Stakeholder Engagement Webinar
DER Sourcing / Non-Wires RFP Process

May 29, 2019
## Agenda

<table>
<thead>
<tr>
<th>Time</th>
<th>Topic</th>
<th>Presenters</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>1:00 – 1:05</strong></td>
<td>Introductions</td>
<td>Dale Murdock, ICF</td>
</tr>
<tr>
<td><strong>1:05 – 1:15</strong></td>
<td>Overview and Status Updates on the Evolving Non-Wires Process</td>
<td>Marie Schnitzer, National Grid</td>
</tr>
<tr>
<td><strong>1:15 – 1:25</strong></td>
<td>Con Edison Presentation</td>
<td>Damei Jack, Con Edison</td>
</tr>
<tr>
<td><strong>1:25 – 1:35</strong></td>
<td>Orange and Rockland Presentation</td>
<td>MD Sakib, O&amp;R</td>
</tr>
<tr>
<td><strong>1:35 – 1:40</strong></td>
<td>Central Hudson Presentation</td>
<td>Mark Sclafani, Central Hudson</td>
</tr>
<tr>
<td><strong>1:40 – 1:50</strong></td>
<td>NYSEG/RG&amp;E Presentation</td>
<td>Mike DeAngelo, NYSEG/RG&amp;E</td>
</tr>
<tr>
<td><strong>1:50 – 2:00</strong></td>
<td>National Grid Presentation</td>
<td>Marie Schnitzer, National Grid</td>
</tr>
<tr>
<td><strong>2:00 – 2:30</strong></td>
<td>Q&amp;A Session and Wrap-up</td>
<td>All</td>
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</tbody>
</table>
Today’s Session

Objectives:

• Discuss challenges and lessons learned during the non-wires solutions RFP process to date
• Share how the JU are addressing these challenges to evolve and improve the RFP process
• Not intended to talk about a specific RFP, specific responses, or specific status of any particular RFP

Logistics:

• Please hold your questions and comments until the Q&A session of this webinar
• Please mute your phone line unless you are posing a question or providing a comment
• Questions will be taken first by phone and then through the ‘questions’ function on the webinar interface
• Please identify your company affiliation when you pose your question
• Contact info@jointutilitiesofny.org if you have additional questions following the webinar
Planning Process and Sourcing Overview

Identify System Need & Capital Plan

NWA Suitability Criteria

NWA Opportunity Identification

NWA Sourcing Development

NWA Solicitation Process

Traditional Solution

NWA Opportunity Notification

NWA RFP Notification

JU NWA Sourcing Process May 8, 2017 Filing:
Non-Wires Process Overview

Planning
- Develop system need case and screen need against NW criteria
- Develop NWA technical needs statement
- Evaluate internal EE/DR programs

Request for Proposal
- Develop and release RFP with supporting details
- Solicit solutions from third-party providers

Proposal Review
- Technical Review
- Economic (BCA) review
- Bidder Interviews

Solution Delivery
- Approval process
- Review with DPS
- Finalize and execute agreement with successful bidder
- Solution implemented
Non-Wires Solutions Update

Joint Utilities Stakeholder Webinar
Distributed Energy Resources (DERs): Customer Choice and a Utility Tool

Transmission

Annual Load Forecast

- Analyze impacts to area substation, primary feeders, etc.
- Forecasted load expected to exceed capability of area/network

Traditional Solution
- Upgrade transformers, add new feeders, etc.

Non-Wires Solutions
- Pursue demand reduction strategies
# Market Solicitation

Consolidated Edison Company of New York, Inc.

