Consolidated Edison Company of New York, Inc.

Request for Proposal

Non-Wires Solutions to Provide Demand Side Management for Sub-transmission and Distribution System Load Relief

Jamaica Substation Project

Update to Energy Storage Specific Requirements, Sub-section: Availability of Dispatchable Energy Storage and Cap Per Project:

The window in which the Company reserves the right to dispatch Energy Storage Systems has been updated from the Deficiency Period identified in this RFP, to the ten-hour window from Hour Ending 14, to Hour Ending 23.

ISSUED: 3/16/2023
LAST UPDATED: 5/2/2023
SUBMISSION DEADLINE: 5/12/2023

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Introduction

Consolidated Edison Company of New York, Inc. (the "Company" or "Con Edison") is extending this request for proposals ("RFP") to qualified and experienced vendors ("Respondents") with the capability to deliver innovative Distributed Energy Resource ("DER") solutions and Power Factor Correction ("PFC") that provide sub-transmission and distribution system load relief through the Non-Wires Solutions Program ("NWS"). The project opportunity identified in this RFP is the following:

- Jamaica Substation – Replace Limiting 27kV Bus Sections

Background

Consolidated Edison, Inc., is one of the nation's largest investor-owned energy companies, providing safe and reliable energy for over 10 million people. Consolidated Edison, Inc., provides a wide range of energy-related products and services to its customers through its two regulated subsidiaries: Con Edison, which provides electric, gas and steam services to New York City ("NYC") and Westchester County; and Orange & Rockland Utilities, Inc., which provides electric and gas services in Rockland County and Orange County in New York State and northern New Jersey.

Definitions

Benefit-Cost Analysis ("BCA"): Analysis of the benefit-to-cost ratio of potential non-wires solutions portfolios, developed in accordance with the BCA Handbook. Information requested in the RFP is critical to effectively evaluate solutions.

Bid: The Con Edison Incentive Requested ($) by the Respondent to provide peak load reduction. The Bid will be evaluated as an incentive rate (i.e., price per kW of peak load reduction). Bids will be received up to a specified deadline/date and will be kept confidential between the Company and the Respondent throughout the evaluation and selection process.

Distributed Energy Resource ("DER"): Energy efficiency, demand response, distributed generation, energy storage or other resources that provide load relief and/or grid support for the identified area of need.

Energy Storage System ("ESS"): A device or group of devices assembled together, capable of storing energy in order to supply electrical energy at a later time.

Load Reduction ("kW"): Estimated maximum peak load reduction realized during On-Peak Hours.

Non-Wires Solution ("NWS"): A solution proposed in an identified area as an alternative to a traditional infrastructure solution for a distribution or transmission constraint. Con Edison will seek to assemble a portfolio of DER solutions to meet the need in the identified area.

Off-Peak Hours: All hours not considered On-Peak Hours.

On-Peak Hours (also referred to as Deficiency Period): Hours when the NWS network is expected to exceed its capability. On-Peak Hours occur during the Summer Capability Period (between May 1 and September 30) and between the hours identified in Table 1. ESS Technologies operating as part of an NWS may be prohibited from charging during On-Peak Hours during the summer period.

Portfolio: Collection of Projects submitted for a Bid.

Power Factor Correction ("PFC") solutions: Power factor correction technologies used to improve customer sited power usage, including but not limited to, dynamic/automatic capacitors, and smart inverters.

Project: Installation, implementation and operation of any DER or combination of DERs to provide peak load reduction for the identified area of need.

Reactive Power Reduction ("kVAR"): Estimated maximum reduction in reactive power consumption, measured in kilovolt-ampere reactive, realized during On-Peak hours.

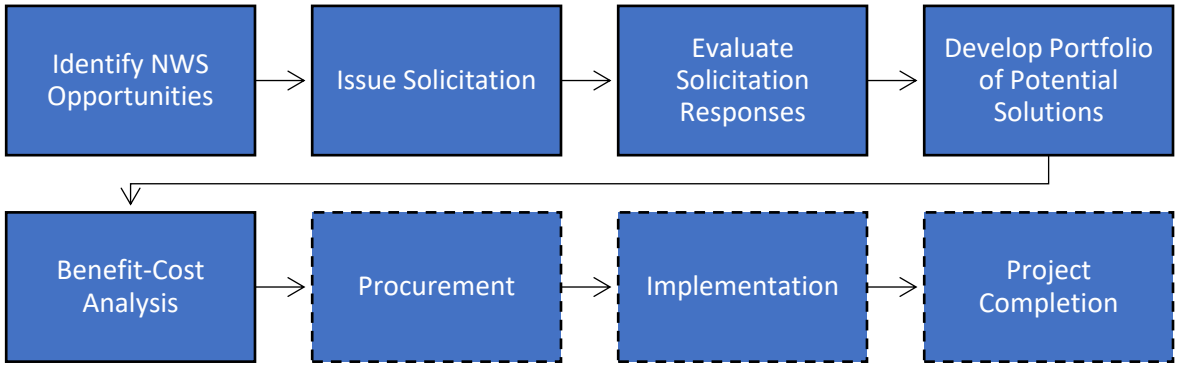
Respondent: A person and/or entity, or a representative thereof, replying to this RFP. May be a customer, aggregator or other third party acting on the customer's behalf.

Summer Capability Period: Five-month period established from May 1 through September 30 of each year

NWS High Level Process

This solicitation is a result of the identification of an NWS opportunity. Responses from this RFP will be evaluated with the objective to optimize a portfolio of potential solutions that provide the needed load reduction on time and maximize customer and societal benefits. The portfolio of potential solutions will be evaluated through a Benefit-Cost Analysis ("BCA") before moving forward with procurement and implementation of the NWS project.

Figure 1. High Level Process for an NWS Project



RFP Purpose

This RFP solicits responses from qualified Respondents able to provide load relief solutions for the NWS project described in this RFP. To assist Respondents, this RFP provides specific project information as well as requirements for submitting a proposal.

The project described in this RFP has a specified multi-year need. Proposals received will be used to evaluate and determine whether the specified load reduction is achievable and can persist throughout the need years identified.

This RFP is open to all DER approaches that display the potential to provide load relief in the identified area, except for measures that are already covered by Con Edison energy efficiency incentive programs, as described in the Project Eligibility and Requirements section. This section will also detail what additional information must be submitted to evaluate select technology types, such as Energy Storage Systems ("ESS") and Power Factor Correction ("PFC") technologies. Proposed solutions should provide load reductions coincident with the projected overload period at the lowest reasonable cost. Con Edison will attempt to build a diverse portfolio of projects that will minimize project execution risk and maximize benefits to customers.

