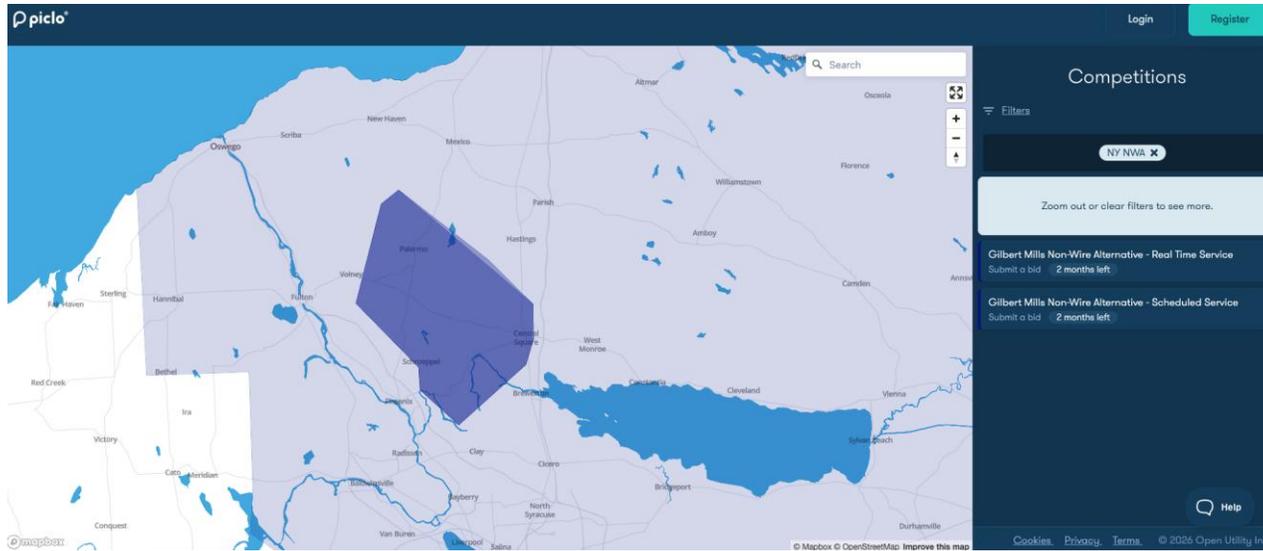
Process

- 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 by **April 3, 2026**
 - Contact 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 and 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
- 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.energy

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.energy or support@piclo.energy

Bidding closes April 10, 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 and support@piclo.energy.



Wrap Up

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



nationalgrid