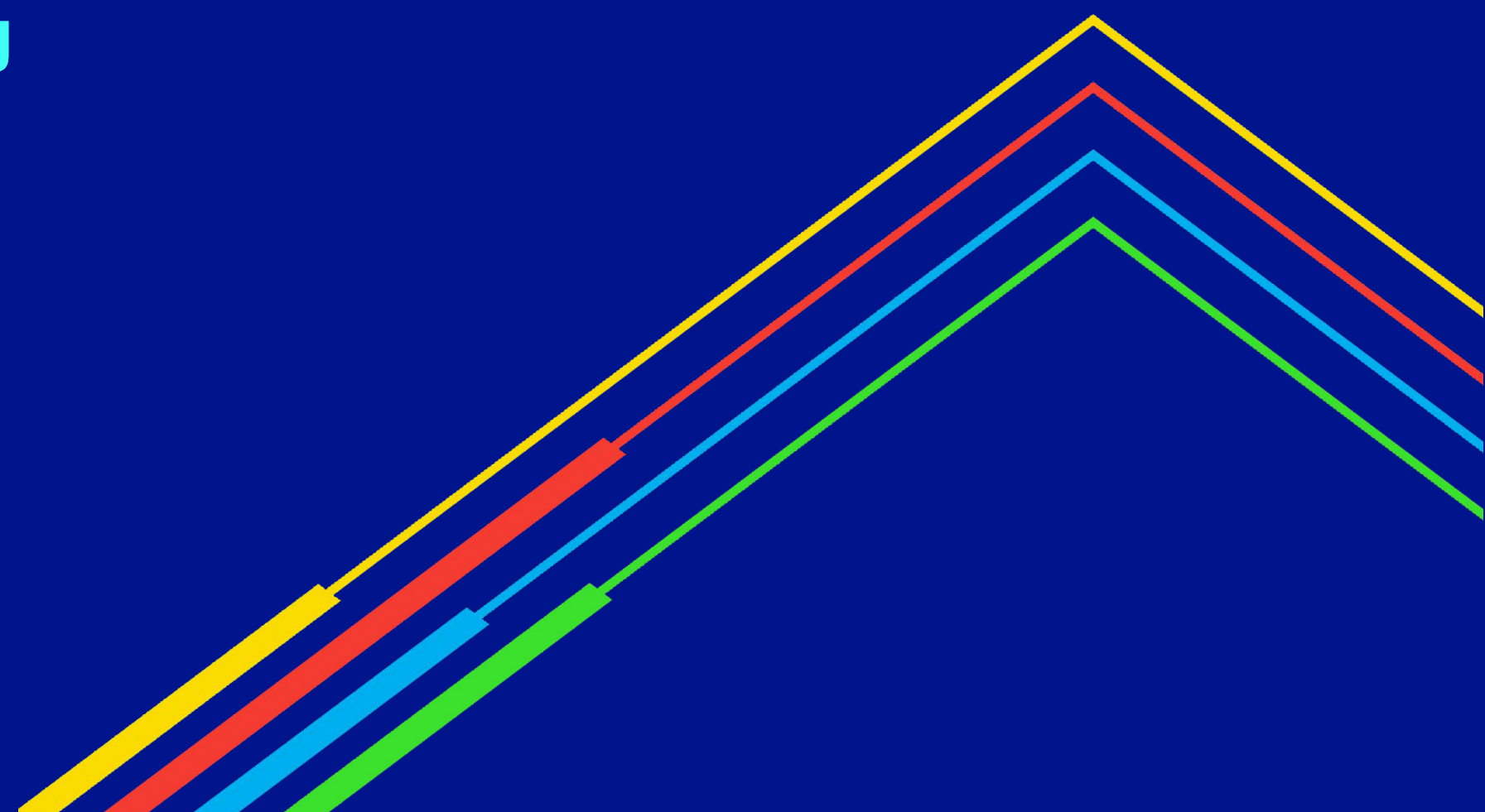


# New Krumkill Non-Wires Alternative Procurement

## Pre-Bid Meeting

November 20, 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 Piclo within the next week.

# Agenda

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# Introductions

<u>Team Member</u>	<u>Role</u>
David Sullivan	Buyer, US Procurement
Assila Bataineh	Project Manager, NWA
Meaghan Murphy	Project Manager, NWA
Josh Brown	Product Lead, Energy Transition Solutions
Leyla Singh	Analyst, Energy Transition Solutions
Kyle Brazell	Engineer, Distribution Integrated Planning
Alex Ghanem <i>Piclo</i>	Northeast US Lead

# RFP Timeline

<u>Planned Date</u>	<u>Milestone</u>
11/06/2024	Procurement Launch
11/20/2024	Pre-Bid Conference Call
01/13/2025	Written Questions Due
01/27/2025	Answers to Questions Posted to <a href="#">Piclo Platform</a>
02/04/2025	Bid Price Submissions Due at 5:00 PM EST
06/01/2025	Anticipated Award Date
08/22/2025	Contract to be Executed
06/01/2026	Estimated Service Start Date

