



Consolidated Edison Company of New York, Inc.

Request for Proposals

**Non-Wires Solutions to Provide Customer-Sited Summer
Peak Coincident Electric Demand Reduction:
Residential, Small Multifamily, and NYCHA Multifamily
Market Segments**

Supplement to the Jamaica Substation Project

ISSUED: JANUARY 10, 2025

SUBMISSION DEADLINE: MARCH 21, 2025

Executive Summary

Consolidated Edison Company of New York, Inc. (the Company, or Con Edison) is extending this Request for Proposals (RFP) to solicit Proposals from qualified and experienced vendors (Respondents) with the capability to deliver innovative Energy Efficiency (EE) solutions that provide **network electric peak load relief in the summer period** through the Non-Wires Solutions Program (NWS). This RFP is a supplement to the 2023 [Jamaica Substation Project RFP](#). Together, solutions selected through the 2023 RFP and this supplemental RFP will eliminate the need to replace limiting 27kW bus sections at the Jamaica Substation (the traditional utility project). Load relief acquisition from this market segment is anticipated to last until summer 2027. The eligible territory is pictured in Figure 1.

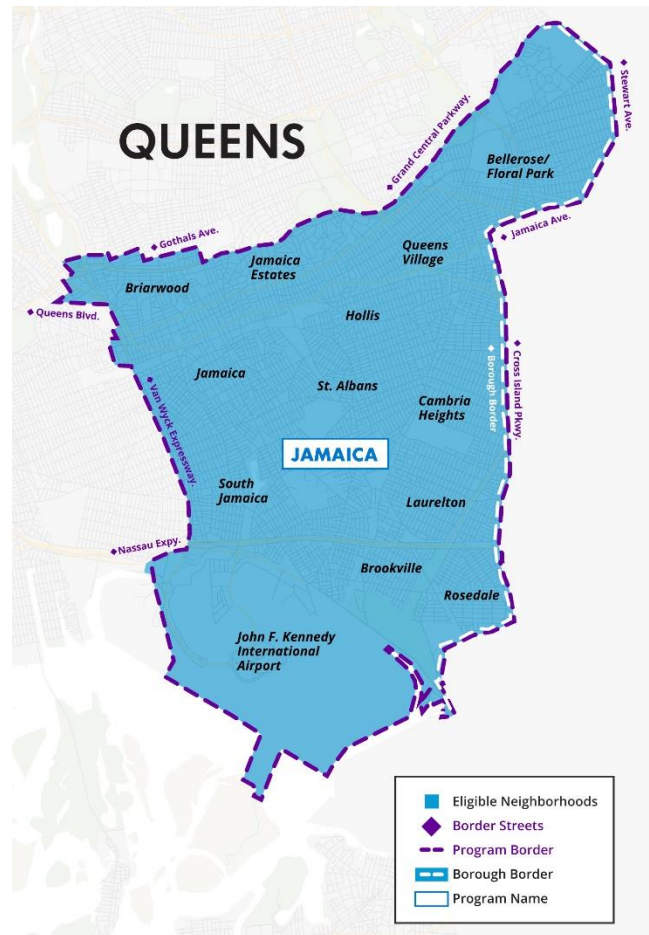


Figure 1: Territory Map

This RFP is targeted at EE solutions providing load relief through **the residential and small multifamily customer segments**. The residential segment consists of buildings with 4 or fewer dwelling units and the small multifamily segment consists of buildings with 5 to 10 dwelling units. This RFP is open to any solution that provides an aggregate of 50 kilowatts (kW) to 2 megawatts (MW) of electric peak demand reduction at the network peak hour (8-9pm) within the identified geographic area. This RFP is a supplement to the active Jamaica NWS and is



only open to summer coincident electric demand reduction through energy efficiency; gas, steam, or fuel switching savings are not eligible. **Battery storage is not eligible.**

Applicants of interest include but are not limited to:

- Qualified installers with a portfolio of clients and standalone projects or groups of projects that meet the minimum aggregate kW with a customer acquisition plan or demonstrated site control.
- Turnkey program administrators to manage a program for the designated customer segments.
- New York City Housing Authority (NYCHA) properties, including common area and in-unit upgrades.

Technologies of interest include but are not limited to:

- Lighting upgrades (including controls)
- Heating, Ventilation and Air Conditioning (HVAC) upgrades (including controls)
- Building envelope upgrades

The estimated size of the opportunity is about 120,000 geographically eligible customers with a total average billed demand of about 13,000 kW. Eligible customers include individual households and tenants with residential utility accounts and building owners with commercial utility accounts for multifamily common areas.

Con Edison is seeking projects that can provide load relief prior to the summers (i.e. May 1st) of 2026 and 2027, with preference given to projects that can deliver in earlier years, prior to summer 2026. Proposals are required to identify the appropriate load relief delivery date(s) for proposed project(s).

Should additional NWS territories open while the contract is active, the selected Respondent(s) may be invited to provide additional load relief in that territory.

Please email nwsproposals@coned.com with questions regarding eligibility.

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1. Introduction

Con Edison is extending this RFP as a supplement to the active Jamaica Substation NWS Portfolio to solicit Proposals from Respondents capable of delivering innovative EE solutions that provide network electric peak load relief during the summer period through the NWS Program in the Jamaica Network. The project opportunity addressed in this RFP involves replacing limiting 27kV bus sections at the Jamaica Substation; the eligible territory is depicted in Figure 2. Con Edison seeks projects that can provide load relief by May 1st of 2026 and 2027, with a preference for earlier delivery before summer 2026. Proposals must specify the appropriate load relief delivery dates for the proposed projects, targeting demand reduction at the network peak hour of 8-9pm. Additional background information and a detailed description of the project can be found in the [2023 Jamaica Substation Project RFP](#).

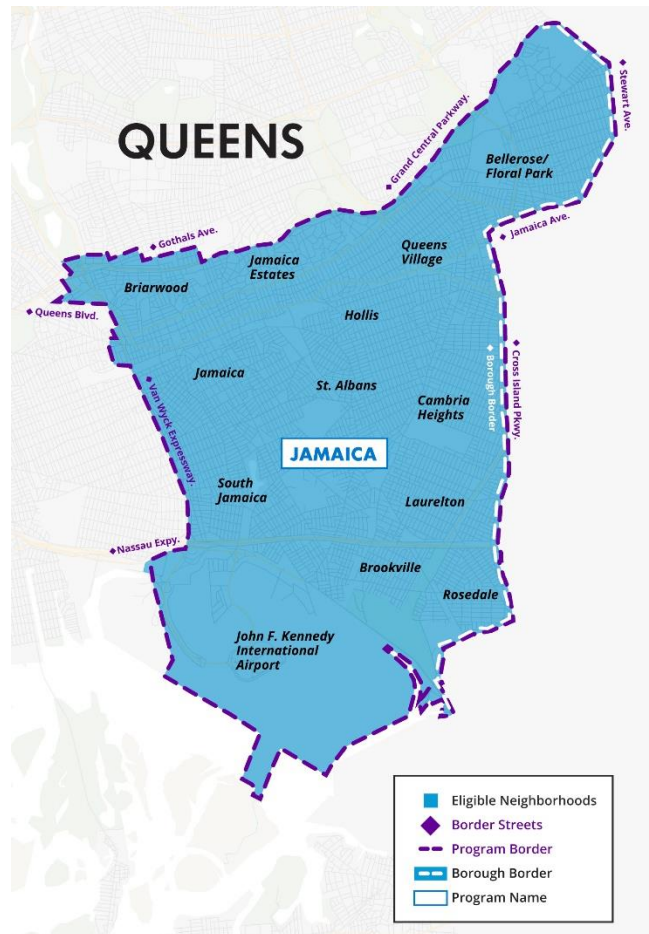


Figure 2: Territory Map

2. Technology Eligibility and Specifications

2.1. Benefit Requirements: Network Peak Demand Reduction

This RFP is targeted at EE solutions providing load relief through **the residential and small multifamily customer segments**. Residential consists of buildings with 4 or fewer units and small multifamily consists of buildings with 5 to 10 units. This RFP is open to any solution that provides an aggregate of 50 kW to 2 MW in network peak demand reduction. This RFP is only open to summer electric demand reduction; gas, steam, or fuel switching savings are not eligible.

Respondents should tailor proposed solutions to maximize demand reduction during the Jamaica network peak hour (8-9PM). Consider local geography, building attributes, and customer demographics to understand energy efficient equipment needs and inform implementation and marketing. Assess the baseline energy usage and potential adoption rates of energy-efficient solutions, considering some customers may already use them.

2.2. Technology Eligibility & Specifications

This RFP is open to any EE solutions that provide customer-sited summer peak coincident electric demand reduction. Only upgraded & replaced technologies are eligible for demand reduction savings; new installations without upgrade or replacement are not eligible. Battery storage is not eligible.

Applicants of interest include but are not limited to:

- Qualified installers with a portfolio of clients and standalone projects or groups of projects that meet the minimum aggregate kW with a customer acquisition plan or demonstrated site control.
- Turnkey program administrators to manage a program for the designated customer segments.
- New York City Housing Authority (NYCHA) properties

Technologies of interest include but are not limited to:

- Lighting upgrades (including controls)
- HVAC upgrades (including controls)
- Building envelope upgrades

The following EE technologies are excluded from consideration through this RFP to avoid duplication of other Con Edison program and offers already available to these customer segments:

- Lighting in multifamily common areas (for buildings with 5 or more dwelling units)
- Heat pumps
- Customer Kits (e.g., packages including solutions that are delivered for customer self-installation)
- Wi-fi thermostats

Respondents must understand and use the latest [New York State Technical Resource Manual \(TRM\)](#) for energy savings calculations. The TRM includes watt reduction, Coincidence Factor, HVAC effects, and other specific calculations to assess summer coincident peak demand savings. Con Edison will verify installation and peak kW reductions. Peak load relief will be tracked by territory, solution type, and customer space type (e.g.,

residential/multifamily). Con Edison will provide 24-hour load shape data for residential and multifamily spaces after the RFP is completed and the contract is awarded.

3. Proposal Requirements

This section details the RFP response requirements. Additional information about the proposed solution can be attached to the response. Selected respondents may need to provide financial assurances to meet installation or operational deadlines. Missing operational deadlines (i.e. May 1 of the load relief need year) could lead to liquidated damages or reduced incentives. Submit one or multiple Sealed Bids in your response. All Bids will be treated as Sealed Bids.

Each proposal should begin with an executive summary of the proposal. Items that should be included in an appendix are noted below.

3.1. Professional Background and Experience

All respondents are expected to provide the following information.

1. Core business and organizational structure.
 - a. Company age
 - b. Company revenue
 - c. Number of employees
2. Solution team & resource management
 - a. Organizational chart **(in Appendix)**
 - b. Resumes of team members, including certifications and level of expertise **(in Appendix)**
 - c. Number of staff and titles
 - d. Indicate if the team consists of existing staff, new hires, or a combination.
 - e. Equipment required and vehicle count.
3. Certifications relevant to the proposed solutions
4. Examples of prior work
 - a. Relevant industry experience
 - b. References with necessary authorizations for verification
 - c. Any other relevant information supporting the proposed solution **(in Appendix)**
5. Audited financial statements for the past three years **(in Appendix)**

3.2. Proposed Solution Description

Respondents are expected to provide the following information. Make sure to include all information related to the relevant respondent type.

3.2.1. All respondents

1. Proposed energy efficiency solution and scope of work
 - a. Solution type(s)
 - b. Number of installations
 - c. Manufacturer
2. Estimated energy savings & demand reduction
 - a. Demand reduction (kW) at system peak using TRM calculations.

- b. Demand reduction (kW) at the network peak hour for the Jamaica network (8-9pm). Respondents should provide their best estimate and any supporting methodology behind their calculations.
 - c. Annual energy savings (kWh) using TRM calculations.
 3. Targeted number of eligible customers
 - a. Number of installations per solution per day, week, month, year (including seasonal variations)
 - b. Estimated energy savings & demand reduction per customer.
 4. Customer acquisition plan or project site identification
 - a. Show understanding of customer demographics, potential energy and demand savings, and ability to achieve goals.
 - b. Demonstrate interest, partnership, or ownership of proposed project sites.
 - c. Detail customer acquisition strategy, clearly indicating how the implementation plan and marketing strategies will support achieving customer acquisition goals.
 5. Project schedule & timeline
 - a. Respondent must include a schedule and timeline, including key project milestones, to prepare to launch the program if awarded the contract.
 6. Quality assurance and measurement & verification plan
 - a. The Respondent should include in their application how they will manage and track sales, installations, and completions.
 - b. If selected, the Respondent will be required to Participate in a Con Edison determined specific Measurement and Verification (M&V) and Quality Assurance/Quality Control (QAQC) plan for the proposed solution. A contractor hired by Con Edison will conduct M&V on all projects. The Respondent may need to:
 - i. Provide necessary data for Con Edison's measurement, pre- and post-install verification, reporting, and payment processes.
 - ii. Supply existing condition information and qualifying documents for desk reviews.
 - iii. Incorporate recommendations from M&V throughout the agreement term.
 - c. Potential M&V approaches include:
 - i. For a Residential Lighting Program: Storing removed bulbs or fixtures for random sampling and inspection, then disposing of or recycling them.
 - ii. For Other Solutions:
 1. Pre- and post-installation site or virtual inspections.
 2. Pre- and post-installation metering or data collection.
 7. Risks, Challenges, and Community Impacts
 - a. Identify and describe mitigation strategies for risks, barriers, and challenges related to implementing your proposal, as applicable (e.g. permitting, construction, operations, customer/site acquisition, contingency plan for inability to achieve load reduction need).
 - b. Describe non-energy benefits associated with the proposed solution.
 - c. Identify and describe planned controls for environmental and community impacts (positive and negative), as applicable (e.g. customer experience, GHG emissions, waste streams and management, job creation potential, visual or noise impacts).

3.2.2. Program administrators

Program administrators are expected to handle all portions of the customer journey. If a network of contractors is leveraged to do the work, program administrators are also expected to manage the participating contractors

and monitor the quality of their work. Expected components of the customer journey include customer intake, verifying baseline conditions on-site, making information available for QAQC processes, and managing payments.

1. Program schedule & timeline
 - a. Implementation schedule detailing daily, weekly, monthly, and annual activities to achieve the RFP goals.
 - b. Preparation plan & deliverables list, including schedule and timeline to launch the program or projects if awarded.
2. Assumptions
 - a. Saturation point per territory, including number of “already efficient” customers
 - b. Anticipated penetration/adoption rate
 - c. Number of solution type(s) replaced per account/home
 - d. Average reduction (kW) per customer and solution
 - e. Average Cost (\$) per customer and solution
3. Customer service & engagement plan
 - a. Tactics and strategies for customer engagement and communication, including how the Respondent will handle customer questions, concerns, requests, and needs in various situations.
 - b. Respondent should acknowledge that they may need to provide a sample customer consent form, including terms and conditions for direct installation activities.
4. IT capabilities for data management including savings tracking, customer eligibility verification, and payment.
 - a. Routine tracking and reporting are required with Salesforce or an equivalent software.
 - b. Must be able to integrate with other software for performance tracking and payment processing.
 - c. Critically, customer eligibility verification will be the responsibility of the Respondent. Con Edison will provide required information.

3.3. Pricing and Cost Information

Respondents will need to submit all pricing and cost information **as a separate Attachment A** in your proposal. **Respondents must not include pricing and cost information in the body of the proposal.**

1. Revenue Streams: Include details on all expected revenue from system operation. Optimize eligible revenue streams, tax credits, financial incentives, and other funding sources (City, State, Federal) to mitigate costs for Con Edison customers.
2. Cost Estimates: Refer to tab 1 of Attachment A for all costs to detail, including procurement, installation, operations & maintenance, incentive payments, and administrative costs. Detail all assumptions made.
3. Ensure most costs aim at achieving electric demand savings. Avoid inflating low-cost measures beyond established goals.
4. Ensure all fields in the Financial Sheet are completed for a thorough review. Incomplete sheets may lead to disqualification.

4. Project Implementation Requirements

The following project implementation items will only be required of selected Respondents. All Respondents must be aware that these items may be required of them in the future.

4.1. Third-Party Risk Management

Once selected, Respondents must comply with Con Edison's Third-Party Risk Management (TPRM) program requirements before they are awarded an NWS-Program Agreement. The intent of the Company is to conduct NWS Program Agreement contractual discussions in concurrence with the Third-Party Risk Assessment (TPRA).

The TPRA mitigates the potential risk that arises from outsourcing business activities with third parties, including suppliers of material or equipment, service providers, and other similar relationships. To implement TPRA and quantify risks, business-specific risk assessment questionnaires are developed for third parties to follow and are supplemented by quantitative data insights to improve quality. TPRM provides Con Edison valuable insights into an organization's supply chain which can help prevent significant disruptions and mitigate operational, environmental, legal, compliance, financial, and reputational risks to Con Edison.

Con Edison TPRM program requirements vary depending on the risk profile associated with a supplier or the product / service provided. Depending on the nature of the relationship, Con Edison may seek additional information in some of the following areas:

- Information & Cyber Security controls, practices, and posture
- Financial performance and viability
- Environmental performance and impacts
- Audited Financial Statements from Last 3 Years
- Accountant Certification
- Legal Disclosures and Proof of Insurance
- Information & Cyber Security Practices and Posture
- Safety Performance and Procedures
- Business, Ethics & Compliance Policies
- Human Rights & Uyghur Forced Labor Prevention Act Policies
- Financial Crime and Compliance Controls and Assessments
- Policy/Procedure Demonstrating OFAC Sanctions Compliance
- Physical Security Policies/Procedures/Standards
- Employee Background Check Policy/Procedure
- Business Continuity/Disaster Recovery Policies and Plans
- Supplier Risk Management Policy/Framework
- Licensure or Certification for Relevant Scope of Work
- Environmental, Social, and Governance (ESG) and/or Sustainability Policy and Certifications

4.2. Program Agreements

Given selected Respondents have passed the TPRA, they are expected to execute an NWS Program Agreement proposed by Con Edison. Sample Agreements can be found on [ConEd.com/NonWires](https://www.coned.com/nonwires) under "Related Information". Respondents are encouraged to review the corresponding Agreement in its entirety prior to

submitting a proposal to understand all terms and conditions. Sample NWS Program Agreements do not necessarily reflect terms and conditions that will be included in Respondents Agreements for selected projects under this RFP. Respondents should state any exceptions to the standard program agreement in their proposal. Addendum 2 will contain any modifications and exceptions to the Program Agreement made during contract negotiation, as agreements are finalized.

Depending upon the nature of the selected proposal, additional items such as program-specific Environmental Health and Safety Plans and data security requirements may be included.

4.3. Contract Term Length

The term length of an NWS Program Agreement is expected to run through the May 1, 2027, operational deadline for load relief for the Jamaica Substation Project; additional time may be provided to close out administrative activities. Should NWS open additional territories while the contract is active, the selected Respondent(s) may be invited to provide additional load relief needs in that territory, of which the delivery duration may exceed the 2027 timeline.

4.4. Quality Assurance/Quality Control (QAQC) and Measurement and Verification (M&V)

It is critical for Con Edison to ensure that the peak load reduction is installed and operating correctly through QAQC and M&V. If selected, the Respondent will be required to participate in a Con Edison-determined specific M&V plan and QAQC plan for the proposed solution. A contractor hired by Con Edison will conduct M&V on all projects. The Respondent may need to provide necessary data for Con Edison's measurement, pre- and post-install verification, reporting, and payment processes. They must also supply existing condition information and qualifying documents for desk reviews and incorporate recommendations from M&V throughout the agreement term. Any work having occurred prior to NWS award and pre-inspection will not count towards energy savings under this award.

Potential M&V approaches include, for a Residential Lighting Program, storing removed bulbs or fixtures for random sampling and inspection, then disposing of or recycling them. For other solutions, M&V requirements may include pre- and post-installation site or virtual inspections, as well as pre- and post-installation metering or data collection.

4.5. Installation and Operational Status

Con Edison will hold periodic Project status calls with Respondents to determine whether the Project is on schedule and to assess any aspects that require assistance from Con Edison.

If there is a change in the Scope of Work, Con Edison must be notified, and all work must stop until Con Edison gives the approval to proceed. If the change in the Scope of Work results in a lower peak load reduction, Con Edison may adjust the total incentive awarded based on the new peak load reduction at the awarded incentive rate (\$/kW).

4.6. Incentive Payments

Incentive payments for the NWS opportunity are evaluated and delivered based on the verified network peak load reduction and benefits supplied to the distribution system, to support elimination of the identified traditional solution. Con Edison may adjust total incentive awarded based on the measured peak load reduction



at the awarded incentive rate (e.g., \$/kW). All selected Respondents’ incentives will be based on the determination of measured and verified load relief/distribution system benefits through the post-installation M&V process.

5. RFP Submission and Timing

Respondents must read this NWS RFP document before submitting a proposal. Respondents will be able to submit questions and clarify information to nwsproposals@coned.com. Con Edison will also host webinars and be available to answer questions live. Submission of a proposal in response to the RFP implies the Respondent fully understands the RFP process and requirements proposed by Con Edison.

Once a Respondent submits their proposal, the Respondent will wait for Con Edison to notify the Respondent.

Once a Respondent has been selected, the Respondent will be subject to additional verification milestones before being awarded the contract as outlined in Section 4.1: Third-Party Risk Management. Con Edison has the right to terminate the award if the Respondent cannot meet the verification milestones. RFP awardees are expected to execute an NWS Program Agreements as outlined in Section 4.2.

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

RFP Solicitation Milestones	Completion Date*
RFP issued	January 10, 2025
RFP Webinar: Overview and Q&A for Program Administrators	January 17, 2025
RFP Webinar: Overview and Q&A for Qualified Installers	January 24, 2025
RFP Webinar: General Q&A	March 7, 2025
Proposals due	March 21, 2025 @ 5:00 PM

The Company expects to provide a status update to RFP respondents by mid-April 2025*.

***Con Edison reserves the right to change any of the above dates.**

5.1. Clarification Questions

All Respondents should direct questions during the clarification question timeframe via email to nwsproposals@coned.com. All questions and answers deemed essential for the viable submission of a bid response will be publicly posted at ConEd.com/NonWires. Respondent names will be kept confidential. Respondents must not reach out to other Con Edison personnel regarding this RFP.

The Company is not obligated to evaluate late submissions or be responsible for any consequences associated with them.

5.2. Submittal Instructions

All proposals must be submitted via email to nwsproposals@coned.com on or prior to the due date and time. Respondents are encouraged to submit responses well in advance of the closing time to avoid any potential issues that may occur.



Proposal content must be submitted as either a Word or PDF document. Respondents shall submit the response in the following separate documents:

1. Proposal with format and content as described below (Titled: *"ProjectName_VendorName_Proposal"*
e.g. *"Jamaica_Con Edison_Proposal"*)
2. Proposal attachments (Titled: *"ProjectName_VendorName_Attachments"*)
3. NWS Financial Sheet (Attachment A) (Titled: *"ProjectName_VendorName_Financials"*)

6. RFP Response Content and Format

This section outlines the requirements for responses to the RFP, including the format and content.

6.1. Proposal Content

Respondents are encouraged to submit their proposal in accordance with the summary instructions outlined in this section. Any limitation regarding a Respondent’s ability to supply the information requested in this RFP (or to support or perform a particular function or service) should be explicitly stated in the proposal response. Any Respondent partnering with other solution providers to perform a particular function or service must be explicitly stated.

Proposals should adhere to the following guidelines:

- Proposals (excluding appendices and attachments) should be no longer than 15 pages.
- Project financials should **only** be included in the attachments and not the body of the proposal.
- The proposal’s solution must meet the eligibility requirements laid out in the Section 2: Technology Eligibility and Specifications.
- The proposal content must be submitted as a Word or PDF document.

The proposal content must be organized as follows:

Section	Section Description – 15 Page Limit, Not Including Appendices
Respondent Checklist	Respondent should provide the properly completed Appendix B: Respondent Checklist as part of the proposal.
Cover Letter	The Cover Letter shall include Respondent’s legal name and address; the name, title and telephone number of the individual authorized to negotiate and execute the Agreement; the signature of a person authorized to bind Respondent’s organization contractually; a statement that the Respondent has read, understands, and agrees to all provisions of the RFP, or, alternately, that indicates exceptions will be taken to the RFP.
Table of Contents	Include a clear identification of the proposal by section and by page number as identified above.
Executive Summary	Respondent should provide an executive overview and summary of the key features of Respondent’s solution.
Proposal Body	The proposal body should include sections as outlined in Section 3: Proposal Requirements, including <i>Professional Background and Experience</i> and <i>Proposed Solution Description</i> . <i>Pricing and Cost Information</i> should not be included in the proposal body.

Assumptions and Exceptions	Respondents should provide a list of assumptions made in developing the response to this RFP that should be considered when evaluating the response. Respondents should provide a stand-alone section listing any exceptions to the RFP.
Glossary of Terms	Respondent should provide a glossary of terms specific to the Respondent’s solution.
Attachments	<p>As separate attachments, Respondents should provide:</p> <ul style="list-style-type: none"> • Completed NWS Financial Sheet (Attachment A) with detailed costs associated with proposed solution. • Project organizational chart and project team resumes • Customer letter(s) of interest, if applicable • Financial statements for the past three years, if applicable • Any other relevant information deemed appropriate and noteworthy supporting and validating the proposed solution. <p>Any additional information that Respondents would like to provide about the proposed solution can be attached to the RFP response. However, priority will be given to the information contained within the specified RFP format and NWS Financial Sheet.</p>

7. RFP Response Evaluation

Each Respondent must ensure all required information is included in their submission. Projects missing key details in the NWS Financial Sheet (Attachment A) or RFP Response will be disqualified. Con Edison reserves the right to determine if a submission is incomplete or non-responsive.

Con Edison will review all proposed solutions in detail using the evaluation framework outlined below. The review aims to achieve the greatest value for Con Edison customers while maintaining system reliability. Meeting submission criteria does not guarantee selection.

Proposals will be evaluated and scored based on the following criteria, which are not necessarily listed in order of significance:

Review Category	Objective
Proposal Content and Presentation	Information requested has been provided and is comprehensive to allow for evaluation. Professionalism and organization of proposal responses will also be considered during the review process.

