

**Non-Wires Solutions  
Jamaica Substation Project  
Request for Proposals Webinar  
March 22, 2023**

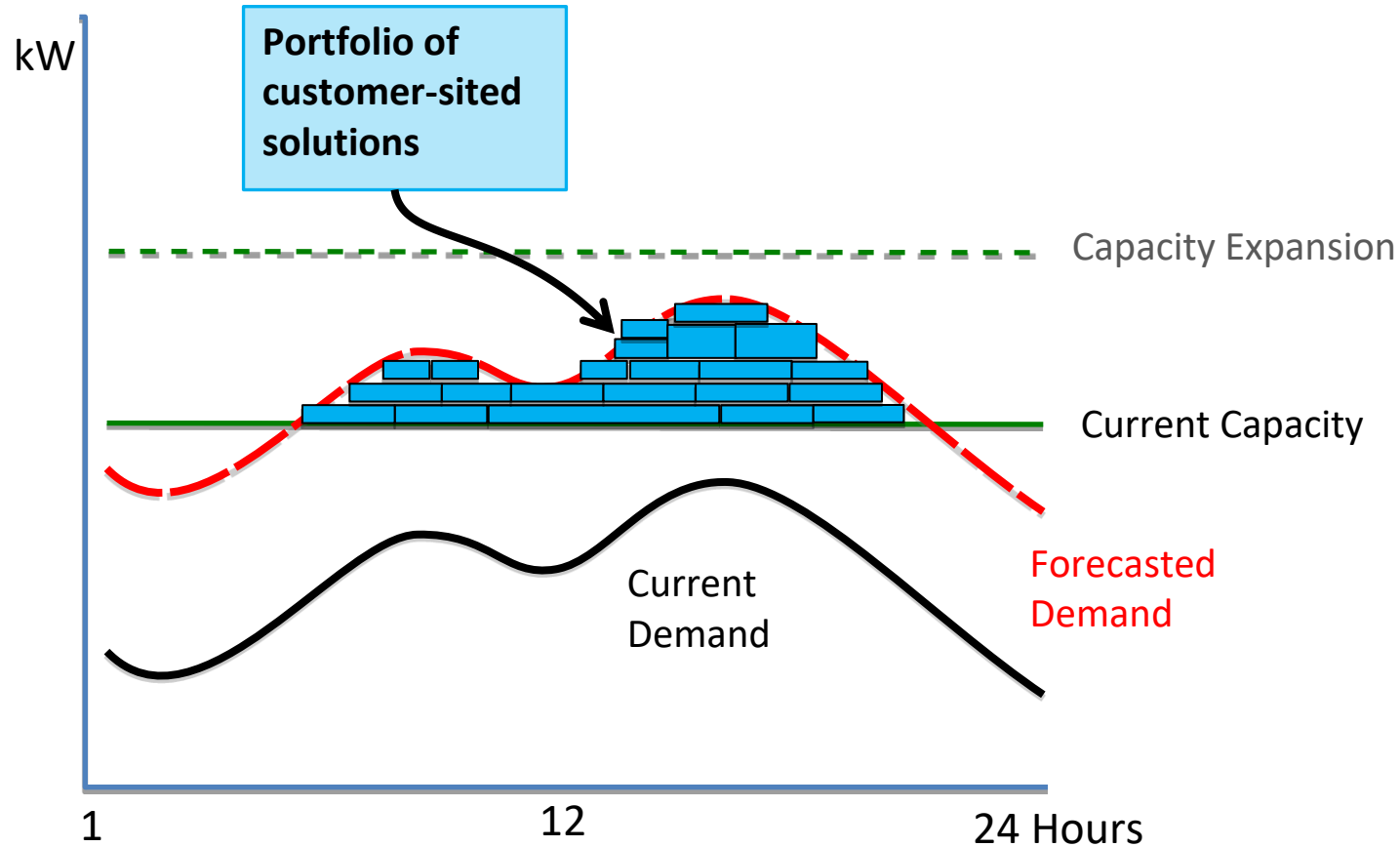


# Agenda

- Non-Wires Solutions Overview
- Jamaica Substation Project
- Project Eligibility Requirements
- Proposal Content
- NWS Financial Sheets
- Evaluation Criteria
- RFP Schedule and Key Dates
- Submittal Guidelines and Q&A Process
- Questions and Answers

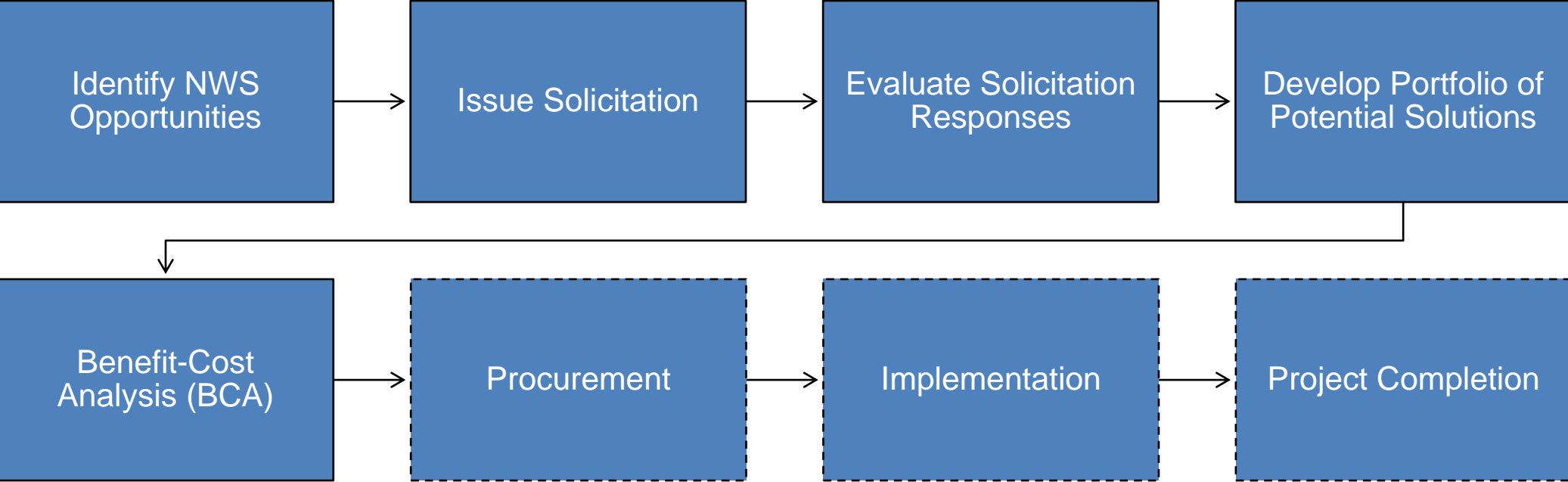
# Non-Wires Solutions Overview

A Non-Wires Solution (NWS) Project is a portfolio of non-traditional solutions that seek to defer or eliminate traditional infrastructure projects for the benefit of the distribution system



- Provide customer benefits through:
  - Increasing market adoption of innovative technologies
  - Providing tools to lower customer bills, and manage energy consumption
  - Implementing cost-effective portfolios that provide a net societal benefit
- Potential solutions can include:
  - Energy efficiency
  - Energy storage
  - Customer-sited dynamic power factor correction

# Non-Wires Solutions High Level Process



RFP responses will be evaluated to optimize a portfolio of potential solutions that provide the needed load reduction on time and maximize customer and societal benefits. The portfolio of potential solutions will be evaluated through a BCA before moving forward with procurement and implementation of the selected solutions.

# Jamaica Substation Project

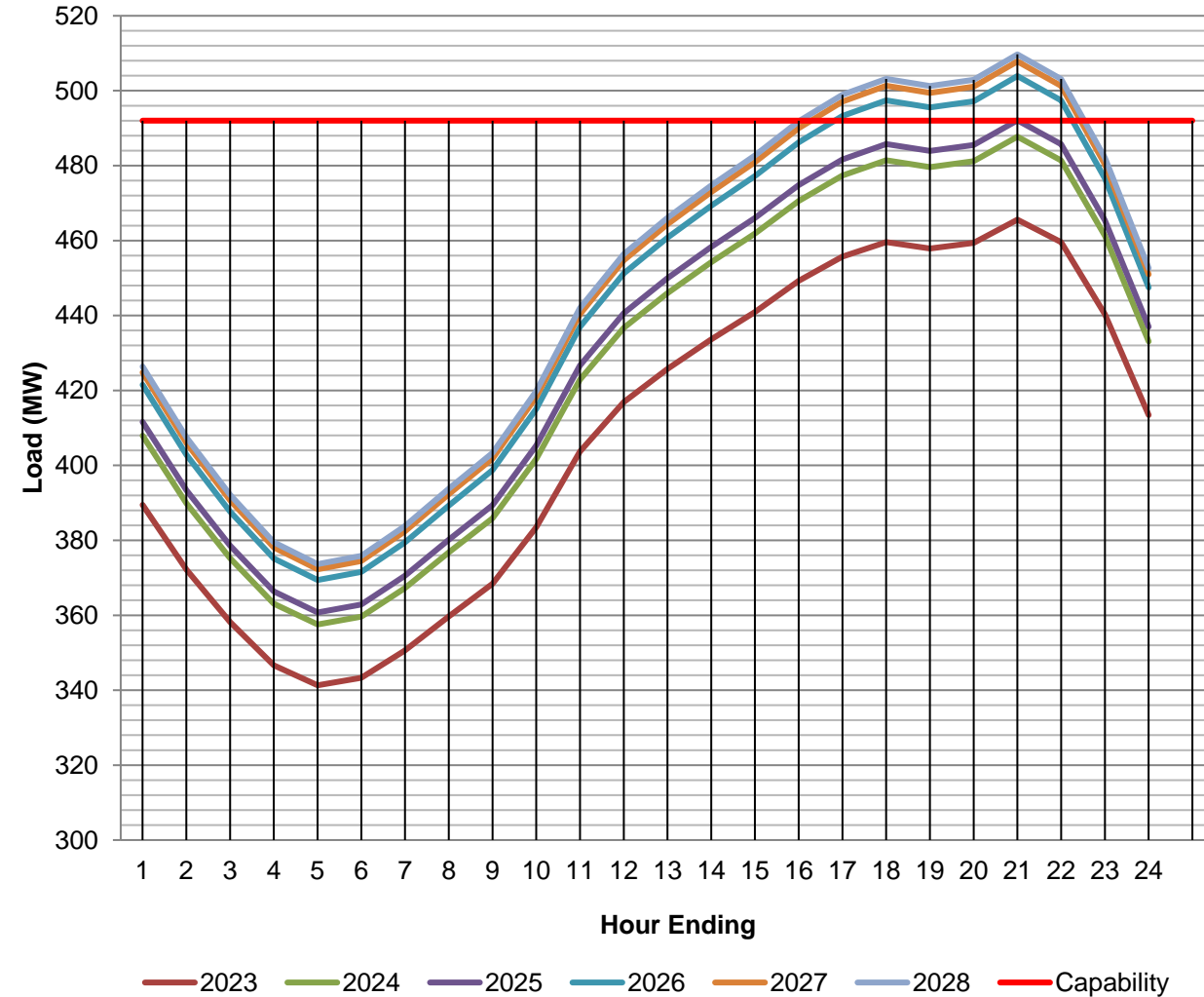
The NWS team is seeking proposals for customer-sited load relief solutions within the Jamaica service network for a total of 16 MW load reduction

- Open to all DER approaches (except technologies incentivized through the Company's current energy efficiency programs)
  - Visit [www.coned.com/energyefficiency](http://www.coned.com/energyefficiency) for more information on current programs
- In addition, this RFP is seeking specific proposals for:
  - Residential direct install energy efficiency
  - Customer-sited dynamic power factor correction technologies
  - Market acceleration of energy efficiency upgrades for NYPA customers
  - Energy storage solutions

Customer Segmentation	Approximate Number of Accounts in Jamaica Network
Residential	83,000
Multifamily	71,000
Small-Medium Business	9,100
NYPA	430
Commercial & Industrial	70

# Jamaica Substation Project

Jamaica Area Substation Hourly Load Profile

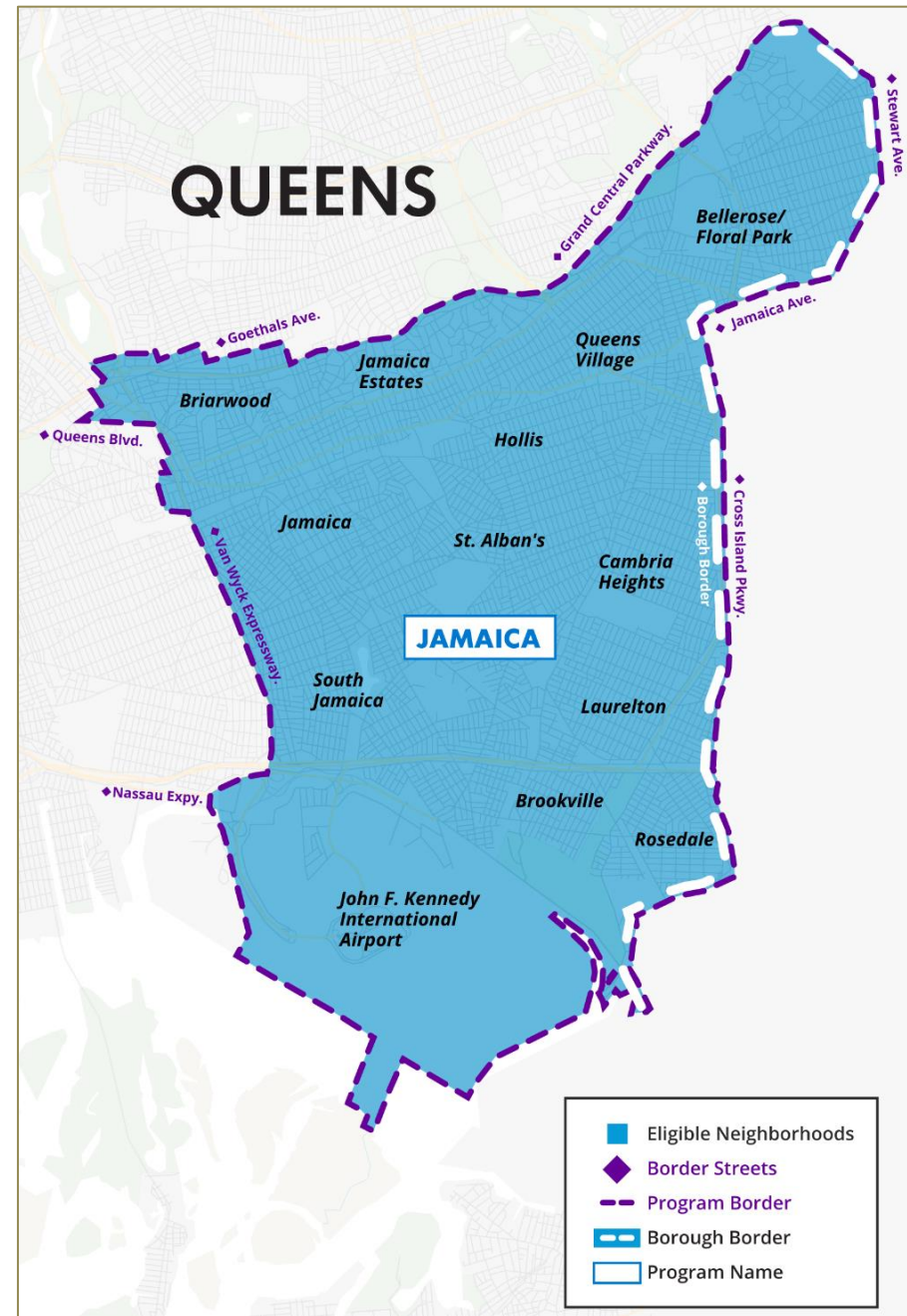


Projected Deficiency Period (Hour Ending)	Network Peak Hour (Hour Ending)	2026 Cumulative Peak Load Reduction Need	2027 Cumulative Peak Load Reduction Need
17 - 22	21	12 MW	16 MW

- Proposed solutions should be coincident with the network peak
- Schedule for proposed solutions should consider year-over-year need
- Dispatchable assets proposals should demonstrate duration (minimum 4-hours) and magnitude of intended load relief reductions

# Project Eligibility Requirements

- Projects must fall within the Jamaica network
  - Check the hosting capacity maps (<https://www.coned.com/en/business-partners/hosting-capacity>)
  - Verify customer eligibility by emailing [DSM@coned.com](mailto:DSM@coned.com)
- Projects must be customer-sited DER, or dynamic power factor correction solutions
- Proposals providing load relief must demonstrate a minimum aggregate of 50 kW load relief at network peak, and each project should not exceed 5,000 kW
  - Load relief is not capped per proposal, a proposal may include multiple projects each up to 5,000 kW in size
- Projects will be subject to pre- and post- measurement & verification (M&V)



# Technology Specific Requirements: Energy Storage Systems



- Proposed projects must have a rated capacity between 50 kW – 5,000 kW
- Projects must follow NYS Standardized Interconnection Requirements (SIR)
- Projects must select interconnection option that meets local reliability standards (e.g. N-2)
- Projects must provide first rights of dispatch for NWS Events during the summer capability period (May 1 – September 30)
  - Selected projects will not be eligible to participate in programs that conflict with this requirement
  - 21-hour notification for NWS Events
  - Proposals should indicate intended continued duration for dispatch (minimum 4 hours)
- Contracts structured for 10 consecutive summer capability periods
  - 50% of total incentive upon installation and operation
  - Remaining incentive issued following each capability period, based on performance during NWS Events



# Technology Specific Requirements: Dynamic Power Factor Correction

## Customer Reactive Power Reduction

- Open to technologies that can provide dynamic power factor correction at customer locations, up to 40 MVAR of total reduction
- Currently not accepting proposals providing reactive power support directly to the grid

## Eligible Technologies

- May include, but not limited to:
- Automatic/dynamic power factor correction capacitor systems
- Smart inverters installed with behind the meter Energy Storage projects

## Proposals

- Assessment on a price per system basis
- Include expected range of kVAR reduction provided by proposed equipment

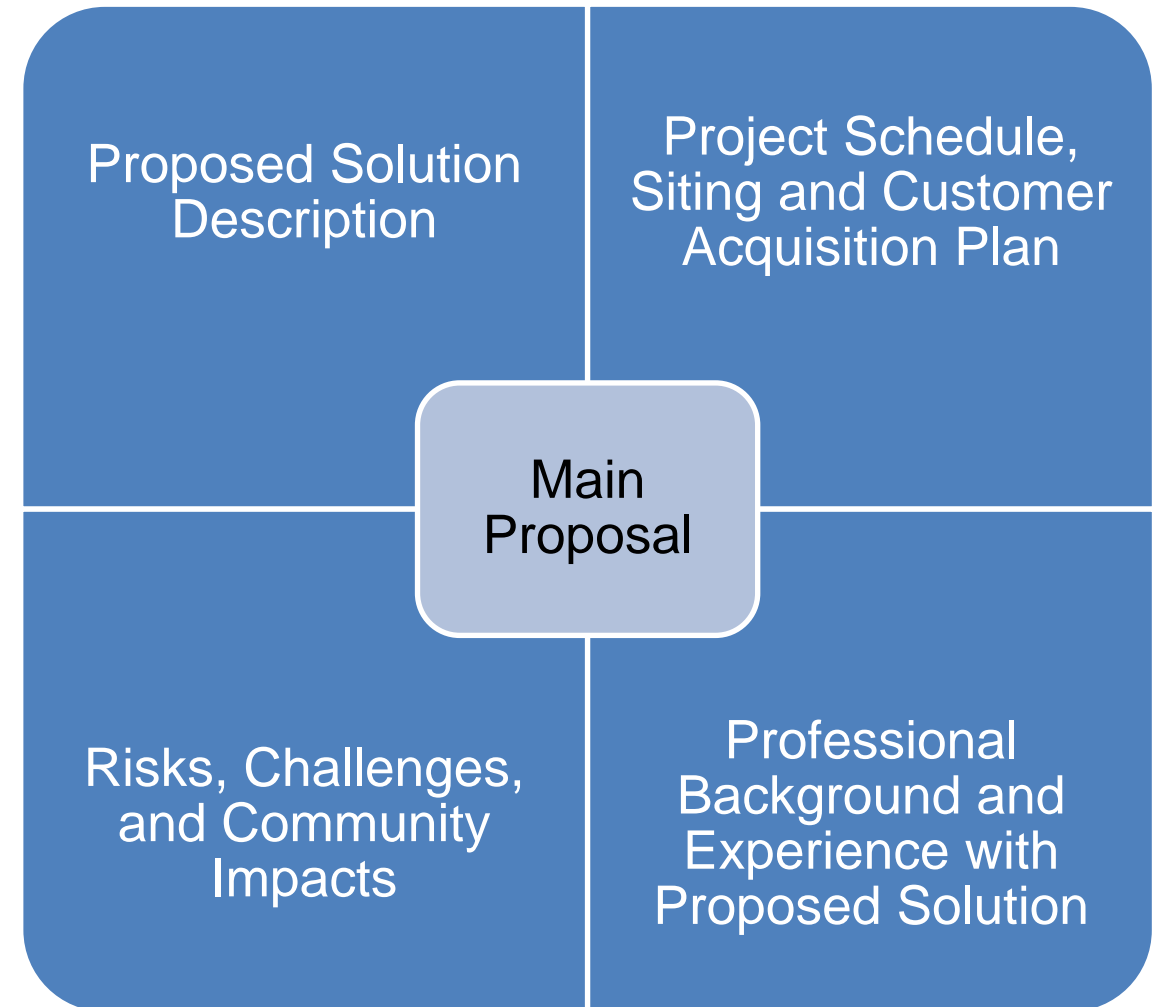
## Cost Estimates

- Recruitment for participation of non-NYPA customers will be done by Con Edison
- System design, installation and maintenance is the responsibility of the Respondent

# Proposal Content

Completed Proposals should include:

- Main Proposal (25-page limit)
- One completed NWS Financial Sheet (Attachment A, B or C)
- Project organizational chart and project team resumes
- Customer letter(s) of interest (if applicable)
- Financial statements for the past three years, and services offered
- Any other relevant information



# NWS Financial Sheets

- Project Costs should **not** be included in the body of the proposal
- Each proposal must submit one NWS Financial Template, including proposal costs for:
  - Capital expenditures
  - Ongoing expenditures
  - Requested Con Edison incentive
  - Anticipated revenues
  - Customer contributions

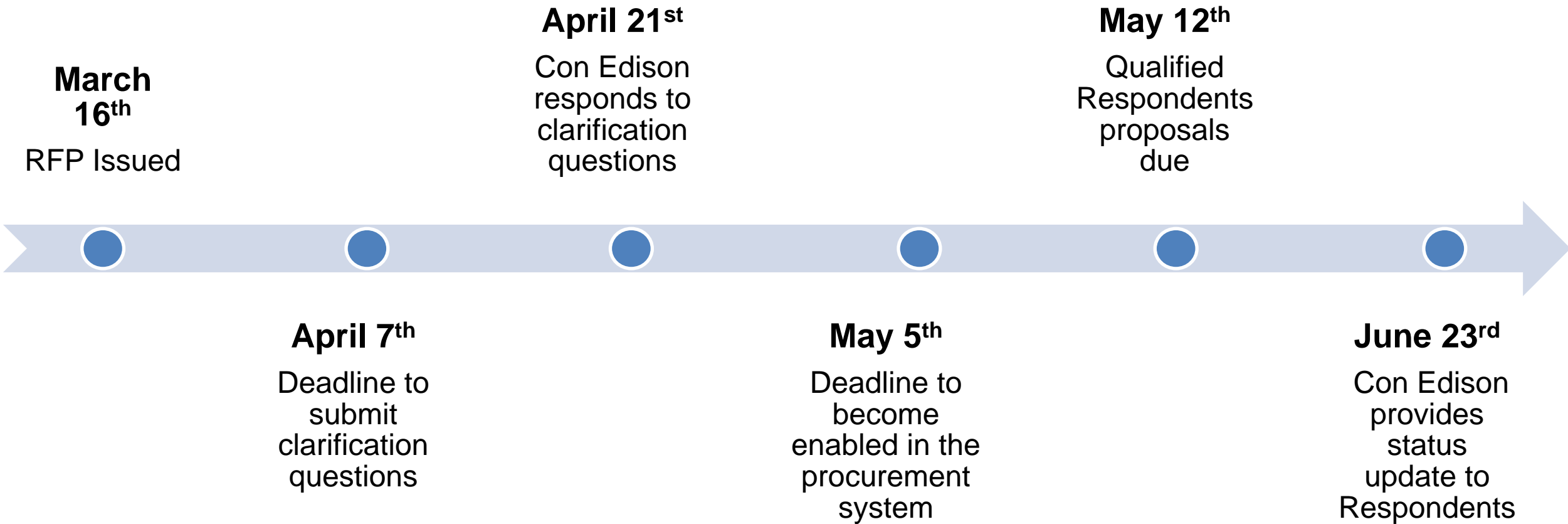
Attachment A:	DER solutions (except Energy Storage Solutions, or Power Factor Correction technologies)
Attachment B:	Energy Storage Solutions  Each ESS project within a proposal should include its own Cash Flow tab within the provided excel workbook
Attachment C:	Power Factor Correction technology proposals  Show cost information for technology type by system range of kVAR reduction

# Evaluation Criteria

Proposals will be reviewed with the objective of the greatest overall value to Con Edison customers, while maintaining system reliability, through a portfolio of solutions. A Benefit Cost Analysis will be applied to the portfolio of solutions.

Category
Proposal Content & Presentation
Project Costs
Execution Risk
Respondent Qualifications
Customer Acquisition Plan
Timeliness
Coincident with Peak and Deficiency Period
Technology Viability
Community Impact
Innovative Solution

# RFP Schedule and Key Dates



*Dates are subject to change by the Company*

# Submittal Instructions

Respondents are encouraged to become enabled in the RFQ system and submit responses well before the due date to avoid any potential errors that may occur. Con Edison will have no obligation to evaluate late submissions.

1

## Become enabled in the Oracle RFQ System before May 5<sup>th</sup>:

E-mail Krystal Gittens at [gittensk@coned.com](mailto:gittensk@coned.com) to receive and return the Supplier Enablement Template, along with W-9 form

2

## Receive formal RFQ response request:

Documentation includes; RFP Document, NWS Financial Templates, and Q&A  
Information can also be found at: [www.coned.com/nonwires](http://www.coned.com/nonwires)

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## Submit response on or before May 12<sup>th</sup>:

Response should include proposal body, applicable NWS Financial Sheet, and appendix attachments as necessary

**Note:** No financial information is to be included in proposal body

# Respondent Question and Answer Process

- Con Edison will receive and respond to questions submitted through **April 7<sup>th</sup>**
- Questions should be submitted through Con Edison's Supply Chain Department, and not to the NWS team directly
  - Email Krystal Gittens ([gittensk@coned.com](mailto:gittensk@coned.com))
  - Respondents must not reach out to other Con Edison personnel regarding this RFP
- Q&A deemed essential for the viable submission of a bid response will be provided to all respondents enrolled in the Oracle RFQ system, and posted publicly to [www.coned.com/nonwires](http://www.coned.com/nonwires)

# Questions and Answers

For more information, email [gittensk@coned.com](mailto:gittensk@coned.com) or visit [www.coned.com/nonwires](http://www.coned.com/nonwires)

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## Non-Wires Solutions

Non-wires solutions have the potential to reduce customers' electric bills, improve reliability, and defer capital infrastructure. We've identified several opportunities to create such change.

Projects	CURRENT STATUS	DOCUMENTS
JAMAICA SUBSTATION PROJECT	RFP Available Proposals Due 5/12/2023	<a href="#">RFP</a> <a href="#">NWS DER Financial Sheet (Attachment A)</a> <a href="#">NWS ESS Financial Sheet (Attachment B)</a> <a href="#">NWS PFC Financial Sheet (Attachment C)</a> <a href="#">Webinar Registration</a>