## Request for Proposal

### Non-Wires Solutions to Provide Demand Side Management for Subtransmission and Distribution System Load Relief

<table>
<thead>
<tr>
<th>Review Approach</th>
<th>Objective</th>
</tr>
</thead>
<tbody>
<tr>
<td>Proposal Content and Presentation</td>
<td>Information requested has been provided and is comprehensive to allow for evaluation.</td>
</tr>
<tr>
<td>Project Costs</td>
<td>Total cost of the project, incentive requested, and $/MW at peak required from Con Ed for the proposed solution.</td>
</tr>
<tr>
<td>Benefit-Cost Analysis</td>
<td>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 determine the feasibility of implementing an NWS.</td>
</tr>
<tr>
<td>Execution Risk</td>
<td>The expected ease of project implementation within the timeframe required for the NWS (e.g., permitting, construction risks, and operating risks).</td>
</tr>
<tr>
<td>Qualifications</td>
<td>The relevant experience and past success of Respondents in providing proposed solutions to other locations, including as indicated by reference checks and documented results.</td>
</tr>
<tr>
<td>Functionality</td>
<td>The extent to which the proposed solution would meet the defined functional requirements and the ability to provide demand reduction during the peak time and area of need.</td>
</tr>
<tr>
<td>Timeliness</td>
<td>The ability to meet Con Edison’s schedule and project deployment requirements for the particular non-wires opportunity, reflecting that the detailed project schedule from contract execution to implementation and completion of projects is important for determination of feasibility.</td>
</tr>
<tr>
<td>Community Impact</td>
<td>The positive or negative impact that the proposed solution may have on the community in the identified area (i.e., noise, pollution).</td>
</tr>
<tr>
<td>Customer Acquisition</td>
<td>The extent to which Respondent’s proposed solution would fit into the needs of the targeted network(s), the customer segment of the targeted network(s) and the customer acquisition strategy (Preliminary customer commitments from applicable customers will be highly desirable.—not applicable for Appendix D)</td>
</tr>
<tr>
<td>Availability &amp; Reliability</td>
<td>The ability of the proposed solution to provide permanent or temporary load relief will be considered, along with the dependability and benefits that would be provided to the grid.</td>
</tr>
</tbody>
</table>
Recommendations to Potential RFP Respondents

• Ensure that you are qualified in Con Edison Oracle system
• A project will typically not be selected to address all needs
• Complete all RFP requirements and ensure requested attachments are fully completed
• Reach out to dsm@coned.com if you’d like to verify a customer is eligible (Account Number, name and address needed)
• Utilize additional revenue streams to propose a more cost-effective solution
• Documented customer letter of support and/or Solutions providing more load relief at network peak hour and/or overload period are prioritized
• Lower costs favored to maximize ratepayer benefit
Program Development Approach

- Review RFP Responses
- SME Review & Scoring
- Portfolio Development
- DPS Staff Engagement
- Program Launch
A portfolio of DER technologies are needed to shave the peak.
Portfolio Development Learnings

Disqualifications

• Insufficient information provided
• Little to no reduction impact to times of need
• High costs compared to other solutions
• Technology proposed not yet proven

Selections

• Complete, clear proposal
• Helps to address overall portfolio needs
• Customer support/understanding of demographics
• Cost competitive offering
• Proven technology
Contracting Approaches

• Coordination with core energy efficiency programs
• Distributed Generation & Energy Storage
  - Standard program agreement
  - Technical requirements
  - M&V and performance requirements
  - Security requirements
• Helpful links
  - Standard program agreement
  - ESS RFP
## NWS Activity

<table>
<thead>
<tr>
<th>Project Description</th>
<th>Market Solicitation</th>
<th>Current Status</th>
</tr>
</thead>
<tbody>
<tr>
<td>BQDM Program Extension</td>
<td>Implementation</td>
<td>Implementation/Procurement</td>
</tr>
<tr>
<td>Water St (+Williamsburg Feeder)</td>
<td>Implementation/Procurement</td>
<td>Implementation/Procurement</td>
</tr>
<tr>
<td>Plymouth St. CSS/USS</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Newtown Project</td>
<td>RFP Closed</td>
<td>Development and Evaluation</td>
</tr>
<tr>
<td>West 42\textsuperscript{nd} St</td>
<td>RFP Closed</td>
<td>NO GO</td>
</tr>
<tr>
<td>Flushing Project</td>
<td>RFP Closed</td>
<td>NO GO</td>
</tr>
<tr>
<td>Hudson Feeder Project</td>
<td>RFP Closed</td>
<td>NO GO</td>
</tr>
<tr>
<td>Columbus Circle</td>
<td>RFP Closed</td>
<td>Project Cancelled</td>
</tr>
</tbody>
</table>
Active Programs in Brooklyn & Queens

To verify site eligibility email Con Ed account # to DSM@coned.com
Stay Informed...

www.coned.com/nonwires

Non-wires solutions have the potential to reduce customers’ electric bills, improve reliability, and defer capital infrastructure. We’ve identified several opportunities to create such change.

