

Request for Proposal (RFP)

Direct Load Control (DLC) Program

Implementation Contractor

Consolidated Edison, Inc

August 15, 2025

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1. Document Overview

Con Edison is seeking proposals from qualified implementation contractors (“the Respondent”) to manage its Direct Load Control (“DLC”) Demand Response (“DR”) portfolio. The portfolio currently includes an electric Bring Your Own Thermostat (“Electric BYOT”) program and a proposed gas Bring Your Own Thermostat (“Gas BYOT”) offering pending approval by the New York State Public Service Commission¹. Additionally, the New York State Public Service Commission has directed Con Edison to launch a residential Bring Your Own Battery (“BYOB”) program to support broader adoption of energy storage technologies across the state². The Respondent may submit individual proposals for select DLC programs or bulk proposals for the entirety of the DLC portfolio.

This document outlines the requirements necessary to implement these programs and provides instructions to Respondents for submitting a proposal to support Con Edison with the implementation of the DLC DR portfolio.

Disclaimer: *All material and information provided by Con Edison shall be regarded as confidential. All materials contained within the response to this Request for Proposal (RFP), will be treated confidentially by Con Edison as well as its employees, principals, and contractors. Within this document and the supporting attachments, “Respondent” and “Vendor” are used interchangeably and refer to the parties that are responding to this RFP. All proposals submitted by Respondents to this RFP shall become the property of Con Edison and the disposition of the proposals shall be at the sole discretion of Con Edison.*

2. General Introduction & Background

Consolidated Edison Company of New York, Inc. (“the Company” or “Con Edison”) is a subsidiary of Consolidated Edison, Inc., one of the largest investor-owned energy companies in the nation. Con Edison provides electric service to approximately 3.5 million customers and gas service to approximately 1.1 million customers in New York City and Westchester County. The Company also provides steam service to approximately 1,555 customers in parts of Manhattan.

Con Edison’s DR programs currently incentivize commercial, industrial, and residential electric customers to reduce their energy use during times of distribution system stress and peak demand. The Company currently has three portfolios of DR programs, defined by Riders L, T, and AC in the [Con Edison Electric Tariff](#), which are initiated during the hottest days of the summer or at times of individual network voltage reduction. The Rider programs are regularly reviewed and modified based on system needs, stakeholder feedback, and state regulations.

Rider L defines the rules for the DLC program for eligible residential customers. Currently, the Rider requires customers to have central air conditioning and installed control devices (smart

¹ Case 23-G-0147, *In the Matter of a Review of the Long-Term Gas System Plans of Consolidated Edison Company of New York, Inc. and Orange and Rockland Utilities, Inc.*, CE Gas Demand Response Proposal (issued January 21, 2025).

² Case 14-E-0423, *Proceeding on Motion of the Commission to Develop Dynamic Load Management Programs, Order Addressing Dynamic Load Management Program Modifications* (issued April 25, 2025).

thermostats), which are supported by the Company's Electric BYOT program. Con Edison plans to submit a proposal to expand the scope of Rider L to include requirements for customer participation in a DLC BYOB program. Background on each of the existing and planned DLC programs is listed below:

Electric BYOT

The Electric BYOT program manages central air conditioning loads through Wi-Fi-enabled thermostats at the customer's premises, controlled through a Demand Response Management System ("DRMS") operated by a third-party vendor. The current participating thermostat Original Equipment Manufacturers ("OEMs") include Amazon/Emerson, Honeywell, and Nest. The program has 37,552 thermostats currently enrolled for the 2025 summer capability period.

Electric BYOT customers participating under Rider L are prohibited from enrolling in the Company's Rider T or AC programs. Events in the program are triggered on days when high temperatures, high peak loads, or individual network stressors necessitate load relief.

The selected respondent to this RFP would need to migrate the existing Electric BYOT thermostat population over to their own DRMS system and be ready to operate the thermostats ahead of the 2026 Electric DR season, beginning on May 1, 2026.

Gas BYOT

The proposed Gas BYOT program is preceded by a similar pilot program run by the Company from 2019 to 2022. Like the Electric BYOT program, eligible thermostats in the Gas BYOT program will be controlled by a third-party vendor. Current OEMs include Amazon/Emerson, Honeywell, and Nest.

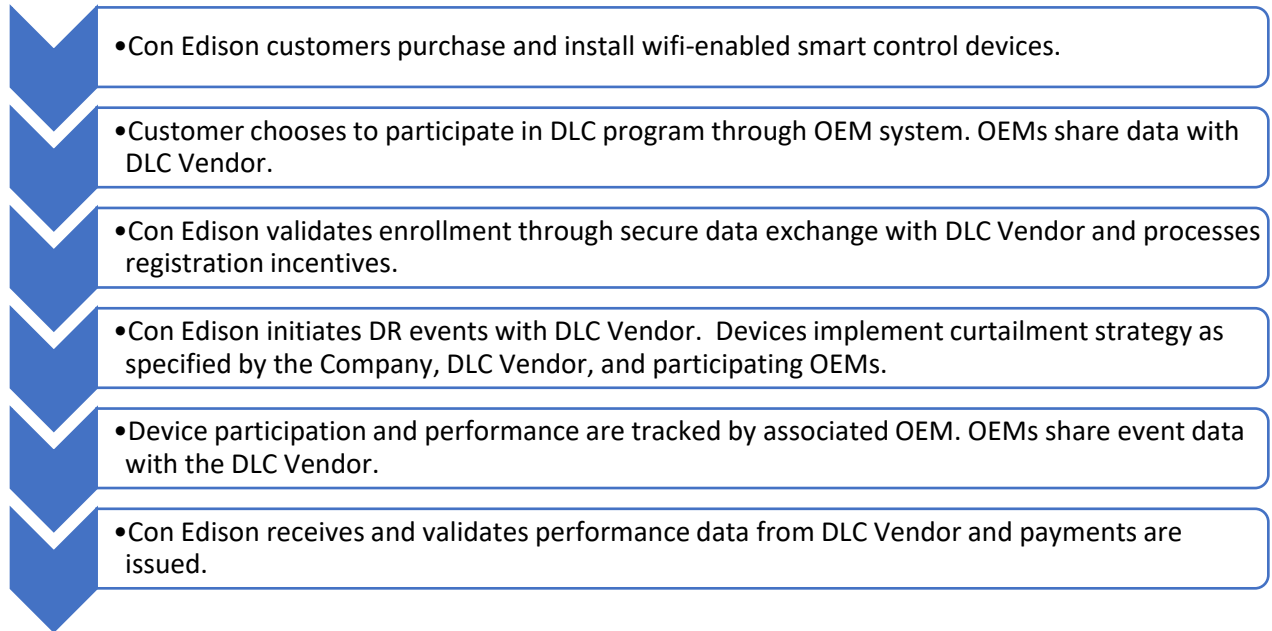
Given participation levels from the pilot program and analysis on currently active thermostats, it is expected that around 3,000 thermostats will be included in the program at the start of the Gas DR capability period in November 2026.

BYOB

The BYOB program will follow a similar format to the Electric BYOT program, with batteries being called to discharge on days when high temperatures, high peak loads, and individual network stressors necessitate load relief. There are currently no specific OEMs selected for the proposed BYOB program. Please refer to the Scope of Work (SOW) section later in this document for specifics on OEM requirements. BYOB participation is expected to begin during the 2026 Electric DR season, beginning on May 1, 2026.

All DLC programs currently follow, and will continue to follow, the high-level process flow shown below.

High Level Overview of Con Edison's DLC Program



The figure above provides an overview of managing Con Edison's DLC programs. Currently, the Electric BYOT program primarily targets residential customers with smart thermostats, with the intention to integrate gas needs and expand the focus to include battery storage. Once customers have eligible devices installed, they access the OEM's platforms and elect to participate in the DLC program. Con Edison validates the submitted enrollments and processes the associated registration incentives, which are then paid to participating customers via a third-party. When an event is called, Con Edison provides notification to the DLC Vendor, who then implements a load management strategy with the enrolled devices. During the event, the OEMs monitor each device's participation and performance. Once the event has concluded, Con Edison receives performance and participation data from the DLC Vendor before distributing further incentives to customers for their performance.

2.1 Objective

The objective of this RFP is to select a third-party vendor ("the Respondent") to operate select programs or the entirety of Con Edison's DLC portfolio in a 3.5-year contract (covering all active seasons: three seasons of Demand Response ending in spring 2029 with the third season of Gas DR) with the option to extend for up to 2 additional years. The Respondent must have a system in place to facilitate the migration of all current DLC customers and begin operation during the 2026 summer DR season (May 1st – September 30th). Con Edison is looking for a Respondent with a DRMS that operates efficiently and can support calling events within one hour. Con Edison also expects the Respondent to perform marketing to help expand the audience, enrollments, and participation in the DLC program.

2.2 General Guidelines

Unless otherwise expressed in writing to Krystal Gittens (gittensk@coned.com), respondents have read, understood, and agreed to all the following guidelines:

1. Contact by Respondent firms regarding this RFP with any Con Edison employee, contractor, or consultant, other than the individual(s) designated herein, prior to finalization of a Purchase Agreement is prohibited and may constitute grounds for disqualification. Respondent firms will have an adequate opportunity to obtain any reasonably necessary information.
2. Con Edison reserves the right to make changes to this RFP by issuance of one or more amendments and to distribute additional clarifying or supporting information relating there to.
3. Con Edison may ask any or all Respondent firms to elaborate or clarify specific points or portions of their submission. Clarification may take the form of written responses to questions or phone calls or in-person meetings for the purpose of discussing the RFP and/or responses there to.
4. It is solely the responsibility of all Respondent firms to ensure all pertinent and required information is included in its submission. Failure to adhere to the described format and to include the required information could result in disqualification of responses to the RFP. Con Edison reserves the right to determine at its sole discretion if a submission is incomplete or non-responsive.
5. If a Respondent makes assumptions about the meaning or accuracy of information contained herein, the Respondent should state the assumptions in their submission. If Respondent firms do not ask questions or clarify any assumptions, Con Edison will assume Respondent firms agree with and understand the requirements in the RFP.
6. While Con Edison has endeavored to provide accurate information to Respondent firms, Con Edison makes no such warranty or representation of accuracy.
7. Con Edison reserves the right, but does not have the obligation, to verify all information provided by a Respondent firm by any means it deems reasonable, including direct contact of prior clients of a Respondent firm as well as its past employees. Respondent firms must agree to provide and release necessary authorizations for Con Edison to verify any of such Respondent firm's previous work, except where it is contractually prohibited from doing so pursuant to customer agreements. Misstatements of experience and scope of prior projects may be grounds for disqualification from this RFP process.
8. Respondent firms will not issue any public statements or otherwise disclose any information concerning this RFP, this RFP process, or their participation in the process without prior written approval of Con Edison.
9. This RFP shall not be construed in any manner to create an obligation on the part of Con Edison to enter any contract, or to serve as a basis for any claim whatsoever for

reimbursement of costs for efforts expended by Respondent firms. Furthermore, the scope of this RFP may be revised at the option of Con Edison at any time, or this RFP may be withdrawn or canceled by Con Edison at any time. Con Edison shall not be obligated by any responses or by any statements or representations, whether oral or written, that may be made by the Respondent or its employees, principals or agent, and reserves the unqualified right to reject any or all responses submitted hereunder for any reason whatsoever.

10. Any exceptions to the terms, conditions, provisions, and requirements herein must be specifically noted and explained by a Respondent firm in its response to the 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 firm in its response to the RFP.

2.3 RFP Schedule

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

Milestone	Date*
RFP Issued	Friday, 8/15/2025
Pre-Bid Teleconference	Friday, 8/22/2025
Last Day to Submit Clarification Questions	Tuesday, 9/2/2025
Responses to Questions Shared	Monday, 9/8/2025
Respondent Proposals Due	Monday, 9/22/2025
Technical Demonstration	Week of 10/13/2025
Award Notification	Monday, 11/10/2025
Contract Begins	Q1 2026

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

3. Scope of Work

The Respondent must be capable of delivering the scope of work outlined below. Respondents may submit individual proposals for specific DLC programs or bulk proposals to support the entirety of the DLC portfolio.

General DLC Requirements

Required for both program specific and bulk proposals.

Any system supporting a program in the DLC portfolio is required to enable Con Edison to immediately call events 24 hours a day and 7 days a week when condition parameters are met. The system must support one or more technology types, currently including (but not limited to) residential energy storage systems and smart thermostats and measuring demand reduction across electric and gas.

1. Technology & Integration

- a. Support all program technology and commodity types listed in this RFP (electric/gas thermostats, residential battery energy storage systems).
- b. Enable efficient enrollment and unenrollment processes.
- c. Integrate with additional technologies and OEMs.
- d. Call events 24 hours a day, 7 days a week.
- e. Offer customer support to Con Edison Demand Response Team and customers 24 hours a day 7 days a week.
- f. Interact with web-based API calls. Preference for familiarity with OpenADR protocols.
- g. Implement appropriate technical, physical, and administrative safeguards to prevent the unauthorized acquisition/access, loss, or misuse of Con Edison Confidential Information. Where a breach of security has led to the accidental or unlawful destruction, loss, alteration, unauthorized disclosure of, or access to, Con Edison's Confidential Information, the Respondent will notify the Company without undue delay within 48 hours after discovery of the incident, will provide necessary information as available, and will work to remediate the issues that caused such breach.

2. Event Calling

- a. Dispatch procedure must take fifteen (15) minutes or less.
- b. Give customers the ability to respond within fifteen (15) minutes of initiation.
- c. Allow customers a clear and efficient way to opt out of dispatches.
- d. Dispatch assets by customizable groupings.
- e. Dispatch assets by CSRP Call Window. Please see Rider T, and the Network and Call Windows document listed in Appendix D.
- f. Dispatch assets by geographical network as specified by the Company.
 - i. As of the release of this RFP, Con Edison's service territory contains 83 networks in its electric system. The Company may dispatch a subset of these networks depending on the type of event. See the Network and Call Windows document listed in Appendix D.

3. Collaboration & Reporting

- a. Meet weekly with Con Edison team members to monitor workstream progress and collaborate on DLC strategy.
- b. Leverage relationships with OEMs to develop and support marketing campaigns and strategies to stimulate program growth.

- c. Compile a list of newly enrolled customers to be sent to the Company bi-monthly to ensure settlements are distributed in a timely manner.
- d. Submit a comprehensive annual report that aligns with Con Edison regulatory filings at the end of each operational season.

4. Incentive Distribution

- a. Develop bi-monthly settlement reports to provide third-party contractor for incentive distribution to customers.

Additional Information Preferred in Proposal: direct-to-customer incentive distribution capabilities

- Distribute incentive payments directly to participating customers on behalf of Con Edison.
- Flexibility to distribute payments directly to OEMs on customer's behalf.
- Flexibility for distribution of payments using various payment methods, such as direct deposit, check, and smartphone apps.

Electric BYOT - Required for bulk DLC proposals.

- a. Support migration of existing DLC customers into the respondent's DRMS.
- b. Demonstrate the ability to manage up to 38k existing devices and DRMS scalability to account for additional program growth.
- c. Support current thermostat OEMs (Amazon/Emerson, Honeywell, and Nest).
- d. Track and provide an annual report of customers that have participated in an average of 50% or more event hours for the last three years.
 - i. Per the Con Edison Electric Tariff, these customers are eligible for an additional incentive.
- e. Provide flexible curtailment strategies including, but not limited to, adjustable thermostat cycling, setback settings, and pre-cooling.
- f. Analyze device performance data to calculate energy savings and record how many hours each customer participated during the event.
 - i. Develop formal report including how many customers were called, how many opted out, and time frames of the opt-outs.
 - ii. Calculate performance with snap-back and pre-cooling.

Additional Information Preferred in Proposal

- Integration with additional thermostat OEMs.
- Address the ability to include different triggers in the respondent's ability to call events.
- Define the maximum number of events per season (if applicable). Pricing proposal must include cost impact if maximum number of events called per season is exceeded.

Gas BYOT - Required for bulk DLC proposals.

- a. Demonstrate scalability to account for additional program growth.
- b. Support current thermostat OEMs (Amazon/Emerson, Honeywell, and Nest).
 - i. Must have the ability to integrate with additional Thermostat OEMs and previous customers of the Gas BYOT Pilot.
- c. Provide flexible curtailment strategies including, but not limited to, adjustable thermostat cycling, setback settings, and pre-heating.
- d. Analyze device performance data to calculate energy savings and record how many hours each customer participated during the event.
 - i. Develop formal report including how many customers were called, how many opted out, and time frames of the opt-outs.
 - ii. Calculate performance with snap-back and pre-heating.

Additional Information Preferred in Proposal

- Address the ability to include different triggers in their ability to call events.
- Address the maximum number of events per season (if applicable). Pricing proposal must include cost impact if maximum number of events called per season is exceeded.

BYOB - Required for bulk DLC proposals.

