

Orange and Rockland Utilities, Inc.

Request for Proposal (RFP)

Monsey 2.0 Non-Wires Alternative Project to Provide Solutions for
Distribution System Reliability and Load Relief

ISSUED: JULY 1, 2022

SUBMISSION DEADLINE: AUGUST 26, 2022



Orange & Rockland



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1. Introduction

Orange and Rockland Utilities, Inc. (“O&R” or the “Company”) is requesting proposals from qualified and experienced respondents with the capability to deliver innovative non-wires alternative (“NWA”) solutions that provide electric distribution system load relief, provide substation transformer support, and reduce generation capacity requirements in the Monsey substation area.

1.1. Background

O&R is a subsidiary of Consolidated Edison, Inc., one of the nation's largest investor-owned energy companies. O&R, which provides electric and gas service to Orange County, Rockland County, and parts of Sullivan County, New York, is regulated by the New York State Public Service Commission (“NYPSC”).

O&R will use this non-wires alternatives program to support the NYPSC’s regulatory Reforming the Energy Vision (“REV”) initiative as well as the state’s energy storage goals as outlined in the Climate Leadership and Community Protection Act (“CLCPA”). REV and CLCPA both aim to reorient the electric industry toward a consumer-centered approach that harnesses clean energy technology and new market opportunities.

The Monsey NWA Project to Provide Solutions for Distribution System Reliability and Load Relief (“the Monsey Project”) is a critical project that has, in the past, faced development challenges since its inception in 2017. Any Respondent responding to this new RFP must be prepared to address these development (location, siting and permitting) challenges and be committed to successful project execution. Accordingly, the Company will value Respondents with site control or the ability to gain site control when reviewing responses.

1.2. Definitions

Non-Wires Alternative (“NWA”): A solution proposed in an identified area as an alternative to a traditional infrastructure resolution for a distribution or transmission problem. Non-wires alternatives may be a singular or portfolio of multiple DERs.

Distributed Energy Resource (“DER”): Energy efficiency, demand response, distributed generation, energy storage or other resources that prove to be feasible for the identified area of need.

Respondent: A person and/or entity, or a representative thereof, replying to this RFP.

Benefit-Cost Analysis (“BCA”): A BCA will be applied to potential non-wires alternatives solutions. O&R developed a BCA Handbook in collaboration with the New York Joint Utilities to provide consistent and transparent statewide methodologies that calculate the benefits and costs of potential projects and investments. The BCA Handbook can be found as Appendix E of [Orange and Rockland's Distributed System Implementation Plan](#), filed July 31, 2020 with the NYPSC.



1.3. Purpose

This RFP solicits responses from Respondents that state an interest and have qualifications to supply O&R with solutions for load relief for the NWA project described below. To assist Respondents, this RFP provides information on the specific NWA project and also provides requirements that Respondents must comply with when submitting their proposals.

This RFP is open to all DER approaches that display the potential to provide load relief in the areas identified. Proposed solutions should decrease peak load demand and increase reliability at the lowest reasonable cost possible. O&R will attempt to build a portfolio of projects that serve to diversify project execution risks and maximize benefits to customers.

Each RFP response should at a minimum outline a Respondent's suggested approach, load relief impact, cost for completing the project, project plan or proposal, and a timeline for implementation as outlined in the [Non-Wires Alternative Solution Requirements](#) section of this RFP. Responses must also include an hourly impact analysis resulting from the proposed DER solution, as well as a fully completed **Non-Wires Alternative Solution Questionnaire (Attachment A)**.

Respondents are expected to be financially and technically capable of developing, constructing, and operating their proposed projects such that the anticipated benefits can be realized. O&R will make reasonable efforts to evaluate each Respondent's proposed solution in a manner that equitably balances that solution against the solutions proposed by other Respondents. If O&R enters into a contract with a Respondent, then the Respondent will be subject to additional verification milestones so that the Respondent is on track to provide the contracted load relief. With regard to any contract entered into with a Respondent to implement a solution, such contract will provide that O&R may terminate that contract if O&R deems that demand reduction goals are not likely to be achieved or if load demand changes in a way that the solution is no longer needed or will not be effective as intended.

1.4. General Guidelines

O&R reserves the right to make changes to this RFP by issuance of an addendum or amendments and to distribute additional clarifying or supporting information relating thereto. O&R 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 and/or the responses thereto.

It is the sole responsibility of each Respondent to include all pertinent and required information in its submission. O&R reserves the right to determine in its sole discretion whether a submission is incomplete or non-responsive.

Respondents should clearly state all assumptions they make about the meaning or accuracy of information contained in their response to this RFP. If a Respondent does not ask questions or identify its assumptions, O&R will assume that the Respondent agrees with and understands the requirements in this RFP. While O&R has



endeavored to provide accurate information to Respondents, O&R makes no warranty or representation regarding the accuracy of the information contained in this RFP.

Respondents are encouraged to provide and release necessary authorizations for O&R to verify any of the respondent's previous work, except where it is contractually prohibited from doing so.

The respondent shall be responsible for identifying, obtaining, and complying with local code requirements and permits during both construction and operation of the proposed DER solution. Areas for relevant permits include, but are not limited to, civil, structural, environmental and safety.

The respondent must submit a Memorandum of Understanding ("MOU") or a letter of commitment from the landowner for any piece of property that the respondent plans to leverage in order to install their proposed DER assets. Any proposal without this MOU or letter of commitment will not be considered for this project.

