

# **Sparkill Non-Wires Alternative Pre-Bid Webinar**

June 21, 2021

# Agenda

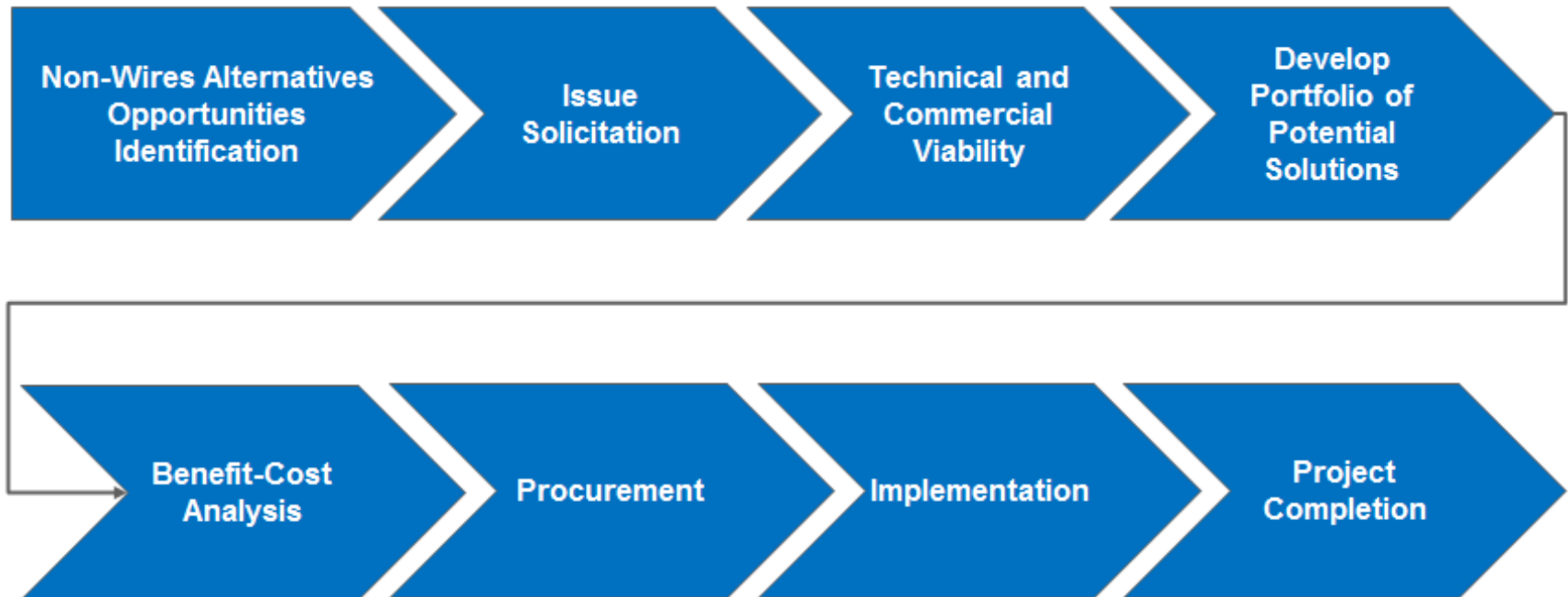
- Purpose
- O&R Non-Wires Alternatives Process
- Sparkill Non-Wires Alternative Overview
- Description of Need
- Potential Solutions
- Information to Include in Bid
- Evaluation Criteria
- Proposal Response and Submittal Process
- RFP Schedule
- Clarification Questions

# Purpose

- Through this webinar, O&R intends to:
  - Describe the O&R Non-Wires Alternatives process
  - Provide an overview of the Sparkill Non-Wires Alternatives RFP
  - Discuss the evaluation criteria and process
  - Review next steps
- This webinar is not intended to:
  - Answer specific questions about the RFP or process
  - Discuss potential solutions in detail
  - Discuss pricing or monetary elements

# O&R Non-Wires Alternatives Process

- The process shown below is an example of the high-level steps that occur during the non-wires alternatives process, which includes the evaluation, procurement, and implementation of potential solutions.



