

**Con Edison
Non-Wires Solutions
Responses to RFP Clarification Questions
Avenue A Project Supplemental Request for Proposals**

Note: The deadline for submission of proposals in response to the Avenue A RFP is October 24, 2025.

No.	Category	Date Last Modified	Question	Response
1	Financial	8/8/2025	What guidance can you provide on what would be an acceptable incentive amount to propose, and under what format (% of construction cost, for example)?	<p>Responses Segmented by Technology Type</p> <p>Dispatchable Resources (e.g., Energy Storage): When calculating incentives, account for all project costs, revenue streams, and market participation opportunities. Define expected cash flows and identify how incentive milestones will support financial performance.</p> <p>Non-Dispatchable Resources (e.g., Energy Efficiency): When calculating incentives, account for all project costs including (but not limited to) material, equipment, labor, and O&M. Clearly define cost assumptions and ensure that requested incentive does not exceed the total cost of doing the project. Provide requested incentive as a function of proposed savings.</p>
2	Eligibility	8/8/2025	Are you looking for technologies that address summer peak only? Or other seasons as well?	We are only looking for solutions that address summer peak for this RFP and territory.

3	Eligibility	8/8/2025	For storage projects in commercial buildings with chilled water HVAC systems, does Thermal Energy Storage qualify as a non-wires solution measure? Additionally, for buildings with refrigeration systems, can Thermal Energy Storage be considered a dispatchable storage measure?	Yes, as long as the project reduces electric demand during peak hours, it qualifies to apply. If it can discharge within the specified peak window, it meets the criteria to apply.
4	Eligibility	8/8/2025	Are you able to share the zip codes that correspond to the Eligible Neighborhoods?	<p>Please note zip boundaries do not align with network boundaries. The zip codes that fall fully or partially within the network boundaries are: 10002, 10003, 10009, 10012, 10013</p> <p>If you are unsure, please email nwsproposals@coned.com to confirm customer eligibility.</p>
5	Eligibility	8/8/2025	For energy efficiency efforts, is it required to bid on all segments referenced?	It is not required to include all market segments in an energy efficiency proposal. The RFP can include just the market segments that the applicant would like to provide solutions for.
6	Eligibility	8/8/2025	If we're proposing implementing energy efficiency (EE) measures, can the Real-Time Energy Management (RTEM) program be used in conjunction with this program? Specifically, are we allowed to stack incentives from both programs?	Yes, the Con Edison RTEM program can be proposed as part of the project. However, any associated cash flows must be clearly reflected in the financial sheets.
7	Eligibility	8/8/2025	Does Con Edison support gas-fired cogeneration through this program?	Gas-fired cogeneration is still eligible but not a preferred measure. As noted in the RFP, NWS will assess community impact including potential negative environmental impacts resulting from combustion.

8	Other	8/8/2025	Once the RFP process is completed, how soon will participants be able to begin submitting qualified projects that fall within this new network?	<p>Selected respondents will be notified per the schedule outlined in the RFP document.</p> <p>It is preferred that respondents include all known qualified projects at time of submission for consideration. Should the respondent not have a list of qualified projects, per the RFP, they should outline customer acquisition plans.</p>
9	Eligibility	8/8/2025	For dispatchable storage projects, does Con Edison require the system warranty to cover the full 10-year contract term, or is it sufficient to meet the 4-hour end-of-life (EOL) dispatch requirement? If a shorter warranty is acceptable, what is the minimum coverage required?	The NWS program does not prescribe specific system warranty requirements. Its primary concern is ensuring the system can meet contracted dispatch obligations throughout the contract term. Bidders may propose a contract term shorter than 10 years, and NWS is open to reviewing such proposals.
10	Other	8/8/2025	How many projects are you thinking of awarding and how are you planning to evaluate what will likely be very different solutions?	We use a standard set of evaluation criteria, detailed thoroughly in the RFP, and strongly encourage respondents to review these criteria. Our goal is to build a diverse and effective portfolio of solutions, which may be sourced from many different solutions, and is dependent on the population of proposals received.
11	Financial	8/8/2025	All else being equal—for example, when comparing competing BESS projects—does Con Edison prioritize proposals based on the amount of incentive requested?	Not necessarily. Con Edison evaluates proposals based on multiple factors, including proposer experience, solution quality, project size, and location—not just the incentive amount. Incentive levels are one consideration among many. We recommend reviewing the RFP carefully, as each evaluation criterion is clearly defined and plays an important role in the overall assessment.

