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
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 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

<table>
<thead>
<tr>
<th>Customer Segmentation</th>
<th>Approximate Number of Accounts in Jamaica Network</th>
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<tbody>
<tr>
<td>Residential</td>
<td>83,000</td>
</tr>
<tr>
<td>Multifamily</td>
<td>71,000</td>
</tr>
<tr>
<td>Small-Medium Business</td>
<td>9,100</td>
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<tr>
<td>NYPA</td>
<td>430</td>
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<tr>
<td>Commercial &amp; Industrial</td>
<td>70</td>
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• 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
  – Verify customer eligibility by emailing 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

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

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<tr>
<th>Category</th>
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<tbody>
<tr>
<td>Proposal Content &amp; Presentation</td>
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<tr>
<td>Project Costs</td>
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<tr>
<td>Execution Risk</td>
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<td>Respondent Qualifications</td>
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<td>Customer Acquisition Plan</td>
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<td>Timeliness</td>
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<td>Coincident with Peak and Deficiency Period</td>
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<td>Technology Viability</td>
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<td>Community Impact</td>
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<td>Innovative Solution</td>
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RFP Schedule and Key Dates

March 16th
RFP Issued

April 16th
Con Edison responds to clarification questions

April 7th
Deadline to submit clarification questions

May 5th
Deadline to become enabled in the procurement system

May 12th
Qualified Respondents proposals due

June 23rd
Con Edison provides status update to Respondents

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 5th:
   E-mail Krystal Gittens at 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

3. Submit response on or before May 12th:
   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 7th.

• Questions should be submitted through Con Edison’s Supply Chain Department, and not to the NWS team directly.
  – Email Krystal Gittens (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.
Questions and Answers

For more information, email gittensk@coned.com or visit www.coned.com/nonwires