# Sparkill Project Overview

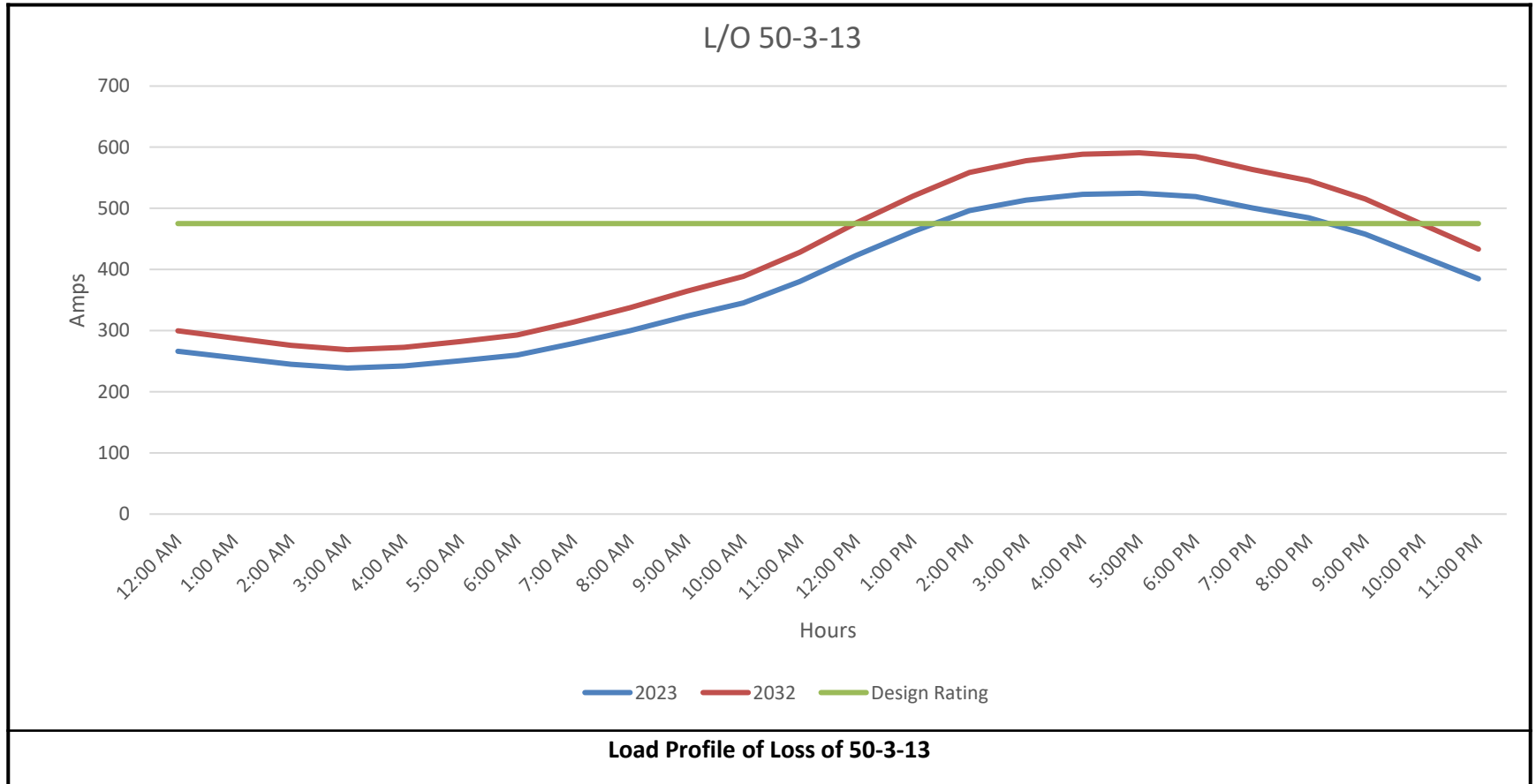
- The Objective
  - O&R proposes to implement the Sparkill non-wires alternative project to defer a capital infrastructure investment to meet short-term and long-term energy needs.
- The Need
  - The scope of the Sparkill non-wires alternative is to provide 2 MW / 11 MWh of capacity on circuit 50-3-13, which may be overloaded in the event of a contingency situation due to forecasted load growth.
  - These capacity requirements will be incremented by a to-be-defined reliability factor, to provide equivalent reliability of the traditional solution.
- The Traditional Solution
  - Construct a new distribution circuit tie between 50-3-13 and 50-2-13 that will provide alternate source during a contingency condition.
  - Construct a new station with a second bank with additional circuits.

# Proposed Development Area

- The non-wires alternative solution should be located along Route 9W and adjacent property between Rockland Road and NY-NJ boarder line and Oaktree Road between NY state- Route 9W and Palisade Interstate Parkway.



# Description of Need



# Description of Need

Loss of 50-3-13 Hourly Peak Load Need	
	MW
12:00 AM	0
1:00 AM	0
2:00 AM	0
3:00 AM	0
4:00 AM	0
5:00 AM	0
6:00 AM	0
7:00 AM	0
8:00 AM	0
9:00 AM	0
10:00 AM	0
11:00 AM	0

12:00 PM	0
1:00 PM	0
2:00 PM	1
3:00 PM	2
4:00 PM	2
5:00PM	2
6:00 PM	2
7:00 PM	2
8:00 PM	1
9:00 PM	0
10:00 PM	0
11:00 PM	0
<b>Total MWh</b>	<b>11</b>
<b>Max MW</b>	<b>2</b>



# Description of Need

- Customer Breakdown

- The Sparkill Substation is a single-bank distribution substation in Orangeburg, New York. The station serves a total of approximately 4,400 customers from four 13.2kV distribution circuits.

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

# Potential Solutions

- The RFP seeks an **alternative solution** which will solve a **contingency need**, in an area where a capital investment is needed to improve system **reliability** and **resiliency**.
- Alternatives may include the following DER: (a) Energy efficiency (“**EE**”), (b) Demand response (“**DR**”), (c) clean (i.e., gas fired and/or solar) distributed generation (“**DG**”), (d) energy storage (“**ES**”), and/or (e) **any combination** which may allow the Company to meet the stated need.
- 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.

**Respondents are encouraged to submit innovative, creative proposals for marketing, sales, financing, implementation, maintenance, contracting and pricing structures, and funding sources which will solve the contingency need, and maximize value to O&R’s customers**

# Potential Solutions

- For proposals including **Demand Response** services:
  - Please include (at a minimum):
    - a) 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).
    - b) The **applicable demand management measures** and **technologies** to be directed at each selected **market** or **customer segment**.
    - c) Please include an illustration of the **marketing** and **sales strategies** to capture the selected market or customer segment, and to deliver the demand reductions.
  - Preference will be given to Respondents who have **pre-existing customer agreements** to deploy the solution. .

# Information to Include in Bids

- Responses should include:
  - **Methods and procedures** required to comply with technical, safety, and operational requirements for the interconnection and operation of equipment with O&R's electric delivery system.
  - For proposed renewable generation, verification that stated **demand reduction coincides with the Company's peak loading period.**
  - For demand reduction services, assurances that the **committed amount of measures will be installed**, and that the **committed in-service date for each measure will be met.**
  - **Data and methodologies** used to estimate demand reduction, annual kWh savings attributable to each measure/solution proposed, and methods/proposals to confirm measurement and verification of delivered demand reductions.
  - Proposals which require deployment on **utility property or ownership models** involving utility ownership, or operation and maintenance, or both, by the Company.
  - **Information which 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.

# Evaluation Criteria

- Evaluation criteria will include but not be limited to:
  - Proposal content
  - Viability
  - Technology
  - Functionality
  - Environmental and community impacts
  - Unit Cost
  - BCA
  - Timeliness

# Evaluation Criteria

- Evaluation criteria will include but not be limited to:

- Price

DER solution	Size	Material Cost	Labor Cost	Admin Cost	Total O&R cost	Total Cost of the Project
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- Reliability
- Respondent Qualifications
- Applicability to REV
- Feasibility
- Community impact

# Proposal Response and Submittal Process

- The following process should be used to submit proposals:
  - 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 unable to submit their proposals. Respondents are encouraged to upload their proposals well in advance of the closing time to avoid any potential issues.
  - Respondents must take the following actions to ensure acceptance of a proposal submission:
    - Download the Sparkill RFP, Non-Wires Alternative Questionnaire (Attachment A), and Supplier Enablement Template.
    - Become enabled in the Oracle RFQ System by submitting the below items to the specified contact: Lauren Armely at [armelyl@coned.com](mailto:armelyl@coned.com):
      - W-9 form (version last updated); and
      - Supplier Enablement Template (Select 'Sourcing' under Oracle responsibility field).
    - Receive Formal RFQ response request (this will be same information downloaded from non-wires alternative website).
    - Submit response and fully completed questionnaire into the Oracle RFQ System.

# RFP Schedule

RFP Solicitation Milestones	Completion Date*
RFP Issued	<b>June 7, 2021</b>
Pre-bid conference call	<b>June 21, 2021</b>
Deadline to submit clarification questions	<b>June 28, 2021</b>
Deadline to become enabled in O&R/Con Edison procurement system	<b>July 6, 2021</b>
Responses to clarification questions due	<b>July 12, 2021</b>
Qualified respondents' proposals due	<b>July 26, 2021</b>



# Clarification Questions

- In order to ensure equal access to RFP information, O&R will accept, answer and respond to vendor questions.
  - During the clarification period, Respondents should direct clarification questions via email to Lauren Armely, [armelyl@coned.com](mailto:armelyl@coned.com), of O&R's/Con Edison's Supply Chain Department.
  - The deadline for submitting clarification questions is 5:00 PM ET on Monday, June, 28 2021.
    - O&R will have no obligation to evaluate late submissions, nor be responsible in any way for any consequences associated with late submissions.
  - 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>.
  - Respondent's identities will be kept confidential.

**Thank you**