**Current Opportunities**

<table>
<thead>
<tr>
<th>Projects</th>
<th>Current Status</th>
<th>Documents</th>
</tr>
</thead>
<tbody>
<tr>
<td>Primary Feeder Relief - Chelsea</td>
<td>Project deferred due to decrease in the projected load</td>
<td>Project Description</td>
</tr>
<tr>
<td>Parkchester No. 1 Cooling Project</td>
<td>Project deferred due to decrease in the projected load</td>
<td>Project Description</td>
</tr>
<tr>
<td>Newtown Transformer Installation Project</td>
<td>No longer accepting proposals</td>
<td>RFP</td>
</tr>
<tr>
<td>Primary Feeder Relief - Williamsburg</td>
<td>No longer accepting proposals</td>
<td>RFP</td>
</tr>
<tr>
<td>Water Street Cooling Project</td>
<td>No longer accepting proposals</td>
<td>RFP</td>
</tr>
<tr>
<td>Plymouth Street Cooling Project</td>
<td>No longer accepting proposals</td>
<td>RFP</td>
</tr>
</tbody>
</table>
Other Helpful Links

• Con Edison Non-Wires Solutions: www.coned.com/nonwires

• Con Edison Hosting Capacity Map: www.coned.com/en/business-partners/hosting-capacity

• NYSERDA: www.nyserda.ny.gov/

• National Grid Metro NY (Gas): www.nationalgridus.com/NY-Home/
NWA Process Review

MD Sakib
O&R NWA Process Flow

1. Non-wires alternatives opportunities identification
2. Issue solicitation
3. Technical and commercial viability
4. Develop portfolio of potential solutions
5. Benefit-Cost Analysis
6. Procurement
7. Implementation
8. Project completion
NWA Identification and Solicitation

During the annual capital planning process, non-wires-alternatives are considered as potential solutions to an identified system constraint that would otherwise require a traditional infrastructure solution. O&R solicits market-based solutions offered by third-parties to service the utility.

Key steps during this process:

**NWA identification (conducted annually)**
1. Identify NWA opportunities through capital planning process
2. Screen with NWA suitability criteria filed March 2017

**NWA solicitation (conducted on a per-project basis)**
1. Draft project charter
2. Perform outreach/education with AHJs
3. Draft, finalize, and issue RFP
4. Field vendor questions and collect responses

Process enhancements:
- Extended planning horizon from 5 to 10 years
- Provided additional details to vendor during RFP process
- Required additional detail from vendor to align with BCA inputs
- Shared vendor prequalification requirements
- Allowed multiple rounds of vendor questions
- Performed outreach/education with AHJs early in process
Proposal Evaluation

After receiving proposals from vendors, O&R rates the responses following a consistent methodology. The final ratings are used to rank the proposals. Top vendors are subject to additional questions and evaluation.

Key steps during this process:

1. Gather team of subject matter experts and evaluate proposals
   - SMEs represented from key functional areas involved in proposed project
   - Criteria includes: technical capability, project cost, timeliness, and project feasibility
2. Host site visit at O&R with top vendors
3. Adjust and finalize ratings, rank proposals

Process enhancements:

- Requested more robust financial data from vendors during RFP
  - Must break down project cost by cost of equipment, cost of labor, and administrative cost
- Provided evaluation parameters and scoring guidance to SMEs
- Expanded internal SME group and/or solicited external parties for proposal evaluation
Top-ranked solutions are compiled to develop portfolios that fulfill NWA project need. O&R iteratively conducts a benefit-cost analysis on portfolio variations in order to determine the optimal portfolio with the lowest cost.

Key steps during this process:
1. Collect BCA inputs
2. Run analysis on portfolio iterations
3. Identify solutions with project ratios greater than 1.0
4. Gather and incorporate feedback from DPS, gain O&R executive leadership approval
5. Notify vendors of selection

Challenges:
- BCA input changes require model refresh:
  - Solution cost
  - Program incentives
- Business model/deal structure is subject to change:
  - Wholesale market volatility
  - Decision on first right of dispatch vs. utility ownership
Contract Negotiation

After the portfolio has been selected and approved, O&R begins contract negotiation. There are numerous items to be negotiated between O&R and the vendor.

Key steps during this process:
1. Validate NWA need
2. Negotiate contract terms
   - Agree on terms and conditions sheet to begin the contract
   - Add details to terms and conditions sheet to drive contract to completion/ signage
3. Sign contract

Challenges:
• Negotiating the vendor contract is a complex process
  o Requires multiple rounds of discussion between vendor, O&R legal team, and business team
• Terms must be agreed upon by both parties

Process enhancements:
• Leverage common terms and conditions from (future) executed contracts as a boilerplate for future NWA contracts
Siting and Permitting

Siting and permitting requirements vary from one jurisdiction to another, and can be extensive given the technology being implemented. The siting and permitting process is led by the vendor with support from O&R.

Key steps during this process:
1. Collect vendor proposals for potential sites
2. Evaluate proposed sites against NWA need for feasibility
3. Understand local permitting, zoning, and project planning requirements
4. Solicit planning board approval and obtain building permit

Challenges:
- Site control is critical but can’t always be obtained before contract is signed
  - Request for memorandum of understanding added to RFP
- Permitting and zoning laws are robust and differ from one jurisdiction to another
- Siting projects in densely populated load pockets near residential customers is a challenge
- Environmental challenges with certain locations lead to additional complexities

Process enhancements:
- Leverage NYSERDA guidebook on siting and permitting
O&R NWA Project Status

Current O&R NWAs

- **Pomona**
  - Undergoing evaluation from local Planning Board
  - Terms and conditions between O&R and the developer are underway for the project

- **Monsey**
  - Siting (leasing) is nearly complete for 2 of the 3 sites
  - Terms and conditions between O&R and the developer are underway for the project

- **Blooming Grove**
  - Awaiting responses from bidders (due to O&R on 5/31)

<table>
<thead>
<tr>
<th>Project Name</th>
<th>Project Type</th>
<th>Required Load Relief</th>
<th>Need Date</th>
<th>Status</th>
</tr>
</thead>
<tbody>
<tr>
<td>Monsey</td>
<td>Load Relief/Reliability</td>
<td>2.5 MW – 3 MW</td>
<td>2021</td>
<td>In siting and contracting phase</td>
</tr>
<tr>
<td>Pomona</td>
<td>Load Relief</td>
<td>Up to 6 MW</td>
<td>2021</td>
<td>Awaiting planning board approval and contracting</td>
</tr>
<tr>
<td>West Haverstraw</td>
<td>Reliability</td>
<td>5 MW</td>
<td>2021</td>
<td>Closing out</td>
</tr>
<tr>
<td>Blooming Grove</td>
<td>Load Relief/Reliability</td>
<td>15.5 MW</td>
<td>2021</td>
<td>RFP due on 5/31</td>
</tr>
<tr>
<td>West Warwick</td>
<td>Load Relief/Reliability</td>
<td>7 MW</td>
<td>2022</td>
<td>RFP to be issued Q3, 2019</td>
</tr>
<tr>
<td>Mountain Lodge Park</td>
<td>Load Relief/Reliability</td>
<td>280 kW</td>
<td>2022</td>
<td>RFP to be issued Q4, 2019</td>
</tr>
</tbody>
</table>
Central Hudson’s NWA Procurement

May 29, 2019
TDM Program – Three Non-Wires Alternatives

Northwest Corridor – 10MW

Merritt Park – 1MW

Fishkill/ Shenandoah – 5MW
Demand Response Resources
Targeted Lighting Initiative

- Existing ETIP Program (SBDI) covers ~50% of project cost
- Up to 100% of cost covered in targeted areas
- Locational coincidence analyzed for each region.
- Two programs split costs and benefits
- Almost 400 completed projects to date have resulted in ~1.3 MW of capacity
Coldenham / C-4027 NWA Update

- Project postponed as of December 2018
- In 2018, a new “4055” feeder was put into service
- The 4055 has capacity to absorb the expected near-term load growth in deferral area
- Central Hudson will closely monitor loads in this area and pursue a NWA solution in the future if it is determined to be necessary
Needs Are Limited

- The system has declining load and excess capacity.
- Limited opportunity to avoid infrastructure costs.

