

## 1 General Information & Background

Consolidated Edison Company of New York, Inc. (the “Company” or “Con Edison”) is extending a request for proposal (“RFP”) from qualified and experienced battery energy storage vendors (“Vendors”) with the capability to deliver, install, and commission one or more battery energy storage systems (“BESS”). Each system is expected to be delivered and commissioned by 1-July-2025, and for the 10-year post-commissioning period the vendor is expected to provide a separate performance warranty and maintenance service contract.

Con Edison is requesting a combined proposal for the following projects:

- Fresh Kills 11.6MW / 46.4MWh Energy Storage Project
- Glendale 5.8MW / 23.2MWh Energy Storage Project
- Brownsville 5.8MW / 23.2MWh Energy Storage Project.

The Company may or may not choose to act on the third project, Brownsville.

The BESS will be owned by Con Edison and located at Con Edison’s substation property. Con Edison will use the BESS to support Con Edison’s electric distribution system needs and, when not so needed, Con Edison plans to use the BESS for participation in some or all the available NYISO markets.

### 1.1 Objective and General Guidance

Except for the limited work Con Edison will undertake, as described in Section 2.2 below (Con Edison Substation Battery Energy Storage System Scope of Work), the Vendor will be responsible for supplying the BESS to Con Edison, obtaining all necessary permits for the BESS, fully integrating the BESS to Con Edison’s SCADA system so that Con Edison can monitor and operate the BESS, and completing all the work to successfully commission the BESS within an agreed upon commissioning deadline and as measured by specified commissioning tests. In addition, the vendor must provide Con Edison with a 10 year post-commissioning operation and performance warranty that meets the minimum requirements as laid out in Section 2.3, Section 2.4, and Exhibit B – Minimum Technical Specifications. After commissioning, the Vendor will be responsible for uninterrupted remote monitoring of the BESS, and performing all warranty work, and preventative and unplanned maintenance work. The Vendor should provide Con Edison with an operational report on a monthly basis. The Vendor should also provide Con Edison with a Decommissioning Plan, which the Company may or may not choose to act on.

### 1.2 General Guidelines

Contact by Vendor regarding this RFP with any Con Edison employee, contractor, or consultant, other than the individual(s) designated herein, prior to finalization of a contract is prohibited and may constitute grounds for disqualification. Vendor will have adequate opportunity to obtain any reasonably necessary information.

Con Edison reserves the right to make changes to this RFP by issuance of one or more addenda or amendments and to distribute additional clarifying or supporting information relating thereto. Con Edison reserves the right to cancel or withdraw this RFP for any reason or no reason.

Con Edison may ask any or all Vendors 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 thereto.

It is the sole responsibility of a responding Vendor to ensure that 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 as to whether a submission is incomplete or non-responsive.

If the Vendor makes assumptions about the meaning or accuracy of information contained in this RFP, then they should state their assumptions in its submission. If Vendor does not ask questions or seek to clarify any assumptions, Con Edison will assume that the Vendor agrees with and understands the requirements in the RFP.

While Con Edison has endeavored to provide accurate information to Vendors, Con Edison makes no warranty or representation regarding the accuracy of the information contained in this RFP and all information is provided by Con Edison on an “as is” basis.

Con Edison reserves the right, but does not have the obligation, to verify all information provided by a Vendor firm by any means Con Edison deems reasonable, including direct contact of prior clients of a Vendor firm as well as its past employees. Vendor firms are encouraged to provide and release necessary authorizations for Con Edison to verify any of the Vendor 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.

Vendor 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 the prior written approval of Con Edison.

This RFP shall not be construed in any manner to create an obligation on the part of Con Edison to enter into any contract, or to serve as a basis for any claim whatsoever for reimbursement of costs for efforts expended by Vendor firms.

Furthermore, the scope of this RFP may be revised at the discretion 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 or bound by any responses or by any statements or representations, whether oral or written, that may be made by Con Edison or its employees, principals or agent. Con Edison reserves the unqualified right to reject any or all submissions submitted hereunder for any reason whatsoever or for no reason.

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

By participating in this RFP, each responding Vendor agrees to keep confidential all information provided by Con Edison to the Vendor in connection with this RFP.

### 1.3 RFP Schedule

The expected project timeline for all proposals is shown below. Responses that are selected for implementation must be installed and Substantial Completed before June 1<sup>st</sup>, 2022.

RFP Solicitation Milestones	Completion Date
Issue RFP	15-May-2023
Deadline for Vendors to submit clarification questions	26-May-2023
Con Edison responses to clarification questions due	9-Jun-2023
Qualified Vendors proposals due	7-Jul-2023

It shall be the Vendor's responsibility to advise Con Edison, before the proposal response deadline, of conflicting requirements or omissions.

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

## 2 Scope of Work

This section identifies the scope of the battery energy storage system ("BESS") proposal. The following requirements listed are not intended to be exhaustive but are the major requirements that must be met by any BESS to be interconnected on the Con Edison system.

Additionally, it should be noted that Con Edison is requesting the Vendor to provide all a full battery equipment solution, therefore all bid pricing shall include development, design of the BESS, financing, and permitting of the battery equipment in addition to installation at the site. Con Edison will perform all civil and electrical work on the site, and Vendor will not be responsible for certain work that will be

performed by Con Edison, as specified in Section 2.2, and Vendor should exclude that limited work scope from its pricing proposal. Con Edison also expects the bid to separately describe and include pricing for 10-year post-commissioning monitoring, minimum performance warranty, maintenance, and repair with respect to the selected BESS.

Vendor will be responsible for transferring title to the BESS to Con Edison, free and clear of all liens, claims, and encumbrances upon substantial completion.

It is the responsibility of the Vendor to ensure that the BESS conforms to all applicable federal, state, and local laws, regulations, codes, and orders of AHJ – Authorities Having Jurisdiction at the location of installation. Specifically, the Vendor must have obtained or show a clear path to obtain Certificate of Approval (TM-2) from the Fire Department of New York City (“FDNY”) six months prior to scheduled delivery of the BESS. Vendor must submit UL 9540A (Underwriters Laboratories Standard) test report for their solution as part of approval process.

Vendor must design, construct, install, commission, maintain, and repair the BESS in accordance with all applicable and mandatory standards, criteria, and formal guidelines of FERC, NERC, NYISO, and any other electric system authority, all required permits and codes, all applicable federal, state and local laws and regulations, the standards and requirements set forth in the contracts entered into by Vendor and Con Edison in connection with the project, and prudent industry standards.

## 2.1 Financial Requirements

Con Edison expects the Vendor to provide proof of financial health to be able to not only deliver the BESS when a contract has been signed between Con Edison and Vendor, but also to support the warranty obligations for the duration of the contract. Furthermore, the Vendor shall provide a plan for how it intends to support the separate Maintenance Contract.

## 2.2 Con Edison Substation Battery Energy Storage System Scope of Work

Con Edison is pursuing a total of 17.5MW / 69.6MWh battery energy storage equipment to be installed at two of its substations.

Con Edison will perform the civil work on the site including installing concrete pads or other foundation for the energy storage modules and associated switchgear, spill containment systems, conduits, and enclosures based on the specifications provided by the vendor. If the battery equipment has separate inverter and battery enclosures, Con Edison will design and construct the conduits between those enclosures, but battery vendor will supply and pull any cables between these enclosures.

Con Edison will design and provide the 480Vac interconnection between the battery equipment AC/DC inverter and the distribution feeder including switchgears and transformers. 600Vac can be contemplated based on technical and economic reasons, but Con Edison will make the final decision.

External fire protection and fire alarms will be engineered and constructed by Con Edison. If the battery equipment has internal dry pipe deluge system, Con Edison will design and construct the dry pipe connection from the site to the battery equipment

The Vendor is expected to work with Con Edison on the interconnection of the BESS to the substation.

## 2.3 Functional Requirements

The specifications are summarized in Exhibit B. Below is given the high-level requirements.

### 2.3.1 Fresh Kills Substation

The power rating of the BESS should be 11.6MWac as measured on the high side of the transformers connecting the BESS with the substation. The energy rating should be at least 46.4MWh for minimum 16,240 MWh of discharge in any 12-month period as measured at the point of common coupling throughout and by the end of the 10 years design life. The actual energy rating will depend on the design of the Vendor's energy storage system and the need to fit in the assigned space, while adhering to all applicable permits and local, state, and federal rules and laws.

The capacity of the system is expected to be verified at least twice annually. The first verification should be part of Substantial Completion acceptance. Capacity test definitions and procedures are provided in Exhibit C – Storage Rating Tests - Company Owned Systems.

### 2.3.2 Glendale Substation

The power rating of the BESS should be 5.8MWac as measured on the high side of the transformers connecting the BESS with the substation. The energy rating should be at least 23.2MWh for minimum 8,120 MWh of discharge in any 12-month period as measured at the point of common coupling throughout and by the end of the 10 years design life. The actual energy rating will depend on the design of the Vendor's energy storage system and the need to fit in the assigned space, while adhering to all applicable permits and local, state, and federal rules and laws.

The capacity of the system is expected to be verified at least twice annually. The first verification should be part of Substantial Completion acceptance. Capacity test definitions and procedures are provided in Exhibit C – Storage Rating Tests - Company Owned Systems.

### 2.3.3 Brownsville Substation

The Company may or may not choose to act on this project. The power rating of the BESS should be 5.8MWac as measured on the low side of the transformers connecting the BESS with the substation. The energy rating should be at least 23.2MWh for minimum 8,120 MWh of discharge in any 12-month period as measured at the point of common coupling throughout and by the end of the 10 years design life. The actual energy rating will depend on the design of the Vendor's energy storage system and the need to fit in the assigned space, while adhering to all applicable permits and local, state, and federal rules and laws.

The capacity of the system is expected to be verified at least twice annually. The first verification should be part of Substantial Completion acceptance. Capacity test definitions and procedures are provided in Exhibit C – Storage Rating Tests - Company Owned Systems.

#### 2.3.4 Operational Parameters

The BESS system is expected to provide substation support for the benefit of Con Edison's electric distribution system. The BESS must also be able to perform in all current and future NYISO markets available to the BESS. The BESS will be charged solely from energy provided by Con Edison from its electric transmission or distribution facilities.

##### 2.3.4.1 Use Cases

Vendor will propose the minimum and maximum operating parameters for the BESS. The operating procedures will allow Con Edison to schedule the BESS for 7 days per week and 24 hours per day (including Holidays) for all available components of the BESS, unless the BESS is incapable of operating due to a force majeure event or a planned outage. Vendor is to propose a planned outage schedule, which cannot include the months of June through September (the "Summer Period").

Vendor may assume the following usage profile for purposes of system specification, which reflect the probable range of system usage by Con Edison over the Agreement period

- Must be able to perform in all NYISO markets (current and future). This includes Capacity, Energy, Ancillary Services, and any other products or benefits associated with the Project, including, without limitation, Installed Capacity (ICAP), Energy, Operating Reserve Service (including both Non-Synchronized and Spinning Reserves), Voltage Support Service and Regulation Service, each as defined in the NYISO Tariff, products in markets other than NYISO (including any credits or other products associated with environmental, public policy or other attributes) and products associated with uses of the Project for the benefit of Con Edison' distribution system unrelated to sales into NYISO or any other market.
- Must be able to perform dispatch in terms of charge and discharge within a 6 second interval responding to NYISO signals and market schedules within competitive NYISO markets including, but not exhaustively capacity, energy, ancillary reserves and frequency markets as directed by Con Edison.
- Must maintain greater than 96 percent availability for dispatch in each calendar year excluding planned maintenance outages.
- Must have a minimum Response Rate (or Ramp Rate) of at least 10% of the battery energy storage system's Dispatchable Capacity per minute over the duration of the Agreement.
- Must provide Voltage and power factor correction as needed for grid or market needs. Minimum 0.9 – 1.1 PF at maximum rated power.
- Must provide VAR Support Service up to 50% of rated capacity.
- Must provide grid support in terms of peak load reduction and local contingency relief.

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

## 3 Qualifications

### 3.1 Vendor Requirements

Contract will be awarded to vendor with top-tier capabilities around the specific capabilities required to meet project goals.

#### 3.1.1 Quality Assurance Certification

The Vendor shall be quality assurance certified in accordance with the relevant parts of ISO 9000, or a similar Con Edison approved Quality Management system.

#### 3.1.2 Quality Plan

**One electronic copy** of the Supplier's Quality Plan (Quality Plan) shall be submitted for comment/approval within **four (4) weeks** after execution of final project contracts. The Quality Plan shall have the provision to allow the Buyer to identify the stages at which the Buyer requires to carry out either an inspection or witnessing of the works in hand.

The Quality Plan shall include all relevant stages of design, supplier selection, manufacture, factory testing, dispatch, installation, site testing & commissioning, etc. as applicable to the specific scope of supply. For each stage, of the scope of supply, the Quality Plan shall identify the relevant quality criteria and standards, along with their associated limits of tolerance, for allowing acceptance.

The Quality Plan shall identify all relevant sub-suppliers by name, component supplied, country of origin and as to whether each sub-supplier is Quality Assurance Certified or not. If the sub-supplier is not Quality Assurance Certified, confirmation will be required that the sub-supplier in question.

#### 3.1.3 Site visit

Con Edison will require the right to access and inspect all work and a right to witness tests, including a right for Con Edison to conduct an in-person visit to the BESS manufacturing facility and to witness a demonstration of a working example of the proposed system as part of the proposal review.

#### 3.1.4 Technical Support and Spare Parts

The Vendor shall maintain a minimum technical support and spare parts within North America to ensure and support the minimum system availability requirements as defined in 2.3.4.2.

The Vendor shall be able to respond to any type of emergency on site due, but not limited to, BESS controller, energy storage system components, inverter and power conversion units, to minimize

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operation of the BESS for any of its intended use cases. Vendor will be required to complete punch-list items within 30 days after Substantial Completion.

downtime of equipment. Spare part and technical support shall be readily available to maintain system running.

## 4 Proposal Evaluation Approach

Solutions proposed in response to this RFP will be reviewed in detail by Con Edison. Con Edison will utilize an evaluation framework to develop the optimal portfolio to address the RFP requirements. Some primary review criteria to be applied to qualified submitted proposals are listed below. The review process is intended to be fair and equitable, with the objective being to achieve the greatest overall value while maintaining the reliability of the electric distribution system.

Vendors should note that although Con Edison will be reviewing the Vendors' proposed solution there is no guarantee that it will be selected even if the submission criteria are met.

Vendors should also note that each measure of any proposal submitted, whether part of a single-measure proposal or a multiple-measure proposal, will be evaluated against other like measures for equal comparison; and, thereafter, the Company may evaluate all measures in the aggregate in a manner that considers the overall benefit to the Company based on the criteria set forth in this RFP, and include considerations that could allow for the selection of individual measures across multiple proposals.

Projects will be disqualified if the Vendor does not provide the necessary information requested in this RFP and Projects questionnaire.



## 4.1 Proposal Criteria

Proposals will be evaluated and scored on the basis of the following main evaluation criteria. Other criteria may be considered and the criteria listed below are not necessarily listed in order of significance:

Review Approach	Objective
<b>Proposal Content and Presentation</b>	Information requested has been provided and is comprehensive to allow for evaluation.
<b>Project Cost</b>	Cost of energy storage system, warranty agreement, and maintenance agreement
<b>Site Preparation</b>	Con Edison will assess the needs for site preparation in order to accommodate the proposed energy storage system
<b>Execution Risk</b>	The expected ease of project implementation within the timeframe required (e.g., permitting, construction risks, and operating risks etc.).
<b>Qualifications</b>	The relevant experience and past success of Vendors in providing similar projects to other locations, including as indicated by reference checks and documented results.
<b>Functionality</b>	The extent to which the projects would meet the defined functional requirements.
<b>Timeliness</b>	The ability to meet Con Edison's schedule and project deployment requirements for the particular project, reflecting that the detailed project schedule from contract execution to implementation and completion of projects is important for determination of feasibility.
<b>Community Impact</b>	The positive or negative impact that the project may have on the community in the identified area (i.e., noise, pollution).

## 5 Instructions to Vendor

Vendor is instructed to prepare the proposal response in accordance with the instructions outlined in this section. Vendors are required to submit their bid response through Con Edison's Oracle