

Request for Proposal for Participation in Term-DLM Program and Auto-DLM Program

Pre-Bid Meeting

December 17, 2024

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 Ariba within the next week.

Agenda

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|-----------|--|--------------------|
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Introductions

| <u>Team Member</u> | <u>Role</u> |
|-----------------------------------|---|
| David Sullivan | Senior Buyer, US Procurement |
| Michael Smith | Demand Response C&I Manager, C&I Portfolio Delivery NY |
| Alex Ghanem <i>Piclo</i> | Northeast US Lead |
| Will Chapman <i>Piclo</i> | Senior Commercial Manager |
| Shubha Jaishankar <i>Piclo</i> | Senior DER Manager |

RFP Timeline

| <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 |

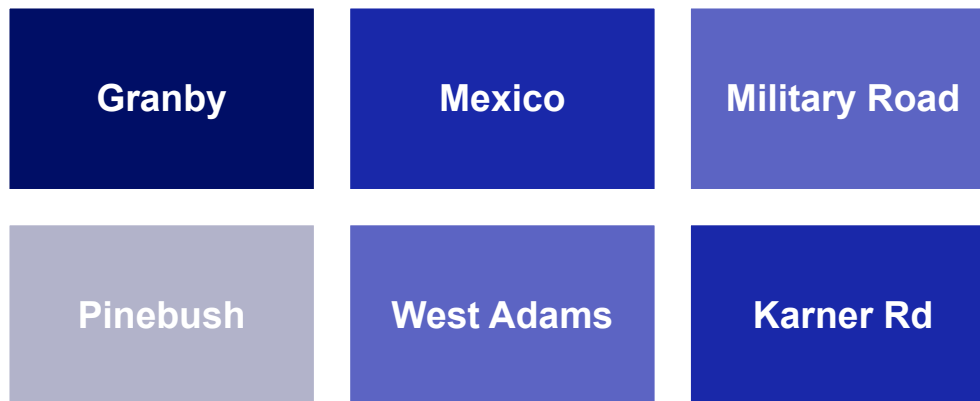
*All dates are subject to change based on regulatory review

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:



Bid Event Process

Process

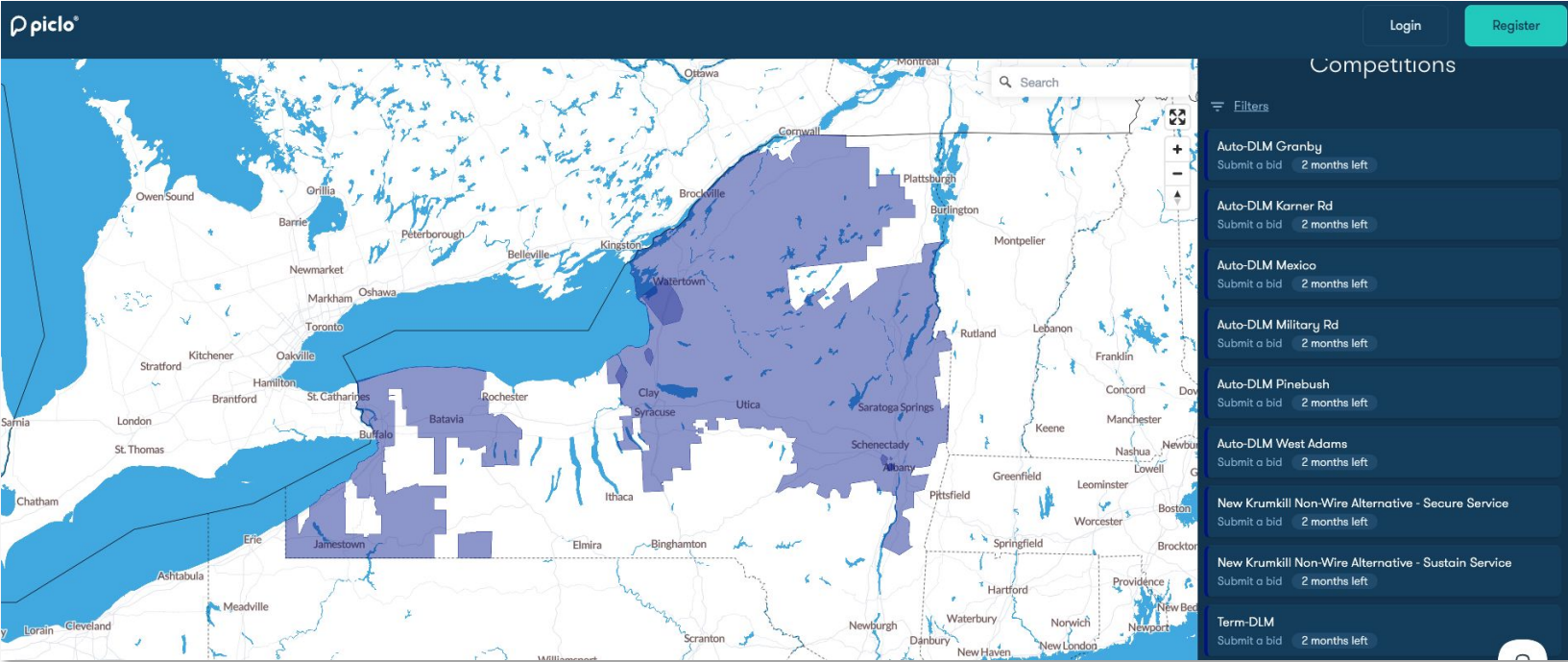
- All interested bidders must register in [Piclo Flex](#), complete the company qualification questions, and upload your capacity
- All RFP-related questions must be emailed to TermandAutoDLM@Nationalgrid.com by **January 8, 2025**
 - Contact support@picloflex.com if you'd like to submit any technical questions about the Piclo Flex platform
- Bidders will receive answers to all questions by **January 22, 2025**. All questions will be anonymized and posted to the [Piclo website](#) under the “Dynamic Load Management (DLM)” tab
- Bids must be received by **February 28, 2025**
- **NO COMMUNICATION ABOUT BID EVENT WITH ANYONE OUTSIDE OF PROCUREMENT**

Piclo Overview: 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



Follow along live with us!

Visit

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

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

Are you an approved CSP with National Grid, or a NYISO DR provider?

- If you are one of the organizations below, you do not need to complete the company qualification questionnaire. Instead, all you need to do to participate is:
 1. [Register](#) for an account on the Piclo platform
 2. Fill out and sign the NDA ([Appendix E](#)), and send it to support@picloflex.com
 3. Upload your proposed capacity, and submit your \$ bid

What should you do right now?

1. Register on the 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

Bidding closes February 28th, 5 PM EST

Questions and Answers



Wrap Up

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



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