The respondent should also provide a high-level site layout plan that will incorporate all local Authorities Having Jurisdiction ("AHJ") rules and regulations for siting any proposed DER assets. This RFP shall not be construed to establish an obligation on the part of O&R to enter into any contract, or to serve as a basis for any claim whatsoever for reimbursement of costs for efforts expended by Respondents.

Furthermore, the scope of this RFP may be revised at the option of O&R at any time, or this RFP may be withdrawn or cancelled by O&R at any time. O&R shall not be obligated or bound by any responses or by any statements or representations, whether oral or written, that may be made by the Company or its employees, principals, or agents in connection with this RFP.

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

1.5 Non-Wires Alternatives High Level Process

The process shown below is an example of the high-level steps that occur during the identification of non-wires alternatives solutions, as well as the evaluation, implementation, and verification of the identified solutions. There are multiple actions that take place during and between each step to move non-wires alternatives projects forward to implementation and verification of load relief achieved.

The Company identifies potential non-wires alternatives projects as part of its annual capital planning process. Traditional infrastructure projects are screened via the non-wires alternatives suitability criteria based on project type (reliability, load relief or both), timeline and cost to gauge their suitability as non-wires alternatives candidates. These alternatives may include DERs such as Energy Efficiency ("EE"), Demand Response ("DR"), clean (e.g., solar) Distributed Generation ("DG"), and Energy Storage ("ES"), which may allow the Company to delay the construction of needed infrastructure.



The Company will leverage its existing EE and DR programs to lower the amount of additional DER that needs to be procured. The Company may entertain proposed EE and DR solutions that have the potential to enhance its existing programs.

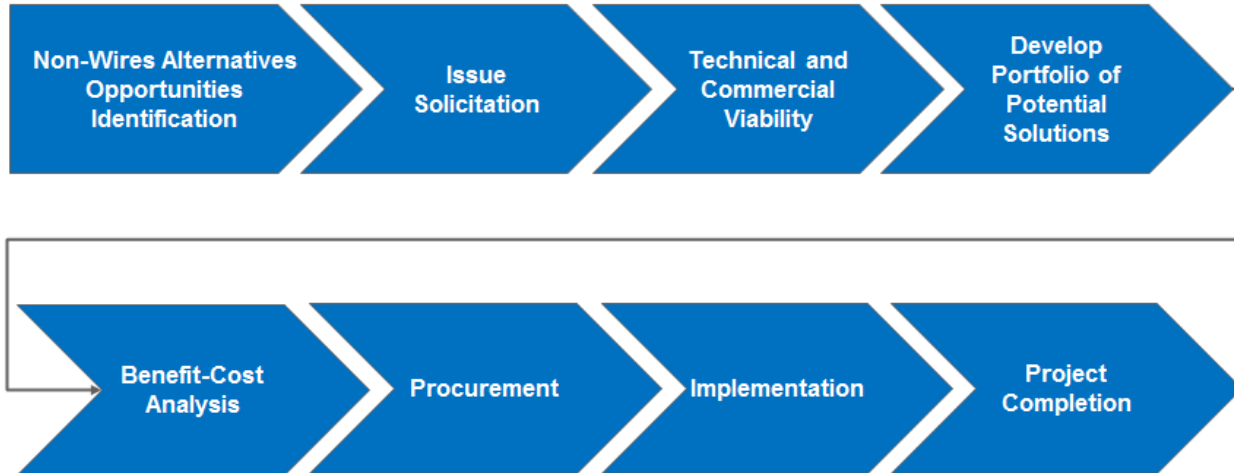


Figure 1: O&R NWA Process Flow



2. Monsey Non-Wires Alternative Project Description

2.1. Project Description

O&R is proposing to implement an NWA program in order to defer capital infrastructure investments for ten years to upgrade the Monsey Substation and associated distribution circuits in order to meet short- and long-term customer energy needs, starting in 2025. The Company is focusing on NWAs that will reduce peak demand in areas where substantial capital investments are needed to improve system reliability and resiliency. These alternatives may include DER such as energy efficiency (“EE”), demand response (“DR”), clean (e.g., solar) distributed generation (“DG”), and energy storage (“ES”), a combination of which may allow the Company to delay the construction of needed infrastructure. The company will leverage its existing EE and DR programs to lower the amount of DER that needs to be procured. The company may entertain proposed EE and DR solutions that have the potential to enhance its existing programs.

The Monsey Substation is comprised of two 138kV-13.2kV, 25 MVA transformer banks (Banks 144 and 244), each serving three distribution circuits. These banks have experienced significant load growth which has begun to overload the banks and associated distribution circuits during system contingencies (i.e., loss of service of a substation transformer bank), resulting in violations of O&R planning criteria. The Monsey NWA has several objectives and priorities:

- I. To provide relief for Bank 244
- II. For single distribution circuit reduction of peak electric load on circuits 44-5-13, 44-3-13, and 44-4-13 and associated distribution circuit ties (also listed in prioritized order).
- III. For bank contingency purposes, reduce peak electric load within the area served by the Monsey Substation and Banks 144 and 244;

Peak electric load reduction in the Monsey area currently served by all six Monsey distribution circuits will contribute to reducing the load during bank contingencies. However, reducing load on the above-mentioned distribution circuits and their associated circuit ties has the potential to alleviate not only bank contingency issues but also single distribution circuit contingency issues. DER resources placed in areas that serve both purposes will be given priority.

The Monsey Substation presently serves approximately 9,100 customers, the majority of which are residential while the remaining customers are commercial and industrial (“C&I”). See Table 1 below for breakdown by bank and circuit.