12	Other	8/8/2025	Can you elaborate on the Timeliness qualification criteria?	<p>As noted in the RFP, timeliness is defined as: 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.</p> <p>When speaking to Con Edison’s schedule in the definition, please refer to Table 1 in the RFP that lays out Need Years and Load Relief Needed.</p>
13	Technical	9/9/2025	Are there specific design or interconnection criteria required for battery energy storage systems (e.g., N-1/N-2 contingency design)? Are there any requirements specific to Ave A / Cooper?	Design and interconnection criteria, including local reliability standards, are determined through the project's CESIR study. Per the Hosting Capacity Maps, Cooper Square network does not have non-network feeders, vendors should assume interconnection costs at N-2. However, as mentioned, design and interconnection criteria will ultimately be determined through the projects CESIR study.
14	Technical	9/9/2025	Has Con Edison updated the Marginal Cost of Service for the Cooper Square network since the 2018 Brattle Group study? Is there a baseline valuation for \$ per kW shifted from peak?	No updates to the MCOS values are available. We recommend using publicly available data released through Con Edison’s normal course of business to inform your valuation assumptions.
15	Other	9/11/25	Will the locations of the feeders in the Cooper Square network be published in the NWS tab on the Con Edison Hosting Capacity Map?	Feeder locations will not be published in the NWS tab. For questions about specific feeders, vendors are encouraged to reach out to Con Edison directly via email.
16	Eligibility	9/12/25	Can Thermal Energy Storage that delivers a permanent load shift from 1–9 PM qualify?	Longer load shift periods (more than the 4-hour minimum) are allowed. Qualification depends on alignment with the network peak hour during the evaluation period, so the load shift period should overlap with the network overload hours to the greatest extent possible.
17	Other	9/12/25	For project evaluation, how much weight does “technology diversity” and community impact carry compared to raw cost effectiveness when comparing similar-capacity solutions (e.g., BESS vs. TES)?	Technology diversity, community impact, and cost effectiveness are considered with equal weight. Evaluations are made in the context of the entire portfolio.

18	Eligibility	9/12/25	The RFP mentions a 5 MW max—does that apply per bidder or is it a total cap?	The 5 MW maximum applies per proposal, not as a total cap across all bidders.
19	Eligibility	9/12/25	Can a software-only solution apply for managed EV charging or battery storage optimization?	Yes, software-only solutions can be eligible. Proposals should include characteristics of existing load and how the software technology intends to impact it.
20	Eligibility	9/12/25	Can a company from Canada apply?	Answer forthcoming.
21	Eligibility	9/12/25	Does a proposal need to meet the specified load relief durations every year (e.g., 2–8 hours from 2030–2033)?	Proposals don't need to meet the full load relief duration every year. The goal is for the overall portfolio to address the overload hours. Partial coverage is still valuable.
22	Financial	9/12/25	Is there an expected incentive range Con Edison anticipates for this proposal?	No specific incentive range is provided. Proposers should submit the incentive they are requesting, supported by financial backup sheets to justify the amount.
23	Eligibility	9/12/25	Are solutions typically used in demand response programs, like behavioral DR, building controls, or portable ESS, eligible for this program?	These solutions may be considered, but NWS proposals cannot participate in both the NWS and Con Edison's Demand Response programs simultaneously. Proposals should clearly explain why the solution is a better fit for this program and what additional benefits it offers beyond traditional DR participation.
24	Eligibility	9/12/25	Are energy storage projects that are not interconnected and do not export energy eligible? Specifically, are portable non-interconnected battery storage solutions which has been shown to provide load reduction already through CSR/DLRP eligible?	See answer to 23.
25	Eligibility	9/12/25	Can we submit a proposal without having a land permit; is only having a site proposal acceptable?	A land permit or full site control is not required at the time of submission. However, proposals should include a site control plan or customer acquisition strategy to demonstrate how site access will be secured.
26	Eligibility	9/12/25	Is there a minimum kW savings requirement for submitted proposals?	Con Edison is looking for a minimum of 50 kW savings per proposal.
27	Other	9/12/25	Is this proposal guaranteed to result in procurement, or could Con Edison cancel it if there's insufficient interest at the necessary price point?	Procurement is not guaranteed. Con Edison reserves the right to cancel or not award proposals if sufficient load relief cannot be achieved at a viable cost. Proposals are evaluated within the context of the overall portfolio and must demonstrate cost-effectiveness and feasibility to proceed.