- a. Demonstrate scalability to account for additional program growth.
- b. Support and specify at least one residential Battery Energy Storage System OEM that fulfills one of the following criteria:
 - i. Currently installed in Con Edison service territory defined as the NYC metropolitan area (Brooklyn, Bronx, Manhattan, Queens, and Staten Island) and Westchester County.

- ii. Listed on the Fire Department of New York (“FDNY”) list of energy storage systems with a Certificate of Approval³.
 - iii. In the queue for approval with FDNY.
- c. Integrate with additional battery OEMs.
- d. Analyze device performance data to calculate energy savings and record how many hours each customer participated during the event, including information on data access, types of opt-out settings, minimum state of charge requirements, and handling of non-functional devices.
 - i. Develop a formal report including how many customers were called, how many opted out, and time frames of the opt-outs.
- e. Demonstrate how battery discharge is measured by the Respondent, including demand reduction and performance metrics.

Additional Information Preferred in Proposal

- Comment on ability to calculate performance incentives.
- Discuss flexibility for event calling parameters.
- Address the maximum number of events per season (if applicable).
- Comment on levels of device control including direct control and load shape management.

3.1. Deliverables

All deliverables identified below shall be included as part of the Respondent’s Proposal Response.

1. **A Technical Proposal**, addressing the items in the written proposal in Section 5.6, including items listed above in the Scope of Work as part of the Respondent Qualifications and Table of Compliance.
 - A technical demonstration of the Respondent’s DRMS will be scheduled after the initial round of evaluations.
 - Respondents may submit individual proposals for specific DLC programs or bulk proposals to support the entirety of the DLC portfolio.
2. **A Pricing Proposal** (separate from the technical proposal), focused on performance-based payment.

³ [List of Energy Storage Systems with Current Certificate of Approval](#) (COA) issued by FDNY as of March 2025. Also available in Appendix D. There are currently no active residential energy storage systems on the list. Vendors installing in Westchester are included in Con Edison territory.

- Program-specific pricing proposals should be clearly reflected in the pricing proposal template, which includes tabs for program specific and bulk pricing.

3. Any attachments requested.

4. Qualifications

4.1. Commercial Qualification

The Company's policy requires all Respondents to be commercially qualified with the Company prior to a contract award. To become commercially qualified, Respondents selected as vendors must complete a Third-Party Risk Assessment (TPRA). Instructions to complete the TPRA will be forwarded to each potential vendor that has not been previously qualified by the Company at the time the vendor is selected.

4.2 Vendor Evaluation Metrics

The contract(s) will be awarded to the Respondent(s) with top-tier DLC capabilities required to meet program goals as well as the most competitive pricing. The following list, in no particular order, represents the criteria that will be used to evaluate proposed solutions:

1. Upfront cost and total cost over time
2. Table of Compliance ("TOC") responses and Vendor compliance
3. Vendor references and qualifications
4. Proposal quality and completeness
5. DRMS demonstration performance

5. Instructions to Respondent

Respondents are instructed to prepare the proposal response in accordance with the instructions outlined in this section. Any limitation regarding the Respondent's ability to supply information requested in this RFP (or to support or perform a particular function or service) should be explicitly stated in the proposal response. Any partnering with third-party Respondents to support or perform a particular function or service must be explicitly stated.

5.1. Contact Information

All Respondents shall direct questions to Krystal Gittens via email at gittensk@coned.com. All questions and answers will be forwarded to all respondents through the Oracle iProcurement system and/or via email distribution. The cut off time for all respondent questions is **5:00PM EST, Tuesday September 2, 2025**. Answers to all questions will be made available to all respondents by Con Edison on the Oracle iProcurement system by **5:00PM EST, Monday, September, 8, 2025**.

5.2. Response and Submission Instructions

All proposals shall be submitted through Con Edison's Oracle iProcurement system by **5:00PM EST, Monday, September 22, 2025**. Respondents who fail to submit their response by the due date and time will be locked out of the Oracle system, and unable to submit a response. Therefore, it is recommended that Respondents upload their responses well in advance of deadline to avoid any potential issues that may occur due to respondents' unfamiliarity with Oracle or other system constraints.

The Company will not be responsible for late submissions. No Respondent may withdraw its proposal and said proposal will remain in effect for a period of one hundred eighty (180) calendar days from the bid due date.

5.3. Vendor Shortlist Demonstrations

Con Edison will evaluate the submitted proposals and develop a shortlist of Respondents that will be invited to a demonstration of their DLC product, virtually or in-person, to determine their suitability to meet the specified requirements. In-person DLC demonstrations will be held at the Con Edison office located at 4 Irving Place, New York, New York 10003. Selected Respondents can also demonstrate through Microsoft Teams. Each shortlisted Respondent will be given at least a half-day session to present their solution. All shortlisted Respondents will be provided with a set of demonstration scripts in advance of the scheduled sessions and are expected to be able to execute those demonstration scripts.

5.4. Access to DLC Test Environment

Respondents that are shortlisted will be asked to provide Con Edison with access to a demo/test environment for evaluation purposes as part of the bid process. The demo/test environment is expected to include all features and functionality as represented in the Respondent's proposal and TOC responses, with the understanding there are limitations related to integrations with supporting applications, etc.

5.5. Software Requirements

The system must be able to communicate with Excel. An automated script must export newly enrolled customers to excel twice a month.

Compliance with national standards for software and system management including FERC Order No. 890 and ISO 27001.⁴ System must be able to interact with web-based API calls. Preference for familiarity with OpenADR protocols.

5.6. Proposal Response

⁴ ISO 27001: Information Security Management Systems — Requirements; Federal Energy Regulatory Commission (FERC): Order No. 890, Standards for Business Practices and Communication Protocols for Public Utilities.

The response must include an unpriced technical proposal and a separate pricing proposal using the provided Pricing Template. The unpriced proposal shall include all technical elements as referenced herein; however, no pricing shall be included. RFP line-item descriptions should be reflected verbatim in both the unpriced and priced proposals.

Please Note: The Oracle system is only capable of accepting individual documents no larger than 5 MB in size. Respondents may find it necessary to split up large documents into smaller individual and complete documents due to these system constraints.

The written proposal response for this RFP should be submitted in a Microsoft Word document and organized as follows:

Proposal Section	Proposal Section Title	RFP Section Reference
N/A	Cover Letter	5.6.1
N/A	Table of Contents	N/A
1.0	Executive Summary	5.6.2
2.0	Company Information	5.6.3
3.0	Alliances, Partnerships, and Certifications	5.6.4
4.0	Respondent Qualifications	5.6.6
5.0	Project Plan	5.6.5
6.0	Assumptions & Exceptions	5.6.7
Appendix A	References Template	5.6.6
Appendix B	Core Team Resumes	5.6.6
Separate Document	Table of Compliance	Appendix C
Separate Document	Pricing Proposal	5.7

5.6.1. Cover Letter

The cover letter shall include the following:

- The legal name and address of the Respondent.
- The name, title, and telephone number of the individual authorized to negotiate and execute the agreement.
- A statement that the proposal meets the specifications of each subsection of the RFP.

- A statement that the Respondent has read, understands, and agrees to all provisions of the RFP; or alternately, indicating exceptions will be taken to the RFP.
- The signature of a person authorized to contractually bind the Respondent's organization.

5.6.2. Executive Summary

Respondents will provide an executive overview and summary of the general description of the key features of the Respondent's solution, the scope of the response (i.e. which modules will be included in the proposal), market differentiation, and critical areas that Con Edison should consider in the evaluation of the DRMS solution.

5.6.3. Company Information

Respondents will provide the following:

- Company profile information.
- Organizational chart detailing the company structure and includes the names and titles of key executives and involvement in the project.
 - Include relevant project team members and full-time equivalents (FTEs) that includes the technical, integration, and testing personnel who will support the implementation.
- Highlight where the Respondent has performed industry specific work that is relevant to the scope of work identified in this RFP.
- A brief description of the Respondent's core product service offerings that align to Con Edison's immediate and longer-term objectives.
- All upcoming and ongoing projects in which the Respondent firm has a DR related engagement. Describe the scope, including the number of connected meters and devices, list the start and expected end dates, and explain the size of the project, including number of respondent FTEs, for each of these projects.
- Any other relevant information that the Respondent deems appropriate and noteworthy that warrants why the Respondent should be selected.

5.6.4. Alliances, Partnerships, and Affiliations

Respondents will identify any relevant alliances, partnerships, or affiliations with other third-party organizations. Explain how these will benefit Con Edison.

Please list all currently integrated OEMs for the technology types referenced in the proposal.

5.6.5. Project Plan

Respondents will submit a detailed project plan. The project plan will include a timeline for each program included in the proposal beginning in **Q1 2026** with the expected operational start dates listed below.

- Electric BYOT – 2026 Electric Demand Response season beginning on May 1, 2026.
- BYOB – 2026 Electric Demand Response season beginning on May 1, 2026.

- Gas BYOT – 2026 Winter Demand Response season beginning Q1 2026.

5.6.6. Respondent Qualifications

Respondents will include:

- A narrative addressing the Scope of Work in Section 3 at a high level (specific line-by-line commentary to be provided in the Table of Compliance) and commentary on any aspects that sets the company's solution apart in the industry or addresses specific points for discussion.
- A general description of the company's qualifications and previous experience with DLC program implementation. For relevant experience, provide 3-5 example implementations as reference using the provided References Template and include as Appendix A in the response.
- Con Edison seeks to collaborate with the selected Respondent to increase program enrollments and enhance performance. Respondents should detail their previous experience in boosting enrollments and minimizing customer opt-out rates. Con Edison seeks to tie the Respondent's compensation to performance (see Section 5.7 Pricing Proposal).
- Resumes of key individuals who will be assigned to the project. Resumes should include experience related to long-term strategy development and executive level facilitation roles, including previous clients, roles on those projects, length of time with the Respondent's firm, and proposed role and time commitment on this project. Include this as Appendix B in the response.

5.6.7. Assumptions and Expectations

Respondents will provide a list of assumptions made in developing the response to this RFP that should be considered during evaluation.

Respondents will provide a section listing any exceptions (i.e. indicate which deliverables of the RFP they cannot meet) clearly indicating which modules they are responding to when declaring assumptions and exceptions. If a Respondent fails to respond to a module without declaring an exception, that module should not be counted as an exception.

5.7. Pricing Proposal

The Respondent will submit a pricing proposal **separate** from the technical proposal response using the provided Pricing Proposal Template. Respondents of program-specific proposals should respond to the associated program-specific worksheet(s). Proposals encompassing all three programs should respond to all worksheets. The proposal is framed as follows:

General

Required for both program specific and bulk proposals.

Pricing proposal must include DRMS platform start-up and configuration costs, portal licensing costs, and annual program implementation costs.

Initial start-up costs will be a one-time, non-recurring fee applicable at the beginning of the contract term. If applicable, start-up fees for multiple programs requiring additional platform functionality must be included.

Annual portal licensing costs highlight Con Edison access to the DRMS platform and additional tools to be used for program operations and strategy, including, but not limited to, data analysis, regulatory reporting, marketing, forecasting, and device/customer tracking and storage.

Annual program implementation costs outline all additional support and DRMS platform services available to Con Edison. This includes, but is not limited to, DR event scheduling, enrollment processing, customer incentives, annual reporting, marketing, training, program management, device access API costs, and Network Operations Center (NOC) services.

Con Edison is interested in ways to boost program growth and performance, in particular for the electric BYOT program which has been in place for a period of time and has achieved a certain level of maturity. Con Edison intends to tie the Respondent's compensation to performance. Respondents should provide base pricing tied to guaranteed program performance, with higher pricing for tiered enrollment and performance improvements. Respondents can refer to the 2024 Con Edison Demand Response Annual Report to obtain information on baseline enrollment and opt-out rates – Respondents can structure potential financial reward frameworks in a way that achieves outcomes that exceed 2024 performance (i.e., meaningful increase in enrollment, meaningful reduction in customer opt-outs). Respondents should include a description of past examples where similar incentive structures may have been used.

Electric BYOT

Provide the cost of implementing an Electric BYOT program including the integration of active BYOT customers from the current Electric DR program and include any additional work necessary. If the pricing is determined on a per thermostat basis, please provide the quantities of thermostats and the price for each range.

Gas BYOT

Provide the cost of implementing a Gas BYOT program including the integration of active BYOT customers from a prior Gas DR pilot and include any additional work necessary. If the pricing is determined on a per thermostat basis, please provide the quantities of thermostats and the price for each range.

BYOB

Provide the cost of implementing a BYOB residential storage program, including costs to integrate with storage OEMs. Include all additional work as necessary. If pricing is determined on a per-storage device basis, please provide the quantities of devices and the price for each range.

Customer Compensation for DLC Participation

Provide the estimated cost for compensating customers who participate in the DLC program. Include estimates for distributing incentives via multiple methods. Include estimates for direct to customer distribution.

Other Costs

Required for both program specific and bulk proposals.