Project Costs	The total cost of the project, the incentive requested, and the \$/MW at peak required from Con Ed for the proposed solution are listed below. Please note that all cost and pricing information associated with an RFP response must only be included as a separate attachment and not in the body of the proposal.
Benefit-Cost Analysis	The Company must utilize a BCA as outlined in the BCA Handbook filed with the New York State Public Service Commission. A BCA will be applied to the portfolio of solutions as part of the Society-Cost Test to inform the selection of projects that bring the most net benefits to customers.
Execution Risk	The expected risk associated with project implementation within the timeframe required for the NWS (e.g., site acquisition, site security, permitting, construction, operation and maintenance, and supply chain risks).
Procurement Risk (non-ESS)	The volume of procurement risks noted with the proposed solution, relative to the volume of procurement risks expected for the proposed technology.
Qualifications	The relevant experience and past success of Respondents, including their partners, in providing proposed solutions to other locations, including as indicated by reference checks and documented results. Qualifications for Respondents include relevant experience with and awareness of local rules, regulations, and processes.
Customer Acquisition	The extent to which Respondent’s proposed solution would fit into the needs of the customer segmentation of the targeted network(s) and the extent to which the customer acquisition strategy fits the needs of proposed solution(s) and targeted customer segment. Preference will be given to proposals that include commitments from eligible customers to install the project(s).
Timeliness	The ability to meet Con Edison’s schedule, including customer acquisition and interconnection requirements for the NWS opportunity. The extent to which the project schedule reflects realistic and sufficient detail from contract execution, project implementation including key project milestones, and completion.
Project Schedule	Level of detail provided in project plan and schedule.
Coincidence with Peak and Deficiency Period	The extent to which the proposed solution can provide functional load reduction (permanent or temporary) during the peak time and Deficiency Period in the area of need. Technologies that are not coincident with the network peak hour identified in this RFP will not be considered.
Availability and Reliability	The proposed solution’s ability to provide permanent or temporary load relief, dependability, and benefits to the grid will be considered.
Technology Viability	The extent to which the proposed solution is a proven technology through industry studies or provides a reasonable pathway to be measured for load reduction capability.
Community Impact	The long-term positive or negative impact that the proposed solution may have on the community in the identified area including, but not limited to, customer experience, environmental impacts and emissions, and enhancements or disruptions to the community. Preference may be given to proposals that serve customers that qualify as

	disadvantaged communities as identified by the NYSERDA Disadvantaged Communities Criteria .
Innovative Solution	Innovative solution that targets customers and uses technologies that are currently not part of Con Edison’s existing programs, targets generally underserved customer segments and disadvantaged communities, and/or is based on the use of advanced technology that helps foster new DER markets and provides potential future learnings.

8. RFP Terms and Conditions

Respondents should state clearly all assumptions made. 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 Con Edison has endeavored to provide accurate information, Con Edison 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. Con Edison 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 its response to this RFP.

Respondents agree to keep confidential all information provided by Con Edison in connection with this RFP.

8.1. Qualifications of Respondents

The Company may conduct such an investigation as it deems necessary to determine the qualifications of Respondents and proposed subcontractors to perform the work. Respondents should promptly furnish any information and data as may be requested by the Company as part of any such investigation. The failure of a Respondent to produce timely information and data requested by the Company may provide a basis for rejecting the proposal.

8.2. Proprietary Information

If a proposal includes any proprietary data or information that a Respondent does not want disclosed to the public, it must be specifically designated on each page on which it is found. Con Edison 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.

8.3. 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, will not be reimbursed by Con Edison. Please note that all cost



and pricing information associated with an RFP response must only be included as a separate attachment and **not** in the body of the proposal.

8.4. Right to Reject

This RFP shall not be construed to create an obligation on the part of Con Edison to enter into any contract or to serve as a basis for any claim whatsoever for reimbursement of costs for efforts expended by Respondent. Con Edison 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.

Con Edison reserves the right to accept any responsive proposal, reject any and all proposals, and waive irregularities or formalities if deemed to be in the Company's best interests. 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. Con Edison shall reject the proposal of any Respondent that is determined not to be a responsible bidder, or whose proposal is determined by the Company to be non-responsive. Receipt by the Company of a response to this RFP confers no rights upon a Respondent, nor any obligations upon the Company.

8.5. Revision to the RFP

Con Edison reserves the right to withdraw this RFP at any time and for any reason, to issue clarifications, modifications, addenda, and/or amendments at any time as it may deem appropriate, and to distribute additional clarifying or supporting information.

Con Edison may ask any or all Respondents to elaborate or clarify specific points or portions of their submission. Clarification may be written responses to questions, phone calls, or in-person meetings to discuss 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, email, or delivery by courier service which certifies delivery. Only those respondents who 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.

8.6. Basis of Proposal Award

The proposal shall be awarded to the most responsive and responsible respondent who meets the specifications, price considerations, and other factors considered, as determined by the Company in its sole discretion. The proposal evaluation criteria are set forth within this RFP.

8.7. Collusion and Other Prohibited Activities

Collusion with other Respondents before, during, or after the RFP is strictly prohibited. Collusion and other prohibited activities include but are not limited to: discussing Bid strategies with other program participants, engaging in any activity with the intent to influence the outcome of the RFP in a manner inconsistent with competitive behavior, or taking any action to undermine the competitive nature of the RFP and otherwise benefit from Company compensation with no intent or expectation of providing the amount of peak load

reduction or annual electric savings or reactive power reduction submitted in the Respondent's Bid. The Company shall have the discretion to determine when collusion or other prohibited activities have occurred and to take any appropriate action, including barring participation in future RFPs or programs and reporting the activity to the New York State Department of Public Service (the "NYDPS"), the Commission and any other appropriate state or federal agencies.