Monsey Bank	Distribution Circuit
Bank 144	44-3-13
Bank 244	44-4-13
	44-5-13

Table 1: Breakdown of Circuits by Bank

Considering the historic load data as well as current new business applications in process, the growth rate per year for the Monsey area is projected to be as shown below in Table 2:

2022	2023	2024	2025	2026	2027	2028	2029
1.48%	1.59%	1.70%	1.81%	1.92%	2.04%	2.15%	2.26%

Table 2: Monsey Area Projected Load Growth

For further circuit information refer to the O&R Interconnection and Hosting Capacity Map at the link below. The following legend will allow the user to convert the circuit IDs on the Interconnection Map to the Monsey circuit numbers:

- Circuit 44-3-13 = CCT ID 286
- Circuit 44-4-13 = CCT ID 97
- Circuit 44-5-13 = CCT ID 207

Interconnection and Hosting Capacity Map: [O&R Hosting Capacity Web Application \(arcgis.com\)](https://arcgis.com)

2.2. Substation Bank and Circuit Contingency Analysis, and Requirements

Bank 144 and Bank 244 each have a nameplate rating of 25.0 MVA, a normal rating of 34.3MVA and a Long-Term Emergency (LTE) four hour rating of 37.8MVA. In 2025, Bank 144 is projected to be at 75% of its nameplate and 55% of its normal rating while Bank 244 is projected to be over its nameplate rating and 75% of its normal rating. In the event of a failure of Bank 244, its load will be transferred to Bank 144 and adjacent distribution circuits from other substations. Starting in 2025, even with the transfer of load to adjacent tie circuits, the load on Bank 144 during a Bank 244 contingency would exceed the normal rating of Bank 144.

Figure 2 below shows the area where load reduction is required which includes area served by Bank 144 and Bank 244 and the associated circuit ties of Bank 244 during the above-mentioned contingency.

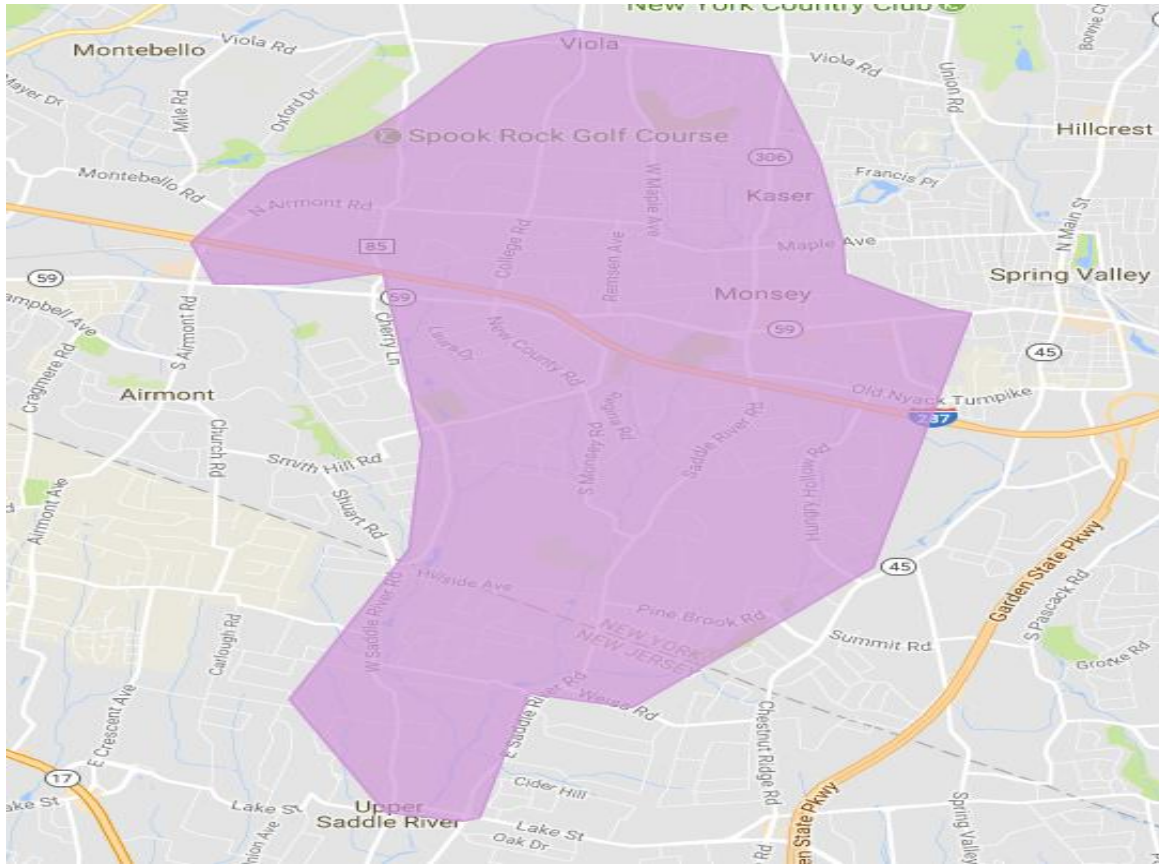


Figure 2- Monsey Area

Table 3 indicates the required load reductions by year and the associated time frames when load relief is required. Lastly, the solution proposed as a response to this RFP must meet the required load reductions needed to both support Bank 244 and circuit 44-3-13, as stated below:

Loss of Bank 244											
Year	2024	2025	2026	2027	2028	2029	2030	2031	2032	2033	2034
Total MW Reduction	3.54	4.59	5.71	6.91	8.2	9.58	10.25	10.96	11.73	12.55	13.42
Total Hours Needed*	4	4	4	4	4	4	4	4	4	4	4

