

Consolidated Edison Company of New York, Inc.

Responses to Questions

Electrification of Transportation RFI

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Questions Relevant to all Topics

Note from Con Edison: thank you to all the respondents who submitted many excellent questions. Several questions touched on the nature and goals of the REV demonstration model. Unlike a grant, a demonstration project seeks to create business model innovation that will increase revenue or decrease customers' average cost of service. Reviewing Section 6 of the RFI and Con Edison's existing demonstration projects may help in understanding these goals.

1) Can you please provide a link to the suggested response template?

The response template is available on conedison.com/evrfi. We strongly encourage all applicants to use the response template.

2) We assume that proposals which do not provide all partners needed for a demo are also welcome. Is that correct?

Con Edison will consider proposals that do not deliver on every capability. That said, the Company also encourages partnerships to submit as complete a proposal as possible.

3) We understand that the bullet list of demonstrations and criteria is not exhaustive, i.e. other demonstrations, that promote PEV use, could be proposed as well. Is that correct?

Yes, that is correct. Please see Section 3.8. Based on our understanding of the market we believe that the focus areas offer strong potential value in meeting the goals of Section 2.2. Proposals outside of the focus areas will also be judged on their ability to meet those goals.

4) What would happen to assets after 3 years?

Proposals should include what will happen to the assets after the demonstration period. The company expects the assets to remain in operation beyond the three-year demonstration window, but learnings must be accomplished within that window.

Funding, Applicant Requirements, and Evaluation

5) What would be the next step if Con Edison expresses interest in a response? Would applicants then need to go through a RFP or an additional competitive selection process?

The final project or projects will be selected directly from the RFI process with no additional RFP. For those selected responses, Con Edison will provide the respondents with details on next steps and timelines when Con Edison notifies the respondent(s) of its selection. Consequently, proposals should estimate program costs as accurately as possible.

6) If applicants interested in more than one focus area, do you recommend submitting separate applications?

If the sections of a proposal are mostly discrete, the company recommends submitting multiple proposals. If applicable, a company should indicate in the narrative and budget where economies of scale will be achieved.

7) Will applications for different focus areas be reviewed by different committees, or will it be the same committee that reviews all applications regardless of focus area?

Applications will be reviewed by the same committee.

8) Are there any restrictions for how the Con Edison funds (up to \$25 million) can be used?

There is no preset allocation of funding. Funds are not segmented between focus areas.

9) In Section 3.2, does Con Edison intend “monetizable services” to mean that the final product for this focus area will eventually be a new for-profit business line for Con Edison?

The goal of the RFI is not to create a for-profit business. The demonstration project is focused on strategic partnerships between CECONY (the regulated utility) and 3rd parties to enable new services for customers that enable electric vehicle adoption and put overall downward pressure on rates.

10) Does it make any difference in the scoring or award criteria if the proposal is submitted by a non-profit organization - or a for-profit company? Can a non-public entity author a proposal?

It does not make a difference if the proposal is submitted by a company or non-profit organization.

11) Would incorporating existing incentives account as cost share? How much cost share should be included?

If funds are truly additive they will be considered a financial contribution. There is no specific ratio of respondent resources to Con Edison resources but, generally speaking, greater amounts are viewed more favorably (Section 2.8).

12) Do applicants have to be in New York State? What parts of the project must be in the Con Edison service territory?

A business being located in New York State is a benefit (Section 4.18), but not being located in the state is not a disqualifier. However, the primary aspects of the project, including charging and vehicle operations, must take place in the Con Edison service territory (Section 3). Additionally, proximity to Con Edison and the project is a factor in project management (Section 4.10)

13) Can one organization apply for funding to be spent on multiple projects at multiple locations?

There is no limit on the number of sites included.

Section 3.2 - Electric Vehicle Charging Network Planning and Design

14) Is the intent for Con Edison to pay for the development of this tool and offer as a free service to third parties (Con Edison is the owner), or is the respondent developing a product that they own (and invest in) that would be then sold to third parties?

Con Edison is open to different approaches. Please state what you think is most valuable from a market perspective, and what can provide the most net value to customers.

15) Is the end user of this tool Con Edison or third parties that might place chargers in Con Edison territory?

Proposals should be flexible enough to consider both options.

16) Who is responsible for building the tool, Con Edison with the support of the respondent or the respondent themselves?

The respondent is responsible for building the tool and should be explicit about what data and support it needs from Con Edison. Strong collaboration is a requirement.

17) Why is the planning tool only applicable to fast chargers?

The Company prioritizes network planning for quick charger deployment for several reasons. The most salient is that quick chargers have significant power requirements and therefore siting requires a greater level of planning and analysis than home charging. While depot charging can be as power intensive, most depot installations will be at existing fleet facilities.

18) Will the developed tool interface with existing Con Edison mapping programs and tools? If so, what platforms is the company currently using?

The Company uses several internal programs to identify service capacity on its network. The Company would expect to supply the necessary data to the tool developer to create a standalone map. Proposals should indicate how much system data is needed, including level of detail, frequency of updates, and amount of the Company's service territory. Specifically, layering of market data may indicate that only a subset of the Company's service territory is where quick charging would likely be sited. Proposals should explain how the amount of system data required creates value for the market.

Section 3.3 – Smart L2 Home Charging

19) Can you clarify if the focus area envisions only single family homes (i.e. mostly dedicated garages or parking locations) or whether solutions for residents of multi-unit dwelling units is also allowed and desired?

The primary goal for the Smart L2 Home Charging focus is controlling charging for customers with dedicated parking. That is a focus because the company believes home charging will create the sector's greatest short term energy growth. Proposals that meet the goals of Section 2.2, but do not fit in a focus area category can apply through Section 2.8.

Section 3.5 – L2 Curbside & Section 3.6 – DC Fast Charge Stations

20) Are the 100 to 250 chargers mentioned in Section 3.5 L2 curbside supposed to be sold to Con Edison or rented?

The Company would consider either approach.

21) For the demo project I plan to utilize existing utility poles and street lights. Is there a database tool like [this one for Washington DC](#) that can be used to graphically locate the positions of the same types of poles on a map within Con Edison's service areas?

No. Furthermore, street light poles should be considered for only a small portion of any overall project proposal.

22) We assume that Con Edison will select the locations of the chargers and will pay for the installation (including permits). Therefore, the cost in the answer to the RFI should include only the cost of the chargers. Is this assumption correct?

That assumption is false. Many focus areas, including curbside charging, include non-hardware areas.

23) Will installations be subject to DOT's bidding process?

No. This solicitation is between Con Edison and the respondent, not the New York City Department of Transportation.

24) Related to the offer of Con Edison to potentially support as a "Space Provider" for DC fast charge stations, is Con Edison able to provide a list of properties/land that you would be willing to make available?

The Company is still investigating specific locations for suitability for fast charging stations and we are unable to provide specific properties at this time. We can however, confirm that the properties we are analyzing are located in the following areas: East Williamsburg Brooklyn, Boerum Hill Brooklyn, Midtown East Manhattan, and East Westchester. Other locations may analyzed as well.

25) Specific to the reference of “Con Edison may control power demand through energy storage or load management” (p. 21) in context of being a space/energy provider for DC fast charge stations.” Could you please elaborate on any existing concepts and how this would interface with the station operator and EV driver experience? Would a pilot tariff specific to how demand charges may impact a commercial DC fast charge station operator also be considered?

Yes, we are open to alternative rate designs as part of the demo, so long as they accurately reflect the cost to provide electrical service to the charging station. Please include in your proposal changes to the existing tariff that would improve the economics of DC fast charging while meeting the above requirement.

26) Are team members excluded from bidding on the capital work?

No.

27) Will Con Edison be a deployment partner?

Con Edison is open to performing the installation itself or contracting with a 3rd party.

28) How will power to charging stations be delivered and paid for through the deployment period?

For curbside charging, the cost of power will be on standard Con Edison rates and should be accounted for in the budgeting. Charging installations with a maximum of power of under 10 kW take service under Service Class 2. Installations with larger power requirements will take service through Service Class 9.

29) Would Con Edison be working with Community Boards and city officials to approve the installation of charging stations on public streets?

A community engagement plan is an integral component of all demonstration projects. Proposals should include preferred approaches for developing community support. A New York City regulatory approval strategy is optional but not necessary unless explicitly asked for; for example, see bullet four of Section 3.5's hardware category.