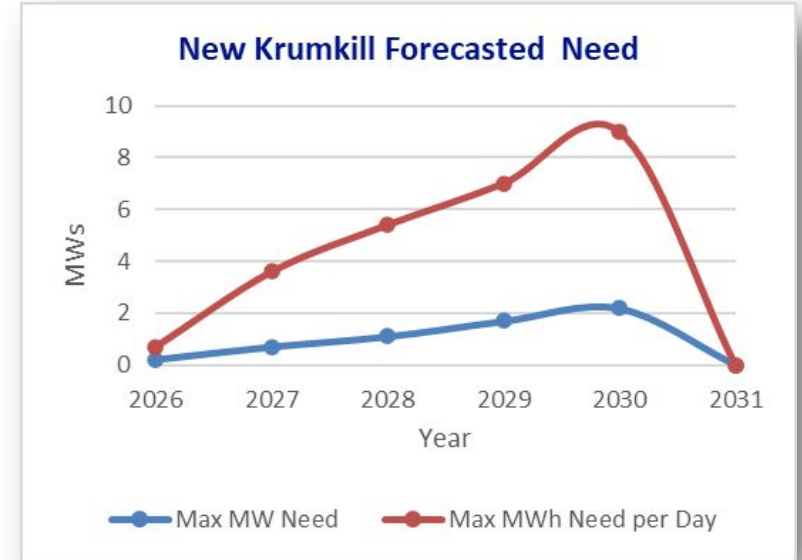
\*All dates are subject to change based on regulatory review

# Overview of New Krumkill NWA

On October 31, 2024 National Grid filed the New Krumkill RFP. We encourage NWA solution providers to [register on the Piclo Flex](#) platform to get notified of the upcoming RFPs / competition releases from National Grid. All proposals must be submitted via the Piclo Flex portal. For assistance using the Piclo Flex portal, please contact [support@picloflex.com](mailto:support@picloflex.com)

For New Krumkill, National Grid shared a new standard agreement to help expedite the procurement process and introduced two new bidding options and service definition.

National Grid is in the process of deploying AMI meters. Albany area residential AMI meter installation started in Q3 of 2024 and we hope to have a substantial amount of meters installed by Q2 2025, Commercial meters will follow and we hope to have these installed in the Albany area in 2026



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

**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.

# Overview of New Krumkill NWA – 4.1 Distribution System Need Requirements

NWA Solution Requirements		Description
Commercial Operation Term (Contract Term)	June 2026 through September 2030	The Company is looking for at least a one- year NWA solution so bidders, at a minimum, must provide at least a one-year bid; singular yearly bids will be accepted as well as multi-year bids (shortest contract term to be awarded would be one year). Bidders may propose NWA solutions beyond 2030.
Contract Term	1 year minimum, up to 5 years	The Company is seeking at least a one- year contract and may consider a contract beyond 5 years.
Days of Week Needed	Weekdays and Weekends	Type of day when the NWA solution could be called on.
Duration per Call	Up to 4 continuous hours	Longest, continuous need for the NWA solution. Not all hours may be at the “Maximum MW Need.”
Minimum MW Bid	100 kW	NWA solution providers must bid at least 100 kW of load relief (i.e., a single bidder, including an aggregator) must submit at least 100 kW of load relief.
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	13:00-19:00	Earliest and latest possible times of need by the Company (based on projections, not continuous hours). See “Duration per Call” requirement.
Number of Times Called per Year	Up to 10	Calls per year based on annual overload projections. The NWA solution will need to be available for at least the number of times called per year as stated.
Maximum Consecutive Days Called	Up to 3	The number of consecutive days that the NWA solution may be called upon by the Company (based on projections).
Guaranteed Performance	95% availability	Guaranteed performance is defined by the amount of load reduction the NWA solution provides during a dispatch window as a percentage of the amount called upon by the Company. See the Standard Flexibility Contract for more details.

## Overview of New Krumkill NWA – 4.3 Economics

The estimated net present value of the benefits (Approximate Value) of implementation an NWA solution for New Krumkill substation is \$1,980,000 for the total need of 2026-2030.

- The benefits increase year by year based on the MW need.
- The Approximate Value is the estimated net present value derived from the calculated deferral value of the traditional wires solution for the specified amount of time as well as the sum of the applicable benefits.
- The Company provides the Approximate Value of a potential NWA solution so that bidders can determine if a given NWA solution is cost-competitive when compared to the traditional wires solution.
- The Company does not consider bid values from NWA Sustain Service and NWA Secure Service the same and may consider the capacity value (e.g., bid value) of NWA Sustain Service lower in comparison to NWA Secure Service due to its lack of real-time dispatchability, and given that additional procurement of NWA Sustain Service may be required to adequately address the system need.



## Overview of New Krumkill NWA – 4.4 Payment Structures

Bidders have an option of three payment structures for either NWA Secure Service or NWA Sustain Service:

- 1) A set yearly contract cost, with an annual payment to bidder by the Company, that could vary year by year and is not dependent on the number of dispatches.
- 2) An annual availability payment paired with a dispatch payment based on the actual number of dispatches. Example: A bidder may propose a per kW payment based on the dispatches a year paired with an annual payment (based on the bid size).
- 3) A dispatch payment based on the actual number of dispatches. Example: A bidder may propose a per kW payment based on the actual number of dispatches where that would be the only payment made to the bidder.