Table 3: Required Load Reduction for Bank 244 Contingency

*Discharge hours could be between 11AM and 10PM

Circuit 44-3-13 Peak Load Reduction



The load reduction needed for circuit 44-3-13 during a contingency event is in the table below:

Loss of 44-3-13											
Year	2024	2025	2026	2027	2028	2029	2030	2031	2032	2033	2034
Total MW Reduction	0.68	0.91	1.17	1.44	1.74	2.06	2.3	2.6	2.9	3.2	3.4
Hours of need based on load profile	2p.m. to 5p.m.	1p.m. to 5p.m.	1p.m. to 6p.m.	1p.m. to 6p.m.	12p.m. to 7p.m.	12p.m. to 7p.m.	12p.m. to 7p.m.	12p.m. to 7p.m.	12p.m. to 7p.m.	12p.m. to 7p.m.	12p.m. to 7p.m.

Table 4: MW Load Reduction and Hourly Need for a Circuit 44-3-13 Contingency

In addition to load needs, vendors should understand the topology of the circuits and for this information, please refer to the Hosting Capacity map referenced above.



3. Solution Requirements

This section outlines the requirements for responses to the RFP. Respondents should submit their responses to the functional questions included in Attachment A, as part of their proposals. Respondents are encouraged to include, as an attachment (maximum size – 2 MB), any additional information that will clarify how their proposed solution(s) will achieve the required demand reduction. Review priority will be given to the information submitted within the provided format.

3.1. Professional Background and Experience with the Proposed Solution

Respondents must be able to demonstrate experience deploying the proposed solution. To accomplish this, Respondents should provide the following:

- Description of Respondent’s core business and organizational structure;
- Project organizational chart and project team resumes;
- Financial statements for the past three years, and services offered;
- Examples of prior industry-specific work that is similar in nature and relevant to the non-wires alternatives solution requirements, with particular emphasis on implementation of the solution, such as at other utilities, large municipalities, co-ops, or any other applicable facilities;
- Relevant project experience;
- Contact information of customers where the solutions have been implemented (at least three references);
- References which shall include any authorizations necessary for O&R to verify; and
- Specific location of successful technology deployment.

Respondents should identify and provide contact information for customers who have implemented the technology/solutions. Respondents should note whether O&R could contact these customers for additional information and follow-up questions.

3.2. Proposed Solution Description

Proposals must satisfy meeting the capacity requirements detailed in the provided 24-hour peak day load curves. The complete solution may be a portfolio of DER technologies.

Project proposals must demonstrate how the proposed solution will achieve the demand reductions sought and maximize value to O&R’s customers. Detailed project information should include:

- Executive Summary of proposal;
- Technology/Solution description (tested and proven or innovative technology);
- Type of contract (e.g., shared savings, performance contract, utility to own, lease-purchase, power purchase agreement, tolling agreement);
- Performance characteristics of the technology, including estimated demand reduction and annual kWh savings attributable to each Der measure proposed to be installed;
- Description of the flexibility and applicability of the technology;



- Hourly electric load reduction impact provided by the solution;
- Community and environmental impacts derived from the solution, including any emergency preparedness/response plans and programs;
- Potential risks and challenges of deploying the particular DER asset being proposed;
- Proposal to mitigating risks and challenges of deploying the DER asset;
- Specification and details associated with implementing the proposed solution (e.g., permitting requirements);
- Proposed site-layout and one line of the proposed project, taking into account all local AHJ rules and regulations;
- Emergency response plan to address safety issues of the proposed DER solutions;
- Letters of support from customers who plan to implement the solution at their site in the applicable area of need identified or MOU or Letter of Agreement from the landowner of the proposed location to deploy DER assets (**Note:** O&R will need to verify customer qualifications);
- Detailed description of non-energy benefits associated with the proposed solution;
- Ability of solution to increase or decrease in scale; and
- Any other relevant information deemed appropriate and noteworthy supporting and validating the proposed solution.

The proposal must specify the data (e.g., detailed calculations) and methodology used to determine any of the estimates provided by the Respondent.

3.3. Proposed Solution Location

In order to encourage the widest breadth of potential solutions and maintain consistency in its evaluation, the Company is unable to identify a preferred location within the Monsey service area identified in Section 2 above. As mentioned throughout this RFP, *increased value will be awarded to those Respondents best suited to gain site control and manage AHJs within the need area.* The Company does acknowledge that its need is greatest for Bank 244 contingency which can be served through circuits 44-5-13 and 44-4-13, as broken down in Table 1.

3.4. Detailed Project Plan and Timeline to Implement Solution

Proposed DER measures must be in service, and the pledged demand reduction must be guaranteed to commence, by the date(s) specified in the Non-Wires Alternative Project Description section above.

- Responses must contain a detailed plan to implement the solution including:
 - General scope of work;
 - Status of site control, and plan to gain site control (if applicable);
 - Customer acquisition and marketing plan (if applicable);
 - Communications plan to reach out to local AHJs;
 - Financing, including transaction structures and pricing formulas;
 - Implementation plan and project schedule from project planning and contracting through project completion and closeout;
 - Identified risks and possible impact to the project timeline; and
 - Operation and Maintenance plan (if, applicable).
- The response must contain a detailed measurement and verification (“M&V”) plan for verifying the



solution’s load reduction. The plan must include provisions for access by the Company and/or its representatives for quality control and quality assurance. Independent M&V may be performed at the Company’s discretion. The Company’s M&V will include, but not be limited to, verification of continued operation and maintenance of the DER measures for the applicable term.

- Proposals must provide information on elements of the proposal that affect the community (both positive and negative) including, but not limited to, associated GHG emissions, waste streams and management, job creation potential, and community disruption.

3.5. Detailed Costs Associated with Proposed Solution

Respondents should address any estimated costs associated with implementing the proposed technology/solution, including customer and utility costs, as well as any other relevant costs. To facilitate this, Respondents must provide a detailed cost breakdown in the format shown below:

DER Solution	Size	Material Cost	Labor Cost	Interconnection Cost	Admin Cost	Total O&R Cost	Total Cost of the Project
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Additional cost detail to be provided, if applicable, includes:

- Respondent should itemize and identify various items in each of the cost buckets, i.e., material cost components, labor cost components;
- Respondents should identify other funding streams that may be used to mitigate cost impact to the Company’s customers (e.g., City, State, and Federal funding opportunities). Respondents should also identify if private sector funding will be used;
- Cost structure for multiple scenarios including up-front lump-sum payment as well as annual payments over a specified contract tenor and term;
- Estimated interconnection costs will be provided based on proposed solutions or will be borne by O&R and included in the project BCA. The developer will not be responsible for the cost of interconnection; and
- Respondents should also describe in detail non-energy benefits associated with the proposed solutions such as net avoided carbon, SO_x, NO_x per \$/ton.



3.6. Functional Requirements (Attachment A)

Respondents have been provided a detailed Non-Wires Alternative Solution Questionnaire in Attachment A. Please provide your responses in the document and submit with the RFP proposal. Major categories within the functional questions include:

- Cost per MW;
- Respondents Go-To-Market Strategy;
- Measurement & Verification confidence plan;
- Additional Funding Sources Available;
- Environmental and Community Impacts;
- Respondents' Market Understanding;
- Proposed Solution Benefits;
- Other Funding Opportunities; and
- Other Additional Information to clarify or further explain the RFP proposal.

3.7. Additional Project Proposal Guidance

Respondents are encouraged to submit alternative, creative proposals for marketing, sales, financing, implementation, and maintenance, or transaction structures and pricing formulas that will achieve the demand reductions sought and maximize value to O&R's customers.

The selected Respondents, if subsequently contracted with to provide their solutions, will be required to provide full facility and equipment access to the Company and its representatives for pre- and post-installation inspections to verify the installations and the demand reductions, and for subsequent inspections (which may be performed at the Company's discretion), to verify continued operation and maintenance of the implemented measures for the applicable term.

The new DER measures must be in service, and the pledged demand reduction must be guaranteed to commence, by the respective need dates for the applicable load area, to address forecasted summer overloads. The form of compensation must be included (upfront payment/rebate, pay for performance, loan program or other).

Vendors must provide any and all methods and procedures required to comply with technical, safety and operational requirements for the interconnection and operation of their equipment with the Company's electric delivery system, as well as performance measurement and verification (i.e., are kW actually reduced). For any proposed renewable generation, it is particularly important to verify that any stated demand reduction coincides with the Company's peak loading period. The Company reserves the right to require periodic witness testing on any proposed protective systems and electric system interconnections that could adversely affect the Company's electric delivery system should they fail.

Financial assurances will be required so that the committed amount of demand reduction measures will be installed and the committed in-service date for each measure will be met. Failure to achieve the committed



demand reductions or to meet the committed in-service dates will result in liquidated damages and/or other consequences which will be established during the contracting process.

Respondents proposing to market the installation of demand management measures to others should include a full and complete assessment of the opportunities. At a minimum, this assessment should include a description of the markets, such as one-to-four family homes, multifamily buildings, small commercial (e.g., retail stores, restaurants), large commercial (e.g., office buildings, industrial) and government or institutional (e.g., hospitals, hotels, schools, colleges), and the applicable demand management measures and technologies to be directed at each selected market or customer segment. In addition, Respondents should illustrate the marketing and sales strategies that they will employ to capture the selected market or customer segment and to deliver the demand reductions included in their proposals. Preference will be given to Respondents which have pre-existing customer agreements to deploy (previously and successfully deployed) the solution.

Respondents may also include proposals that require deployment on utility property or ownership models involving utility ownership, or operation and maintenance, or both, by the Company.

Of key importance to the review of any proposal is consideration of community impact. Proposals must provide information on elements of the proposal that affect the community (both positively and negatively) including, but not limited to, associated greenhouse gas (“GHG”) emissions, waste streams and management, job creation potential and community disruption.

The Company is interested in proposals which will take advantage of funding available from other funding streams. In order to mitigate the cost impact on the Company’s customers it will be important to maximize the use of existing municipal, State and Federal funding opportunities. The ability to unleash private sector funding should also be identified. Detailed explanations and validation of such funding strategies will be expected to provide examples which are provable and repeatable. See Section 3.6 for additional information on this topic.



4. Proposal Evaluation Approach

Solutions proposed in response to this RFP will be reviewed in detail by O&R. O&R will use an evaluation framework to develop the optimal portfolio to address the identified need.

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; and, thereafter, the Company may evaluate all measures in the aggregate in a manner that considers the overall benefit to the Company based on the criteria set forth in this RFP, and to include considerations that could allow for the selection of individual measures across multiple proposals.

4.1. Evaluation Criteria

O&R will review all solutions proposed in response to this RFP. Some of the main review criteria are listed below. The review process is designed to be fair and equitable, with the objective of identifying potential solutions that provide the greatest overall value to customers.