28	Other	9/12/25	Where can I find info on Avenue A Area Substation?	Please refer to the RFP document and the company's Hosting Capacity maps for more information.
29	Technical	9/16/25	Can batteries within the ConEd region export to the grid?	Battery systems must comply with all interconnection requirements as set forth by their CESIR study. Participation in NWS programs requires systems to be interconnected at the local reliability standard.
30	Eligibility	9/16/25	Can residential batteries be net-new or do they need to be a replacement or upgrade?	Residential batteries can be net new. For replacement or upgrade work, proposals must demonstrate how the replacement or upgrade impacts energy consumption.
31	Eligibility	9/23/25	Our unit has identified several upcoming projects that fall within the Avenue A/Cooper Square network. However, some of these projects will be starting construction / installation very soon. We are currently working on our RFP documentation and plan to submit them before the October 24 deadline. However, please advise what treatment will be given to any eligible project(s) that begin installation <i>before</i> the RFP is formally submitted/accepted and the standard incentive application process initiated (i.e. pre-inspection, etc.). Will any exceptions be made to allow such projects to still be incentivized under this new offering?	The NWS team is unable to consider as part of the Avenue A RFP installation or construction work that is currently underway, or projects that are scheduled to commence installation or construction before or during the bidding and contracting process. Some proposed solutions, such as energy efficiency projects, may also be required to complete a pre-installation site inspection if selected before we are able to provide a notice to proceed with installation. Generally, the NWS incentive is intended to support or accelerate and commit customer-sided load relief solutions in the Cooper Square network that would not otherwise be completed by the load relief need years without the financial support from the program.
32	Eligibility	9/25/25	Is Front of the Meter energy storage included in the RFP?	Yes, Front of the Meter battery energy storage systems are eligible technologies for this RFP.
33	Eligibility	9/25/25	Section 3.2 identifies Wi-fi thermostats as excluded technology. Are building management system (BMS) thermostats eligible for small-medium commercial/business buildings?	See answer to 23.
34	Financial	10/14/25	Is there publicly available information on the substation upgrade cost that is looking to be deferred, preferably on a \$/kW-year basis?	This information is not publicly available. Respondents should provide their most competitive bid when submitting a proposal.

35	Eligibility	10/15/25	Can fixed-load reductions by energy efficiency measures, including appliance replacement and building envelope upgrades, qualify as a fundable project?	Yes, these types of technologies can be eligible. For energy efficiency projects, please identify how energy usage will change before and after application of appliance replacements, particularly during the network peak hour, but also during a full 24 hours.
36	Eligibility	10/15/25	Would a program based on a fixed total load reduction require a dispatchable/storage component?	Proposed solutions are not required to feature a dispatchable or storage component.
37	Technical	10/15/25	Regarding M&V, wouldn't ConEd (or some third party) perform M&V based on the interval meter data? What data would you be expecting from vendors if meter data is used? Would each site be measured/compensated on its own or all sites aggregated?	<p>The answer will differ depending on the type of installation being proposed. For example, in the case of aggregated residential ESS, performance would likely be measured based on aggregated output. However, for a large ESS installation, performance would likely be measured on a system-by-system basis. In the case of a commercial site with BMS and smart thermostats, the measurement approach would depend on the specific configuration of the solution proposed. [Note: See answer 23 for details regarding BMS as a potential solution.]</p> <p>Con Edison will develop the M&V Plan for the proposed solution, if selected. Typically, Con Edison uses a third party to perform M&V activities. Respondents may propose M&V approach or methodology suited to their solution. However, M&V Plan must be approved by Con Edison and will be prepared in accordance with NWS Program requirements.</p> <p>Interval data alone may not be sufficient to complete M&V dependent and additional data gathering may be required. These details will be identified as part of the M&V plan.</p>
38	Other	10/15/25	Would a mixed solution with energy efficiency measures and dispatchable energy measures require the additional requirements of both types (as detailed in Section 4 of the RFP)?	Yes, please provide all necessary and requested information for each solution type proposed.

39	Other	10/15/25	Can you elaborate on how the peak event signal will be sent from Con Edison? Is there a technical resource on this?	Con Edison will notify a vendor using email, text, and phone resources, in alignment with the procedure currently used for dispatching demand response. Event notifications are generally sent no less than 21 hours ahead of an event.
40	Financial	10/15/25	On Attachment A, the Projected Deficiency Period is listed as hours 13-20. Should this be left unchanged, or can/should it be adjusted?	<p>Projected deficiency is derived from the predicted loading on the substation compared to its capacity. The deficiency window is identified at the beginning of each Summer Capability Period and remains fixed throughout the summer.</p> <p>Proposals should demonstrate how solutions provide load relief within that window. Solutions that do not address the whole deficiency window are still eligible to participate in the RFP.</p>
41	Other	10/15/25	What are you expecting to see for key assumptions?	Please document any assumptions that support the detail provided in the proposal, including but not limited to those made for any calculations, assumptions that would be important for evaluating your proposal and any exceptions you are taking to the requirements set forth in the RFP document.
42	Technical	10/15/25	Section 5.4 references participation in a “Con Edison-determined M&V plan,” while Section 4.1.6 asks respondents to propose their own QA/QC and M&V approach. Could you please clarify whether Con Edison already has an M&V provider engaged to develop the overarching plan, or whether bidders are expected to bring their own M&V resources to collaborate with your team on the framework?	<p>Con Edison generally utilizes both internal and third-party M&V resources as part of the performance verification process. The exact approach for measuring a given solution will depend on the nature and configuration of that solution.</p> <p>Con Edison will develop the M&V Plan for the proposed solution, if selected. Respondents may propose M&V approach or methodology suited to their solution. However, Con Edison will be responsible for preparing and approving the M&V Plan in accordance with NWS Program requirements.</p>