Note, other payment structures that may be more favorable such as a Construction Service Agreement (CSA) are also acceptable.

# 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 [NonWiresAlternativeSolutions@nationalgrid.com](mailto:NonWiresAlternativeSolutions@nationalgrid.com) by **January 13, 2024**
  - Contact [support@picloflex.com](mailto:support@picloflex.com) if you'd like to submit any technical questions about the Piclo Flex platform
  - In the event a bidder is unable to complete the bid process using the Piclo platform, please reach out to [support@picloflex.com](mailto:support@picloflex.com) and [NonWiresAlternativeSolutions@nationalgrid.com](mailto:NonWiresAlternativeSolutions@nationalgrid.com)
- All questions will be anonymized and posted intermittently to the [Piclo website](#) under the “New Krumkill NWA” tab
- **NO COMMUNICATION ABOUT BID EVENT WITH ANYONE OUTSIDE OF PROCUREMENT**

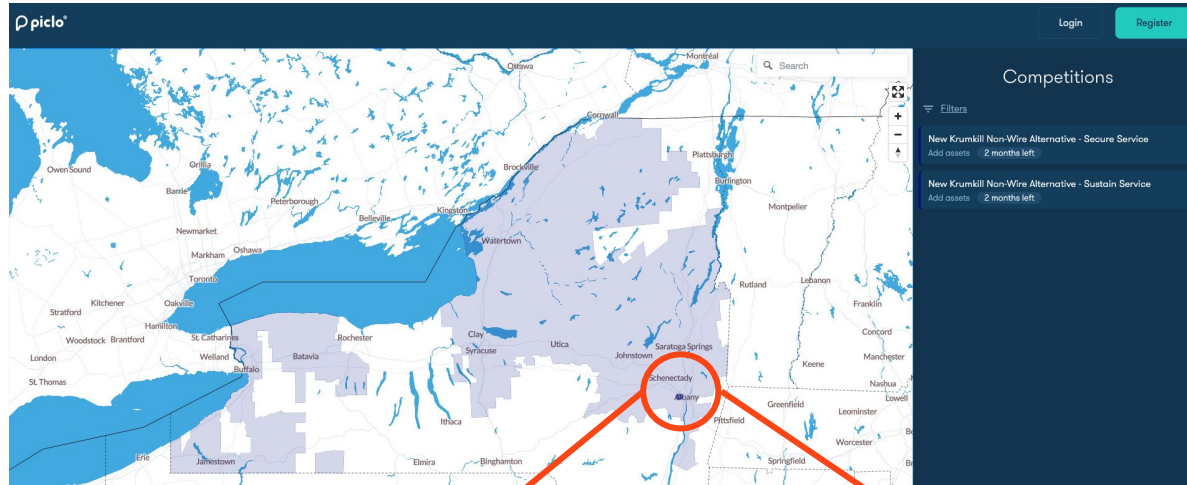
# Piclo Overview: Independent DER Marketplace



*\*FSP = Any flexible energy provider - DER aggregators, project developers and owners, EVSE operators, smart stat OEMs, etc.*

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

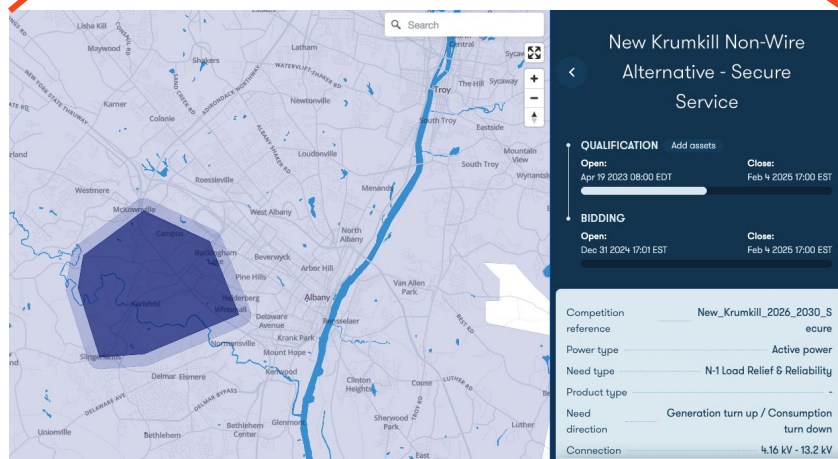
# Piclo Platform Overview and Demo



Follow along live with us!

Visit

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



## 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 platform - <https://usa.picloflex.com/>
2. Set up a 1-1 with Piclo if you have any questions - [flex-usa@piclo.energy](mailto:flex-usa@piclo.energy)
3. Complete company qualification questions and upload asset capacity

**Bidding closes February 4<sup>th</sup>, 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](mailto:support@picloflex.com)





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