Along with DER solutions, the Company is also interested in proposals for:

- PFC technologies providing MVAR support including, but not limited to, dynamic capacitors installed at large customer locations, and utilization of smart inverters installed along with load-following ESS (see the Customer Power Factor Correction - Specific Requirements section for more information).
- Direct install energy efficiency for residential customers (excluding services covered by the Company's Multifamily Energy Efficiency Program)
- Market acceleration of energy efficiency upgrades for NYPA customers

Con Edison will make reasonable efforts to evaluate each response in a manner that equitably balances each of the Respondent solutions against all proposed solutions, and the needs of the system. Responses that do not provide key solution details will be disqualified in the review process. Professionalism and organization of proposal responses will be taken into consideration during the review process.

If Con Edison enters into a contract with a Respondent, then the Respondent will be subject to additional verification milestones to ensure that the Respondent is on track to provide contracted load relief. Regarding any contract Con Edison enters into with a Respondent to implement a solution, Con Edison may terminate that contract if Con Edison deems that load reduction goals are not likely to be achieved.

Non-Wires Solutions Project Description

Project Description

Con Edison has identified the area served by Jamaica Substation (Jamaica network) in Queens, New York as an NWS opportunity. Per Con Edison's analysis, to eliminate the need for the traditional load relief solution, the Jamaica network will need up to approximately 12 MW of load relief by 2026, and up to approximately 16 MW of load relief by 2027, with load relief reductions starting as early as 2023, delivering load reductions that persist through the need period. The traditional solution would involve replacement of limiting sections of the 27kV bus to provide higher ratings at the Substation prior to the summer of 2026. Con Edison has identified that installing PFC technologies at customer locations has the potential to increase the capacity of the limiting bus at the Jamaica station and is seeking to procure customer sited power factor correction through PFC technologies of up to approximately 40 megavolt-amperes reactive ("MVAR").

As a result, the Company is releasing this RFP to request load relief in the Jamaica Territory (Jamaica network) to alleviate future anticipated constraints. A summary of the targeted area, overload period and anticipated load relief can be seen in Tables 1 and 2 below.

Table 1. Summary of NWS Targeted Load Relief

CECONY Electric Network	Projected Deficiency Period (Hour Ending)	Peak Hour (Hour Ending)	Anticipated Peak Load Relief Need by 2027
Jamaica	**17 – 22** **(6-hour window)**	**21**	**16 MW**

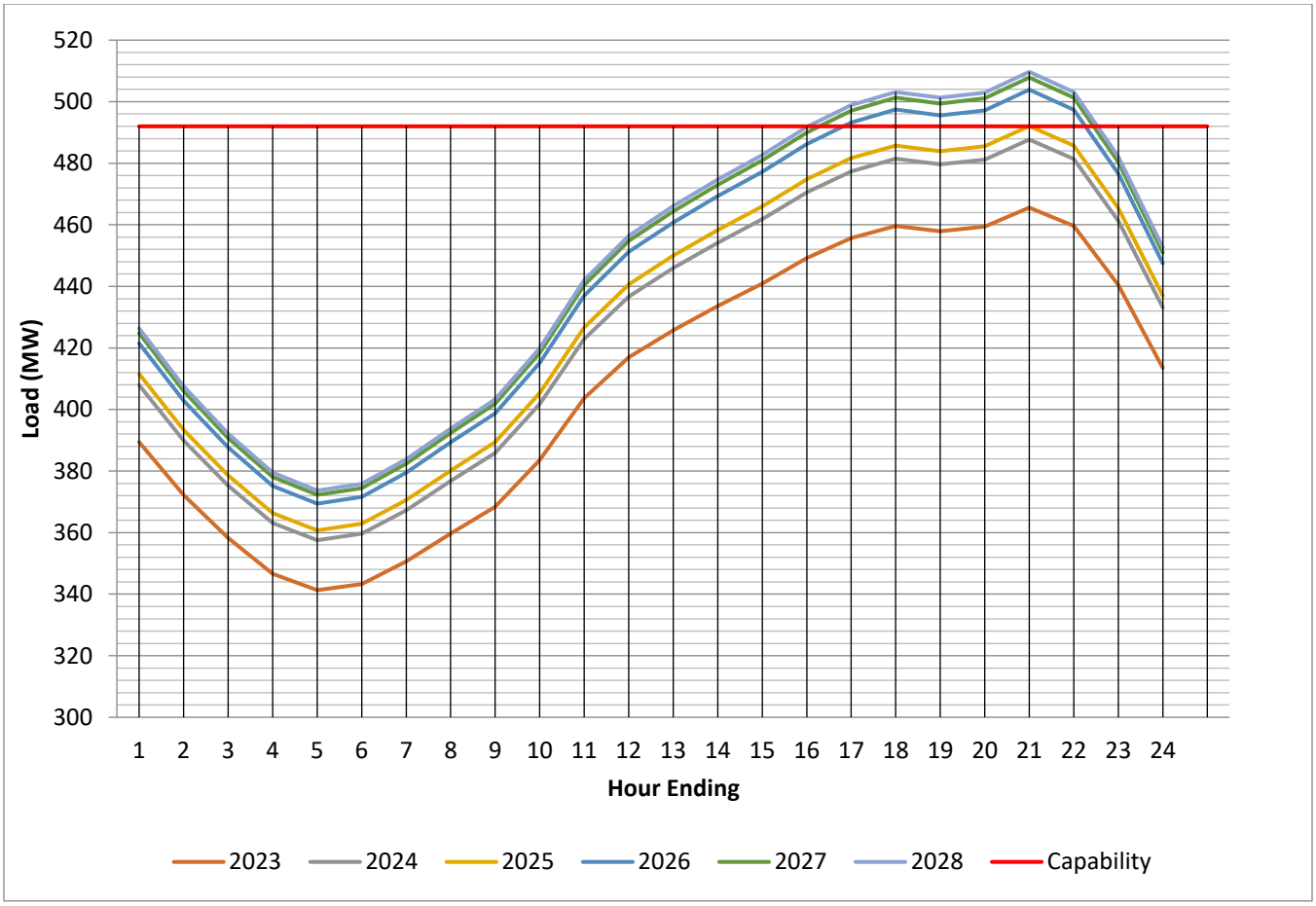
Table 2. Year-over year Targeted Load Relief

Year	2026	2027
Anticipated Cumulative Load Relief Need	**12 MW**	**16 MW**

Hourly Load Curve

The load curve below shows the Company's latest 10-year forecasted overload for the Jamaica Area Substation. Under this RFP, the Company is currently seeking to procure customer-sided solutions in the Jamaica NWS Territory that can provide load relief as early as 2023, but no later than May 2027. See Appendix A for a map of the Jamaica NWS Territory and Appendix B for an overview of the customer demographics in the network.

Figure 2. Jamaica Area Substation Hourly Load Profile



Project Eligibility and Requirements

General

Project Eligibility

Eligible Projects must fall within the Jamaica NWS Territory; see Appendix A for the network area map. The network map provides an indicator of eligible customers' locations; however Con Edison must verify customer eligibility using electric account numbers. The Company recommends that Respondents with customers that may fall within the targeted areas email DSM@coned.com to verify their network eligibility. Verification of customer eligibility is a requirement prior to project installation and any incentive payments.

Qualifying Technologies

This RFP is open to DER solutions that can provide load relief in the areas identified, with the exception of technologies already incentivized by the Company's current energy efficiency programs. The following is a list of programs and measures the Company offers, which are therefore excluded from participation under this RFP:

Multifamily lighting, heating, and cooling upgrades
Commercial & Industrial prescriptive and custom equipment upgrades
Small-Medium Business lighting, refrigeration, heating, and cooling upgrades

Visit www.coned.com/energyefficiency for more information on current Con Edison programs.

Note that the above programs and measures are only excluded from this RFP when offered to customers that currently pay into the Systems Benefit Charge ("SBC"). Customers that do not pay into the SBC are eligible under this RFP and can submit energy efficiency measures (e.g. lighting, HVAC upgrades) for Con Edison's consideration.

New Demand Response-enabled devices that have not been previously enrolled in Con Edison's Commercial System Relief Program ("CSRP"), Distribution Load Relief Program ("DLRP"), or Dynamic Load Management ("DLM") Term- or Auto- programs are eligible to submit responses. However, diesel generators will not be considered.

Timing

Con Edison is seeking projects that can provide load relief prior to the summers (i.e. May 1st) of 2026 and 2027, with preference given to solutions that can deliver in earlier years, prior to summer 2026. Proposals are required to identify the appropriate load relief delivery date(s) for proposed project(s).

DER projects that anticipate requiring new service as part of interconnection on Con Edison's distribution system should include timeframe for completing interconnection upgrades in project schedule for proposed projects(s). Refer to the Siting, Interconnection and Permitting section for more information.

Load Reduction Requirement

Respondents are required to provide a minimum aggregate of 50 kW of peak load reduction. Con Edison prefers Respondent's solution(s) provide an aggregate of at least 500 kW of peak load relief. Awarded solutions will be capped at 5 MW of peak load reduction. However, Respondents can submit multiple projects for consideration that, in total, exceed the 5 MW award cap.

The proposed project(s) must provide load relief coincident with the peak hour identified (Hour Ending 21). Con Edison prefers Respondent's solution(s) provide load relief coincident with the duration of the projected deficiency period (Hour Ending 17 – Hour Ending 22). For Energy Storage Systems dispatch window, please refer to the Availability of Dispatchable Energy Storage and Cap Per Project section.

Siting, Interconnection and Permitting

Siting, interconnecting, and permitting of DER solutions to meet the NWS load relief needs are the sole responsibility of the Respondents awarded under this RFP. Respondents are strongly encouraged to review all relevant Company specifications, application, and interconnection upgrade timelines prior to submitting proposals. Appendix C includes additional detail about the interconnection process and several Company references. Winning proposals will demonstrate competency and experience in navigating siting, interconnection, permitting requirements, and associated timelines for their proposed solution. NWS projects

are expected to follow all applicable laws and regulations including, but not limited to, all Authorities Having Jurisdiction (AHJ) requirements.

Projects awarded under this RFP that will interconnect to Con Edison's distribution system will be required to meet the same reliability standard as new load in the Jamaica NWS territory. For example, if the territory requires an (N-2) reliability design for new load service, then Front-of-the Meter ("FTM") ESS would be required to interconnect under an (N-2) reliability design. Given customers are interconnected at the appropriate reliability design, ESS projects sited Behind-the-Meter ("BTM") or behind customer load would likely already meet the reliability requirement.

This interconnection requirement ensures that the NWS projects are able to deliver the necessary load relief during certain contingency events.

RFP respondents that propose projects (5 MW or less in rated capacity) which require interconnection with Con Edison's distribution system are required to have read the New York State Standardized Interconnection Requirements (SIR) prior to submitting a proposal.

Submission of a proposal in response to this RFP implies the Respondent fully understands the interconnection process and requirements.

NWS projects awarded under this RFP will be required to follow the SIR process for interconnecting projects less than or equal to 5 MW. NWS projects submitted under this RFP will not receive preferential treatment during the interconnection application process or while in the queue.

Security Requirement

Financial assurances will be required to ensure that qualifying technologies will be installed and able to provide load relief on or before the contracted in-service date. Selected respondents must submit security 60 days following execution of an NWS Program Agreement. Security will be calculated at $150 per kW of Peak Load Reduction or 30 percent of the requested incentive, whichever is less.

If a Respondent is awarded an incentive on the award date, the security will be returned following verified performance in the first summer capability period. Security will be forfeited by any cancelled project with an executed NWS Program Agreement.

Installation and Operational Status

Con Edison reserves the right to hold periodic Project status calls with Respondents to determine whether the Project is on schedule and to assess any aspects that require assistance from Con Edison.

If there is a change in the Scope of Work, Con Edison must be notified, and all work must stop until Con Edison gives the approval to proceed. If the change in the Scope of Work results in a lower peak load reduction, Con Edison may adjust the total incentive awarded based on the new peak load reduction at the awarded incentive rate ($/kW).

After the equipment is fully operational, the Respondent must sign and deliver a Certificate of Completion along with all itemized invoices to Con Edison.

Measurement and Verification ("M&V")

Con Edison reserves the right to conduct pre- and post-installation analysis of the site to ensure operational availability and conduct initial performance testing. If it deems necessary, Con Edison will install data loggers and/or download building management system data for M&V purposes. In addition, energy storage, distributed generation, and power factor correction projects will need to provide real-time remote information access to the Project for performance evaluation purposes.

All awarded incentives will be subject to change based on the determination of load relief through the post-installation M&V process.

Incentive Payments

Con Edison is providing RFP awardees with incentives that compensate solutions based on the peak load reduction supplied to the distribution system and therefore are subject to post-installation M&V analysis to determine load relief provided by the measure or technology.

Energy Efficiency solutions will be paid at the awarded incentive rate ($/kW) following installation of the solutions and a post-installation analysis by the Company or its third-party contractor based on the measured load relief the solutions provide.

