Orange and Rockland Utilities, Inc.

Request for Proposal (RFP)

Sparkill New Non-Wires Alternatives Program to Provide Solutions for
Distribution System Reliability and Load Relief

ISSUED: 1-16-2024

SUBMISSION DEADLINE: 3-29-2024

Orange & Rockland

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1. Introduction

Orange and Rockland Utilities, Inc. (“O&R” or the “Company”) requests proposals from qualified and experienced respondents (“Respondent”) with the capability to deliver innovative non-wires alternatives (“NWA”) solutions that provide system reliability and load relief to the electric distribution system in the Sparkill, New York area.

1.1. Background

O&R is a subsidiary of Consolidated Edison, Inc., one of the nation's largest investor-owned energy companies, and an affiliate of Consolidated Edison Company of New York, Inc. (“Con Edison”). 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 Public Service Commission (“NYPSC” or “the Commission”).

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.

1.2. Definitions

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 June 30, 2023 with the NYPSC.

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

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

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

1.3. Purpose

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

This RFP is open to all DER approaches, or combinations of approaches, that display the potential to provide system reliability and load relief in the area identified. Proposed solutions must meet the need, or a portion of the need, while maintaining system reliability at the lowest reasonable cost possible. O&R may seek to build a portfolio of projects that will also serve to diversify project execution risks and maximize benefits to customers.

In addition to the requirements specified in Section 4, each RFP response should, at a minimum, outline the Respondent's proposed approach to solving the non-wires alternatives need, load relief impact, community outreach plan, safety measures of their proposed project, cost for completing the project, project plan or proposal, and a timeline for implementation. Responses must also include an hourly impact analysis resulting from the proposed DER solution, as well as a fully completed Non-Wires Alternatives Solution Questionnaire (Attachment A). Responses without the Questionnaire will not be considered.

Respondents are expected to be financially and technically capable of developing, constructing, maintaining, and operating their proposed projects such that the anticipated benefits can be realized. O&R will evaluate each Respondent's proposed solution against the solutions proposed by other Respondents. If O&R enters into a contract with a Respondent, the Respondent will be subject to defined milestones so that O&R can verify that the Respondent is on track to provide the contracted load relief.

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.

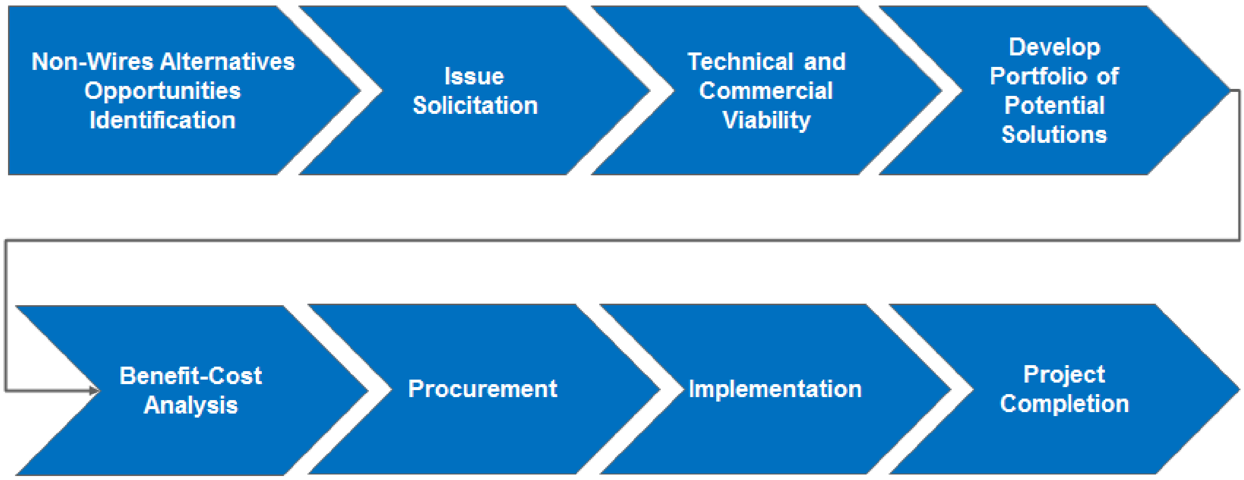
1.5. **Non-Wires Alternatives High Level Process**

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 (i.e.,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 non-wires alternatives Process Flow



2. Sparkill Non-Wires Alternatives Project Description

2.1. Project Description

Sparkill Substation is a single-bank distribution substation located on Rt 340 in Orangeburg, New York. The station serves a total of approximately 4,400 customers from four 13.2kV distribution circuits. Most of these customers are in New York in the Villages of Sparkill, Piermont, Nyack and Palisades. A small number (approximately 20) are in Rockleigh, New Jersey. In 2023, for a contingency on Sparkill Bank 150 at peak load, distribution ties can be used to restore 100% percent of the bank load, resulting in a total of 15,257 customer hours of interruption. Sparkill Circuit 50-3-13 currently has 100 percent backup, however, additional area load growth on 50-3-13 is expected that will increase circuit load over the conductor relief rating.

Table 1: Customer Breakdown by Circuit

Sparkill Distribution Circuit	Customers*		
	Residential	C & I	Total
50-3-13	644	81	725

* As of [12/25/2020].

2.2. Project Need

This project is to explore the potential to reduce loading on the Sparkill substation circuit 50-3-13 through potential non-wires alternatives (NWA) solutions, including Distributed Energy Resources(“DER”). The NWA must be capable of providing the load reduction needed to prevent circuit 50-3-13 from exceeding the conductor relief rating. The analysis of the needed reduction also considered loading on adjacent ties during loss of the 50-3-13. The NWA solution will be required to provide the specified load relief through summer 2033. At that time, planned upgrades at the Sparkill Substation will improve area circuit/bank capacity and the NWA will no longer be needed. In the event the substation upgrade is delayed, the provisions in the contract shall allow O&R to extend the NWA load relief for up to an additional five years.

Design Standard:

The Distribution Design Standard requires circuits to operate below the conductor relief rating. Additional new business load growth is expected on a portion of circuit 50-3-13 that will cause the circuit to exceed this criterion. If the NWA can provide the targeted relief to circuit 50-3-13, it will allow the circuit to remain below relief rating at peak times and improve circuit backup for loss of 50-3-13. To determine the MW need and duration for each circuit, planned switch moves were considered first to utilize all available tie capacity to minimize the NWA requirement. The peak relief needed was determined using the conductor relief rating. The table below indicates the peak MW reduction necessary along with the hours of relief is required.

Figure 2: MW Reduction Needed

	MW Reduction Needed									
	2024	**2025**	**2026**	**2027**	**2028**	**2029**	**2030**	**2031**	**2032**	**2033**
MW Reduction	2	2	2	2	2	2	2	2	2	2
Hours of Need based on load profile	2p.m. to 8p.m. (6 hours)	2p.m. to 8p.m. (6 hours)	2p.m. to 8p.m. (6 hours)	2p.m. to 8p.m. (6 hours)	2p.m. to 8p.m. (6 hours)	2p.m. to 8p.m. (6 hours)	2p.m. to 8p.m. (6 hours)	2p.m. to 8p.m. (6 hours)	2p.m. to 8p.m. (6 hours)	2p.m. to 8p.m. (6 hours)

*The anticipated number of days load reduction is needed on the 50-3-13 is approximately 60 days per year during peak summer periods (June, July, August, September). This corresponds to a system load greater than 1,000MW. The NWA would be utilized when the day-ahead system load exceeds this level. The battery may be used as system emergency needs occurs which maybe be out of the time frame mentioned above.

2.3. Traditional Solution

Near term, O&R is constructing a new distribution circuit tie between 50-3-13 and 50-2-13 that will provide alternate source to during a contingency condition, via Ferdon Ave and Rockland Road in Sparkill, NY. In addition, to storm harden the local distribution system and to provide load relief, a new station breaker and a new underground station exit, 50-5-13 will also be constructed which will split existing circuit 50-3-13 into two separate circuits. Longer term (2032), the Sparkill substation is planned to be upgraded due to obsolescence issues. At that time, the new station will have a second bank with additional circuits and the targeted load relief on the 50-3-13 would no longer be required.

2.4. Non-Wire Alternatives Solution Expectation

The complete solution may be a portfolio of technologies; however, O&R anticipates storage will be required along NYS Rt 9W between Rockland Road and NYS State Line with New Jersey Potential solutions will be required to operate in parallel with the Company's facilities, and as such, all proposals must demonstrate that they meet all ANSI voltage, frequency and require adequate system protection and synchronization. Upon notification the DER shall be operational and be dispatched on communication between O&R and bidder. The solution shall adhere to all other appropriate and reliable operating requirements and standards, including appropriate system protection for the 13.2kV (Grd-Y) distribution system and feeders. The DG shall be balanced 3-phase and connected to the existing overhead 13.2kV system without system upgrades.

The O&R 13.2kV distribution system is protected with overcurrent protective devices which include expulsion fuses and field reclosers. The proposed NWA solution must operate in parallel with the O&R system and the battery output would have to match the charge/ discharge as shown in Exhibit 1 to minimize MW hour need. The RFP will be site specific with detailed specification on the technology, operation and maintenance needed to maintain the safety needed to serve our customers. The proposal should include control system that is capable of remote monitoring and control and that can be integrated into O&R existing DSCADA system. The battery controller will perform a series of operational tests to ensure the battery is operating as expected and that power flow is stable and reliable. The protection schemes must be capable of distinguishing internal from external system disturbances to prevent nuisance tripping to support the resiliency of the O&R system. The Distributed Generation (battery storage) would be needed especially in the months of June to September or for any unforeseen contingencies throughout the year.

Table 2: Hourly Load Reduction Required of non-wires alternatives Solution

Hourly Peak Load Charge/Discharge				
	MW-Charge	Charge (MWh)	MW-Discharge	Discharge (MWh)
12:00 AM	0	0	0	0
1:00 AM	2	2	0	0
2:00 AM	2	2	0	0
3:00 AM	2	2	0	0
4:00 AM	2	2	0	0
5:00 AM	2	2	0	0
6:00 AM	2	2	0	0
7:00 AM	0	0	0	0
8:00 AM	0	0	0	0
9:00 AM	0	0	0	0
10:00 AM	0	0	0	0
11:00 AM	0	0	0	0
12:00 PM	0	0	0	0
1:00 PM	0	0	0	0
2:00 PM	0	0	1	1
3:00 PM	0	0	2	2
4:00 PM	0	0	2	2
5:00PM	0	0	2	2
6:00 PM	0	0	2	2
7:00 PM	0	0	2	2
8:00 PM	0	0	1	1
9:00 PM	0	0	0	0
10:00 PM	0	0	0	0
11:00 PM	0	0	0	0
Total MWh		**12**		**12**
Max MW	2		2	

3. Proposed 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.

In addition, Respondents should provide the following:

- Executive Summary of proposal;
- 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);
- Letters of support from customers who plan to implement the solution at their site in the applicable area of need identified (**Note:** O&R will need to verify customer qualifications);
- Non-residential area is preferred
- References which shall include any authorizations necessary for O&R to verify;
- Specific location of successful technology deployment;
- Emergency response plan to address safety issues of the proposed DER solutions (ex. Safety and evacuation protocols in case fire emergency)
- MOU or Letter of Agreement from the landowner of the proposed location to deploy DER assets;
- Preliminary conversations with the AHJ on Energy Storage System approval requirements; and
- Any other relevant information deemed appropriate and noteworthy supporting and validating the 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. Respondents should also describe in detail non-energy benefits associated with the proposed solutions such as net avoided carbon, SOx, NOx per $/ton.

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:

- Technology/Solution description (tested and proven or innovative technology);
- Type of contract (e.g., shared savings, performance contract, sale (Utility to Own), lease-purchase, power

purchase agreement, tolling agreement);

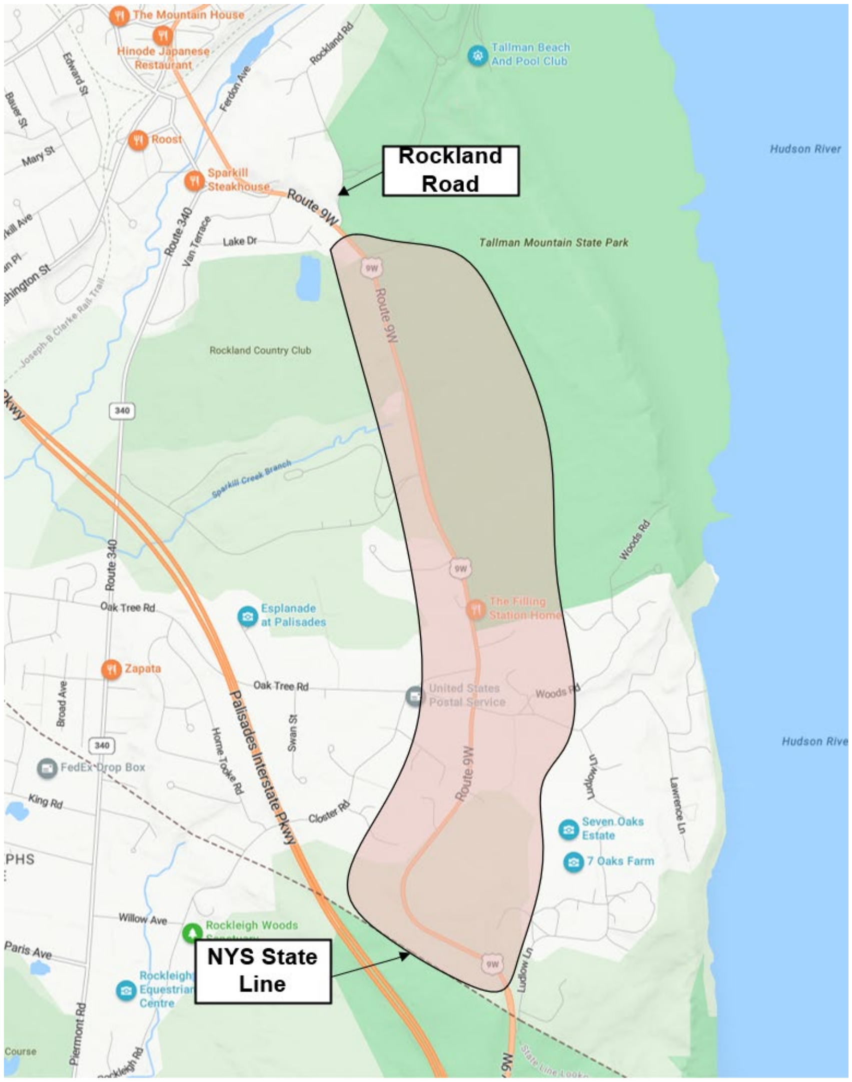
- Performance characteristics of the technology, including estimated demand reduction and annual kWh savings attributable to each Der measure proposed to be installed;
- Description of the flexibility and applicability of the technology;
- Hourly electric load reduction impact provided by the solution;
- 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;
- Proposed energy storage system certifications (Safety and Technology);
- Detailed description of non-energy benefits associated with the proposed solution; and
- Ability of solution to increase or decrease in scale.

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

One 2MW/12MWhr Distributed Generation (battery) will be connected to 50-3-13. The vendor is responsible to size the batteries correctly to support the charge/ discharge chart as in Exhibit-1. The battery output needs to match the kW/hour as referenced in Exhibit-1. The Distributed Generation (battery storage) shall be charged between the hours of 1 a.m. and 6 a.m. The discharge/ charges times may be revised upon O&R discretion. The potential Distributed Generation site would require the vendor to explore and review associated local permitting laws and regulations. The vendor will be responsible for all monetary improvements (point of interconnect) associated with the project. The project may require underground distribution feeder and /or utility poles installations to connect to the battery site. The NWA solution shall be along Route 9W and adjacent property between Rockland Road, Sparkill, NY and NYS State Line with New Jersey as shown on the map below.

Figure 3: Preferred Geographical Location of non-wires alternatives Solution (red zone preferred):



3.4. Project Proposal Requirements

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.

Selected Respondent or 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 DM 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 type of compensation structure must be included (e.g., upfront payment/yearly payment, combination of 50% upfront pay, and 5% payment annually for a 10-year contract period, pay for performance, loan program or other).

Vendors must provide 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., volume of kW actually reduced). For any proposed renewable generation, it is particularly important to verify that any stated demand reduction must coincide 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.

The proposal should specify the data and methodology used to determine the estimated demand reduction, annual kWh savings attributable to each measure/solution proposed to be installed, and methods/proposals to confirm measurement and verification of delivered demand reductions.

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 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 (e.g., changes to emergency preparedness plans or programs).

The Company is interested in proposals that will take advantage of funding available from other funding streams (e.g., participation in NYISO markets or NYSERDA funding). Respondents should also identify their ability to execute the non-wires alternatives program by providing reference to successful similar projects that they have completed in other jurisdictions. Respondents are to provide detailed explanations and validation of such funding strategies, including examples that are provable and repeatable.

3.5. Functional Requirements

A detailed Non-Wires Alternatives Solution Questionnaire is included in Attachment A. Please provide your responses in the document and submit with your RFP proposal. Major categories within the Questionnaire 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.

3.6. 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 Alternatives Project Description section above.

- Responses must contain a detailed plan to implement the solution including:
  - General scope of work;
  - Customer acquisition and marketing plan;
  - Communications plan to reach out to local AHJs;
  - Financing, including transaction structures and pricing formulas;
  - Implementation plan and project schedule;
  - 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.
- Proposals must outline a detailed timeline from project planning and contracting, to implementation and completion of the proposed solution.

3.7. Detailed Costs Associated with Proposed Solution

Respondents must provide a detailed cost breakdown in the format shown below:

DER Solution	Size	Material Cost	Labor Cost	Admin Cost	Total O&R Cost	Total Cost of the Project

- 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.
- Please provide the cost structure for multiple scenarios including up-front lump-sum payment as well as annual payments over the 10-year contract term and payment structure where the Company will pay 50% of the incentive upfront while providing a 5% incentive annually for a 10-year contract period.
- 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 to provide for the cost of interconnection.

3.8. Proposed Energy Storage Solutions

Respondents proposing energy storage solutions should provide the following information in addition to that required for all proposals:

- In addition to the cost breakdown in Section 3.7, respondents proposing energy storage solutions should also provide the cost of the solution by $/kw-month, $/MWh, and $/MW for the availability period as discussed in section 2.2.
- Please propose costs for different ownership structures, mainly:
  - Utility-ownership: O&R owns the storage system but operation and maintenance is performed by the vendor in the short-term
  - Leasing/Tolling: Vendor or third-party owns the storage system and O&R leases or provides guaranteed capacity. Vendor performs O&M
- Respondents should address their strategy for maintaining DER capacity for the duration of the asset lifetime and provide the cost for doing so, whether it be a higher up-front cost for overbuild or a maintenance cost for the life of the project. Other maintenance strategies will also be accepted.
- The Company is interested in proposals which will take advantage of funding available from other funding streams, e.g., participation in NYISO market, to offset costs. Proposals should state the intention of seeking these types of additional funding and whether that funding would be used to reduce the cost of system or be split with the Company in a sharing arrangement.

- The Company is interested in projects that will go above and beyond the need of the non-wires alternatives project to identify cost effective opportunities to reduce customers' total bill. This may include upsizing the energy storage beyond the need of the non-wires alternatives, in order to participate in additional revenue streams that will further reduce the overall cost of the project.
- Provide any end of life considerations and their costs i.e. removing the equipment after the end of its lifecycle, repurposing the equipment, recycling and/or site remediation.

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. 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 not be 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 (as depicted in section 3.5);
4. Functionality – the extent to which the proposed solution would provide needed load reductions and reliability requirements in the area (as depicted in sections 3.4 and 3.5);
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 (as outlined in section 3.7);
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 (as depicted in section 3.6);
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);
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), and Supplier Enablement Template.
2. Become enabled in the Oracle RFQ System by submitting the below items to the specified contact: Krystal Gittens at gittensk@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: Krystal Gittens gittensk@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 www.oru.com/nonwires

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	**January 16, 2024**
Pre-bid conference call (see details below)	**January 31, 2024**
Deadline to submit clarification questions	**February 21, 2024**
Deadline to become enabled in O&R/Con Edison procurement system	**February 28, 2024**
Responses to clarification questions due	**March 15, 2024**
Qualified respondents' proposals due	**March 29, 2024**

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

Pre-bid conference call details:

Date: 1/31/2024

Time: 1PM -2 PM

Join on your computer, mobile app or room device

Click here to join the meeting

Meeting ID: 251 344 460 266
Passcode: ZAcp2s

Download Teams | Join on the web

Join with a video conferencing device

839621855@t.plcm.vc

Video Conference ID: 118 118 971 5

Alternate VTC instructions

Or call in (audio only)

+1 518-708-8084,,565610326# United States, Albany

Phone Conference ID: 565 610 326#

4.3. Proposal Response Format

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 these system constraints. The written proposal response for the non-wires alternatives solution should be organized as follows:

Proposal Section	Proposal Section Title
N/A	Cover Letter
N/A	Respondent Checklist (See Appendix of this document)
N/A	Table of Contents
1	Professional Background, Financials and Experience with the Proposed Solution (as described in Section 3)
2	Proposed Solution Response & Project Plan (as described in Section 3)
3	Cost Associated with Proposed Solution (as described in Section 3)
4	Assumptions and Expectations
Appendix	Glossary of Terms
Attachment A	Non-Wires Alternatives Solutions Questionnaire Response

4.3.1. Cover Letter and Checklist

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 to contractually 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 and identifying such exceptions.

4.3.2. Respondent Checklist

Respondent checklist: Respondent should provide to the Company the properly completed Respondent Checklist (Appendix) as part of the proposal.

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, Respondent must specifically designate such data or information 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 agreed to by O&R and the Respondent during contract negotiations and will depend on the parameters of the proposed solution(s) (e.g., the ability to defer traditional capital investments for as long as possible while meeting BCA criteria). Agreements will typically commence upon the completion of construction and commencement of operation of the solution 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.

Appendix A: Supplier Diversity

Supplier Diversity

Note: All attachments referenced below are included within the RFP in Oracle.

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). As such, respondents must outline how their procurement practices for tier-2 suppliers and manufacturers incorporate 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.

Supplier's Good Faith Efforts

Respondents must submit an MWBE Subcontracting Good Faith Effort Summary form outlining their efforts to create opportunities for MWBE partners. 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.

MWBE 2nd Tier Utilization Plan Summary

Respondents are also required to submit an MWBE 2nd Tier Utilization Plan Summary (SDP Attachment A3) outlining their plan to subcontract direct and/or indirect business to diverse suppliers.

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

Respondent 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. An MWBE 2nd Tier Utilization Plan Summary must contain the following components:

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

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.

Tier 2 reports will be submitted on a quarterly basis adhering to the following schedule:

Q1: January 1 - March 31
Q2: April 1 - June 30
Q3: July 1 - September 30
Q4: October 1 - December 31

Spend reporting due April 8th
Spend reporting due July 9th
Spend reporting due October 8th
Spend reporting due January 8th

Appendix B: 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)	
• Summary	
• Energy	
• Financials	
• 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: