Reducing Distributed Energy Storage Soft Costs
Request for Proposals 3407
$8,100,000 Available

NYSERDA reserves the right to extend and/or add funding to the Solicitation should other program funding sources become available.

Proposals Due: December 12, 2016 by 5:00 PM Eastern Time*

This New York State Energy Research and Development Authority (NYSERDA) Request for Proposals (RFP) 3407 seeks technical assistance contractors with the insight and capabilities to work with NYSERDA on assimilating distributed energy storage into mainstream consciousness as a viable peak load reduction measure and grid asset. In pursuit of this goal, NYSERDA is seeking proposals from qualified contractors to develop and implement a comprehensive strategy to reduce soft costs associated with distributed energy storage systems in New York State by 25% per kWh by 2019 and 33% or more by 2021 compared to a 2015-16 baseline of approximately $220/kWh.[1] Distributed energy storage (which will be referred to as energy storage in this RFP) refers to systems in the kW to multi-MW range located behind and in-front-of a customer's meter within the distribution and sub-transmission system, excluding bulk storage. Up to $8,100,000 of NYSERDA funding is available. All, some, or none, of the available funds may be awarded.

Proposal Submission: Electronic submission is preferable. NYSERDA will also accept proposals by mail or hand-delivery. If submitting electronically, applicants must submit the proposal in either PDF or MS Word format with a completed and signed Proposal Checklist and Disclosure of Prior Findings of Non-Responsibility. Proposal PDFs should be searchable and should be created by direct conversion from MS Word, or other conversion utility, rather than scanning. For ease of identification, all electronic files must be named using the proposer's entity name in the title of the document. Proposals may be submitted electronically by following the link for electronic submissions found on this RFP's webpage, which is located in the "Current Opportunities" section of NYSERDA's website (https://www.nyserda.ny.gov/Funding-Opportunities/Current-Funding-Opportunities.aspx). Instructions for submitting electronically are located as Attachment E to this RFP.

If mailing or hand-delivering, applicants must submit (2) paper copies of their proposal with a completed and signed Proposal Checklist, along with a CD or DVD containing either a PDF or MS Word digital copy of the proposal, following the above guidelines. Mailed or hand-delivered proposals must be clearly labeled and submitted to:

Jillina Baxter RFP 3407
NYS Energy Research and Development Authority
17 Columbia Circle
Albany, NY 12203-6399

[1] This will be further refined through a soft cost study by NYSERDA in early 2017.

No communication intended to influence this procurement is permitted except by contacting Ben Falber at (518) 862-1090, ext. 3050 or benjamin.falber@nyserda.ny.gov or Jason Doling at (518) 862-1090 ext. 3558 or jason.doling@nyserda.ny.gov ("Designated Contacts"). If you have contractual questions concerning this solicitation, contact Nancy Marucci at (518) 862-1090, ext. 3335 or nancy.marucci@nyserda.ny.gov. Contacting anyone other than the Designated Contacts (either directly by the proposer or indirectly through a lobbyist or other person acting on the proposer's behalf) in an attempt to influence the procurement: (1) may result in an applicant being deemed a non-responsible offerer, and (2) may result in the applicant not being awarded a contract.

* Late proposals will be returned. Incomplete proposals may be subject to disqualification. It is the applicant's responsibility to ensure that all pages have been included in the proposal. Faxed or e-mailed proposals will not be accepted. Proposals will not be accepted at any other NYSERDA location other than the address above. If changes are made to this solicitation, notification will be posted on NYSERDA's web site at https://www.nyserda.ny.gov.

I. Introduction:

Energy storage is a multi-faceted technology that cuts across many sectors, and will become a supporting pillar of the electric system under the Reforming the Energy Vision ("REV") initiative. Energy storage will help achieve New York's long-term renewable and greenhouse gas reduction goals[2] by integrating intermittent renewables, increasing utilization of electric system assets and reducing peak demand, and reducing the need for fossil fuel peaker plants.

Advanced energy storage on the grid, including utility-sited and customer-sited applications, is also a significant economic development opportunity with global projections increasing from 538 MW installed in 2014 worth $675 million to 21,000 MW worth $15.6 billion installed in 2024, and up to $400 billion in annual sales by 2030.[3] NYSERDA seeks to maximize opportunities for firms to provide energy storage solutions to the New York marketplace. Firms engaged in the New York energy storage sector include Fortune 500 companies, original equipment manufacturers, system integrators, research institutions, and a strong startup community.

While battery costs are generally declining by 10% or more annually,[4] soft costs, which include permitting and customer acquisition, can comprise 25% or more of the total installed cost of a

[2] "The Clean Energy Standard will require 50 percent of New York's electricity to come from renewable energy sources like wind and solar by 2030 [and] . . . reducing greenhouse gas emissions by 40 percent (from 1990 levels) and by 80 percent by 2050." https://www.governor.ny.gov/news/governor-cuomo-announces-establishment-clean-energy-standard-mandates-50-percent-renewables; http://www3.dps.ny.gov/W/PSCWeb.nsf/All/CC4F2EFA3A23551585257DEA007DCFE2?OpenDocument

[3] Navigant Research, *Energy Storage for the Grid and Ancillary Services, 2Q 2016* (providing 2014 and 2024 market data): http://www.navigantresearch.com/newsroom/energy-storage-for-the-grid-is-expected-to-reach-15-6-billion-in-annual-revenue-by-2024; Citigroup, *Investment Themes in 2015*, January 2015 (providing energy storage market predictions for 2030): https://ir.citi.com/20AykGw9ptuHn0MbsxZVgmFyyppuQUUt3HVhTrcjz4ibR%2Bx79LajBxIyoHIoSDJ3S%2BWRSMg8WOc%3D and http://www.energy-storage.news/news/citigroup-predicts-240gw-energy-storage-market-by-2030

[4] For example, since 2008-2010, lithium-ion battery module cost has decreased by a factor of four while lifetime and capacity has doubled. Sources include: Battery Power Magazine, October 2013, http://www.batterypoweronline.com/main/articles/the-lithium-ion-inflection-point/; PV Magazine, November 2015, http://www.pv-magazine.com/news/details/beitrag/li-ion-battery-costs-to-fall-50-in-next-5-years--driven-by-renewables_100022051/#axzz4RWySFgtN

distributed energy storage system. These soft costs are largely driven by local factors and are therefore well positioned for meaningful intervention by NYSERDA. As the value proposition for energy storage becomes more deeply integrated into load management practices and utility planning, this RFP's purpose is to leverage NYSERDA's market role to ensure that soft costs are not undue roadblocks to otherwise bankable energy storage projects.

II. Program Summary

This RFP seeks technical assistance contractors to assist NYSERDA in providing credible third party assistance to building owners and operators, storage vendors, Authorities Having Jurisdiction (AHJ), and others to address the stall points described herein. Four categories of activities are included in this RFP. These technical assistance contractors will augment NYSERDA's staff and build upon NYSERDA's reputation as a source of objective and credible information. This initiative is not exclusive to a particular energy storage technology. However, soft costs are especially significant for electrochemical systems which, due to their features, smaller footprint, and flexibility, are well suited for meeting many electric system needs.

- Category 1: Energy Storage Permitting Guidance. Working with AHJs such as fire and building departments to inform, train, and disseminate clear and unambiguous model operating procedures to guide installation of energy storage systems while codes and standards continue to evolve.
- Category 2: Customer Acquisition and Best Fit Customer Data Analytics. Conducting analytics on load data to determine characteristics that identify best fit customers for energy storage. This includes market segmentation, analyzing interval meter data, conducting data logging where necessary, iterating key characteristics and algorithms, and developing tools for use in the public domain by NYSERDA, customers, and vendors to quickly downselect those most likely to benefit from an energy storage system. Outreach and education to such best fit customers, in coordination with NYSERDA and the distribution utility, is also required.
- Category 3: Customer and Industry Education. Developing and providing educational and outreach programming for customers and vendors on the utilization of storage for various use cases. The deployment of this programming on the business case for storage will require strategic marketing, will be guided by the data analytics in Category 2, and be dependent on granular assessments of geographic needs as well as identified utility needs. Such use cases include customer bill savings primarily via demand charge management; optimizing existing tariffs including standby tariffs; facilitating participation in demand response programs; participating in wholesale markets as opportunities evolve; avoiding interconnection costs and increasing hosting capacity for renewable energy installations; integrating with on-site solar; and informing utility thinking around non-wires alternatives.

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renewables_100022051/#axzz4G5vZqQof; Bloomberg New Energy Finance Summit historical price chart: http://c1cleantechnicacom.wpengine.netdna-cdn.com/files/2015/09/battery-learning-rate.png; Pike Research and Deutsche Bank price trends: https://grist.files.wordpress.com/2011/09/li-ion-projected-costs.png; Lithium ion density trends: http://static.cdn-seekingalpha.com/uploads/2012/5/14/saupload_Battery_20Energy_20Density.jpg and http://www.nissan-global.com/JP/TECHNOLOGY/FILES/2010/07/f4c4d5d2e20391.jpg.

- Category 4: Data Collection and Analysis for Deployed Energy Storage Systems. Collecting, analyzing, aggregating, and presenting real performance and financial data from distributed energy storage systems that will be deployed with NYSERDA support, as well as potentially other projects in New York State, to increase confidence in system performance, bankability, and reliability. NYSERDA seeks an intermediary party to perform data quality control and relationship checks on deployed systems as well as to provide bill analytics in order to, among other activities, develop case studies highlighting specific use cases and customer segments.

Applicants may apply to provide one or more of these Categories of services, and proposals should address all of the activities required within each Category or Subcategory. If a proposal includes a partnership of applicants that seek to provide various services as a team, the qualifications and expertise of each applicant with regard to fulfilling the specific roles should be clearly identified. For example, content creation and the outreach and marketing of that content may be shared by two applicants in partnership. While NYSERDA reserves the right to reallocate funds between the Categories, the anticipated budget is: Category 1 $1,000,000; Category 2 $2,200,000; Category 3 $2,450,000; and Category 4 $2,450,000. Each set of activities and an associated budget specific to that Category must be presented independently. Any economies of scale that would be obtained by selecting a contractor to provide multiple categories of services should be clearly described.

NYSERDA intends to select a pool of contractors that demonstrate technical merit through this RFP. NYSERDA intends to enter into general Task Order Agreements with the top-ranked applicants in each support area, with the flexibility to request services for a variety of activities (see Section IV.C. for an explanation of Task Order Agreements). NYSERDA will administer, manage, and coordinate the various technical assistance contractors selected under this RFP and the management of projects implemented. NYSERDA is not seeking a third party for this oversight and coordination role, and such work will not be subordinated to a contractor. This precludes from consideration applicants that do not seek, as their primary purpose, to directly implement the activities described, or proposals solely to coordinate and subcontract activities to others.

Applicants should propose specific activities and outcomes that would be accomplished for three years (2017 to 2019). Particular emphasis should be placed on 2017 activities and the associated budget. Category 1, especially permitting, is a priority activity that requires immediate and substantial deployment. The data analytics required to identify best fit customers under Category 2 are also priority actions. Educational programming activities under Category 3 will be based on a granular assessment of needs and opportunities, and applicants should propose initial activities that address immediate identified needs. The scope of work under Category 4 will expand as the number of storage deployments increases, including under a separate future solicitation for "value stacking pilot" projects. Much of the work described herein is intended to support and be informed by the results of this value stacking solicitation expected to be released by January 2017 to assess the effectiveness and value from using a distributed storage system to meet distribution and/or wholesale system needs in addition to those of the host site. NYSERDA intends for these projects to serve as bellwether demonstrations that support the building of a REV-envisioned grid.

III. APPLICANT WEBINAR & INQUIRIES

NYSERDA will conduct an informational webinar on November 16 at 11:00 am - 12:00 pm Eastern Time during which NYSERDA will review this RFP, the proposal requirements, and answer questions. Applicants who intend to participate can send an email to EnergyStorage@nyserda.ny.gov with the subject line "RFP 3407 Applicant Webinar" and information on how to participate will be provided.

Applicants are encouraged to submit written questions prior to the webinar to EnergyStorage@nyserda.ny.gov and will also have the opportunity to type in questions during the webinar through the webinar portal.

Following the webinar, NYSERDA will post the webinar and questions and responses on this RFP webpage. NYSERDA will post all questions anonymously and NYSERDA's written responses will supersede any responses given during the Applicant Webinar.

IV. Program Requirements and Categories

Applicants are invited to submit, in the format described in Section V, a proposal describing their skills, expertise, qualifications, and proposed activities and budget in any or all of the following categories. The proposed scope of work shall achieve the stated goals and the specific activities that are described in each Category and/or Subcategory. Applicants are also encouraged to include alternative and/or additional activities that can effectively help to achieve the goals. An expanded scope should be justified by market need within the proposal or through letters of support.

All applicants must consider and seek to leverage existing efforts such as, but not limited to, the PV Trainers Network,[5] outreach activities through the Clean Energy Communities Program,[6] and professional associations.

Co-funding, while not required, is strongly encouraged and will be considered in the review criteria.

A. Categories and Required Activities

CATEGORY 1: Energy Storage Permitting Guidance

NYSERDA seeks an implementation contractor(s) that will work with NYSERDA and AHJs to ensure that siting and permitting is grounded in data, ensures safe deployment, and is not an overly complex and uncertain barrier to an otherwise bankable energy storage project. Further, NYSERDA seeks to mitigate the risk that market opportunities continue to outpace the development of regulations, codes and standards thereby stalling deployment. Pre-establishing energy storage siting requirements and model codes that anticipate growing market opportunities can allow for a clear regulatory path to site storage when the market opportunities arrive. This Category describes a two-pronged multi-year initiative that will initially, but not exclusively, target downstate jurisdictions

[5] https://training.ny-sun.ny.gov/

[6] https://www.nyserda.ny.gov/All-Programs/Programs/Clean-Energy-Communities

including New York City and leverage this work to assist other jurisdictions. Respondents to this RFP should detail a strategic timeline and plan of execution for these activities.

For context, NYSERDA plans to separately continue its ongoing battery fire safety testing in partnership with Con Edison. This testing is currently being conducted by DNV GL and will be used to inform ongoing and planned permitting and siting activities. Results from this work will help inform the activities described below, but this RFP does not seek a testing lab to conduct this work.

a. Assist AHJs with Developing Model Storage Siting and Permitting Guides

i. Goal

This first prong is a near-term priority focused on AHJs that may have established a permitting process, which can be modified, streamlined, or brought into better alignment with evolving codes, standards, and practices, in addition to AHJs that have not established a permitting process for siting behind the meter energy storage. In addition to the New York City market where energy storage permitting has gained significant attention, NYSERDA also seeks to proactively engage with municipalities where storage systems are not yet being sited in anticipation of increasing deployment and use cases, recognizing that siting and installation requirements need to take into account the specific building environment, density, and local factors.

The development of model permitting guides will be the result of lessons-learned as best practice guidance is developed and more energy storage projects are sited. This will include iterative work in direct conjunction with AHJs and stakeholders. Model permitting guides are expected for various use cases including load reduction, on-site renewable integration, and meeting other electric grid needs. By leveraging existing permitting processes and through feedback from regulators, these guidelines may include methods for utilizing flexible zoning techniques, outdoor vs. indoor installation distinctions, occupied vs. non-occupied space, technology, inter-agency coordination/cooperation, and ideas to help streamline technical review.

ii. Required Activities

- Work with NYSERDA to develop procedural "best practices" and permitting guides for siting energy storage in conjunction with AHJs to help guide development of building and life safety codes. Rather than literally create the text for a single model code, create categorical logic models and templates that provide options and examples for how a municipality may evaluate storage siting depending on the complexity, use cases, and needs in a particular location. Guidelines should include insight into the purpose of certain best practices to accurately manage safety risks, and seek to avoid undue revisions or additions to current regulations and possibly use existing standards as guidance.
- Develop and implement a plan for developing these model permitting guides to be shared and considered by municipalities most in need of a trusted energy storage permitting process, thereby most effectively engaging in outreach. This plan will require segmenting the market,

addressing which relevant municipalities will be targeted, the approach to targeting such municipalities, the timeline, and expected budget based on market needs and impact.

- Provide AHJs with educational outreach, while utilizing developed guides, on best practices in permitting and evaluating applications for energy storage; methods for evaluating numerous yet similar projects; evolving factors that are likely to affect project flow and workload; and resources on new technologies (benefits, risk factors, use cases) that are likely to surface in applications in the near future.
- Assist AHJs, as requested, with developing clear and unambiguous guidelines or requirements for siting stationary energy storage systems. Since existing codes and standards are generally insufficient or silent with respect to energy storage systems used for energy management purposes, this may include significant data analysis (such as evaluating battery burn, extinguisher, and ventilation test results), conversations with national or international experts, and interaction with energy storage system manufacturers and installers.
- Serve as an independent technical resource to AHJs augmenting their own staff in reviewing applications for energy storage, particularly as new technologies are commercialized. Providing recommendations to streamline permitting and application review between various AHJs within a municipality such as fire and building departments may also be sought in order to maximize available staff resources at each agency and maximize value added work.
- As future needs materialize, potentially assist with independently pre-screening applications for completeness against prescribed installation requirements before submission to an AHJ
- Partner with NYSERDA in building a strategic relationship with codes staff at the New York State Department of State to potentially evolve toward the features contained within a unified permit structure similar to the unified solar permit.
- Other activities may, as aligned with this Category, also be proposed by the applicant or assigned by NYSERDA as needs arise.

b. Best Practices Guidance for Energy Storage Vendors

i. Goal

The second prong will advance as model guides described in (a) are developed, and will develop energy storage vendor guidance that clearly describes existing siting requirements and identifies and recommends best practices that can be used as codes and standards continue to evolve. Both behind-the-meter and in-front-of-the-meter storage systems are likely to be represented by these guidelines. As the permitting process for siting energy storage is different among municipalities, this guidance on siting energy storage will not be a one size fits all approach, but rather, will disseminate existing requirements and best practices based on the jurisdictional requirements, risk mitigation factors, and need.

As codes and standards evolve and are developed in the State, the objective is for these model operating procedures to clearly and unambiguously inform requirements that must be considered by vendors when designing and seeking approval for energy storage system deployment. This includes,

but is not limited to, setbacks, containment, internal and external fire detection and extinguishment, ventilation, sprinkler requirements, and visual displays of system performance.

Proposals should include a method for ensuring that this information is effectively presented and distributed to the vendor community. The method for presenting and distributing information on permitting rules and best practices for compliance with these rules will be determined based on effectiveness. This may include a mechanism to track and survey for topics of interest or acute confusion in order to keep distributed materials concise and relevant.

ii. Required Activities

- Develop an outreach and dissemination strategy for vendors including leveraging existing outreach mechanisms and third party partner training and professional development networks, where practical. Include the types of content projected to be delivered, audiences, means by which these audiences will be reached, and methods to assess effectiveness.
- Work directly with AHJs, including building, permitting as well as land use, zoning, and/or brownfield development agencies, etc. to develop or optimize permitting and best practices guides that can remain as elastic as the evolving regulatory environment. These guides should be a hybrid of written text, webinars, and direct links to agency rules and personnel. These guides should be built as trusted, current resources, ideally endorsed in some form by AHJs, that keep the industry informed on permitting and fire safety rules for siting energy storage. Additionally, these guides should seek to streamline the permitting review process by helping to ensure that vendors correctly submit all required information to AHJs.
- Develop location-specific best practices and practical guidance on attaining compliance based on current procedures. Aggregate best practices for siting systems.
- Leverage existing resources such as the CUNY DG Hub's energy storage permitting guide for NYC[7] and work in coordination with other experts in the energy storage space, including national labs and National Fire Protection Association. Specific formalized partnership teams should be described in the proposal.
- Other activities may, as aligned with this Category, also be proposed by the applicant or assigned by NYSERDA as needs arise.

CATEGORY 2: Customer Acquisition and Best Fit Customer Data Analytics

a. Goal

NYSERDA seeks contractor(s) to assist with reducing customer acquisition costs by identifying characteristics of best fit customers, developing screening tools, conducting data mining, and iterating these activities for use in the public domain. NYSERDA does not intend for these public tools to supplant the sophisticated proprietary analysis that an energy storage vendor would conduct when preparing a quote for a specific customer site. Rather, NYSERDA seeks deep insights from customer data sets in order to help the broader energy storage vendor community to contact best fit customers

[7] https://nysolarmap.com/resources/reports/

regarding energy storage opportunities and vendors, or to potentially match best fit customers and vendors via a publicly available web based tool.

This effort requires determining the characteristics of a customer site that make it an economic best fit for energy storage. Making this determination includes analyzing customer characteristics, primarily load profiles, in tandem with utility tariff structures while considering the capabilities and applications for energy storage technology. Initially, the desire is to begin with data from interval metered customers where interval load data is available, and then expand scope to demand metered customers.

The contractor(s) selected under Category 2 are expected to have experience conducting data analytics based on utility bills, tariffs and load profiles, as well as interval data logging to help determine key characteristics that accurately predict best fit customers for energy storage. This includes analyzing interval meter data, conducting data logging where necessary for customers identified as potential best fit, and iterating key characteristics and algorithms. This additionally includes developing publicly available data and tools for use by NYSERDA, customers, and vendors to quickly down-select those customers most likely to potentially benefit from an energy storage system for demand charge reduction and other benefits.

b. Required Activities

- Identify the source of customer data and load profiles that will be utilized. Applicants may propose to segment and analyze data already in the applicant's possession, partner with NYSERDA to request and acquire data sets from utilities, develop an application or other type of product or service that leverages Green Button data,[8] or other means of acquiring customer data subject to NYSERDA approval. The customer data is initially expected to be analyzed in the following order, based on the prospect for positive project economics based on peak demand and demand charges. Applicants may suggest modifications to this approach and should identify specific market segmentation approaches that will be used.
    - common area load space within interval-metered New York City medium and large multifamily buildings;
    - other interval metered commercial, industrial, institutional, and municipal buildings in New York City;
    - interval metered customers in other regions of the State with high peak demands or demand charges including Westchester, and Long Island;
    - demand metered customers in regions of the State with high peak demands or demand charges including New York City, Westchester, and Long Island;
    - other internal and demand metered customers elsewhere in the State.

- Identify key characteristics of best fit customers. Segmentation will continue to expand as best fit customer characteristics are quantified in the market segments identified in the above bullet. Key characteristics for identifying customers that are a best economic fit for energy storage may include, but are not limited to, load predictability, load factor, utility territory, tariff rates and structures, peak duration, available space, sensitivity to energy costs, curtailment tolerance, and building's alignment within constrained distribution systems.

[8] http://www.greenbuttondata.org/

- Develop screening tools, conduct data mining, and iterate these activities in order to identify and contact potential customers with these key best fit characteristics to inform them about energy storage opportunities and vendors. This may serve to facilitate target outreach and educational activities, and to inform intelligence on how to best segment the market for energy storage solutions and applications. A publicly available web based tool may be proposed for utilization by customers and vendors; in this case, indicate a realistic timeframe under which NYSERDA must continue to fund tool maintenance and development, and plans for continuity beyond this support. Customers identified through a web based tool, or identified as a member of a best fit market segment under these efforts, should receive unbiased information on energy storage system options as facilitated and approved by NYSERDA. Any customer outreach or communications will be coordinated with the distribution utilities and other NYSERDA departments so that information about distributed energy resources and load management opportunities are presented to potential customers in a coordinated manner.

- Other activities may, as aligned with this Category, also be proposed by the applicant or assigned by NYSERDA as needs arise.

CATEGORY 3: Customer and Industry Education

Contractors selected to implement the goals of this section will develop and deliver informational campaigns that support the implementation of distributed energy storage installations specifically when and where opportunities exist today, and as opportunities become clearer in the near future. While the business case today is largely driven by participation in utility or NYSERDA funding opportunities coupled with demand charge management, this is expected to evolve under REV as energy storage pilots, non-wires alternative use cases, and demonstrations inform the development of new use cases, tariffs, and values. This Category describes a two-pronged multi-year initiative, described in the two subcategories below: customer education and industry education.

Information and training will be targeted to the customer side: building owners and operators, as well as design and engineering professionals that may incorporate storage into building designs or renovation plans. Market segmentation will be critical, and NYSERDA seeks to target specific customer segments based on those most likely to be good fit candidates for storage used in load management and other use cases. Contractor(s) selected to assist with this Category will work with NYSERDA to clearly identify and characterize target audience, validate educational and outreach needs, and develop approach and content based on these specifically identified needs. Validation and continual improvement with the intended audience is expected.

Initially, interval metered customers with "peaky" load profiles, i.e. short, high, and predictable peak usage that results in high demand charges should be evaluated. For instance, common area load in large multi-family buildings have been identified as a segment that fits these criteria. The outreach strategy should expand to target additional customer segments including demand-metered customers as the data analytics work described in Category 2 yields predictable characteristics of best fit customers.

Materials will also be developed for energy storage vendors/installers, utilities, professional networks, and other audiences. Industry focused materials will be geared toward publicizing the business case

for storage in New York and the State and utility initiatives that support this case, as well as maximizing existing tariffs and opportunities (e.g., the standby tariff, value of "D", demand response programs).

For context, all materials developed under Category 3 will be housed on the energy storage platform described in Category 4, which will be the central repository for distributed energy storage resources developed by NYSERDA.

a. Goal

Selected contractors shall develop resources and outreach that builds upon NYSERDA's role as an independent information clearinghouse. This shall include searchable online tools that leverage existing third party platforms, holding workshops and webinars, and hosting outreach to potential customers to engage with others who have already deployed systems to learn about state of commercial deployments, vendor experiences, use cases, and business models.

Additionally, case studies and fact sheets shall be developed and promoted that help vendors and customers understand and maximize utility tariffs and wholesale market products, best practices, and economics available today as well as new business strategies as the regulatory structure evolves. Proposals should also include creative strategies for outreach that target end-users where they consume information. Proposals must include a strategy for delineating where, when, and how target consumers consume informational content, and based on that, where when and how informational resources will be deployed, whether written or through video, webinar, or otherwise.

i. Subcategory 3a: Required Activities: Customer Education

- Develop and implement a strategy for targeting communication for the customer classes identified in the opening paragraphs of this Category with a plan for developing content and a method for releasing content where, when, and how these customers consume informational content. Clear enunciation of customer needs and outreach mechanisms, corroborated directly with the intended audience, will be required in funded activities. This content will deliberately inform customers on i) why energy storage can be a clear and prudent opportunity, ii) other customers' experiences utilizing energy storage, iii) how an investment in energy storage can be accessed and structured, and iv) how to do a simple payback analysis for certain distributed energy storage use cases. Consistent, clear, and simple messaging must be articulated as a key element of this strategy.
- Produce case studies, fact sheets, and informational videos, etc. for customers to understand best practices and economics of energy storage projects with clear acknowledgement of the needs of the target audience and best mechanisms to communicate content.
- Produce guides for building owners to increase their knowledge base and recognize the types of building characteristics that make a particular site well suited for energy storage, including energy storage integrated with on-site solar.

- Communicate how these targeted customer segments are typically billed for energy to elucidate opportunities for savings, the details of existing and emerging tariff structures, and specific offerings that guide where and how storage is installed and utilized.
- Organize outreach and events initially geared toward large interval metered customers by leveraging professional networks, and other ongoing training and outreach programming on distributed energy resources that are targeted for this customer class. Outreach events may include, but are not limited to, webinars, tours, presentations, etc. wherein the content produced on energy storage is promoted, outreach lists are grown, and content is distributed.
- Insightfully recognize patterns in outreach effectiveness, and grow and adapt to best serve energy storage customer concerns.
- Leverage reputable 3rd party resources, including NY-BEST, CUNY, and other market intelligence firms when developing content.
- Other activities may, as aligned with this Category, also be proposed by the applicant or assigned by NYSERDA as needs arise.

ii. Subcategory 3b: Required Activities: Industry Education

- Provide a strategy and plan for implementation for targeted educational programming for an industry audience which may address clarity on: wholesale vs. retail programs, integrating energy storage with on-site solar, net metering rules, aggregation methods, siting concerns, as well as tariff optimization, including the usage of standby rates.
- Provide a strategy and plan for implementation for targeted educational programming on the market potential for energy storage to provide various services based on the maturity of technology, as well as the products and use cases that have been field tested, deployed, and validated nationwide and in the State. In addition, provide a strategy and plan for implementation for targeted educational programming on the market potential for energy storage deployment based on the number of customers that may be willing and able to take advantage of energy storage opportunities, whether currently or under evolving tariff structures. This programming on the market potential for storage would be specifically targeted to entities, including utilities developing programs that may involve distributed energy storage deployment, that may seek to procure energy storage for various needs and require unbiased information. As the utility business model evolves under REV, this information on the capabilities and size of the energy storage market can inform non-wires alternative procurement targets or the confidence AHJs can have in setting energy storage goals.
- Insightfully recognize patterns in outreach effectiveness, and grow and adapt to best serve energy storage industry concerns.
- Leverage reputable 3rd party resources, including NY-BEST, CUNY, and other market intelligence firms when developing content.

- In the future as needs arise, engage with NYSERDA, Department of Public Service staff, and distribution utility staff on interconnection challenges and recommendations, educate vendors on interconnection requirements for energy storage or combined storage/renewable generation systems, and potentially assist with reviewing or providing guidance on interconnection applications.
- Other activities may, as aligned with this Category, also be proposed by the applicant or assigned by NYSERDA as needs arise.

CATEGORY 4: Data Collection and Analysis for Deployed Energy Storage Systems

a. Goal

NYSERDA seeks contractors to perform data quality control, relationship checks, and analysis on data obtained from energy storage projects receiving NYSERDA support, as well as potentially other deployed energy storage projects in New York State that originate from outside financing sources. Selected contractors will additionally perform bill analytics for customers to compare savings and revenue pre-and post-deployment of the energy storage solution. Because evaluating storage data requires unique and specialized analysis, NYSERDA is seeking technical assistance contractors that can provide quality assurance and analysis on performance data. For planning purposes, applicants should base the proposal on evaluating data on approximately 100 energy storage projects including those supported by NYSERDA and other deployed projects over three to five years beginning in late 2017.

A primary focus of this work will be on the data received from upcoming value stacking pilots. NYSERDA intends to invest in value stacking pilots and demonstrations under a separate solicitation later this year to assess the effectiveness and value of using a distributed storage system to meet distribution and/or wholesale system needs in addition to those of the host site.[9] Specified data will be required to be reported on by vendors as a condition of receiving funding. The data collected from these energy storage deployments, after being assessed by the contractor selected under this section, will then be input into NYSERDA's DG Integrated Data System.[10]

For context, the DG Integrated Data System is NYSERDA's online platform for aggregated use case data and informational materials on distributed energy resources. NYSERDA is currently evaluating, under a separate solicitation, a data collection and web host platform provider to implement a new iteration of this DG Integrated Data System.[11] The new iteration of the DG Integrated Data System will include energy storage. As detailed in Category 3, the new iteration of the DG Integrated Data System will also house all case study and other education materials. The DG Integrated Data System is a centralized platform that will host this information and a third party is required to develop and validate posted information.

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[9] More information on these pilots can be found in the Energy Storage Chapter of NYSERDA's Reducing Barriers to Deploying Distributed Energy Storage Clean Energy Fund Investment Plan

[10] http://chp.nyserda.ny.gov/home/index.cfm

[11] https://www.nyserda.ny.gov/Funding-Opportunities/Closed-Funding-Opportunities/RFP-3328-DG-Integrated-Data-System-Operation-and-Support

The contractor(s) selected under this Category will be primarily responsible for conducting quality assurance and then submitting energy storage system performance data to the DG Integrated Data System. The contractor will also be responsible for providing data analysis to NYSERDA and customers as needs arise.

b. Required Activities

- Receive and manage multiple data channels that will be used to analyze the performance of a distributed storage system. The data channels to be managed will include, but are not limited to, kW and kWh of peak reduction; roundtrip AC system efficiency; peak demand savings and energy arbitrage savings; number of cycles and depth of discharge; and other provided grid services such as wholesale services, utility load relief, and demand response events. Applicants are encouraged to recommend additional data channels in their proposals that should be captured. While a concise number of data channels will be captured on all projects, the customer will be engaged in identifying specific additional data they desire be captured.
- Develop the tools that will be used to complete required quality control and relationship checks to ensure the accuracy of all data channels received.
- Package and relay data received from storage systems to the DG Integrated Data System.
- As more projects are deployed, conduct bill analytics for customer-sited systems to evaluate bill savings and value propositions both pre and post energy storage deployment. In particular, this will help to create more accurate and trusted savings models.
- Partner with NYSERDA to work with other stakeholders, including utilities and government entities such as building and fire departments, as well as the NYC Department of Citywide Administrative Services, to identify useful content for inclusion on the energy storage page on the DG Integrated Data System as a consolidated source of data for use by customers and AHJs.
- Other activities may, as aligned with this Category, also be proposed by the applicant or assigned by NYSERDA as needs arise.

B. Funding and Schedule

Up to $8,100,000 may be committed in total through approximately December 31, 2019 for services provided through Task Order Agreements (see Attachment D) resulting from this RFP. NYSERDA anticipates issuing single to multi-year agreements to selected contractors with the option to renew at NYSERDA's discretion. NYSERDA reserves the right to extend and/or add funding to agreements. Task Order Agreements will be negotiated soon after the notification of selection is delivered to successful applicants. While applicants should present multi-year activities in the proposal, care should be paid to the scope of work and budget for near-term activities during the first 12 months to facilitate execution of work as quickly as possible for selected activities.

C. Task Order Agreements

NYSERDA intends to select a pool of contractors that demonstrate technical merit through this RFP. NYSERDA intends to enter into general Task Order Agreements with the top-ranked applicants in each Category or Subcategory, with the flexibility to request services for a variety of activities. A Task Order Agreement is used because an estimate cannot be made in advance as to the type, amount, and

complexity of all of the work each contractor will be required to perform, although it may contain a maximum dollar amount.

A Task Work Order ("TWO") will be issued by NYSERDA pursuant to the Task Order Agreement and will consist of the statement of work and a budget for specific projects when services are requested for specific activities pursuant to Task Order Agreements. NYSERDA will exercise the option to use the top-ranked contractor for TWOs or, if multiple contractors are selected with overlapping areas of expertise, NYSERDA may also ask selected contractors for proposals and bids on specific assignments in the future. If the top-ranked contractor is unable to perform work on a specific task (such as because of workload, timeliness, or expertise), NYSERDA may select the next-ranked contractor to implement the work. Selected contractors will support NYSERDA's activities associated with this RFP subject to satisfactory performance and an option to renew at NYSERDA's discretion for additional years.

Task Order Agreements are expected to be issued where immediate work is required and a budget is known, as well as in cases where total funding is not yet determined because the full scope of work requires additional input. The amount of work assigned to each contractor will depend on their particular expertise, the amount of work requested in the contractor's technical area, past performance, current workload, deadline requirements, and the ability of the contractor to provide high quality, cost-effective, and timely services. NYSERDA reserves the right to negotiate among finalists to ensure access to specific expertise.

Once a contractor(s) enters into a Task Order Agreement through this RFP, when services are required, NYSERDA will assign a project and negotiate the specific TWO and budget with the contractor, which will become a binding agreement for all parties.

D. Contractor Responsibilities

NYSERDA expects to issue, to selected contractors, requests for services in each of the support areas. For each such request, the selected contractor shall be required to:

- Negotiate the scope and cost of the technical assistance with NYSERDA;
- Upon agreement by all parties to the TWO, provide the required assistance within the required time frame;
- Submit any deliverables to NYSERDA for review and approval; NYSERDA's review will ensure that the deliverable conforms to the TWO and;
- Provide required documentation of expenditures by task, based on the TWO, when seeking reimbursement from NYSERDA.

E. Compensation

Activities will be funded based on reaching pre-determined milestones/deliverables and these activities will generally be annual or multi-year in nature with the ability to continue and extend work at NYSERDA's discretion based on performance. NYSERDA will negotiate each Task Order Agreement (Sample Task Order Agreement attached to this RFP as Attachment D) to establish rates.

Budgets for all work conducted will be included in the individual TWOs and approved by NYSERDA. Each TWO will also place a ceiling or not-to-exceed amount for each project and milestone payment

events that occur upon the completion of specified deliverables. **Contractors will not be compensated for time spent in the preparation of any TWO.** Preparation of the TWO is considered to be covered by the contractor's overhead expense.

V. PROPOSAL REQUIREMENTS

A. Submittal: To be eligible for selection under this RFP, applicants must submit a complete proposal package and agree to the terms and requirements of this RFP. All responses submitted as part of this RFP solicitation process become the property of NYSERDA. Applicants will not be reimbursed by NYSERDA for any costs associated with the preparation of their proposals.

B. Proposal Format: Proposals should not be excessively long or include unnecessary attachments beyond those sufficient to present a complete, comprehensive, and effective response. Each page of the proposal should state the name of the proposer, RFP 3407, and the page number. To facilitate comparison of proposals, each proposal must be in the following format:

1. Proposal Checklist and Disclosure of Prior Findings of Non- Responsibility
Attach as the front cover of your proposal a signed copy of the Proposal Checklist (Attachment A) including required certifications under the State Finance Law. Failure to include a signed copy of the Proposal Checklist referenced in this solicitation may disqualify your proposal.

2. Cover Letter: Applicants must submit a cover letter that references this RFP, identifies Category(ies) to which the proposal responds, provides applicant contact information, and includes a non-proprietary succinct summary of each proposal including identification of key Project Team members and anticipated outcomes.

3. Statement of Work: Applicants must prepare a Statement of Work (SOW) for each Category to which they respond. Although the SOW will be subject to negotiation and NYSERDA approval, and implemented through a Task Work Order, applicants should prepare this SOW with the intent for this SOW to be implemented as written. For Categories 1, 2, and 3, particular care should be given to near term activities within the next 12 months, where applicable. The SOW includes:

- An introductory section describing the proposed work in narrative form that expands on the Cover Letter by fully and specifically addressing the Evaluation Criteria in Section VI.
- Identification of all proposed Tasks. For each Task, as defined by this RFP in each Category and Subcategory or articulated by the applicant, the following must be provided in addressing the required activities listed above: primary goals for the work, proposed approach, deliverables, responsible party, and budget (total and by task).
- Proposed strategy for developing the project described in the SOW so as to target specific market segments, interim milestones, and expected outcomes.
- Particularly for Categories 1 and 3, the proposed implementation strategy for what content will be developed, the target audience, the means of reaching the target audience, and the methods for tracking the effectiveness of the implementation strategy.
- Proposed schedule in weeks following contract execution.
- Recommended metrics to evaluate performance.

- Any additional information that shall convey to NYSERDA how the program shall be conceived and administered.

Selected contractors will be required to submit periodic concise progress reports describing the work performed during the reporting periods, segregated by major project tasks, to NYSERDA's Project Manager no later than 30 calendar days following each quarter. The report shall describe progress, planned activities in the future, challenges encountered and planned solutions, and ability to meet schedule or reasons for slippage.

4. Project Team Personnel and Qualifications: Information on Project Team must include following:

- Identification of the full Project Team and key personnel, including identification of responsibilities associated with each Task, and an organizational chart.
- Identification of the Project Manager, with documentation of management of similar projects.
- Project Team's relevant expertise, experience and general ability to meet the objectives of this RFP. Thorough descriptions must be given of completed projects that illustrate competency in the range of services requested, including references for past relevant projects.
- Identification of relevant past working relationships between contractor and subcontractors.
- Include as an attachment one-page résumés that highlight recent relevant experiences of key individuals (applicant and any subcontractors) who will be directly involved in providing services. For ease of reference, organize the résumés in alphabetical order by last name of the individuals providing services, referencing in each résumé header the support areas they will be directly involved with.

5. Fee Schedule and Budgets: Applicants must include an overall anticipated budget for the full scope of activities for each Category or Subcategory of services proposed under this RFP, and indicate whether a discount in fees is available if the Applicant is selected for all of the proposed Category or Subcategory. Budgets must be itemized by Category or Subcategory, Task and Subtask. In addition, include a Budget Form (see Attachment C) presenting the specific budget only for the first 12 months of activities for each Category or Subcategory proposed.

Applicants must include a fee schedule for the services proposed under this RFP (See Exhibit E, Project Personnel and Rate Schedule in Attachment D, Sample Agreement,). Fee schedules for applicants and all subcontractors shall include: direct labor costs presented by job title, and a range for each job title's hourly rate, which shall be inclusive of all overhead; travel and per diem costs; and other costs. If an applicant is not located in New York State, describe how travel costs will be minimized. NYSERDA may negotiate rates for subsequent years which shall in no event escalate by more than 3% per year.

Cost sharing that includes a contribution from the applicant, project team, or other parties is not required, but highly desirable and will be assessed in the evaluation criteria. If proposal includes cost sharing, a letter of commitment of funds must be provided on the party's letterhead. Cost sharing can be from the proposer, other team members, and other government or private sources. Contributions of direct labor (for which the laborer is paid as an employee) and purchased materials may be considered "cash" contributions. Unpaid labor, indirect labor, or other general overhead may be considered "in-kind" contributions. NYSERDA will not pay for efforts which have already been

undertaken. The proposer or proposing team cannot claim as cost-share any expenses that have already been incurred. Show the cost-sharing plan in the following format (expand table as needed):

	Cash	In-Kind Contribution	Total
NYSERDA	$	$	$
Applicant	$	$	$
Others (List Individually)	$	$	$
Total	$	$	$

6. Letters of Commitment: Commitment letters for all subcontractors on the Project Team must be provided. Letters of support from key stakeholders and target audience may also be included.

7. Samples of Work**:** Applicants may include samples of relevant work in a readily-viewable format. Proposals must demonstrate, and quantify where possible, past performance on similar efforts.

8. NYSERDA History: Identify active and completed NYSERDA-funded projects for which the applicant was a contractor or subcontractor over the last five years.

VI. PROPOSAL EVALUATION

Proposals that meet the submission requirements will be reviewed by a Scoring Committee using the Evaluation Criteria below **listed in order of importance**. At NYSERDA's discretion, applicants may be requested to interview with all or part of the Scoring Committee to address any potential questions or clarifications outlined in the proposals. Applicants will be notified if they are requested to attend an interview. Proposals will be evaluated and ranked by the Scoring Committee individually for each of the four categories.

GENERAL EVALUATION CRITERIA: ALL PROPOSALS

Proposed scope of work:

- Proposal is responsive to the requirements of the RFP.
- Proposed services are clearly described and demonstrate a high likelihood of success.
- Proposal demonstrates prior success with similar efforts via submission of samples of prior applicable work and references.
- Proposal includes a clear, well-defined scope of work for all Categories or Sub-Categories to which it responds.
- Proposal, where applicable, leverages existing efforts such as, but not limited to, the PV Trainers Network, outreach activities through the Clean Energy Communities Program, and professional associations, as well as reputable third party resources.
- Letters of commitment from subcontractors (if applicable) and letters of support justify the need for such work.
- Proposal incorporates value-added services that exceed the requirements of the RFP.

Team:

- Project Team is strong; roles of Team members are clearly defined by task, complementary and lend value.

- Project Manager has appropriate skills and expertise.
- Project Team demonstrates technical competence relevant to the RFP's stated goals and specific tasks and subcontractors have successfully collaborated on previous projects, if applicable.
- Project Team demonstrates an ability to effectively deliver services as documented through past success.

Budget:

- Proposed budget is within defined funding limit(s), clearly articulated, and demonstrates cost-effectiveness and value for the stated objectives and deliverables.
- Proposed budget allocation among tasks is appropriate.
- Proposal includes all required budget documents, which are clear and complete.
- Extent to which requested NYSERDA funds are leveraged with co-funding.

NYSERDA reserves the right to accept or reject proposals based on the following factor(s):

- The degree to which pricing and hourly rates are in line with the rest of the market.

ADDITIONAL EVALUATION CRITERIA BY CATEGORY:

Category 1: Energy Storage Permitting Guidance

Proposed scope of work:

- Proposal identifies a sound strategy for developing content on siting and permitting, targeted audiences, and methods to reach such audiences.
- Proposal demonstrates a sophisticated understanding of energy storage market trends and regulatory needs in various jurisdictions, and the optimal way to engage with specific AHJs in different municipalities.
- Provides clear and realistic strategic timeline and execution plan for programming related to existing codes and standards compliance and/or the evolution of current codes and standards to reflect best practices.
- Sound strategy is articulated for tracking interest in various topics to ensure that information is effectively presented and distributed.
- Proposal identifies practical methods and tactics on regulatory codes and standards, as well as practical compliance protocols to attain approval for energy storage siting systems under such codes and standards.
- Proposal identifies a reasonable plan for engaging with relevant municipalities and New York State Department of State code staff.
- Proposal demonstrates past performance on similar efforts, with quantifiable statistics, where possible.

Team:

- Demonstrates technical knowledge of battery safety including familiarity with various battery chemistries as well as system integration and power electronics.
- Understanding of existing life safety, electrical, and building codes and relevant industry standards as well as direct exposure to progress among new codes and standards in development.
- Practical demonstrated experience in developing effective requirements for the safe installation of energy storage in a manner that optimizes risk mitigation, safety redundancy, and cost so as to strike the appropriate balance between the highest level of safety and integrity and system cost.
- Project Team includes firefighter experience in addressing and extinguishing building and battery fires including escalation approaches.
- Project Team demonstrates ability to present content in areas relevant to this project and includes exemplary samples of prior, relevant work.
- Demonstrated experience with AHJs, including effectively delivering training, that allows the team to build on existing relationships.

Category 2: Customer Acquisition and Best Fit Customer Data Analytics

Proposed scope of work:

- Proposal identifies a method for attaining data to be analyzed for best fit customer analysis, and reflects the desired timeline of the types customer data to be analyzed over the scope of the project.
- Proposal identifies experience with conducting data analytics based on utility bills and data logging including capacity for analyzing interval meter data, conducting data logging, and iterating key characteristics and algorithms.
- Proposal demonstrates capacity for developing tools that can be used by NYSERDA, customers, and vendors to quickly down-select those customers most likely to benefit from an energy storage system for demand charge reduction and other customer and electric system benefits.
- Proposal presents a compelling approach to identifying and evaluating key customer characteristics that can identify best fit customers for energy storage including sophisticated customer segmentation.
- Proposal provides a realistic scope of work to identify and contact potential customers in an outreach strategy intended to present customers with energy storage opportunities in coordination with NYSERDA, whether through a web based tool or otherwise.
- Proposal demonstrates past performance on similar efforts with quantifiable statistics, where possible.

Team:

- Project Team possesses the necessary background, expertise, and technical experience with evaluating customer load profiles for load management and/or energy storage implementation.

Category 3: Customer and Industry Education

Subcategory 3a. Customer Education

Proposed scope of work:

- Proposal identifies a compelling plan to produce engaging educational content and conduct outreach with a strategy for measuring effectiveness, and includes exemplary samples of prior, relevant online and in-person training.
- Proposal identifies specific topics relevant to NYSERDA's target audiences and designed to improve the deployment of distributed energy storage resources.
- Proposal demonstrates a capacity for targeting and segmenting customer classes that most benefit from outreach and education on distributed energy storage.
- Proposal identifies strategies for translating informational topics into accessible language that can be adapted to the context of how and where such information is deployed.
- Proposal demonstrates past performance on similar efforts with quantifiable statistics, where possible.

Team:

- Project Team demonstrates experience in creating and providing educational and outreach activities and materials and training associated with topics on distributed storage state of commercial deployments, technology readiness, use cases and business models.
- Project Team includes members with technical knowledge of distributed storage state of commercial deployments, technology readiness, use cases and business models, and an understanding of general, regional, and temporal dynamics impacting the deployment of distributed storage in NYS.
- Project Team identifies capabilities to segment the market and identify targeted strategies for relevant audiences where, when and how these audiences consume information.

Subcategory 3b. Industry Education

Proposed scope of work:

- Proposal identifies a compelling plan to produce engaging educational content and conduct outreach with a strategy for measuring effectiveness, and includes exemplary samples of prior, relevant online and in-person training.
- Proposal identifies specific topics relevant to NYSERDA's target audiences and designed to improve the deployment of distributed energy storage resources.

- Proposal demonstrates a strategy for tracking and educating industry audiences on distributed energy storage market potential, market rules, relevant tariffs, funding opportunities, and other information that can best animate the market.
- Proposal demonstrates past performance on similar efforts with quantifiable statistics, where possible.

Team:

- Project Team demonstrates experience in creating and providing educational and outreach activities and materials and training associated with topics on distributed storage state of commercial deployments, technology readiness, use cases and business models.
- Project Team includes members with technical knowledge of distributed storage state of commercial deployments, technology readiness, use cases and business models, and an understanding of general, regional, and temporal dynamics impacting the deployment of distributed storage in NYS.
- Project Team identifies capabilities to segment the market and identify targeted strategies for relevant audiences where, when and how these audiences consume information.
- Project Team has experience with NYS utility tariffs and ways in which storage can be utilized and optimized under these structures.

<u>Category 4: Data Collection and Analysis for Deployed Energy Storage Systems</u>

Proposed scope of work

- Proposal identifies experience with managing and presenting distributed energy storage data in a concise, readily understood context.
- Proposal identifies necessary patterns required for data validation to identify quality control and relationship check issues prior to posting system performance data.
- Proposal details the tools that will be utilized for assessing all data channels received from energy storage projects.
- Proposal identifies the types of bill analytics that can be implemented for the purpose of developing case studies that inform more trusted energy storage business models.
- Proposal includes examples of prior relevant work and past performance on similar efforts with quantifiable statistics, where possible.

Team:

- Project Team includes appropriate background, expertise, and technical experience with managing, assessing, and analyzing the types data channels that will be received from energy storage projects.
- Project Team has the requisite experience to analyze technical and financial data to produce validated reports on the effectiveness of a storage unit to provide customer and grid services.
- Project Team has the requisite experience to engage in bill analytics to evaluate value propositions pre and post energy storage deployment.

VII. GENERAL CONDITIONS

Proprietary Information - Careful consideration should be given before confidential information is submitted to NYSERDA as part of your proposal. Review should include whether it is critical for evaluating a proposal, and whether general, non-confidential information, may be adequate for review purposes. The NYS Freedom of Information Law, Public Officers law, Article 6, provides for public access to information NYSERDA possesses. Public Officers Law, Section 87(2)(d) provides for exceptions to disclosure for records or portions thereof that "are trade secrets or are submitted to an agency by a commercial enterprise or derived from information obtained from a commercial enterprise and which if disclosed would cause substantial injury to the competitive position of the subject enterprise." Information submitted to NYSERDA that the proposer wishes to have treated as proprietary, and confidential trade secret information, should be identified and labeled "Confidential" or "Proprietary" on each page at the time of disclosure. This information should include a written request to except it from disclosure, including a written statement of the reasons why the information should be excepted. See Public Officers Law, Section 89(5) and the procedures set forth in 21 NYCRR Part 501 https://www.nyserda.ny.gov/About/-/media/Files/About/Contact/NYSERDA-Regulations.ashx. However, NYSERDA cannot guarantee the confidentiality of any information submitted.

Omnibus Procurement Act of 1992 - It is the policy of New York State to maximize opportunities for the participation of New York State business enterprises, including minority- and women-owned business enterprises, as bidders, subcontractors, and suppliers on its procurement Agreements.

Information on the availability of New York subcontractors and suppliers is available from:

Empire State Development
Division For Small Business
625 Broadway
Albany, NY 12207

A directory of certified minority- and women-owned business enterprises is available from:

Empire State Development
Minority and Women's Business Development Division
625 Broadway
Albany, NY 12207

State Finance Law sections 139-j and 139-k - NYSERDA is required to comply with State Finance Law sections 139-j and 139-k. These provisions contain procurement lobbying requirements which can be found at http://www.ogs.ny.gov/aboutogs/regulations/advisoryCouncil/StatutoryReferences.html. The attached Proposal Checklist calls for a signature certifying that the proposer will comply with State Finance Law sections 139-j and 139-k and the Disclosure of Prior Findings of Non-responsibility form includes a disclosure statement regarding whether the proposer has been found non-responsible under section 139-j of the State Finance Law within the previous four years.

Tax Law Section 5-a - NYSERDA is required to comply with the provisions of Tax Law Section 5-a, which requires a prospective contractor, prior to entering an agreement with NYSERDA having a

value in excess of $100,000, to certify to the Department of Taxation and Finance (the "Department") whether the contractor, its affiliates, its subcontractors and the affiliates of its subcontractors have registered with the Department to collect New York State and local sales and compensating use taxes. The Department has created a form to allow a prospective contractor to readily make such certification. See, ST-220-TD (available at http://www.tax.ny.gov/pdf/current_forms/st/st220td_fill_in.pdf). Prior to contracting with NYSERDA, the prospective contractor must also certify to NYSERDA whether it has filed such certification with the Department. The Department has created a second form that must be completed by a prospective contractor prior to contacting and filed with NYSERDA. See, ST-220-CA (available at http://www.tax.ny.gov/pdf/current_forms/st/st220ca_fill_in.pdf). The Department has developed guidance for contractors which is available at http://www.tax.ny.gov/pdf/publications/sales/pub223.pdf.

Contract Award - NYSERDA anticipates making multiple awards under this solicitation. It may award a contract based on initial applications without discussion, or following limited discussion or negotiations pertaining to the Statement of Work. Each offer should be submitted using the most favorable cost and technical terms. NYSERDA may request additional data or material to support applications. NYSERDA will use the Sample Agreement to contract successful proposals. NYSERDA may at its discretion elect to extend and/or add funds to any project funded through this solicitation. NYSERDA reserves the right to limit any negotiations to exceptions to standard terms and conditions in the Sample Agreement to those specifically identified in the submitted proposal (see Proposal Checklist). Applicants should keep in mind that acceptance of all standard terms and conditions will generally result in a more expedited contracting process. NYSERDA expects to notify applicants in approximately eight (8) weeks from the proposal due date whether your proposal has been selected to receive an award. NYSERDA may decline to contract with awardees that are delinquent with respect to any obligation under any previous or active NYSERDA agreement.

Accessibility Requirements - NYSERDA requires contractors producing content intended to be posted to the Web to adhere to New York State's Accessibility Policy. This includes, but is not limited to, deliverables such as: documents (PDF, Microsoft Word, Microsoft Excel, etc.), audio (.mp3, .wav, etc.), video (.mp4, .mpg, .avi, etc.), graphics (.jpg, .png, etc.), web pages (.html, .aspx, etc.), and other multimedia and streaming media content. For more information, see NYSERDA's Accessibility Requirements.

Limitation - This solicitation does not commit NYSERDA to award a contract, pay any costs incurred in preparing a proposal, or to procure or contract for services or supplies. NYSERDA reserves the right to accept or reject any or all proposals received, to negotiate with all qualified sources, or to cancel in part or in its entirety the solicitation when it is in NYSERDA's best interest. NYSERDA reserves the right to reject proposals based on the nature and number of any exceptions taken to the standard terms and conditions of the Sample Agreement. NYSERDA reserves the right to disqualify applicants based upon the results of a background check into publicly available information and the presence of a material possibility of any reputational or legal risk in making of the award.

Disclosure Requirement - The proposer shall disclose any indictment for any alleged felony, or any conviction for a felony within the past five years, under the laws of the United States or any state or territory of the United States, and shall describe circumstances for each. When a proposer is an association, partnership, corporation, or other organization, this disclosure requirement includes the

organization and its officers, partners, and directors or members of any similarly governing body. If an indictment or conviction should come to the attention of NYSERDA after the award of a contract, NYSERDA may exercise its stop-work right pending further investigation, or terminate the agreement; the contractor may be subject to penalties for violation of any law which may apply in the particular circumstances. Applicants must also disclose if they have ever been debarred or suspended by any agency of the U.S. Government or the New York State Department of Labor.

VIII. Attachments:

Attachment A: Proposal Checklist
Attachment B: Disclosure of Prior Findings of Non-Responsibility
Attachment C: Budget Form
Attachment D: Sample Task Order Agreement
Attachment E: Instructions for Electronic Proposal Submission