Evaluation criteria will include but is not limited to:

1. Proposal content – Information requested has been provided and is comprehensive to allow for evaluation;
2. Viability – the extent to which the Respondent’s proposed solution would address the needed solution mentioned in this RFP;
3. Technology – DER maturity, ability to scale, challenges in deploying proposed DER;
4. Functionality – the extent to which the proposed solution would provide needed load reductions and reliability requirements in the area;
5. Environmental and community impacts associated with the proposed solution;
6. Unit Cost – total cost, \$/MWh and \$/MW at peak required for the proposed solution, cost inclusivity;
7. BCA – a BCA of the proposed solution will be performed in accordance with O&R’s BCA Handbook as filed with the NYPSC; a BCA will be applied to the portfolio of solutions to determine feasibility of implementing a non-wires alternatives solution;
8. Timeliness – the ability to meet O&R’s schedule and project deployment requirements, also with a mind that the detailed project schedule from contract execution to implementation and completion of projects is important for determination of feasibility;
9. Price and reliability, particularly as compared to other proposed solutions along with the dependability and benefits that would be provided to the grid;
10. Respondent Qualifications – the Respondent’s relevant experience and success providing these solutions to other locations, including reference checks and documented results;
11. Applicability to REV – the extent to which the proposed solutions support the goals and objectives outlined in the REV Proceeding;
12. Feasibility – the expected ease of project implementation within the timeframe required for the proposed solution (e.g., permitting, construction risks, operating risks, siting, customer acquisition and interconnection challenges). This includes the Company’s appraisal of Respondents’ ability to secure site control and manage approval requirements of AHJs



13. Community impact – the positive or negative impact that the proposed solution may have on the community in the identified area (e.g., noise, pollution).
14. Brief Communications Summary: At O&R, Communication and maintaining positive working relationships with our municipalities and the communities we serve is essential. Therefore, it is imperative that potential vendors and contractors, when approaching a municipality, keep this in mind. Please provide a brief communication summary that demonstrates experience with stakeholder and community engagement methods.

4.2. Proposal Response and Submittal Instructions

Respondents are strongly encouraged to submit a proposal in accordance with the summary instructions outlined in this section, with the proposal also to focus on the requirements of the Non-Wires Alternative Solutions Requirements section as well as a required submittal of a fully completed **Non-Wires Alternatives Solution Questionnaire (Attachment A)** as a separate attachment, and such other requirements set forth in this RFP. Respondents are required to submit their bid response through the Company’s Procurement System (“Oracle RFQ System”). Any limitation regarding 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 partnering with other solution providers to perform a particular function or service must be explicitly stated.

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 and unable to submit their proposals. Therefore, Respondents are encouraged to upload their proposals well in advance of the closing time to avoid any potential issues that may occur, including unfamiliarity with the Oracle RFQ System, or otherwise. Respondents must take the following actions to complete their proposal submission:

1. Download this Non-Wires Alternative RFP, Non-Wires Alternative Questionnaire (Attachment A), Supplier Enablement Template, and other procurement related RFP Attachments.
2. Become enabled in the Oracle RFQ System by submitting the below items to the specified contact: Lauren Armely at armelyl@coned.com (note that if respondent has previously been enabled in the Oracle RFQ System as part of a separate bid event then they do not have to do this again, but should email to the specified contact to notify them of participation interest for this RFP):
 - a. W-9 form (version last updated); and
 - b. Supplier Enablement Template (Select ‘Sourcing’ under Oracle responsibility field).
3. Receive Formal RFQ response request (will be same information downloaded from non-wires alternative website).
4. Submit response and fully completed questionnaire to Oracle RFQ System.

Responses delivered by hand or fax, regular mail, or any other method will not be accepted. O&R will not be responsible for late, lost, illegible or misdirected submissions.

Review of responses submitted to this RFP will be coordinated through the O&R Utility of the Future organization and other Company departments as necessary. O&R, at its option, may contact Respondents with additional questions or information requests. Additional action by O&R related to this RFP is solely at the Company’s option.



As such, the Company has no obligation to address questions, comments, or information requests related to this RFP after receipt of Respondents responses.

Contact Information and Questions

All Respondents should direct questions during the clarification question timeframe via email to the specified contact: Lauren Armely, armelyl@coned.com, of O&R's/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 <https://www.oru.com/en/business-partners/business-opportunities/non-wires-alternatives> and respondent's identities will be kept confidential.

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

4.2.1 RFP Schedule

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

RFP Solicitation Milestones	Completion Date*
RFP Issued	July 1, 2022
Pre-bid conference call (see details below)	July 25, 2022
Deadline to submit clarification Questions	July 29, 2022
Responses to Clarification Questions Due	August 5, 2022
Deadline to become enabled in O&R/Con Edison Procurement System	August 12, 2022
Qualified Respondents Proposals Due	August 26, 2022

*O&R reserves the right to change any of the above dates.



Pre-bid conference call details:

Date: Monday July 25, 2022

Time: 3:00PM EST

Microsoft Teams meeting

Join on your computer or mobile app

[Click here to join the meeting](#)

Join with a video conferencing device

839621855@t.plcm.vc

Video Conference ID: 118 130 986 9

[Alternate VTC instructions](#)

Or call in (audio only)

[+1 518-708-8084,,162344985#](tel:+15187088084,162344985#) United States, Albany

Phone Conference ID: 162 344 985#

[Find a local number](#) | [Reset PIN](#)



Calls may only be recorded for business purposes, upon notice to meeting participants.