8.8. Duration of the Contract

The duration of the Agreement will be for the term specified above. In the event that the Company determines not to proceed with the solution, the successful Respondent will be paid in accordance with the amounts as agreed by the Respondent and the Company.

Con Edison reserves the right and may choose to offer the option for extension at the end of the contract term, in which the same rates and terms and conditions would apply.

8.9. Underperformance

Respondents should note that failure to deliver demand reduction committed to as part of any solution may result in liquidated damages to Con Edison as provided for by the contract between Respondent and Con Edison.

8.10. Security

Respondents are put on notice that if a Respondent's solution is selected, then Respondent may be required to furnish security to Con Edison that demonstrates, among other things, financial capability to pay liquidated damages in the event that the Respondent fails to satisfy its demand reduction commitments during the period required.

8.11. Subcontracting and Assignment

No portion of the work associated with any solution 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.

Definitions

Bid: The Con Edison Incentive Requested (\$) by the Respondent to provide network peak load reduction. The Bid will be evaluated as an incentive rate (i.e., price per kW of peak load reduction). Bids will be received up to a specified deadline/date and will be kept confidential between the Company and the Respondent throughout the evaluation and selection process.

Consolidated Edison Company of New York, Inc. (Company or Con Edison): The company soliciting proposals through this RFP.

Customer: An individual/discrete Con Edison electricity and/or gas account.

Energy Efficiency (EE): Energy efficiency is the practice of using less energy to provide the same level of service or output. This can be achieved through various means, such as using advanced technologies, improving system designs, or optimizing processes.

Load Reduction: Estimated maximum peak load reduction, measured in kilowatts (kW), realized during network peak hour.

Network: Electrical area energized through high voltage feeders supplied by the same substation.

Network Peak Hour: Hour when the NWS network load is expected to most exceed its capability during the Summer Capability Period (between May 1 and September 30).

Non-Wires Solution (NWS): A solution proposed in an identified area as an alternative to a traditional infrastructure solution for a distribution or transmission constraint.

Portfolio: Collection of Projects submitted for Bid.

Project: Installation, implementation, and operation of any DER or combination of DERs to provide peak load reduction for the identified area of need.

Request for Proposals (RFP): A formal document issued to solicit bids from potential vendors or contractors for a specific project. It outlines the project's requirements, goals, and scope, and invites qualified parties to submit proposals detailing how they would complete the project.

Respondent: A person and/or entity, or a representative thereof, replying to this RFP. It may be a customer, aggregator, or other third party acting on the customer's behalf.

Residential Segment: Consists of buildings with 4 or fewer dwelling units

Small Multifamily Segment: Consists of buildings with 5 to 10 dwelling units.

Solution or Project: The approach being proposed in the RFP.

Summer Capability Period: Five-month period established from May 1 through September 30 of each year.

Technical Resource Manual (TRM): a comprehensive document that provides standardized methods for estimating energy savings from energy efficiency programs across New York State



Third-Party Risk Management (TPRM): TPRM provides Con Edison valuable insights into an organization's supply chain which can help prevent significant disruptions and mitigate operational, environmental, legal, compliance, financial, and reputational risks to Con Edison.

Third-Party Risk Assessment (TPRA): A part of the TPRM, The TPRA mitigates the potential risk that arises from outsourcing business activities with third parties, including suppliers of material or equipment, service providers, and other similar relationships. To implement TPRA and quantify risks, business-specific risk assessment questionnaires are developed for third parties to follow and are supplemented by quantitative data insights to improve quality.

Appendix A: Customer Demographic Profile

A summary of customer demographics for the Jamaica network is shown in the table below.

Customer Segmentation	Count of Customer Segmentation	Annualized Consumption (kWh)	Total of Customer Hi Demand 1 Yr (kW)	Total of Customer Average Billed Demand (kW)
Multifamily	39,000	180,000,000	16,000	9,500
Small Multi-Family - Common Area	4,900			
Small Multi-Family - Res	34,000			
Residential	83,000	480,000,000	5,700	3,700
NYPA - Res	36			
Single Family - Res	83,000			

Appendix B: Respondent Checklist

The Respondent must submit the following completed checklist with each proposal.

Checklist Item	Initial
RFP RESPONSE SPECIFIED FOR APPLICABLE PROJECT (Please list below all that apply and initial): <input type="checkbox"/> Please specify project(s) name: _____	
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	
FULLY COMPLETED NON-WIRES SOLUTION FINANCIAL SHEET (ATTACHMENT A OR B)	

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

RESPONDENT (PRINT NAME):

RESPONDENT (SIGNATURE):

DATE:
