

# Request for Proposal for Participation in 2027 Term-DLM Program and Auto-DLM Program

## Pre-Bid Meeting

December 10, 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 Ariba within the next week.

# Agenda

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# Introductions

<u>Team Member</u>	<u>Role</u>
<b>David Sullivan</b>	<b>Senior Buyer, US Procurement</b>
<b>Michael Smith</b>	<b>Principal Program Manager, Demand Response</b>
<b>Alex Ghanem</b> <i>Piclo</i>	<b>North American Commercial Lead</b>
<b>Shubha Jaishankar</b> <i>Piclo</i>	<b>Senior DER Manager</b>

# RFP Timeline

\*All dates are subject to change based on regulatory review

<u>Planned Date</u>	<u>Milestone</u>
11/20/2025	Procurement Launch
12/10/2025	Pre-Bid Conference Call
1/7/2026	Written Questions Due
1/21/2026	Answers to Questions Posted
2/27/2026	Bid Submissions Due
4/1/2026	All bidders notified of their status
5/29/2026	Contracts/Program Agreement Executed (Appendix C)
11/1/2026	Early Exit Deadline for 2026 Capability Period
4/1/2027	Enrollment Deadline for List of Resources Commencing Participation in 2027 (Appendix D)
5/1/2027	Contract Performance for 2027 Begins
4/1/2028	Enrollment Deadline for List of Resources Commencing Participation in 2028 (Appendix D)
5/1/2028	Contract Performance for 2028 Begins

# Overview of Term and Auto DLM Program

**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 2027/ 2028 Vintage Year will be given 21 hours advance notice.**

**National Grid has selected 10 locations for the Auto DLM program, each of these locations will examine bids received in order to fill the need identified:**

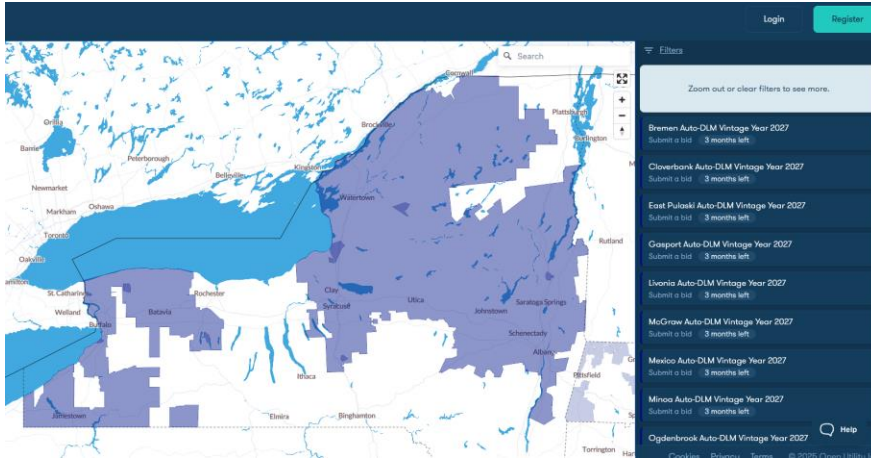
East Pulaski	Minoa	McGraw	Bremen	Mexico
Park	Cloverbank	Gasport	Ogdenbrook	Livonia

# 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](mailto:TermandAutoDLM@Nationalgrid.com) by **January 7, 2026**
  - Any Piclo Flex technical questions/issues (relating to the platform itself) can be emailed to [flex-usa@piclo.energy](mailto:flex-usa@piclo.energy) or [support@picloflex.com](mailto:support@picloflex.com)
- Bidders will receive answers to all questions by **January 21, 2026**
- Bids must be received by **February 27, 2026**
- **NO COMMUNICATION ABOUT BID EVENT WITH ANYONE OUTSIDE OF PROCUREMENT**

# 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 CSP Qualifications questions (Appendix B of the RFP)
2. Upload your asset portfolio and match them to opportunities
3. Submit your capacity (and pricing, if Term-DLM)

**Follow along live with us!**

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



# Pointers and Tips

- Don't leave things until the last minute
- Don't hesitate to submit questions to National Grid at [TermandAutoDLM@nationalgrid.com](mailto:TermandAutoDLM@nationalgrid.com)
- Check out National Grid's [profile page](#) on the Piclo website and National Grid's [DLM 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](mailto:support@piclo.energy)

# What should you do right after this webinar?

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

**RFP responses are due February 27, 2026**

# Questions and Answers



## Wrap Up

To be registered for this RFP, please register on Piclo (<https://usa.picloflex.com/>) or contact the team at [flex-usa@piclo.energy](mailto:flex-usa@piclo.energy)



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