## Flexibility Trial - Lincoln EOI Response Form

Please provide the following information in a concise form, and return it to Orion

by **4pm, 12 December 2022.**

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| 1. **About you** | |
| **Company name** |  |
| **Contact person name** |  |
| **Contact phone number** |  |
| **Contact email address** |  |
| **Company website** |  |
| **Brief overview of the nature of your business activities** |  |
| 1. **Your solution** | |
| **Provide a brief overview of the technology solution proposed** |  |
| **Provide details on where the proposed solution has been implemented before to provide flexibility support, and whether you/your company were involved in this** |  |
| 1. **Type of support proposed** | |
| **PV – large scale with storage** |  |
| **PV – distributed with storage** |  |
| **Battery storage system** |  |
| **Large distributed generator** |  |
| **Aggregated load such as heating, electric vehicles or cooling – please specify details** |  |
| **Other – please specify** |  |
| 1. **Details of support proposed** | |
| **Capacity (kW) support available in May to October 2024** |  |
| **Capacity (kW) support available in May to October 2025** |  |
| **Capacity (kWh) where relevant,** **e.g. for battery storage** |  |
| **What is the maximum duration of support in terms of half hours?** |  |
| **Comment on the capability of the proposed support to be available at multiple times of the day** **i.e. a morning peak and then again for the evening peak on the same day. Include time required between requests for flexibility support (****e.g. time required to recharge battery; cool-stores down in temperature again etc)** |  |
| **Comment on any potential variation in support available on weekend days compared with weekdays** |  |
| **Comment on the potential to supply a greater level of support than that specified in the EOI document** |  |
| **Durability of solution,** **i.e. how long will it be available for and any changes in capacity over time. Comment on the possibility of whether your solution could undesirably reduce in kW capacity over time (e.g. dependency on contract continuation with third parties)** |  |
| 1. **Lead time to implement** | |
| **Provide a timeline of how long it will take to implement the kW support indicated at question 4** |  |
| **Would implementation be staged and what is the timeline to full implementation?** |  |
| **Comment on the alignment of the proposed timing with the requirements specified in the EOI document** |  |
| 1. **Technology/communications interfaces** | |
| **How do you propose your solution will integrate with the Orion network,** **i.e. connection standards, protocols etc?** |  |
| **Describe the nature of any proposed communications interfaces** |  |
| **Comment on the responsiveness of your solution,** **i.e. the time required to respond to a network signal and bring capacity online** |  |
| **Describe the nature of any data that would/could be shared with Orion and the mechanism for doing so** |  |
| 1. **Carbon emissions** | |
| **Comment on any carbon emissions associated with your proposed solution** |  |
| 1. **Major customer load management exclusion** | |
| **Confirm that the proposed support is not already included within Orion’s major customer control period management** |  |
| 1. **Location of support** | |
| **Confirm that your solution can be deployed in the Lincoln area as displayed in the EOI document** |  |
| **Comment on whether your solution could also be suitable for deployment elsewhere in the Orion region in addition to Lincoln** |  |
| **Comment on whether you have a solution that could be suitable for deployment elsewhere in the Orion region, but not in Lincoln. Please specify the location(s).** |  |
| 1. **Ownership of the solution** | |
| **Would your solution be owned wholly by you or would you be aggregating a number of DERs, or some other form of ownership structure?** |  |
| 1. **Aggregation** | |
| **If your solution is aggregating a number of DERs, confirm that you would be aggregating them in terms of interface with Orion, and describe your capability/experience in this area** |  |
| 1. **Contract terms** | |
| **Confirm whether you would accept the proposed Contract length, or note any preferences for a different term** |  |
| **Comment on Orion’s intention to include a penalty payment for failure to deliver the agreed support when called upon, with the penalty to be based on a reasonable assessment of the cost to Orion and Orion's customers** |  |
| 1. **Indicative pricing** | |
| **Provide indicative non-binding pricing for your proposed solution and the basis of these prices** **e.g. pricing could be based on a fixed monthly or annual fee (an availability payment) and/or a charge per kW available and kWh delivered (a usage payment)** |  |
| **If Orion was to call on you to provide flexibility support as a one-off service to cover an outage outside of the peak time of year and times of day, would this be possible and at what indicative cost?** |  |
| 1. **Agreement to EOI Terms and Conditions** | |
| **Confirm agreement to the Terms and Conditions included in the EOI documentation or advise of any areas of concern** |  |
| 1. **Broader outcomes** | |
| **Describe how you would ensure that you will take active responsibility for broader outcomes for people, the environment and businesses that may be affected because of this project** |  |
| 1. **Health and safety** | |
| **Provide a brief overview of your track record in health and safety management** |  |
| 1. **Any other comments** | |
| **Note any other comments to support your EOI** |  |
| **Note any comments on Orion’s EOI (****e.g. suggestions to make our future EOIs better, or issues with our requirements in this EOI)** |  |

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| --- | --- | --- | --- |
| **Name of signatory:** |  | **Company name:** |  |
| **Title/position** |  | **Date:** |  |
| **Signature:** |  | | |

QUESTIONS?

If you have any questions, please contact: [**stephen.godfrey@oriongroup.co.nz**](mailto:stephen.godfrey@oriongroup.co.nz)**, by 5 December**.

SUBMIT

Please complete and return this Expression of Interest by, by email to:

[**stephen.godfrey@oriongroup.co.nz**](mailto:stephen.godfrey@oriongroup.co.nz)**, by 4pm, 12 December 2022**