*Table 12 from p.31 of “Avoided T&D Cost Study for filing in the above-referenced case.”
Case 15-E-0751 – in the Matter of the Value of Distributed Energy Resources, Central Hudson Gas & Electric Corporation’s Avoided T&D Cost Study*
Presentation by NYSEG and RG&E
NWAs are becoming an integral part of NYSEG and RG&E’s Planning Process

If NWA passes SC

- **NWA Screening**
  - Need type identified that NWA may solve
  - Identify conceptual T / D solution
  - Determine if other asset needs exist
  - Apply NWA Suitability Criteria (SC)

- **Generalized NWA Scoping**
  - Identify targeted years of need for NWA
  - Determine suitable & optimal NWA locations
  - Determine req’d NWA performance attributes

- **DER Sourcing Strategy/Plan**
  - Evaluate applicability of DER tech / programs
  - Identify solicitation approach (single v. portfolio)
  - Develop NWA RFP

- **DER Sourcing Execution**
  - Run RFP Process
  - Evaluate NWA proposals and BCA
  - Decision to proceed with T /D or NWA solution
  - Interconnect and contract awarding process

If NWA selected

- **Construct and Operate NWA**
  - Additional Engineering, Procurement and Permitting
  - Construction
  - Testing and Commissioning
  - NWA Operation, Administration, M&V
### NYSEG and RG&E NWA/NPA – Project Updates

#### RFPs and RFIs Issued:

<table>
<thead>
<tr>
<th>Company</th>
<th>Project</th>
<th>Need(s)</th>
<th>Status</th>
</tr>
</thead>
<tbody>
<tr>
<td>NYSEG</td>
<td>Java</td>
<td>1 MW Peak Shaving</td>
<td>Final Evaluation/Contract Negotiation</td>
</tr>
<tr>
<td>NYSEG</td>
<td>5 MW Redundancy</td>
<td>Final Evaluation/Contract Negotiation</td>
<td></td>
</tr>
<tr>
<td>NYSEG</td>
<td>Stillwater</td>
<td>&lt;1 MW Peak Shaving</td>
<td>Final Evaluation/Contract Negotiation</td>
</tr>
<tr>
<td>NYSEG</td>
<td>Power Quality</td>
<td>Evaluation</td>
<td></td>
</tr>
<tr>
<td>NYSEG</td>
<td>New Gardenville</td>
<td>19.5 MW Peak Shaving</td>
<td>Evaluation</td>
</tr>
<tr>
<td>NYSEG</td>
<td>Lansing - Gas</td>
<td>120 MCFH needed to return the system to 70% MAOP</td>
<td>Initial RFP in 2018 returned limited responses. A second RFI/RFP process is underway.</td>
</tr>
<tr>
<td>RG&amp;E</td>
<td>Station 43</td>
<td>&lt;3 MW Peak Shaving</td>
<td>Proceeded with &quot;wires&quot; solution based on RFP results and timing</td>
</tr>
<tr>
<td>RG&amp;E</td>
<td>Station 51</td>
<td>&lt;3 MW Peak Shaving</td>
<td>Initial Proposal Evaluation</td>
</tr>
</tbody>
</table>

**NWAs Still Active:** All NYSEG and RG&E NWA procurements are still active except RG&E Station 43.

**Upcoming RFPs:**

- NYSEG and RG&E are currently evaluating all planned T&D capital projects to determine which projects are suitable for NWA and will post/update the results on the companies websites soon.
## Lessons Learned / Keys to the Success of the NWA Process

**Determination of when NWAs are suitable**
- Consider needs beyond the primary need driving the NWA process
- I.e., A comprehensive assessment of “wires” solution facilities may be warranted to assure accuracy of potential T&D cost deferrals

**Information provided to 3rd Parties**
- Advanced/prior communications of planned NWA opportunities
- NWA RFP information is clear and complete
- Explain benefits/costs methodology (e.g., BCA Handbook)
- Awareness of interconnection process requirements
- Importance and accuracy of details in proposals

**Contracts**
- NWAs will be performing a reliability service and must be held to a different level of accountability than DERs are used to
- Negotiations can be time consuming
- Performance provisions
- Liability and risk

**Involve Operations and other key Business Areas early**
- Alignment of planned NWA resource operation/use
- Need for added grid visibility, automation and procedures
- Deep cross-functional technical review integrating NWA into grid operations
National Grid's Non-Wires Alternatives Process

May 2019
### NWA Process - Planning

- Develop system need case and screen need against NWA criteria
- Develop NWA technical needs statement
- Evaluate internal EE/DR programs

<table>
<thead>
<tr>
<th>SCREENING CRITERIA</th>
<th>Project Type Suitability</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Project types include Load Relief and Reliability. Other types have minimal suitability and will be reviewed as suitability changes due to State policy or technological changes.</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Timeline Suitability</th>
<th>Large Project</th>
<th>36-60 months*</th>
</tr>
</thead>
<tbody>
<tr>
<td>Small Project</td>
<td>18-24 months*</td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Cost Suitability (Value of Wires Solution)</th>
<th>Large Project</th>
<th>Greater than or equal to $1M</th>
</tr>
</thead>
<tbody>
<tr>
<td>Small Project</td>
<td>Greater than or equal to $500K</td>
<td></td>
</tr>
</tbody>
</table>

*Solution can be in-service by the need date which is within the noted window of time.
Request for Proposal

The NWA RFP includes:

- Problem statement of electrical system need
- System data
  - Loading data
  - General description of the system need
  - Timing, duration of the need, and time of day the need occurs
  - Aggregated customer load profiles (no individual customers are identified)
- Area and electrical system description
  - Equipment listings, voltages, and mapping
- **Approximate value** of NWA solution
Proposal Review

Proposals are evaluated based on;

- Technology Maturity
- Compatibility with system operations (reliability, security, communications, dispatchability)
- Benefit-Cost Analysis

Bidders contacted for follow-up as appropriate

Selection process adapted based on market participation
Overview of NWA Project Opportunities

<table>
<thead>
<tr>
<th>Project Location</th>
<th>RFP Release</th>
<th>Status</th>
</tr>
</thead>
<tbody>
<tr>
<td>Baldwinsville</td>
<td>Jan 2017</td>
<td>Closed; Failed to pass BCA</td>
</tr>
<tr>
<td>Buffalo 53</td>
<td>Dec 2017</td>
<td>Closed; Failed to pass BCA</td>
</tr>
<tr>
<td>Fayetteville</td>
<td>Aug 2017</td>
<td>Closed; Failed to pass BCA</td>
</tr>
<tr>
<td>Golah Avon</td>
<td>Dec 2017</td>
<td>Under Review</td>
</tr>
<tr>
<td>Gilbert Mills</td>
<td>Aug 2017</td>
<td>Under Review</td>
</tr>
<tr>
<td>Van Dyke</td>
<td>Dec 2017</td>
<td>Under Review</td>
</tr>
<tr>
<td>Old Forge</td>
<td>Apr 2017</td>
<td>Under Review</td>
</tr>
<tr>
<td>Fairdale</td>
<td>Aug 2018</td>
<td>Under Review</td>
</tr>
<tr>
<td>Pine Grove</td>
<td>Nov 2018</td>
<td>Under Review</td>
</tr>
<tr>
<td>Rensselaer</td>
<td>Jan 2019</td>
<td>Under Review</td>
</tr>
<tr>
<td>Sawyer</td>
<td>Dec 2018</td>
<td>Revising load forecast and need; may be reissued in 2019</td>
</tr>
</tbody>
</table>
Process Improvements and Opportunities

Recent RFP Improvements

• More descriptive problem statement
• Technical details expanded
• Approximate value of NWA
• Collection of market interest to participate in a specific RFP

Portfolio Solutions

• Working with internal Demand Response and Energy Efficiency programs to find opportunities to reduce a load relief need
• Exploring software that will help National Grid optimize DER locations on the grid to develop more focused RFPs
Process Improvements and Opportunities (continued)

Market Interactions

- More comprehensive vendor and stakeholder contacts
- Monthly stakeholder engagement sessions
- **1:1 Meetings with vendors to gather market intelligence**
  - What do vendors want to see in an RFP?
  - What determines whether they bid or pass on an RFP?
  - How much time do they need to develop a strong proposal?
  - Where have they had NWA success elsewhere and what contributed to it?
- New shared e-mail box for vendor communication
Links/Contact Us

National Grid System Data Portal

https://www.nationalgridus.com/Business-Partners/NY-System-Portal

Email: non-wiresalternativesolutions@nationalgrid.com
Summary and Wrap up
Summary

• This presentation will be posted to the Joint Utilities of New York website (https://jointutilitiesofny.org/joint-utilities-of-new-york-engagement-groups/) for review and records

• Please email info@jointutilitiesofny.org with any additional questions or comments
Thank you!

www.jointutilitiesofny.org