

**Bulk Energy Storage Scheduling and Dispatch Rights Request for Proposals**

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### APPENDIX A

#### Prequalification Instructions

Provide the following information for use by CECONY and O&R in assessing the experience, organizational structure, and financial viability of the Bidder and Bidder's team. Include additional pages and other materials with this Appendix as necessary. Prequalification evaluation will be done jointly between CECONY and O&R. Therefore, provide one submission for prequalification for both CECONY and O&R consideration.

Experience, organizational, and financial information must be provided for the Bidder, other organizations part of the Bidder's team<sup>1</sup>, and any entity providing credit enhancement or other corporate support to the Bidder. As necessary, please specify whether the information provided is for the Bidder, an organization on Bidder's team, a parent or Affiliate, or any other entity providing security on the Bidder's behalf.

Please see the Energy Storage Services Agreement (Appendix D1/D2) and Section 7 of the RFP Document for Defined Terms.

#### Company & Organizational Information<sup>2</sup>

##### Overview

1. Provide Bidder's name, address, city, state, zip code.
2. Provide contracting party's name, address, city, state, zip code, if applicable and different from Bidders.
3. List the legal registered name of all owners and Affiliates of the Bidder, including but not limited to any partial owners or interested partners participating with the Bidder of the Project and their relative percentage ownership and specific roles and services they will provide.<sup>3</sup>
4. Describe in detail Bidder's organizational structure. A written description and flow chart diagram showing links are required. List the legal registered name of all owners and participants, including but not limited to joint Offer participants, of the Project and their relative percentage ownership.

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<sup>1</sup> If applicable, the information of the developer, integrator, and EPC contractor may be submitted for consideration and evaluation in the prequalification process. Preference and additional weight will be given to developer experience, organizational, and financial information relative to other entities.

<sup>2</sup> Team structure and associated agreements are the prerogative of the Bidder. No changes to the submitted team will be permitted since an evaluation of the entire team is a critical input into prequalification status and submitted Offer viability. Changes to the team after prequalification or Offer submission will result in disqualification.

<sup>3</sup> CECONY requires a complete understanding of Bidder's ownership structure to evaluate bids fairly and completely. All parties with a financial interest in the project must be included.

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5. Address all the following that apply if Bidder is:
  - 5.2 a Subsidiary or Affiliate of any other entity or corporation provide detail as to the relationships and identify the ultimate parent;
  - 5.3 part of a partnership, provide the names of all partners and, if a limited partnership, identify the General Partner(s);
  - 5.4 a joint venture, identify the members of the joint venture, the corporate form of the joint venture (or if a contractual joint venture), the respective interests of the members, and the controlling entity (if any);
  - 5.5 a limited liability company, identify each member and, if applicable, the entities Controlling each member;
  - 5.6 acting as a member of a consortium or other organization, association or group of persons acting in concert for purposes of submitting a joint Offer, provide the names of all the members and indicate the controlling member of the consortium, organization, association or group.
6. Identify the state in which each entity named above is incorporated or formed and authorized to do business with an “active” status. If an entity is also registered in New York, but under a different name or d/b/a, please provide that name;
7. List all existing commitments and contingencies (lease agreements, guarantees, etc.) to which Bidder is party that [relate to Bidder’s ability to enter into and perform under a proposed Offer];
8. Certify in writing that Bidder has reviewed, understand and will comply with the RFP requirements for all Offers to be provided. Failure to meet all RFP requirements will result in Offer rejection.

*Credit Information*

1. If the Bidder is rated, state its Credit Rating and the associated Rating Agency.
2. If the contracting party<sup>4</sup> is rated, state its Credit Rating and the associated Rating Agency.

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<sup>4</sup> If different from the Bidder

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### *Financial Information*

1. Provide three (3) years of Audited Financial Statements and year-to-date Audited Financial Statements of Bidder and contracting party (if applicable).<sup>5</sup>

### *Development Experience*

List and describe the Bidder's background and experience developing front-of-the-meter energy storage projects of a similar nature and technology to the to be proposed Project(s), and non-storage projects that will support evaluation of development experience. If submitted for evaluation, the experience of the developer, integrator, and EPC contractor will be considered and evaluated. Preference and additional weight will be given to developer experience relative to others' experience. Demonstrated experience deploying the to be proposed storage technology at scale with Dispatchable Capacity of at least 2 MW in a single project in an expeditious manner is required for approval to submit an Offer.

### *Bidding Team Overview*

1. Is the Bidder's company and/or organizations part of the Bidder's team licensed to do business in New York: If yes, what are the applicable business license numbers?
2. Please provide a description and organization chart of the personnel structure of the proposed facility's development, design and construction, and operations and maintenance organizations.
3. Please provide a description of the Bidder's experience and history in financing energy storage projects. Also, if applicable, provide experience and history financing power generation facilities.
4. Identify any government assistance / program to be requested, expected, or received that would affect financing of this Project.
5. For CECONY and O&R to address any potential conflicts of interest, please provide the name of the law firm or counsel representing the Bidder in its Offer, or if a joint Offer, the names of all law firms or counsels representing all Bidders in the joint Offer.

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<sup>5</sup> Audited financial are required from all relevant entities (the Bidder, Parent and contract counterparty provided these are separate legal entities). If the bidder is not the long-term owner/operator, then the Audited Financial Statements of the long-term owner/operator should also be provided. In all cases, the Bidder should provide Audited Financial Statements.

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*Project Development Experience<sup>6</sup>*

1. Front-of-the-meter energy storage projects<sup>7</sup> using the to be proposed technology completed and in commercial operation.

Total count of projects in commercial operation: \_\_\_\_\_

Total count of projects in commercial operation 2 MW or larger: \_\_\_\_\_

For each project, list information in the format presented below.  
 Include all relevant projects.

Project Name	MW	MWh	Use Case	Location, Utility	Contact/Reference	Bidder's Role	COD Date

2. Front-of-the-meter energy storage projects using the to be proposed technology currently under construction.

Total count of projects under construction: \_\_\_\_\_

Total count of projects under construction 2 MW or larger: \_\_\_\_\_

For each project, list information in the format presented below.  
 Include all relevant projects.

Project Name	MW	MWh	Use Case	Location, Utility	Contact/Reference	Bidder's Role	Expected COD Date

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<sup>6</sup> Provide and clearly label separate project experience lists/tables for developer, integrator, and EPC contractor entities/roles.

<sup>7</sup> Includes any energy storage projects that will support the evaluation of the developer's experience in the proposed project(s) for this RFP.

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3. Front-of-the-meter non-storage projects<sup>8</sup> completed and in commercial operation.

Total count of projects in commercial operation: \_\_\_\_\_

For each project, list information in the format presented below.  
 Include all relevant projects.

Project Name	MW	MWh	Use Case	Location, Utility	Contact/Reference	Bidder's Role	COD Date

4. Front-of-the-meter non-storage projects currently under construction.

Total count of projects under construction: \_\_\_\_\_

For each project, list information in the format presented below.  
 Include all relevant projects.

Project Name	MW	MWh	Use Case	Location, Utility	Contact/Reference	Bidder's Role	Expected COD Date

*Operation & Maintenance Experience*

1. Front-of-the-meter energy storage projects using the to be proposed technology currently operated and maintained by the Bidder.

Total count of projects operated and maintained: \_\_\_\_\_

Total count of projects operated and maintained 2 MW or larger: \_\_\_\_\_

For each project, list information in the format presented below.  
 Include all relevant projects.

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<sup>8</sup> Include non-storage electric generation, distributed generation, or other projects that will support the evaluation of the developer's experience in the proposed project(s) for this RFP.

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Project Name	MW	MWh	Use Case	Location, Utility	Contact/Reference	Bidder's Role	COD Date

*New York Independent System Operator Experience*

1. Is your company a Market Participant within the New York ISO: If yes, what load and/or generation assets do you manage and what markets do you participate in?
2. Front-of-the-meter energy storage projects using the to be proposed technology currently participating in NYISO markets

Total count of projects: \_\_\_\_\_

For each project, list information in the format presented below.  
 Include all relevant projects.

Project Name	MW	MWh	Use Case	Location, Utility	Contact/Reference	Bidder's Role	COD Date

3. Non-storage projects currently participating in NYISO markets

Total count of projects: \_\_\_\_\_

For each project, list information in the format presented below.  
 Include all relevant projects.

Project Name	MW	MWh	Use Case	Location, Utility	Contact/Reference	Bidder's Role	COD Date