30) Is it possible to have charging stations that are not fully publicly accessible?

For focus areas 3.5 and 3.6, public accessibility is a requirement. If a proposal does not have public accessibility, it will not be excluded and be judged on its ability to meet the goals of Section 2.2.

31) Would the demo also apply to solar technology?

Funds for this demonstration project do not apply to solar.

32) Regarding electric vehicle connectivity: are there any cooperation partners or communication providers already defined, (e.g. Sprint, AT&T, etc.)?

Communication partners have not been identified.

33) Will it be possible to use the same secure wireless communication network for electric vehicle charger located meters as Con Edison will use for their home installed Smart Meters? Can charges from a remote meter be added to a driver's home account?

No. While there is a possibility of using the AMI communication network for chargers in the future, demo proposals that require communication should include another method.

Miscellaneous Questions

34) On page 9 is mentioned that one of the goals is to increase penetration of new distributed energy resources in the form of PEV's. What is the definition of a DER?

As defined in the State of New York Department of Public Service Document, Proceeding on Motion of the Commission in Regard to Reforming the Energy Vision, "DER is used to describe a wide variety of distributed energy resources, including end-use energy efficiency, demand response, distributed storage, and distributed generation."

35) Should demonstration projects also comply with all the regulations in the documents mentions in Chapter 6

The appendices (Section 6) include goals and context for REV demonstration projects. While they are not regulations, proposals will be evaluated on their ability to meet the goals of REV.

36) Upon a commitment from Con Edison, we have identified both charging station partners and auto manufacturers who would partner with us. However, post receiving a grant, we could partner with another one of your selected partners instead. Does that help?

Proposals that include credible partners help meet the feasibility goals in Section 2.8. Being able to accommodate other partners is also positive. Please note that grant is the wrong description of the demonstration project.

37) Would EV charging stations, possibly combined with energy storage, qualify under this RFI?

Yes.

38) The link to the expected terms and conditions points to many documents. Can you be more specific about which one would apply for this project? In particular, which party will own the project's intellectual property?

The terms and conditions associated with any partnership in support of the demonstration project will be negotiated between parties. Con Edison is open to different approaches to intellectual property (i.e. no ownership, co-ownership, full ownership) that will vary based on the investments made by the partners. If relevant, include intellectual property ownership in your proposal.

39) Would Con Edison consider wireless charging or autonomous vehicles?

Con Edison is open to considering wireless charging proposals that achieve the goals defined in Section 2.2. Con Edison's current analysis suggests that wireless charging does not have a market impact over the 1-3 year demo timeline. If a respondent believes it can, please indicate how high utilization can be achieved and how it will reflect general market usage.

Autonomous vehicles are not market testable under a 1-3 year demo commencing in 2018.

40) Seeking to introducing you to a newly patented customer incentive designed to lower the carbon footprint with every dollar of consumer spend. It is perfectly designed to help meet your objectives and to shift consumer behavior from gas to EV. Please advise if interested in learning more.

The RFI is looking for more than just interesting concepts and ideas. All proposals should include detailed implementation and deployment strategies.

41) How close to "deliverable product" must a demonstration project be? Can any portion be lab or simulation based?

Demonstrations should leverage commercially-available technology to test new business models, not test technology. To the extent that there is no commercially available technology available to achieve the goals as described, the Company would consider new products so long as they can be deployed in 2018.

42) Is Con Edison looking for innovation or refinement on existing know-how?

The company is looking for proposals that: meet the overarching goals of Section 2.2, test the hypothesis and answer the questions defined in the applicable areas of Section 3. Con Edison is focused on innovative business partnerships that advance the goals as described. This is separate and distinct from research and development, supporting the development of innovative new technologies, which falls outside the scope of this demo.

43) How important is it that reference projects had taken place in the US?

It is not important where past work has taken place.

44) On the first page the focus is on Plug In Electric Vehicles. These are further specified as Battery Electric Vehicles or Plug in Hybrid Vehicles. Is there any other specifications that need to be met to qualify as PEV? For example the minimum number of electric miles that can be driven on a single charge? Would electric cargo bicycles be eligible?

Vehicles must be highway capable PEVs.