

Woodbury Energy Storage System

Pre-Bid Webinar

July 25, 2022

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Agenda

- Purpose
- Woodbury Energy Storage System Overview
- Proposed Development Area Review
- Charge/ Discharge Schedule
- Potential Solutions
- Information to Include in Bids
- Evaluation Criteria
- Proposal Response and Submittal Process
- RFP Schedule
- Clarification Questions

Purpose

- Through this webinar, O&R intends to:
 - Provide an overview of the Woodbury Energy Storage System
 - Discuss the evaluation criteria and process
 - Review next steps
- This webinar is not intended to:
 - Discuss potential solutions in detail
 - Discuss pricing or monetary elements

Woodbury Project Overview

The Objective

- O&R proposes to implement the Woodbury Energy Storage System to provide for electrical load growth relief in the Town of Palm Tree and Village of Woodbury

The Need

- Woodbury Energy Storage System is to provide temporary load relief on two out of any of the three prospective circuits; 61-3-13, 61-9-13 and 61-7-13 circuits from the Monroe Substation until a new Substation is built
- The system will be needed for five years, beginning Summer 2025 through 2030.
- At the end of year 2030, the batteries will need to be relocated to the newly built Woodbury Substation.

Proposed Development Area

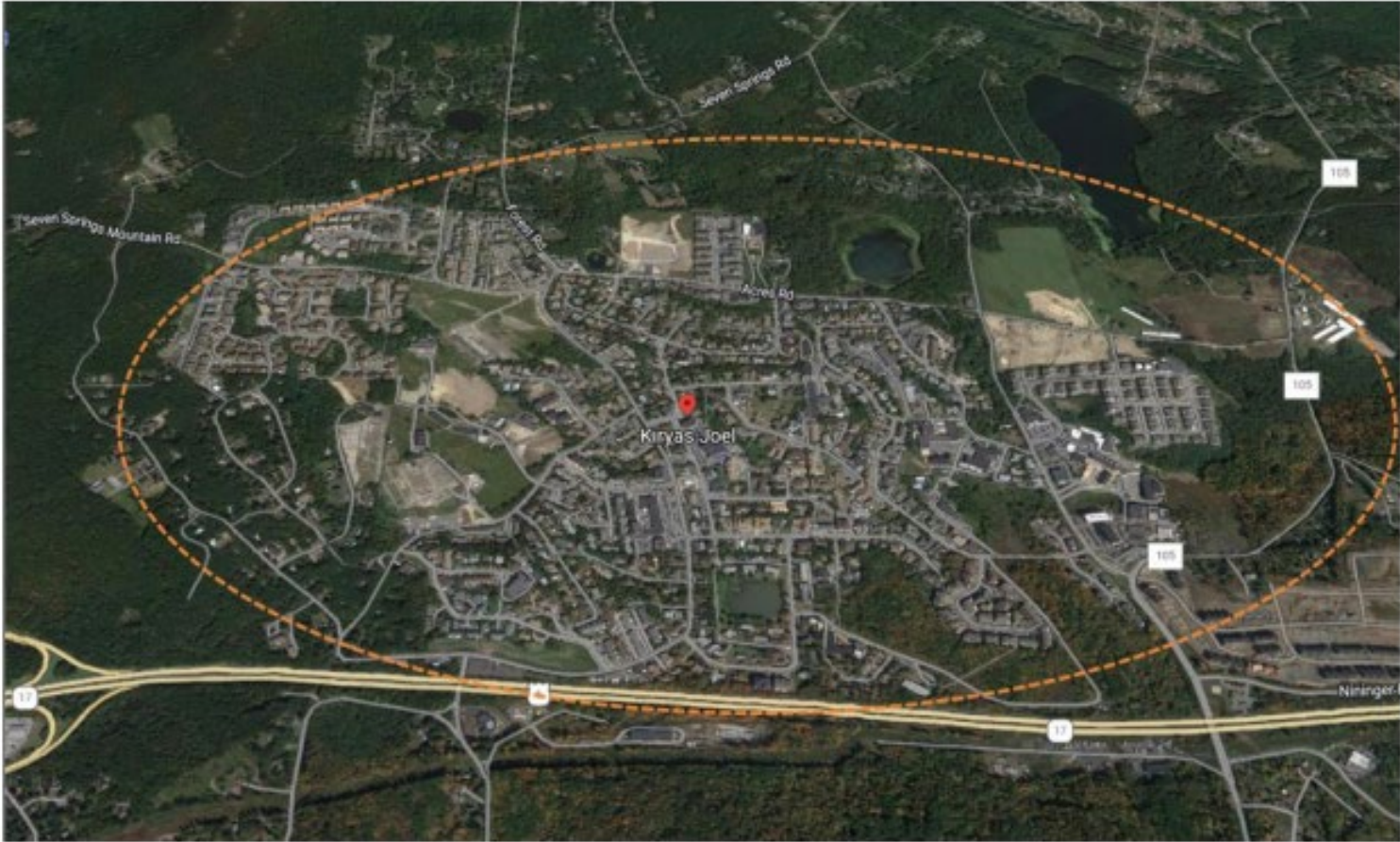


Figure 1 Area Where Load Relief is Needed

Charge/ Discharge Schedule

61-9-13, 61-7-13 and 61-3-13 Hourly Peak Load Charge/Discharge				
	MW-Charge	Charge (MWh)	MW-Discharge	Discharge (MWh)
12:00 AM	0	0	0	0
1:00 AM	2	2	0	0
2:00 AM	2	2	0	0
3:00 AM	2	2	0	0
4:00 AM	2	2	0	0
5:00 AM	2	2	0	0
6:00 AM	2	2	0	0
7:00 AM	0	0	0	0
8:00 AM	0	0	0	0
9:00 AM	0	0	0	0
10:00 AM	0	0	0	0
11:00 AM	0	0	0	0
12:00 PM	0	0	0	0
1:00 PM	0	0	0	0
2:00 PM	0	0	0	0
3:00 PM	0	0	2	2
4:00 PM	0	0	2	2
5:00PM	0	0	2	2
6:00 PM	0	0	2	2
7:00 PM	0	0	2	2
8:00 PM	0	0	2	2
9:00 PM	0	0	0	0
10:00 PM	0	0	0	0
11:00 PM	0	0	0	0
Total MWh		12		12
Max MW	2		2	

Table 1: Hourly Load Reduction Required of Energy Storage Solution for Each Circuit

*per BESS

Potential Solutions

- Project proposals must demonstrate how the proposed solution will achieve the peak load needs and maximize value to O&R's customers.
- Detailed project information is provided and requested in the RFP:
 - Technology/Solution description (tested and proven or innovative technology);
 - Operations and Maintenance Agreement for a five year period, with optionality to renew;
 - Performance characteristics of the technology;
 - Description of the flexibility and applicability of the technology;
 - Hourly electric load reduction impact provided by the solution;
 - Community and environmental impacts derived from the solution, including any emergency preparedness/response plans and programs;
 - Potential risks and challenges of deploying the particular energy storage asset being proposed;
 - Proposal to mitigating risks and challenges of deploying the energy storage asset;
 - Specification and details associated with implementing the proposed solution (e.g., permitting requirements);
 - Proposed site-layout and one line of the proposed project, taking into account all local AHJ rules and regulations;
 - Proposed schedule and timeline for the development and construction tasks
 - Proposed plan to relocate and install the battery storage system at the Utility's future Substation
 - Utility ownership (build-and-transfer) proposal;

Information to Include in Bids

- Responses should include:
 - **Methods and procedures** required to comply with technical, safety, and operational requirements for the interconnection and operation of equipment with O&R's electric delivery system.
 - Proposals which require deployment on **utility property, 3rd party or ownership models** involving utility ownership, or operation and maintenance, or both, by the Company.
 - **Information which affect the community** (both positively and negatively) including, but not limited to, associated greenhouse gas ("GHG") emissions, waste streams and management, job creation potential and community disruption.

Evaluation Criteria

- Evaluation criteria will include but not be limited to:
 - Proposal content
 - Viability
 - Technology
 - Functionality
 - Environmental and community impacts
 - Unit Cost
 - Timeliness

Evaluation Criteria

- Evaluation criteria will include but not be limited to:

- Price

DER solution	Size	Material Cost	Labor Cost	Admin Cost	Total O&R cost	Total Cost of the Project
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- Reliability
- Respondent Qualifications
- Applicability to REV
- Feasibility
- Community impact

Proposal Response and Submittal Process

- The following process should be used to submit proposals:
 - All proposals must be submitted through the Oracle RFQ System on or prior to the due date and time. Respondents who fail to submit by the due date and time will be unable to submit their proposals. Respondents are encouraged to upload their proposals well in advance of the closing time to avoid any potential issues.
 - Respondents must take the following actions to ensure acceptance of a proposal submission:
 - Download the Woodbury Energy Storage RFP, Questionnaire, and Supplier Enablement Template.
 - Become enabled in the Oracle RFQ System by submitting the below items to the specified contact: Lauren Armely at armelyl@coned.com:
 - W-9 form (version last updated); and
 - Supplier Enablement Template (Select ‘Sourcing’ under Oracle responsibility field).
 - Receive Formal RFQ response request (this will be same information downloaded from non-wires alternative website).
 - Submit response and fully completed questionnaire into the Oracle RFQ System.

RFP Schedule

RFP Solicitation Milestones	Completion Date*
RFP Issue	July 8, 2022
Pre-bid conference call (see details below)	July 22, 2022
Deadline to submit clarification questions	July 29, 2022
Deadline to become enabled in O&R/Con Edison procurement system	August 8, 2022
Responses to clarification questions due	August 15, 2022
RFP Opens in Oracle**	August 15, 2022
Qualified respondents' proposals due	August 29, 2022

- Technical questions can be submitted to: dl-ORUDERIntegrationRFP@coned.com
- Procurement related questions can be submitted to Lauren Armely at armelyl@coned.com

Clarification Questions

- The deadline for submitting clarification questions is 5:00 PM ET on Friday, July 29 2022
 - O&R will have no obligation to evaluate late submissions, nor be responsible in any way for any consequences associated with late submissions.
- All questions and answers deemed essential for the viable submission of a bid response will be publicly posted on Monday, August 8th at <https://www.oru.com/en/business-partners/business-opportunities/non-wires-alternatives>.
- Respondent's identities will be kept confidential.
- Let us know if you're interested in bidding by August 15th.
 - At this point, Procurement will enable your company to bid within Oracle

Thank you