Include any other costs that Con Edison should consider in their evaluation, which are not included in the pricing template. Please provide an additional line items for those costs.

6. Appendix

Appendix A – Programs Acronyms

Acronym	Meaning
BYOB	Bring Your Own Battery
BYOT	Bring Your Own Thermostat
CBL	Customer Baseline Load
CECONY	Consolidated Edison Company of New York
DLC	Direct Load Control
DR	Demand Response
PII	Personally Identifiable Information
TOC	Table of Compliance
SOW	Scope of Work

Appendix B – Defined Terms

The below defined terms have been mentioned in this RFP or are mentioned in the high-level Con Edison requirements which Respondents have been asked to respond to.

Network – refers to a distribution network or load area designated by the Company. Due to the meshed nature of the majority of Con Edison’s underground distribution network, the term “network” is used to describe the groups of feeders that compose an area of electric services.

Summer Operational Season – refers to the time of the year from May 1st to September 30th where events can be called to reduce electric usage system wide or network specific.

Winter Operational Season – refers to the time of the year from November 1st to March 30th where events can be called to reduce gas usage system wide.

Appendix C – Table of Compliance

Consolidated Edison Functional and Technical Requirements - Table of Compliance (TOC) Direct Load Control (DLC)

Vendor Name: _____

Project: Direct Load Control

Release Date: _____

Due Date: _____

Instructions for Completing this Table of Compliance (TOC) Template:

The purpose of this template is for the Vendor to indicate the ability to meet the listed requirements. The Vendor shall respond to each requirement listed on the following tab and place an "X" in only one column for the six available options listed in Columns C through H. The table below explains each response option.

Current Base	Functionally exists in the off-the-shelf product with minimal configuration; this response is synonymous with "yes" or "comply".
Planned Base	Functionally is planned in product roadmap and will be available by December 31st, 2025, with minimal configuration in the off-the-shelf product.
Configuration	Product functionality can be modified to comply by December 31st, 2025, without coding changes.
Customization	Product functionality can be modified to comply by December 31st, 2025, with coding changes.
Exception	Functionality does not exist and is not planned to exist; this response is synonymous with "no" or "will not comply".
Vendor Comments	Please use this section to include commentary on listed SOW items that require commentary.
Reference	Add any relevant references. When referencing material, please include document name, page, and/or section location, etc.
N/A	Vendor is choosing not to respond to this module/capability.

Use the corresponding cells in Column I to provide additional comments and explanation, as required. Please be concise if a comment or explanation is provided and try to limit it to 1-2 sentences. Use Column J to list relevant reference materials that are included in the Vendor's proposal. When referencing material, please include document name, page, and/or section location, etc. Failure to comply with any of these instructions may result in the vendor receiving an RFP evaluation score of zero (0).

Please refer to the provided Table of Compliance Template.

Appendix D – DR Program Resources

1. DLC

- Rider L: Leaf 211, page 261 of the Electric Tariff: [Electric Tariff](#)
- Current Con Edison Electric BYOT Website: [Enroll Your Smart Thermostat](#)
- Network Maps and associated Call Windows: [Networks and Call Windows](#)

[2024 Con Edison Demand Response Annual Report](#)

2. BYOB Program

Reference: CASE 14-E-0423 - Proceeding on Motion of the Commission to Develop Dynamic Load Management Programs.

- [Order Addressing Dynamic Load Management Program Modifications](#) (Issued and Effective April 25, 2025)
 - Topic: Directing Con Edison to address a BYOB Program as part of DLC in their November 2025 filing
- [Order Addressing Dynamic Load Management Program Modifications](#) (Issued and Effective March 15, 2024)
 - Topic: Ordering Con Edison to create a BYOB Program
- [List of Energy Storage Systems with Current Certificate of Approval](#) (COA) issued by FDNY as of March 2025
 - List of currently approved energy storage systems. If a new list is released prior to the submittal of the proposal, please refer to the updated list.
- [Energy Storage Guidebook](#)

3. Gas BYOT Program

Reference: CASE 23-G-0147 - In the Matter of a Review of the Long-Term Gas System Plans of Consolidated Edison Company of New York, Inc. and Orange and Rockland Utilities, Inc.

- [Order Regarding Long-term Natural Gas Plan and Requiring Further Action](#)
 - Topic: Order requesting Con Edison to create a Gas Demand Response Pilot