Distributed Generation solutions are eligible for fifty percent of the incentive paid upon verified installation and operation of the system. The remaining fifty percent is paid following the first Summer Capability Period and based on the system's verified performance over that period.

For further information on incentive payments for ESS projects, please refer to the Incentive Payment section under Energy Storage – Specific Requirements.

Program Agreements

RFP awardees providing non- energy storage solutions are expected to execute an NWS Program Agreement proposed by Con Edison. Energy storage solution awardees are expected to execute an NWS Energy Storage Program Agreement. Sample NWS Program Agreements can be found on coned.com/nonwires under "Related Information". Respondents are encouraged to review the corresponding Agreement in its entirety prior to submitting a proposal to understand all terms and conditions. Sample NWS Program Agreements do not necessarily reflect terms and conditions that will be included in Respondents Agreements for selected projects under this RFP.

Energy Storage- Specific Requirements

ESS projects will be required to adhere to the following energy-storage specific requirements in addition to the requirements listed in the General section above:

Qualifying ESS Technologies

Qualifying ESS technologies are limited to electric energy storage systems, with no restrictions on chemistries, materials, and manufacturers. A project can be sited on either side of the customer's electric meter (i.e. the project can be a BTM or a FTM solution). The Company will prioritize and select cost-effective projects which bring the most benefits to ratepayers, including those that can provide direct customer value.

Energy storage systems paired with distributed generation are eligible under this RFP and will need to adhere to the ESS requirements for dispatchable load relief.

Energy Storage Contract Term

Participation in this Con Edison NWS Program requires the ESS solution to operate according to program needs during the Summer Capability Period (May 1 – September 30) for ten (10) consecutive years following installation. After this NWS ESS operational period, the respondent and the ESS asset are released from NWS Program obligations.

Availability of Dispatchable Energy Storage, and Cap Per Project

Project dispatch expectations include Con Edison purchasing, and the Respondent providing, full dispatch rights to the ESS Project during the Summer Capability Period (May 1 through September 30) with day-ahead (21 hours in advance) notification, for the duration of the contract. Con Edison reserves the right to dispatch the ESS resource at different times within a ten-hour window from Hour Ending (HE) 14 - 23 ***(this window was updated from the Deficiency Period identified in this RFP)*** and at different power levels and duration, with day ahead notification throughout the Summer Capability Period. **Selected Projects will be responsible for identifying Project requirements for NWS participation as part of the SIR application.**

Projects must be able to provide the contracted Load Reduction services for a minimum of four (4) consecutive hours during the defined Deficiency Period of an NWS Event. Projects that are designed to dispatch for longer than four (4) consecutive hours must clearly indicate the level of Load Reduction and the duration of dispatch in the Proposal. Failure to meet contracted Load Reduction during NWS Event days will result in lower payments for performance, and potential liquidated damages. Additionally, projects may not charge for a twelve-hour window (expected from noon – midnight, subject to change over contract term) or restricted charging windows as set forth by the Company. Refer to the NWS Sample Energy Storage Program Agreement, and Performance Verification Plan on coned.com/nonwires for more details.

Con Edison will consider storage projects which have a maximum rated output less than or equal to 5 MW. For further information on BTM ESS systems intending to provide additional PFC support, please refer to the Eligible Technologies section under Customer Power Factor Correction – Specific Requirements.

Project Schedule

In addition to the Timing requirements above, respondents interested in pursuing ESS projects under this RFP are required to submit a detailed project schedule. This schedule should identify key project milestones including, but not limited to, achieving site security, SIR interconnection timelines, AHJ permitting timelines, and final testing for Permission to Operate.

Permitting Requirements

In addition to the Siting and Interconnection Requirements above, respondents interested in pursuing energy storage solutions under this RFP are required to have knowledge of all applicable New York City permitting requirements. Additional references are provided in Appendix C.

Submission of a proposal in response to this RFP implies the Respondent fully understands the permitting process and requirements with local Authorities Having Jurisdiction (AHJs).

Winning proposals will demonstrate competency and experience in navigating siting, permitting and interconnection requirements for their proposed solution.

Project Cashflows and Participation in other Markets and Programs

Estimates of host site value from load reduction should be included in the proposal and the project's cash flow spreadsheet included in the **NWS ESS Financial Sheet (Attachment B)**. Respondents should include detail on all expected revenue streams resulting from system operation. Proposals are expected to maximize other eligible revenue streams, tax credit opportunities, and/or financial incentives to provide load relief at the lowest reasonable cost to Con Edison customers.

NWS-participating ESS projects are required to be fully available to Con Edison during all hours of the Summer Capability Period for the critical purposes of network peak load reduction. Accordingly, NWS-participating projects are not eligible to participate in other Con Edison incentive programs, including Demand Response programs (e.g. Commercial System Relief Program, Distribution Load Relief Program) and must prioritize operation of the ESS project for Non-Wires operation over other arrangements.

Incentive Payments

Fifty percent of the awarded incentive amount will be paid upon installation and operation of the ESS. Remaining incentive payments will be issued annually following the Capability Periods and adjusted based upon performance verification. Refer to the Performance Verification Plan on coned.com/nonwires for more details.

Customer Power Factor Correction – Specific Requirements

Eligible Technologies

This RFP is open to PFC technologies that can provide dynamic power factor correction at customer locations, through the regulation of reactive power consumption during the Summer Capability Period. This includes, but is not limited to, automatic/dynamic power factor correction capacitor systems, and smart inverters installed with BTM ESS, or DG projects. This RFP will not accept proposals for PFC projects providing reactive power support directly to the grid.

Proposals for BTM ESS Projects that intend to provide reactive power reduction during peak hours are expected to include expected range of kilovolt-amperes reactive ("kVAR") support. Magnitude of kVAR reduction potential, and associated expenditure assumptions should be included in the **NWS ESS Financial Sheet (Attachment B)**. All other PFC technology proposals are expected to include a completed **NWS PFC Financial Sheet (Attachment C)**.

Customer Acquisition, Installation and Maintenance of Technologies

Proposals for the installation of dynamic power factor correction for large commercial customers should assume that large commercial customers will be identified for recruitment and participation by Con Edison. Proposals should provide additional customer acquisition details including, but not limited to, marketing collateral development, and customer data analysis activities.

Customer sited system design, installation, and maintenance is the responsibility of the Respondent, and shall be completed in accordance with the applicable requirements of the AHJs. Proposals should include expected range of kVAR reduction provided by proposed equipment, as well as a customer engagement plan for continued operation and maintenance of equipment for the intended duration of reactive load reduction.

