

**Con Edison
Non-Wires Solutions
Responses to RFP Clarification Questions
Jamaica Station Request for Proposals**

Note: The deadline for submission of proposals in response to the Jamaica RFP is May 12, 2023.

No.	Category	Date Last Modified	Question	Response
1	Financial	4/21/2023	This looks you are you are purchasing the asset and own it?	The RFP is intended to incentivize load relief associated with assets owned and operated by responding parties and/or customers. Con Ed is not pursuing purchasing assets through this RFP.
2	Other	4/21/2023	16 MW + 12 MW or 12 MW by '26 and 4 MW more by '27?	The load relief request for this RFP is 12 MW by 2026, and 4 additional by 2027, totaling 16 MW in 2027.
3	Eligibility	4/21/2023	Is the minimum 50kW for a project or 50kW for an aggregation of projects (such as residential aggregations)?	50kW is the minimum for the aggregate of projects, i.e. per proposal, not each individual project within the proposal. See pg.8 of the RFP document under "Load Reduction Requirements" subsection for further information.
4	Financial	4/21/2023	The "requested incentive" is not part of the evaluation criteria? If not, how is that factored into the selection process?	The requested incentive submitted by the Respondent will be evaluated within the "Project Costs" and considered within the Benefit-Cost Analysis conducted by the Company. See pg. 20-21 of the RFP document for further information.
5	Other	4/21/2023	How strict is the 25-page limit? Would it include the Table of Contents? The Cover Page or any section dividers?	Table of contents, cover page, and section dividers will not be counted.

6	Financial	4/21/2023	What is the \$\$ amount incentive for both kw and kVar? It is not covered in the RFP or attachments.	The requested incentive for both kW and kVAR (as applicable) should be calculated and submitted by the Respondent. This information should be included with the proposal in the appropriate NWS Financial Sheet. See pg. 19 of the RFP document, section "Non-Wires Solution Financial Sheet" for further information.
7	Energy Storage Systems	4/21/2023	If the battery is connecting directly to the Jamaica grid, in front of a meter, is it ok that the battery itself is physically located outside of the blue map area?	Proposed solutions must be sited at customer locations and interconnected to the Jamaica network. For Respondents who have identified customer locations that may fall within the targeted area and want to confirm eligibility, please email DSM@coned.com .
8	Power Factor Correction	4/21/2023	Is there a load profile for kVar demand?	Con Edison will not be releasing a load profile for kVAR demand as part of this solicitation.
9	Financial	4/21/2023	Please provide the economic value that ConEd is planning to use in the project's benefit-cost-analysis to defer or avoid the traditional "wires" solution.	The Company is required to utilize a Benefit-Cost Analysis in accordance with the BCA Handbook filed with the New York State Public Service Commission. Costs associated with the Company's identified traditional solution will not be released as part of this solicitation.
10	Contract	4/21/2023	What is the anticipated contract execution date for this project?	Contract negotiations would follow proposal selection. The Company will work with Respondents of selected proposals to contract as quickly as reasonable, to facilitate load relief as laid out in Respondents' schedules.
11	DERs	4/21/2023	Is the 5 MW award cap per project applicable to front-of-the meter grid-connected projects only, or is the cap also applicable to behind-the-meter aggregated projects?	The 5 MW cap is applicable to individual projects within a proposal, for both front of the meter (grid-connected) and behind the meter systems. Proposals may contain multiple projects, with the 5 MW cap applied at the project level. See pg. 8 of the RFP document under "Load Reduction Requirements" sub-section for further information.

12	Eligibility	4/21/2023	Can an aggregation of multiple projects be included in one RFP submission of over 5 MW, or is the Respondent required to submit separately for each project or aggregation of projects of up to 5MW?	Please see answer to question 11.
13	Energy Storage Systems	4/21/2023	Will potential calls for load reduction be limited contractually to 5/1-9/30 or will ConEd be able to call for load reduction outside of those dates?	Contracts for projects selected from this RFP will require first rights of dispatch in the summer capability period (5/1 - 9/30) for the duration of the contract.
14	Energy Storage Systems	4/21/2023	How many events per year over the 10-year contract term does ConEd envision calling upon NWA resources to operate?	The number of NWS events will vary based on needs and conditions during each annual summer period. At minimum, one test event will be called each summer capability period.
15	Energy Storage Systems	4/21/2023	Does Con Edison have an expected number of dispatch events per year, and if so, how many? Will it be close to other BQDM projects with about 15 events/Summer?	Please see answer to question 14.
16	Existing Programs	4/21/2023	Are developers eligible to participate in any programs or incentives that are not related to Con Edison, particularly VDER and wholesale market co-participation?	For dispatchable resources, projects selected through this RFP are eligible to participate in programs that do not conflict with the first rights of dispatch required under an NWS contract. Any anticipated revenues from participation in other programs and/or incentives should be clearly identified in the NWS Financial Sheet provided with the proposal.
17	Power Factor Correction	4/21/2023	For PFC projects, we don't know the required PF improvement need for potential customers. Should we include a few examples on Attachment C?	Yes, please include examples of technologies and customer applications deemed representative based on the customer demographic information provided in the RFP document (Appendix B) with associated costs, assumptions and potential kVAR reduction. If customers have been identified by the Respondent for the proposed solution, please include this information in the proposal. See page 12 of the RFP document, sub-section "Customer Acquisition, Installation and Maintenance of Technologies" for more information. The NWS PFC Financial Sheet Attachment C is intended to be a template and can be

				modified as necessary by the Respondent to best represent cash flows, and support the information in the proposal.
18	DERs	4/21/2023	Is there a firm date for site control?	This RFP does not include a prescribe site control date, however proposals should identify site control as a key project milestone in the Respondents schedule. For proposal types that require interconnection, projects should refer to NYS SIR timelines for reference on when site control is required for project submittals.
19	Power Factor Correction	4/21/2023	Power factor correction would be a back-end solution - would you be open to NWS solutions that deal with front end improvement; i.e., increasing (real) output of existing assets?	This RFP is not eligible for proposals providing reactive power support directly to the grid, for example, existing assets that are located front-of-the meter. This RFP would evaluate proposals for increasing real output of an existing asset that supports an existing customer load.
20	Energy Storage Systems	4/21/2023	Does ESS strictly mean chemical batteries? Do thermal batteries (ice storage) fall under the ESS category?	This RFP is open to all technology types. Proposed energy storage systems requiring interconnection should consider AHJ permitting requirements and timeline, and technology procurement timeline associated with the identified technology within the project schedule. All proposed technology types should consider project feasibility to satisfy the timing of proposed load relief identified in this RFP.
21	Energy Storage Systems	4/21/2023	Please provide additional details regarding the N-2 reliability design interconnection requirement for front-of-the meter energy storage systems described at the top of page 9 of the RFP.	Selected projects that require interconnection are required to interconnect at the local reliability standard of the grid for serving loads at the point of interconnection to be eligible for an NWS contract. NWS portfolios are designed to maintain system reliability and support system needs on critical infrastructure days, therefore must be interconnected to the reliability standard required for serving load by the system.

22	Eligibility	4/21/2023	Are curtailable vehicle charging stations and vehicle charging stations enabled with vehicle-to-grid capabilities considered a qualifying technology? If yes, under which category would it fall under (DER load relief or Energy Storage)?	Curtailable vehicle charging stations and vehicle charging stations enabled with vehicle-to-grid capabilities are eligible to apply to this RFP. Proposals should indicate the capacity of load relief and duration of load relief intended to be provided to support this RFP. Selected projects will contract with an agreed upon pledged capacity, and performance will be measured and verified against that pledged capacity. For curtailable vehicle charging stations, proposals will be required to provide access to usage data to demonstrate peak day baseline usage as part of performance measurement and verification. If this data is available at the time of proposal submission, it is highly encouraged that the Respondent incorporates it into the proposal to demonstrate typical peak day usage of the technology. If the proposal intends to provide dispatchable load relief at designated times, please fill out NWS ESS Financial Sheet Attachment B. If Respondent deems NWS DER Financial Sheet Attachment A more appropriate to represent and support cash flows of the project, this will also be acceptable.
23	Performance	4/21/2023	If a site hosts multiple DERs (and/or energy storage), will there be a penalty if a portion of the site's total capacity is unavailable during the performance period? In other words, do all DER's on site have to participate?	For dispatchable resources, proposals should indicate the capacity of load relief intended to be provided to support this RFP by the technologies indicated in the proposal. Selected projects will contract with an agreed upon pledged capacity, and performance will be measured against that pledged capacity. Any anticipated revenues from capacity not pledged by the respondent that is not guaranteed to the Company should be clearly identified in the NWS Financial Sheet provided with the proposal.
24	Energy Storage Systems	4/21/2023	During Network Overload Periods (or "Restricted Charging Days"), Con Edison will communicate specific charging windows. Can developers get an estimation on the number of Restricted Charging Days we should be expecting during the summer period?	Restricted Charging days will be called on days deemed necessary for system reliability by the Company within the summer capability period (5/1-9/30).

25	Energy Storage Systems	4/21/2023	Can we get an example of an electronic notification that includes the discharge start time, power output, and duration of discharge?	At the time of this RFP release, selected dispatchable resource projects that operate under an NWS contract will be notified of NWS events at least 21-hours prior to the event, with identification of discharge start time, and duration and power output. Notifications will come via email, text and/or phone call from the Company's Demand Response Portal.
26	Energy Storage Systems	4/21/2023	For FTM systems, will the power to be dispatched be determined by Con Edison (since they have first rights of dispatch) or do the developers get to decide/specify while submitting proposals?	Selected projects will be required to provide first rights of dispatch to the Company during the summer capability period (5/1 - 9/30). Proposals should indicate the capacity and duration of load relief intended to be provided to support this RFP. Selected projects will contract with an agreed upon pledged capacity, and performance will be measured and verified against that pledged capacity.
27	Energy Storage Systems	4/21/2023	Regarding the "full dispatch rights", our understanding is that during the summer period, whether it is in the specified window, we'll have to dispatch at the specific power notified by Con Edison when we're asked. However, during non-event days, without any requirements from Con Edison, we are free to dispatch as we want. Is that correct?	Selected projects will be required to provide first rights of dispatch to the Company during the summer capability period (5/1 - 9/30) and are expected to operate to perform at the full pledged capacity to respond to all NWS events for the duration of the contract. Any anticipated revenues from capacity not pledged by the respondent that is not guaranteed to the Company should be clearly identified in the NWS Financial Sheet provided with the proposal.
28	Power Factor Correction	4/21/2023	Unlike traditional power factor correction systems which provide a predetermined power factor adjustment, (our) technology is customized for each customer and makes dynamic adjustments to the PF through optimized automatic switching of kVAR steps as needed to maintain an optimal PF of 0.98. Therefore, the expected kVAR reduction is related to the baseline PF of the facility, amount of PF correction required during the operational period, and the size of the load. With regard to completing Attachment C:	<p>A) Yes, this proposal format would be appropriate.</p> <p>B) Yes, please include all assumptions where you deem most appropriate. Attachment C is intended to be a template and can be modified as necessary by the Respondent to best represent cash flows, and support the information in the proposal.</p> <p>C) The anticipated revenue streams provided in Attachment B identify example revenue streams that may be available for dispatchable energy storage. All Respondents should identify and disclose additional revenue streams they intend to leverage for the proposed solution, including but not limited to, customer</p>

			<p>A) Since we don't have the above required inputs (at this time) to calculate the kVAR reduction, is it appropriate for us to include 3 projects with varying PF correction and kVAR reduction as examples and then state our assumptions about the installation site?</p> <p>B) Attachment A and Attachment B have a place to list assumptions. There is no such place indicated on Attachment C. Can we just list them under the table in column A?</p> <p>C) Please clarify what is meant by "Anticipated Revenues" in column M. In Attachment B, you provided this explanation for Anticipated Revenue Streams, " The Additional Anticipated Revenue section should include anticipated cashflows for revenue streams, tax credits, rebates, or any other potential earnings outside of the NWS Incentive. Potential revenue streams for ESS systems may include, but are not limited to, customer demand bill savings, federal ITC, NYSERDA retail storage incentive, VDER DRV, VDER ICAP, VDER Energy Arbitrage, NYISO Capacity, NYISO Energy, NYISO Ancillary Services, NYISO EDRP, and local city/state tax exemptions." Can you provide comparable information for Attachment C?</p>	<p>contributions, participation in other incentive programs that do not conflict with NWS requirements, and tax incentives.</p>
29	Other	4/21/2023	<p>Are there any Project Labor Agreements (PLAs) that the developers should be aware of?</p>	<p>NWS does not require PLAs. Respondents must comply with local rules and regulations required for proposed technology type and customer location.</p>

30	Other	4/21/2023	Given that (we are) a privately held company, it is important that our financial information be kept confidential. Is it possible to provide our financial statements directly to the person at Con Edison who is evaluating that part of the proposal instead of uploading them with the rest of the proposal?	Con Edison takes information confidentiality very seriously. Thus, we require all proposal information and attachments to be submitted through the secure Oracle RFQ system. Company financial statements requested as part of the appendix for this proposal will not be circulated outside of the personnel designated by the Company to interact with that information.
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