

## **Q&A Related to CECONY and O&R Draft Bulk Energy Storage Request for Proposals**

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### **Prequalification Questionnaire Q&A**

Q1: Do you have a redline of the changes from the draft storage RFP to the final RFP?

A1: A redline is not available. The final RFP documents should be reviewed in detail and in their entirety for all RFP requirements.

Q2: If submitting more than one project, each with a different project team, should we submit one pre-qualification questionnaire for each project or submit one pre-qualification questionnaire that highlights the different projects and team members that will be utilized?

A2: Please submit separate prequalification questionnaires for each project, as each project will be independently evaluated.

Q3: The Prequalification Questionnaire language under "Financial Information" changed from "three years of audited financial statements and year-to-date financial statements" to "three (3) years of Audited Financial Statements and year-to-date Audited Financial Statements." Will the year-to-date 2019 Audited financial statements of the of the Bidder's primary investor and long-term Owner/Operator suffice if the Bidder does not perform rolling/mid-year audits?

A3: Please submit all financials that are available for prequalification evaluation. Three full years of audited financial statements are expected. If audited interim period financials are not available, please provide them unaudited.

Q4: Overview section Q#2 - in the situation where the contracting party is an LLC ("Project LLC") that will be created upon Contract Award, what information (if any) should be provided here?

A4: Please provide the information for the owner(s) of the LLC, as further described in the response to Prequalification Questionnaire question 4.

Q5: Overview section Q#3 - please confirm only those affiliate entities with direct involvement with project development, construction, ownership or operation should be listed.

A5: As described in the footnote to Question 3, CECONY requires a complete understanding of the Bidders ownership structure. Those affiliates that will have a direct or indirect interest in the project, whether by virtue of equity ownership or the provision of financial, operating or management support or other services, should be identified and described.

Q6: Overview section Q#3 - Should the contracting party/Project LLC be listed as an affiliate of the Bidder even though this entity will be created at Contract Award?

A6: Yes

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- Q7: Overview section Q#7 - Please clarify what is intended by "commitments and contingencies" to which the Bidder is a party.
- A7: Bidders are required to describe any commitment, condition or contingency that must be satisfied (including, but not limited to, those relating to financing), in order for the Bidder to perform under a proposed Offer.
- Q8: Overview section Q#8 - Please clarify how or in what form the Bidder should certify "in writing" that Bidder has reviewed, understands and will comply with the RFP requirements for all Offers to be provided.
- A8: In a cover letter would suffice.
- Q9: Credit Information section - In the situation where neither the Bidder nor the contracting party is a rated entity, please confirm that the credit rating of the ultimate parent company will suffice.
- A9: Please submit the credit ratings for all project team affiliated entities, with each entity's role with respect to the project clearly described.
- Q10: Would an individual member of an organization included in the project team with experience developing a 2MW or larger energy storage project suffice to meet the prequalification requirements?
- A10: Individual experience will be considered as a part of a holistic evaluation of the organization's and project team's experience.
- Q11: Bidding Team Overview Section # 2 - Please clarify what is meant by personnel structure. Should a description and organization chart should be provided for the Bidder and its affiliates (the entities) that will be involved in the proposed facility's development, design and construction, and operations and maintenance activities or if a list of employees should be provided along with their experience and CVs.
- A11: The prequalification is intended to review the organizations that will be involved in a proposed project. Inclusion of key personnel employed by those organizations is optional. If included, key personnel information should be additive to an organization's experience evaluation.
- Q12: Project Development Experience Section - Please clarify what is meant by "Use Case".
- A12: "Use Case" refers to the service(s) being provided.

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Q13: Project Development Experience Section - Please clarify if the MWh field is required for non-storage projects.

A13: Provide all applicable fields. Clearly mark and describe why any fields not provided are not applicable.

Q14: In the event of submitting a winning bid, can the bidder assign the project to a subsidiary, LLC etc.?

A14: Please provide detailed organizational plan descriptions for review and evaluation.

Q15: In regards to the prequalification, is it permissible to submit confidential information such as audited financial statements in an email separate from the email containing the completed questionnaire?

A15: All confidential information should be clearly marked as such in the emailed submission. A single email submission with individual attachments marked confidential as required is preferred.

Q16: In regards to financial information for the Prequalification, are unaudited quarterly reports allowed as a replacement to year-to-date Audited Financial Statements?

A16: Yes, only if audited interim period financials are not available.