Project Cashflows

Estimates of costs should include, at a minimum, procurement, installation, operation, and maintenance of customer sited PFC technologies based on equipment's expected range of kVAR reduction in **NWS PFC Financial Sheet (Attachment C)**. Where available, proposals should include varied costs based on equipment size, i.e., varying ranges of expected kVAR reduction. The Company will evaluate PFC technology proposals on a price per system basis. Awarded solutions will be subject to measurement and verification, as identified in the M&V section for the intended duration of reactive load reduction services.

RFP Submission and Timing

All cost and pricing information associated with an RFP response should only be included as separate attachments and NOT in the body of the proposal.

Below is the expected schedule to be followed for this solicitation:

RFP Solicitation Milestones	Completion Date*
RFP issued	March 16th, 2023
RFP webinar	March 22nd, 2023
Deadline for Respondents to submit clarification questions	April 7th, 2023
Con Edison responses to clarification questions due	April 21st, 2023
Deadline for Respondents to become enabled in Con Edison Procurement System	May 5th, 2023
Qualified Respondents proposals due	**May 12th, 2023**

The Company expects to provide a status update to RFP respondents by June 23rd, 2023*.

***Con Edison reserves the right to change any of the above dates.**

Clarification Questions

All Respondents should direct questions during the clarification question timeframe via email to Krystal Gittens (gittensk@coned.com) of Con Edison's Supply Chain Department. All questions and answers deemed essential for the viable submission of a bid response will be publicly posted at www.coned.com/nonwires. Respondent

names will be kept confidential. Respondents must not reach out to other Con Edison personnel regarding this RFP.

The Company will have no obligation to evaluate late submissions, nor be responsible in any way for any consequences associated with late submissions.

Submittal Instructions

All proposals must be submitted through the Oracle RFQ System on or prior to the due date and time. Respondents who fail to submit by the due date and time will be locked out of the Oracle RFQ System. Therefore, Respondents are encouraged to upload submissions well in advance of the closing time to avoid any potential issues that may occur, including any unfamiliarity with the Oracle RFQ System.

If you are already enabled in Con Edison's Oracle RFQ system, please email Krystal Gittens at gittensk@coned.com indicating your interest in participating. Please only follow steps 2 and 3 after you have emailed Krystal.

Respondents who have never participated in Con Edison RFQ must take the following actions to successfully submit a proposal:

1. Download this NWS RFP and the applicable **NWS Financial Sheet (Attachment A, B or C)**, and email Krystal Gittens to request the Supplier Enablement Template**.**
    a. Become enabled in the Oracle RFQ System by submitting the below items to Krystal Gittens at gittensk@coned.com
        i. W-9 form
        ii. Supplier Enablement Template (Select **CE Sourcing** under Oracle responsibility field)
2. Receive Formal RFQ response request (will be same information downloaded from Non-Wires Alternative website).
3. Submit response and fully completed **Financial Sheet** to Con Edison Procurement System through the Oracle RFQ System.

    Note: The Oracle RFQ System is only capable of accepting individual documents no larger than 5 MB in size. Respondents may find it necessary to split up large documents into smaller files due to this system constraint.

Proposal content must be submitted as either a Word or PDF document. Respondents shall submit the response in the following separate documents:

1. Proposal with format and content as described below (Titled: *"ProjectName_VendorName_Proposal"* e.g. "Jamaica_ConEdison_Proposal"*)*
2. Proposal attachments (Titled: *"ProjectName_VendorName_Attachments*")
3. NWS Financial Sheet (Attachment A, B or C) (Titled: *"ProjectName_VendorName_Financials")*

RFP Response Format and Content

All cost and pricing information associated with an RFP response should be included as separate attachments and NOT in the body of the proposal.

This section outlines the requirements for responses to the RFP, including the format and content. Con Edison expects that each RFP response should at a minimum outline the Respondent's suggested approach, load relief impact, cost for completing the project, project schedule with proposed operational date, and customer acquisition plan. Responses must also include an hourly load impact analysis resulting from the proposed DER/PFC solution, as well as a completed **NWS Financial Sheet (Attachment A, B or C)**.

Proposal Content

Respondents are strongly encouraged to submit their proposal in accordance with the summary instructions outlined in this section. Any limitation regarding a Respondent's ability to supply information requested in this RFP (or to support or perform a particular function or service) should be explicitly stated in the proposal response. Any Respondent partnering with other solution providers to perform a particular function or service must be explicitly stated. Respondents interested in proposing ESS or PFC as solutions are required to provide additional details as specified in this RFP.

In addition to the above requirements, proposals should adhere to the following guidelines:

- Proposals (excluding appendices and attachments) should be no longer than 25 pages.
    - Project financials should **only** be included in the attachments, and not the body of the proposal
- The proposal's solution must meet the eligibility requirements laid out in the Project Eligibility and Requirements section
- The proposal content must be submitted as either a Word or PDF document.
- The proposal content must be organized as follows:

Section	Section Description – 25 Page Limit, Not Including Appendices
Respondent Checklist	Respondent should provide the properly completed Respondent Checklist (Appendix D) as part of the proposal.
Cover Letter	The Cover Letter shall include Respondent legal name and address; the name, title and telephone number of the individual authorized to negotiate and execute the Agreement; the signature of a person authorized to contractually bind Respondent's organization; a statement that the Respondent has read, understands, and agrees to all provisions of the RFP, or, alternately, that indicates exceptions will be taken to the RFP.
Table of Contents	Include a clear identification of the proposal by section and by page number as identified above.
Executive Summary	Respondent should provide an executive overview and summary of the key features of Respondent's solution.

Proposal Body	Respondents may structure proposal body with the following sections: • Proposed Solution Description • Project Schedule, Siting and Customer Acquisition Plan • Risks, Challenges, and Community Impacts • Professional Background and Experience with the Proposed Solution
Assumptions and Exceptions	Respondents should provide a list of assumptions made in developing the response to this RFP that should be considered when evaluating the response. Respondents should provide a stand-alone section listing any exceptions to the RFP.
Glossary of Terms	Respondent should provide a glossary of terms that is specific to the Respondent's solution.
Appendix	As separate attachments, Respondents should provide: • Completed **NWS Financial Sheet (Attachment A, B or C)** with detailed costs associated with proposed solution • Project organizational chart and project team resumes • Customer letter(s) of interest, if applicable • Financial statements for the past three years, and services offered • Any other relevant information deemed appropriate and noteworthy supporting and validating the proposed solution

The following information addresses major areas and is recommended to be included in the main body of the Respondent's proposal.

Proposed Solution Description

Project proposals must demonstrate how the proposed solution will achieve the peak load reductions sought and maximize value to Con Edison's customers. Respondents are expected to provide the following:

- General scope of work
- Technology/Solution description (including discussion on technology readiness, flexibility, applicability, and ratability of load reduction potential)
- Performance characteristics of the technology
    - For ESS proposals specifically provide:
        - Proposed amount of guaranteed peak load reduction (kW) for an expected duration of at least 4 hours at end of life (EOL).
        - Total rated power (kW)
        - Anticipated degradation rate
        - Dispatchable energy (kWh) in year 1 through year 10
        - For BTM systems only, magnitude of potential kVAR support
    - For PFC proposals specifically provide:
        - Proposed amount of kVAR provided by technology type and size

    - Total rated kVAR
    - Operations and maintenance requirements for proposed technologies, including usage data monitoring and availability
- Hourly electric load reduction provided by the solution (not applicable for PFC proposals)
- Detailed calculations, data, methodology, and assumptions used to determine the estimated peak load reduction and annual kWh savings attributable to each DER measure proposed (or kVAR reduction for PFC proposals).
- Specification sheets associated with the proposed solution, including one-line diagrams as applicable
- Operation and maintenance plan (if applicable)
- A detailed M&V plan for verifying the solutions' load reduction (or kVAR reduction for PFC proposals), including provisions for access by the Company and/or its representatives as necessary
    - The Company reserves the right to perform independent M&V including, but not be limited to, verification of continued operation and maintenance of the DER/PFC measures for the applicable term

Project Schedule, Siting and Customer Acquisition Plan

Proposed DER/PFC measures must be in service, and the pledged peak load reduction must be guaranteed (or expected kVAR reduction made available for PFC solutions) to commence, by the date(s) specified in the NWS Project Descriptions section above. Respondents are expected to provide the following:

- Implementation plan and detailed schedule from contracting to permitting, implementation, completion and operation of the proposed solution, identifying key project milestones and critical path duration for implementation
    - For ESS proposals specifically provide key milestones including but not limited to:
        - Provide list of potential customers for eligibility verification, if not known at time of proposal
        - Site control achieved
        - Submit interconnection application for projects(s) with site control in PowerClerk
        - Select interconnection design in CESIR and pay full interconnection costs
        - Permitting milestones with AHJs
        - Construction schedule milestones
        - Project(s) made available for pre- and post-installation inspections
        - Milestone dates for procuring equipment, including but not limited to placing purchase orders, and delivery
        - Project complete and operational, including required inspections and testing and commissioning
- Existing partnerships with Engineering, Procurement and Construction firms as applicable
    - No portion of the work associated with any project resulting from a successful response to this RFP by a Respondent may be delegated, subcontracted, assigned, or otherwise transferred without the prior written approval of the Company in each case
- Complete assessment of the DER/PFC opportunity including at a minimum, a description of the markets, and the applicable DER/PFC technologies to be installed at each selected market or customer segment

  - Examples of customer segments include but are not limited to: one-to-four family homes, multifamily buildings, Low- to Moderate-Income ("LMI") customers, small commercial buildings (e.g., retail stores, restaurants), large commercial buildings (e.g., office buildings, industrial) and government or institutional buildings (e.g., hospitals, schools, colleges)
- Customer acquisition and marketing plan including illustration of marketing and sales strategies that will be employed to capture the selected customer segment(s)
  - Note that final marketing and sales plans for selected proposals must be expressly approved by the Company prior to marketing launch
- Letters of support from customers (as available) who plan to implement the solution at their site in the applicable area of need identified (include in Appendix).
  - Since customer qualifications will need to be verified and confirmed by Con Edison, please provide customer account numbers as available

Risks, Challenges, Community Impacts

Respondents are expected to provide the following:

- Identification of, and mitigation strategies for risks, barriers and challenges associated with implementing the solutions such as:
  - Permitting
  - Construction
  - Interconnection
  - Operations
  - Customer/site acquisition
  - Contingency plan for inability to achieve load reduction need
- Detailed description of non-energy benefits associated with the proposed solution
- Identification of, and planned controls for, proposal elements that affect the environment and community (both positive and negative) including, but not limited to; customer experience, associated GHG emissions, waste streams and management, job creation potential, and visual or noise impacts

Professional Background and Experience with the Proposed Solution

Respondents are expected to provide the following:

- Respondent's core business and organizational structure
- Relevant project experience and examples of prior industry specific work that is similar in nature and relevant to the Non-Wires Solution requirements, with emphasis on implementation of the solution, such as at other utilities, large municipalities, co-ops, or any other applicable facilities
- Respondents proposing projects that require Con Edison interconnection must specifically indicate in their proposal responses whether they have previously permitted and interconnected any distributed generation system in New York State and/or New York City, with applicable project details
- For Energy Storage solutions, Respondents must also specifically indicate if:
  - the Respondent and any partners indicated in the proposal have interconnected an energy storage system in the U.S.

  - the Respondent and any partners indicated in the proposal are currently siting and interconnecting energy storage in the New York City area
  - the Respondent and any partners indicated in the proposal have successfully sited, permitted, and interconnected energy storage in New York City
- References and contact information of customers where the solutions have been implemented (at least three references)
- Project organizational chart and project team resumes **(include in Appendix)**
- Any other relevant information deemed appropriate and noteworthy supporting and validating the proposed solution **(include in Appendix)**
- Financial statements for the past three years, and services offered **(include in Appendix)**

Proposal Attachments

Respondents should provide information not specifically requested in the body of the proposal as a separate attachment. Such items include:

- Detailed Costs Associated with Proposed Solutions ***(not to be included in main proposal)***
- Organizational charts and resumes
- Audited financial statements for the past three years, including total revenue and total net income
- Disclosure of funding sources and level of commitment from all investors and/or lenders
- Respondent Qualifications and References
- Other relevant information

Any additional information that Respondents would like to provide about the proposed solution can be included as an attachment to the RFP response. However, priority will be given to the information contained within the specified RFP format and **NWS Financial Sheet.**

Non-Wires Solution Financial Sheet

All cost and pricing information associated with an RFP response should only be included as separate attachments and NOT in the body of the proposal.

The response shall include a proposal and the fully completed **NWS Financial Sheet (Attachment A, B or C)**. The Financial Sheet should provide a detailed cost breakdown, with explanations and validation of funding strategies and expected revenue streams identified to mitigate cost impact to the Company's customers (i.e., City, State, Federal and private sector funding opportunities and revenue streams), and included assumptions made while developing the Financial Sheet.

All fields in the Financial Sheet are critical to allow for a thorough review of a potential NWS, as well as provide information important to the creation of the portfolio of awarded projects. All tabs within the Financial Sheet must be completed. For ESS proposals, each ESS project included as part of a proposal should have its own completed "Cash Flow Template" tab. Failure to submit a complete Financial Sheet is cause for disqualification.

Only one Financial Sheet is required for each RFP response, based on the proposed solution:

- **NWS DER Financial Sheet (Attachment A)** must be submitted for all proposed solutions, with the exception of Energy Storage solutions and Power Factor Correction solutions

- **NWS ESS Financial Sheet (Attachment B)** must be submitted for all Energy Storage solutions
- **NWS PFC Financial Sheet (Attachment C)** must be submitted for all Power Factor Correction solutions

RFP Response Evaluation

It is solely the responsibility of each Respondent to ensure that all pertinent and required information is included in its submission. Projects will be disqualified in the review process if key solution details are left out of the **NWS Financial Sheet (Attachment A, B or C)** or RFP Response (*e.g.,* nameplate and hourly load relief, full cost details, load reduction for a proposed technology, etc.). Con Edison reserves the right to determine at its sole discretion whether a submission is incomplete or non-responsive.

Proposal Evaluation Criteria

Solutions proposed in response to this RFP will be reviewed in detail by Con Edison. Con Edison uses an evaluation framework to develop an optimal portfolio to address identified system needs. The primary proposal review criteria are listed below. The review process is intended to be fair and equitable, with the objective to achieve the greatest overall value to Con Edison customers through a portfolio of solutions, while maintaining the reliability of the electric distribution system.

Respondents should note that although Con Edison will be reviewing the Respondents' proposed solution if the submission criteria are met, there is no guarantee that it will be selected.

Respondents should also note that each measure of any proposal submitted, whether part of a single-measure proposal or a multiple-measure proposal, will be evaluated against other like measures for equal comparison. Following this process, the Company may evaluate all measures in aggregate in a manner that considers the overall benefit to the Company and its customers based on the criteria set forth in this RFP, including considerations that could allow for the selection of individual measures across multiple proposals.

Proposals will be evaluated and scored based on the following criteria, which are not necessarily listed in order of significance:

Review Category	Objective
Proposal Content and Presentation	Information requested has been provided and is comprehensive to allow for evaluation. Professionalism and organization of proposal responses will also be taken into consideration during the review process.
Project Costs	Total cost of the project, incentive requested, and $/MW at peak required from Con Ed for the proposed solution. Please note that all cost and pricing information associated with an RFP response must only be included as a separate attachment and **not** in the body of the proposal.

Benefit-Cost Analysis	The Company is required to utilize a BCA as outlined in the BCA Handbook filed with the New York State Public Service Commission. A BCA will be applied to the portfolio of solutions to inform selection of projects that bring the most net benefits to customers.
Execution Risk	The expected risk associated with project implementation within the timeframe required for the NWS (e.g., site acquisition, site security, permitting, construction, operation and maintenance, and supply chain risks).
Qualifications	The relevant experience and past success of Respondents, including their partners, in providing proposed solutions to other locations, including as indicated by reference checks and documented results. For Respondents proposing distributed generation or energy storage projects, qualifications include relevant experience in siting, permitting, and interconnecting the proposed solution, and awareness of local rules, regulations, and processes.
Customer Acquisition	The extent to which Respondent's proposed solution would fit into the needs of the customer segmentation of the targeted network(s), and the extent that the customer acquisition strategy fits the needs of proposed solution(s) and targeted customer segment. Preference will be given to proposals that include commitments from eligible customers to install the project(s).
Timeliness	The ability to meet Con Edison's schedule including customer acquisition and interconnection requirements for the particular NWS opportunity. The extent to which the project schedule reflects realistic and sufficient detail from contract execution, project implementation including key project milestones, and completion.
Coincidence with Peak and Deficiency Period	The extent to which the proposed solution can provide functional load reduction (permanent or temporary) during the peak time and Deficiency Period in the area of need.
Technology Viability	The extent to which the proposed solution is a proven technology through industry studies or provides a reasonable pathway to be measured for load reduction capability.
Community Impact	The long-term positive or negative impact that the proposed solution may have on the community in the identified area including, but not limited to, customer experience, environmental impacts and emissions, and enhancements or disruptions to the community. Preference may be given to proposals that serve customers that qualify as disadvantaged communities as identified by the NYSERDA Disadvantaged Communities Criteria.
Innovative Solution	Innovative solution that: targets customers and uses technologies that are currently not part of Con Edison's existing programs, targets generally underserved customer segments, disadvantaged communities, and/or is based on the use of advanced technology that helps foster new DER markets and provides potential future learnings.

RFP Terms and Conditions

Respondents should state clearly all assumptions made with respect to this RFP. In the absence of an explicit statement to the contrary, each Respondent shall be deemed to have agreed with and understood the requirements of this RFP. While Con Edison has endeavored to provide accurate information, Con Edison makes no warranty or representation of accuracy.

Any exceptions to the terms, conditions, provisions, and requirements herein must be specifically noted and explained by Respondent in Respondent's response to this RFP. Con Edison will assume that any response to this RFP expressly accepts all the RFP terms, conditions, provisions, and requirements, except as expressly and specifically stated by a Respondent in its response to this RFP.

Respondents agree to keep confidential all information provided by Con Edison in connection with this RFP.

Qualifications of Respondents

The Company may make such investigation as the Company deems necessary to determine the qualifications of Respondents and proposed subcontractors to perform the work. A Respondent should promptly furnish any information and data as may be requested by the Company as part of any such investigation. The failure of a Respondent to produce timely information and data requested by the Company may provide a basis for rejection of the proposal.

Proprietary Information

If a proposal includes any proprietary data or information that a Respondent does not want disclosed to the public, such data or information must be specifically designated as such on each page on which it is found. Con Edison shall be held harmless from any claim arising from the release of proprietary information not clearly identified as such by a Respondent. Because of the need for public accountability, the following information regarding the proposal shall not be considered proprietary, even if such information is designated as such: pricing terms and non-financial information concerning compliance with RFP specifications.

Cost of Proposal Preparation

The cost of preparing a proposal in response to this RFP, including, but not limited to, the cost associated with site visits and preliminary engineering analysis, will not be reimbursed by Con Edison.

Right to Reject

This RFP shall not be construed to create an obligation on the part of Con Edison to enter into any contract, or to serve as a basis for any claim whatsoever for reimbursement of costs for efforts expended by Respondent. Con Edison shall not be obligated by any statements or representations, whether oral or written, that may be made by the Company, its employees, principals, or agents.

Con Edison reserves the right to accept any responsive proposal, to reject any and all proposals, and to waive irregularities or formalities if deemed to be in the best interests of the Company. Any such waiver shall not modify any remaining RFP requirements nor excuse any Respondent from full compliance with all other RFP specifications and contract requirements if the Respondent is awarded the contract. Con Edison shall reject the proposal of any Respondent that is determined not to be a responsible bidder, or whose proposal is determined

by the Company to be non-responsive. Receipt by the Company of a response to this RFP confers no rights upon a Respondent, nor any obligations upon the Company.

Revision to the RFP

Con Edison reserves the right to withdraw this RFP at any time and for any reason, and to issue such clarifications, modifications, more addenda and/or amendments at any time as it may deem appropriate, and to distribute additional clarifying or supporting information relating thereto.

Con Edison may ask any or all Respondents to elaborate or clarify specific points or portions of their submission. Clarification may take the form of written responses to questions or phone calls or in-person meetings for the purpose of discussing the RFP, the responses thereto, or both.

If it becomes necessary to clarify or revise this RFP, such clarification or addendum shall be issued by the Company by letter, email or written addendum to the RFP. Any RFP addendum shall be delivered by hand, certified mail, facsimile, email or delivery by courier service which certifies delivery. Only those respondents that have already received the proposal documentation directly from the Company will be provided the clarification. Any addendum to, and/or clarification or revision of this RFP, shall become part of this RFP and, if appropriate, part of the Agreement that derives from the RFP.

Basis of Proposal Award

Award of proposal shall be made to the most responsive and responsible respondent meeting the specifications, price considerations, and other factors considered, as determined by the Company, in its sole discretion. The proposal evaluation criteria are set forth within this RFP.

Collusion and Other Prohibited Activities

Collusion with other Respondents prior to, during, or after the RFP is strictly prohibited. Collusion and other prohibited activities include, but are not limited to: discussing bid strategies with other program participants, engaging in any activity with the intent to influence the outcome of the RFP in a manner inconsistent with competitive behavior, or taking any action to undermine the competitive nature of the RFP and otherwise benefit from Company compensation with no intent or expectation of providing the amount of peak load reduction or annual electric savings or reactive power reduction submitted in the Respondent's Bid. The Company shall have the discretion to determine when collusion or other prohibited activities have occurred and to take any appropriate action, including barring participation in future RFPs or programs, and reporting the activity to the New York State Department of Public Service (the "NYDPS"), the Commission and any other appropriate state or federal agencies.

Appendix A: Area of Need

The map below outlines the Jamaica network in blue and denotes the area where implementation of DERs/PFCs would provide load relief. Respondents are encouraged to view the network maps through the Company's Hosting Capacity website), under the "Non-Wires Solutions" tab. Respondents can search via address to assist in determining customer eligibility. Final verification of customer eligibility resides with the Company.

Appendix B: Customer Demographic Profile

A summary of customer demographics for the Jamaica network is shown in the table below.

Customer Segmentation	Count of Customer Segmentation	Annualized Consumption (kWh)	Total of Customer Hi Demand 1 Yr (kW)	Total of Customer Average Billed Demand (kW)
Commercial & Industrial	**65**	**627,002,570**	**130,153**	**92,655**
Community	1			
Education	1			
Hospital	3			
Large Office	7			
Large Retail	6			
Miscellaneous/Entertainment	2			
Nursing Home/Lodging	3			
NYPA - Com	37			
Restaurant	1			
Transportation	1			
Warehouse/Industrial	3			
Multifamily	**71,071**	**338,085,878**	**38,937**	**25,237**
Large Multi-Family - Common Area	792			
Large Multi-Family - Res	30,564			
Other - Common Area	430			
Small Multi-Family - Common Area	4,937			
Small Multi-Family - Res	34,348			
Residential	**82,878**	**478,987,970**	**5,655**	**3,741**
NYPA - Res	36			
Single Family - Res	82,842			
Small-Medium Business	**9,473**	**448,471,608**	**159,152**	**114,580**
Community	7			
Education	152			
Gov't Other	11			
Hospital	57			
Large Office	8			
Large Retail	88			
Miscellaneous/Entertainment	936			
Nursing Home/Lodging	339			
NYPA - Com	354			
Restaurant	498			
Small Office	2,150			
Small Retail	3,040			
Transportation	136			
Warehouse/Industrial	1,697			
Grand Total	**163,487**	**1,892,548,026**	**333,897**	**236,213**

Appendix C: Interconnection and related information

Interconnection Information

For ESS and DG projects equal to or less than 5 MW, the New York State Standardized Interconnection Requirements describes all information needed to complete your application. Please review them to avoid delay on your project.

For easy, step-by-step instructions, refer to the simplified process flow chart (PDF) as developed by Con Edison in accordance with the NYS SIR.

Visit the Company's Applying for Private Generation Interconnection to find application forms for the interconnection process and a recent Developer Workshop Presentation.

Con Edison's Guides and Specifications for Private Generation site contains additional information for Respondents considering installing energy storage and distributed generation.

Private Generation Tariffs contains additional information on the Value of Distributed Energy Resources (VDER) and applicable rates.

Permitting Resources for Energy Storage Systems

Energy Storage Permitting and Interconnection Process Guide for New York City:
https://nysolarmap.com/resources/reports-and-guides/solarplusstorage/storage-permitting/

Fire Department City of New York TM-2 COA Application Form

Fire Department City of New York TM-1 Application Form

City of New York Department of Building's (DOB) - OTCR processes

Appendix D: Respondent Checklist

The Respondent must submit the following completed checklist with each proposal.

Checklist Item	Initial
RFP RESPONSE SPECIFIED FOR APPLICABLE PROJECT (Please list below all that apply and initial): ☐ Please specify project(s) name: _____	
REVIEWED ALL RFP DOCUMENTS AND LAWS AND REGULATIONS THAT IN ANY MANNER MAY AFFECT COST, PROGRESS, OR PERFORMANCE	
FULLY COMPLETED PROPOSAL ADHERING TO THE FORMAT PROVIDED WITHIN THIS RFP	
ENABLED IN CON EDISON PROCUREMENT SYSTEM	
FULLY COMPLETED **NON-WIRES SOLUTION FINANCIAL SHEET (ATTACHMENT A, B OR C)**	

NOTE: FAILURE TO COMPLY WITH RFP PROCESS, COMPLETE AND SUBMIT OF ALL THE ABOVE DOCUMENTS ON THE FORMS PROVIDED HEREIN, WILL RESULT IN A REJECTION OF YOUR BID.

By placing my initials in the boxes provided above, I acknowledge having read and that I understand fully all requirements, including with regard to each of the documents referenced herein.

RESPONDENT (PRINT NAME): _____

RESPONDENT (SIGNATURE): _____

DATE: _____