[Learn More](#) | [Meeting options](#)



4.3. Proposal Response Format

Note: The Oracle RFQ System is only capable of accepting individual documents no larger than 5MB in size. Respondents may find it necessary to split up large documents into smaller files due to these system constraints. The written proposal response for the NWA solution should be organized as follows:

Proposal Section	Proposal Section Title
N/A	Cover Letter
N/A	Respondent Checklist
N/A	Table of Contents
1	Professional Background and Experience with the Proposed Solution (as described in Section 3.1)
2	Proposed Solution Description & Project Plan (as described in Sections 3.2 and 3.4)
3	Cost Associated with Proposed Solution (as described in Section 3.6)
4	Assumptions and Exceptions
Appendix	Glossary of Terms
Attachment A	Non-Wires Alternatives Solutions Questionnaire Response
Attachment A2	MWBE Subcontracting Good Faith Effort Summary
Attachment A3	MWBE Second Tier Utilization Plan Summary

4.3.1. Cover Letter

The cover letter shall include the following:

- The legal name and address of Respondent;
- The name, title and telephone number of the individual authorized to submit information and execute the Agreement;
- The signature of a person authorized contractually to bind Respondent’s organization; and
- Statement that the Respondent has read, understands, and agrees to all provisions of the RFP or alternatively, indicating that exceptions will be taken to the RFP

4.3.2. Respondent Checklist

Respondent checklist: Respondent should provide to the Company the properly completed Respondent Checklist



(found in the Appendix of this document) as part of the proposal to verify all components of the response have been included.

4.3.3. Table of Contents

Respondent must include a clear identification of the proposal by section and by page number as identified above.

4.3.4. Professional Background and Experience with the Proposed Solution

This section is for the Respondent to provide an executive overview and summary of their company and general description of the key features of Respondent's proposed solution. It should include the items outlined in Section 3.1 of the RFP. Respondent shall also identify all subcontractors that it will employ to complete the proposed solution.

4.3.5. Proposed Solution and Project Plan

This is a response to the solution requirements as outlined in this document. Respondents should also provide a proposed project plan for the solution.

4.3.6. Costs Associated with the Proposed Solution

Respondents should provide a detailed breakdown of the costs associated with implementing the proposed solution.

4.3.7. Assumptions and Exceptions

Respondent should provide a list of assumptions made in developing the response to this RFP that should be considered when evaluating the response. Respondent should provide a stand-alone section listing any exceptions to the RFP (i.e., indicate which deliverables of the RFP Respondent cannot meet).

4.3.8. Glossary of Terms

Respondent should provide a glossary of terms that is specific to the Respondent's solution.

4.3.9. Non-Wires Alternative Solution Questionnaire

Respondents should attach the responses to the **Non-Wires Alternative Solution Questionnaire (Attachment A)**, including as much detail possible, with the RFP submittal.



5. RFP Terms and Conditions

Each Respondent is solely responsible for including all pertinent and required information in its submission. O&R reserves the right to determine, at its sole discretion, whether a submission is incomplete or non-responsive.

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 O&R has endeavored to provide accurate information, O&R 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. O&R 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 Respondent's response to this RFP.

Respondents agree to keep confidential all information provided by O&R in connection with this RFP.

5.1. Qualifications of Respondents

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

5.2. 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. O&R 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.

5.3. 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, is solely Respondent's responsibility and will not be reimbursed by O&R.

5.4. Right to Reject



This RFP shall not be construed to establish an obligation on the part of O&R to enter into any contract, or to serve as a basis for any claim whatsoever for reimbursement of costs for efforts expended by Respondent. Furthermore, the scope of this RFP may be revised at the option of O&R at any time, or this RFP may be withdrawn or cancelled by O&R at any time. O&R 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 in connection with this RFP.

O&R 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. O&R shall reject the proposal of any Respondent that the Company determines not to be a responsible bidder, or whose proposal the Company determines to be non-responsive.

O&R reserves the right to withdraw this RFP at any time and for any reason, and to issue such clarifications, modifications, and/or amendments as it may deem appropriate. Receipt by the Company of a response to this RFP confers no rights upon a Respondent, nor any obligations upon the Company.

5.5. Revision to the RFP

O&R reserves the right to make changes to this RFP by issuance of one or more addenda or amendments and to distribute additional clarifying or supporting information relating thereto. O&R 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, e-mail 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.

5.6. Basis of Contract Award

Any contract award(s) that may be made by the Company shall be made to the most responsive and responsible respondent meeting the specifications, price and other factors considered, as determined by the Company, in its sole discretion. The proposal evaluation criteria are set forth within this RFP.



5.7. Duration of the Contract

The duration of the Agreement will be for a term determined during contract negotiations and will depend on the parameters of the proposed solution(s) such as their ability to defer traditional capital investments for as long as possible while meeting BCA criteria. Agreements will typically commence upon the completion of construction unless otherwise provided herein. In the event that the Company determines not to proceed with the project, the successful respondent will be paid in accordance with the amounts as agreed by the Respondent and the Company.

5.8. Underperformance

Respondents should note that failure to deliver load relief committed to as part of any solution may result in liquidated damages and/or other consequences provided for by the contract between Respondent and O&R.

5.9. Security

Respondents are put on notice that if a Respondent's solution is selected, then Respondent will be required to furnish security to O&R that demonstrates, among other things, financial capability to pay liquidated damages in the event that the Respondent fails to satisfy its Load Reduction Guaranty during the period required.

5.10. Subcontracting and Assignment

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.



6. Supplier Diversity

6.1. Definitions

“MWBE” refers to a business concern that has been certified by a qualified independent third party agency (e.g. City/ State agencies or private certifying organizations such as NMSDC and WBENC) to be at least 51% owned, managed, operated, and controlled by one or more principles who are either ethnic minority members (Minority Business Enterprises/MBEs) or women (Women Business Enterprises/ WBEs).

“MWBE 2nd Tier Utilization Plan” is a subcontracting plan that Supplier has developed to specifically have 2nd Tier MWBE expenditures for this agreement.

“Direct 2nd Tier Spend Reporting” is used by Supplier to report MWBE expenditures that directly relate to payments made to certified diverse suppliers to the deliverables or services being provided under the Agreement.

“Indirect 2nd Tier Spend Reporting” is used by Supplier to report MWBE expenditures that do not directly relate to the deliverables or services being provided under the Agreement.

Examples of indirect expenditures include “overhead” items such as professional services, office supplies, fuel, legal, accounting, and maintenance services. These “indirect expenditures” should be proportionately allocated and reported to Con Edison as outlined in the example below:

Formula to calculate Indirect 2 nd Tier MWBE Expenditures		
#1	Your Company's Total Sales	\$1,000,000
#2	Your Company's Total Sales to Con Edison	\$200,000
#3	% of Sales to Con Edison (#2 divided by #1)	20%
#4	Total MWBE Prime Supplier Purchases	\$50,000
#5	Prorated MWBE Purchases against Con Edison Sales (#3 times #4) Indirect 2 nd Tier Spend Reported to Con Edison	\$10,000
#6	% of MWBE Purchases/ Con Edison sales (#5 divided by #2)	5%

“MWBE 2nd Tier Utilization” are the percentages for Supplier’s use of diverse suppliers in providing deliverables and services.

6.2. Minority-Owned and Women-Owned Business Enterprises

The Company recognizes the importance of Supplier Diversity in all aspects of our business and procurement practices and actively encourages the development, utilization, and economic growth of certified Minority-owned and Women-owned Business Enterprises (MWBEs). We are committed to including MWBE’s as prime vendors, 2nd Tier subcontractors, and value-added resellers in our Supply Chain to the maximum extent practicable.

As such, supplier must outline how their procurement practices for tier-2 suppliers and manufacturers incorporates sustainable practices impacting both the company’s service area and the material source’s local community.



This section sets forth Supplier's required efforts related to The Company's Supplier Diversity Program, including Supplier's use of certified diverse suppliers and the regular reporting of such use.

6.3. Contract Goals

For purposes of this procurement, the company has established an overall goal of 10% for MWBE expenditures. We strongly encourage you to develop a plan to meet or exceed the 10% goal through the use of MWBE subcontractors and materials suppliers, as well as joint ventures, teaming agreements, and partnerships with MWBE firms. Your ability to demonstrate a commitment to supporting our MWBE goal will be considered in our bid evaluation.

6.4. Suppliers Good Faith Efforts

Supplier must make a good faith effort (see SDP Attachment A1 for further guidance related to Good Faith Efforts) to include MWBE Utilization spend and submit a MWBE Subcontracting Good Faith Effort Summary form (SDP Attachment A2).

Examples of Good Faith Efforts include participating in industry trade association outreach and matchmaker events, creating joint ventures or reseller agreements, with MWBEs, and including diverse vendors in bid list solicitations for subcontracting opportunities.

6.5. MWBE 2nd Tier Utilization Summary

Supplier is required to submit a MWBE 2nd Tier Utilization Plan Summary (SDP Attachment A3) outlining Vendor's plan to subcontract direct and/or indirect business to diverse suppliers.

The completion and submission of the MWBE 2nd Tier Utilization Summary does not constitute a contractual agreement between the Vendor and the named Subcontractor but is solely for documenting proposed compliance with Company Supplier Diversity Program requirements.

Supplier shall maintain the following records, which shall be made available to The Company upon request:

- Documentation of Subcontractor's MWBE certification
- List of MWBEs solicited for subcontract opportunities
- Organizations contacted to source potential subcontractors
- Documentation to support payment data

MWBE 2nd Tier Utilization Plan Summaries must be submitted with the RFP bid submission. A MWBE 2nd Tier Utilization Plan Summary must contain the following components:

1. Contract Number and/or Statement of Work (SOW) Number
2. Legal company name of the Supplier
3. Description of operational services and/or supplies to be subcontracted.
4. Target goal percentage to be subcontracted to diverse businesses.
5. Contact information for Prime Vendor's Supplier Diversity efforts.



6.6. Reporting

The supplier must submit 2nd Tier MWBE expenditures quarterly via the Company/ Supplier Gateway reporting portal reflecting (direct and indirect) dollars spent with MWBEs for the duration of their Company contract.

Reporting can be completed within The Company Supplier Diversity Portal by using the following link: <https://coned.suppliergateway.com/>. Contact our Supplier Diversity Program for additional information at (212) 460-3076.

The supplier will designate a primary point of contact within its company that carries the responsibility for meeting our federal obligations regarding small business and corporate priorities regarding supplier diversity.



Appendix: Respondent Checklist

The Respondent must provide the following checklist which must be properly completed with the proposal and submitted to the Company as part of the proposal.

Checklist Item	Initial
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 ALTERNATIVE SOLUTION QUESTIONNAIRE (ATTACHMENT A), AND PROCUREMENT RELATED ATTACHEMENTS (A2 AND A3)	
<ul style="list-style-type: none"> • Summary 	
<ul style="list-style-type: none"> • Energy 	
<ul style="list-style-type: none"> • Financials 	
<ul style="list-style-type: none"> • Additional Review Criteria 	

NOTE: FAILURE TO COMPLY WITH RFP PROCESS, COMPLETION AND SUBMITTAL 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 of the requirements of this RFP, including with regard to each of the documents referenced herein.

RESPONDENT (SIGNATURE):

RESPONDENT (PRINT NAME):

DATE: