



**NY Power
Authority**

**Canal
Corporation**

2019 NEW YORK POWER AUTHORITY SUPPLIER EXPO

WELCOME FROM

Joseph Kessler, EVP & Chief Operating Ofc, Utility Operations



**NY Power
Authority**

**Canal
Corporation**

NYPA & Its Vision

John Canale

Vice President, Strategic Supply Management



**NY Power
Authority**

**Canal
Corporation**

What Does SRM Mean To Suppliers?

Eric Alemany

Director, Supplier Relationship Management



**NY Power
Authority**

**Canal
Corporation**

Project Management Utility Operations

Patricia Lombardi

Vice President, Project Management

Project & Construction Management

Generation & Transmission

NIA LPGP LEM

T-LEM

Next Generation
Niagara

Equipment
Repl/Upgrades

Infrastructure
Improvements

SGT Strategic Initiatives

Sensor
Deployment

Communications
Backbone

Emerg. Energy
Control Center

Control Room
Upgrades

Digital
Substation

Project, Business Development

SmartPath

North
Country
Battery
Storage

AC
Proceeding

Interconnects / Transmission Expansion

CPV – Dolson
Ave

Rochester Area
Reliability
Project

WNY – Empire
State Line

Outreach

STL OPRHP
Facilities

Utica Discovery
Center

Visitor Center
Upgrades

Niagara Scenic
Parkway (RM
PkwY Removal)

Other

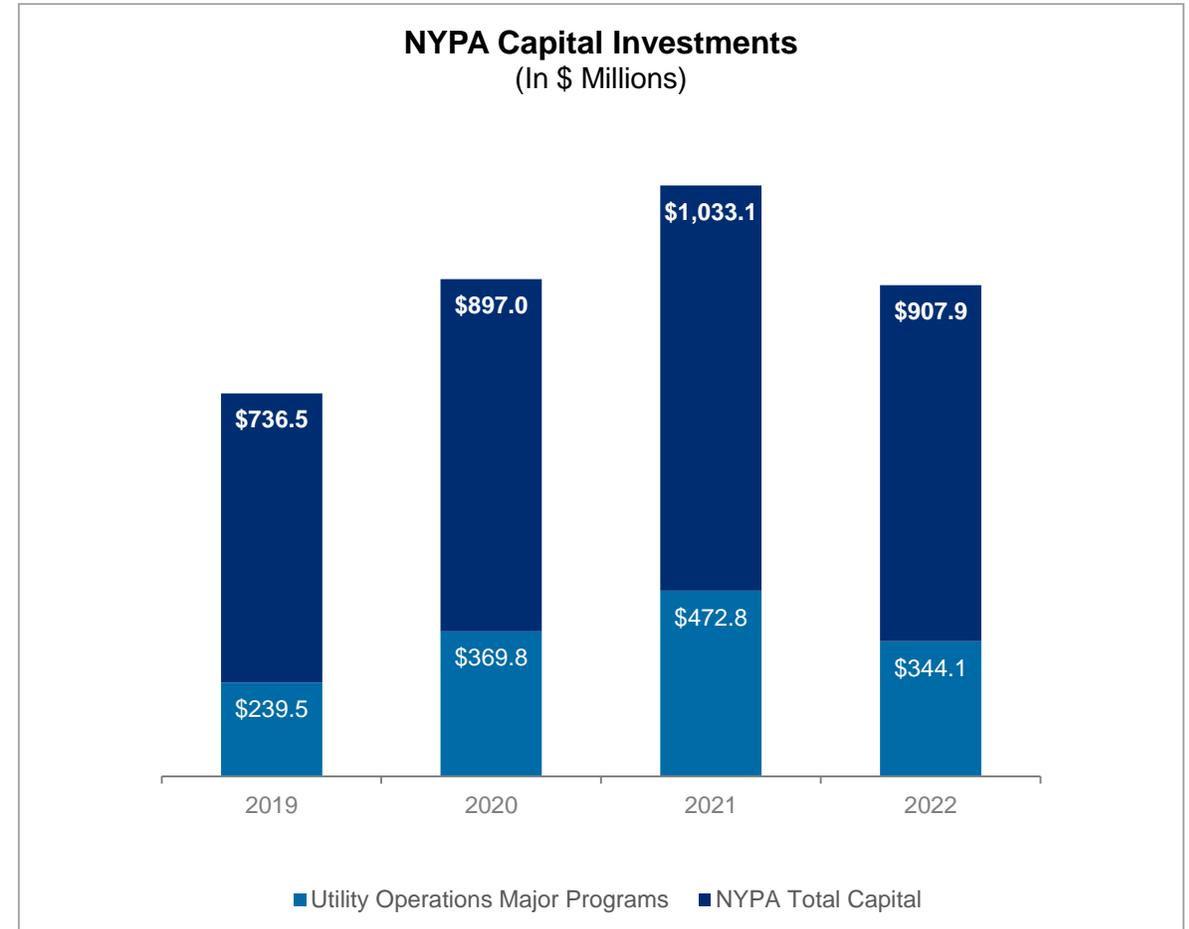
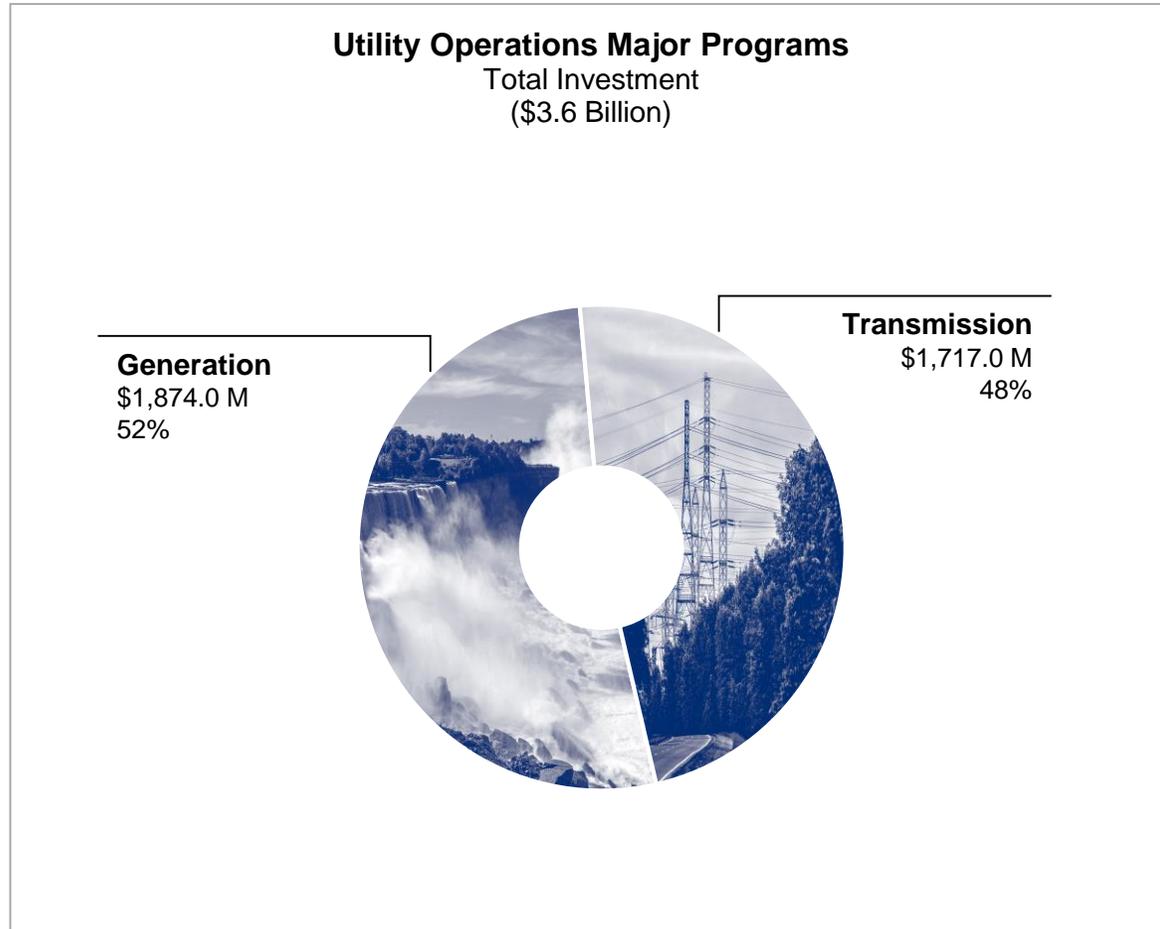
White Plains
(WPO)
Facility
Management

WPO Utility
Upgrades

WPO Garage
Expansion

Large Capital Program

Continued significant investments in NYPA's utility operations to ensure grid performance & reliability



TOP 10 INITIATIVES

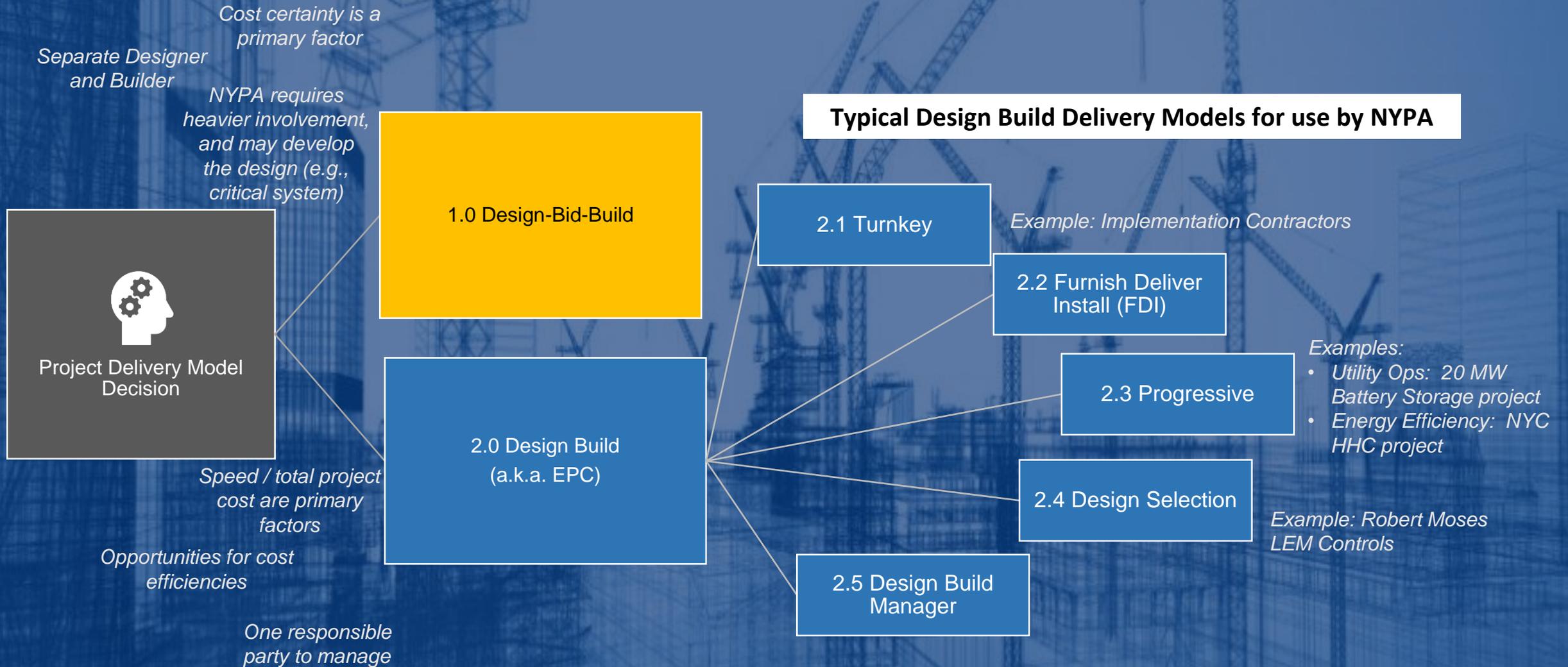
Our largest projects represent ~60% of our total capital spending on utility operations *

Large Major Capital Programs	Estimated (In \$ Millions)	Approved (In \$ Millions)
Robert Moses Life Extension & Modernization (LEM)	1,100.0	224.0
Transmission LEM (Capital)	726.0	726.0
Moses-Adirondack Smart Path Reliability Project	484.0	142.7
Lewiston Pump Generating Plant LEM	460.0	460.0
Marcy to New-Scotland Electric Upgrade Project (AC Transmission Proceeding)	281.6	28.1
Robert Moses Superstructure Bridge Replacement	190.0	1.7
Communications Backbone Program	153.0	100.3
Sensor Deployment Program	107.8	107.8
Niagara Power Project Fire Alarm & Safety Systems Program	37.6	37.6
North Country Energy Storage	29.8	29.8
Total	\$3,569.8	\$1,858.0

December, 2018— Breaker 1414 Disconnect at St. Lawrence Switchyard

* Utility operations excludes Energy Efficiency & Canals

Delivery Model Variations





**NY Power
Authority**

**Canal
Corporation**

Engineering & Construction Management, Clean Energy Solutions

Dominick Luce

Vice President, Engineering & Construction Management

Engineering & Construction Management Functions



Engineering & Construction
(QA/QC Program)



NYC
Implementation



SENY
Implementation



Statewide
Implementation



Project Controls & Operations
(PMO)



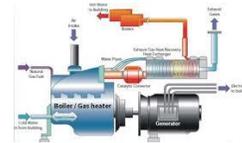
Evolution of Technologies & Offerings

Watt Busters
Efficient lighting upgrades for our upstate customers



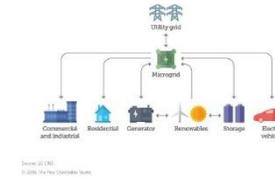
1990

Turnkey Implementation
Pumps, Motors, Boilers, Chillers & BMS



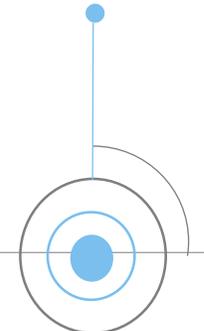
2000-2005

Expanded focus
Demand Control Ventilation, Wireless Controls, HVAC

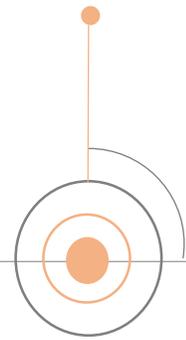


2010-2015

Expanded focus
Exterior LED Lighting, Advanced Cooling Towers, Charging Stations, Design Build, ESPC, O&M Services



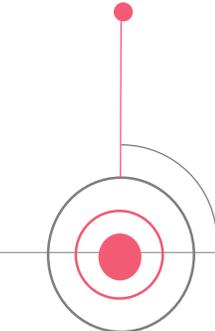
2015-2019



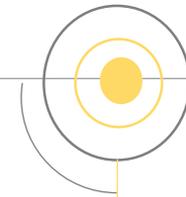
1986



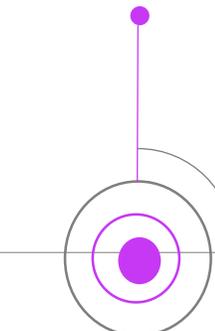
HELP Program
Efficient lighting upgrades for governmental customers in NYC & Westchester County



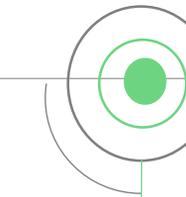
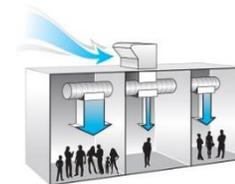
1990-2000



Renewables
Solar PV, Cogeneration, Wastewater



2005-2010



Expanded focus
Solar Thermal, Microgrid



Program Highlights

Completed

Throughout NYS since 1990

\$3 BILLION Invested

**\$1 Billion in the past 5 years*

Over **2,300**
projects implemented

Nearly **1.2 MILLION**
tons of GHG Reduction

Current Pipeline

**\$1.9
Billion**

\$945M

In

Development

\$990M

In

Construction

Services

- Facility Audits
- Building Energy Modeling
- Energy Master Plan
- Retro-Commissioning
- Engineering & Design
- Equipment Procurement
- Construction Trade Management
- Environmental Services
- Third Party Commissioning
- Special Inspections
- Project Financing

Program Initiatives

Design Build



- Alternate implementation methods
- Increase innovation
- Increase collaboration
- Expedited project schedule

Cycle Time



- Increase productivity
- Streamline processes

Digitization



- Digital Tools
 - Primavera Project Management
 - Digital Design Review
- Reduce Cycle Time
- Data analytics for energy optimization



**NY Power
Authority**

**Canal
Corporation**

Sustainable NYPA

Brandon Hardman

Project Analyst, Energy Climate | Sustainability

SUSTAINABILITY AT NYPA

- Identified as a **core value** that defines the way NYPA fulfills its mission and executes its strategic vision
- Integrates **economic, social and environmental** performance for long-term value creation



SUSTAINABILITY PLAN

- Launched in January 2019
- **Defines a company-wide strategy** to address climate change and minimize the environmental impact of operations
- **Establishes goals and targets** for individual program areas
- **Aligns with and supports** NYPA's decarbonization strategy and New York State clean energy and climate policies



ENERGY & CLIMATE

Electricity Supply • Buildings • Transportation
Climate Adaptation • Customer Programs

RESOURCE EFFICIENCY

Supply Chain • Materials & Waste



NATURAL RESOURCES

Ecosystems & Biodiversity • Water Efficiency

STAKEHOLDER ENGAGEMENT

Employee Engagement • Public Outreach



GOVERNANCE & REPORTING

Corporate Policy • Annual Reporting
Performance Management

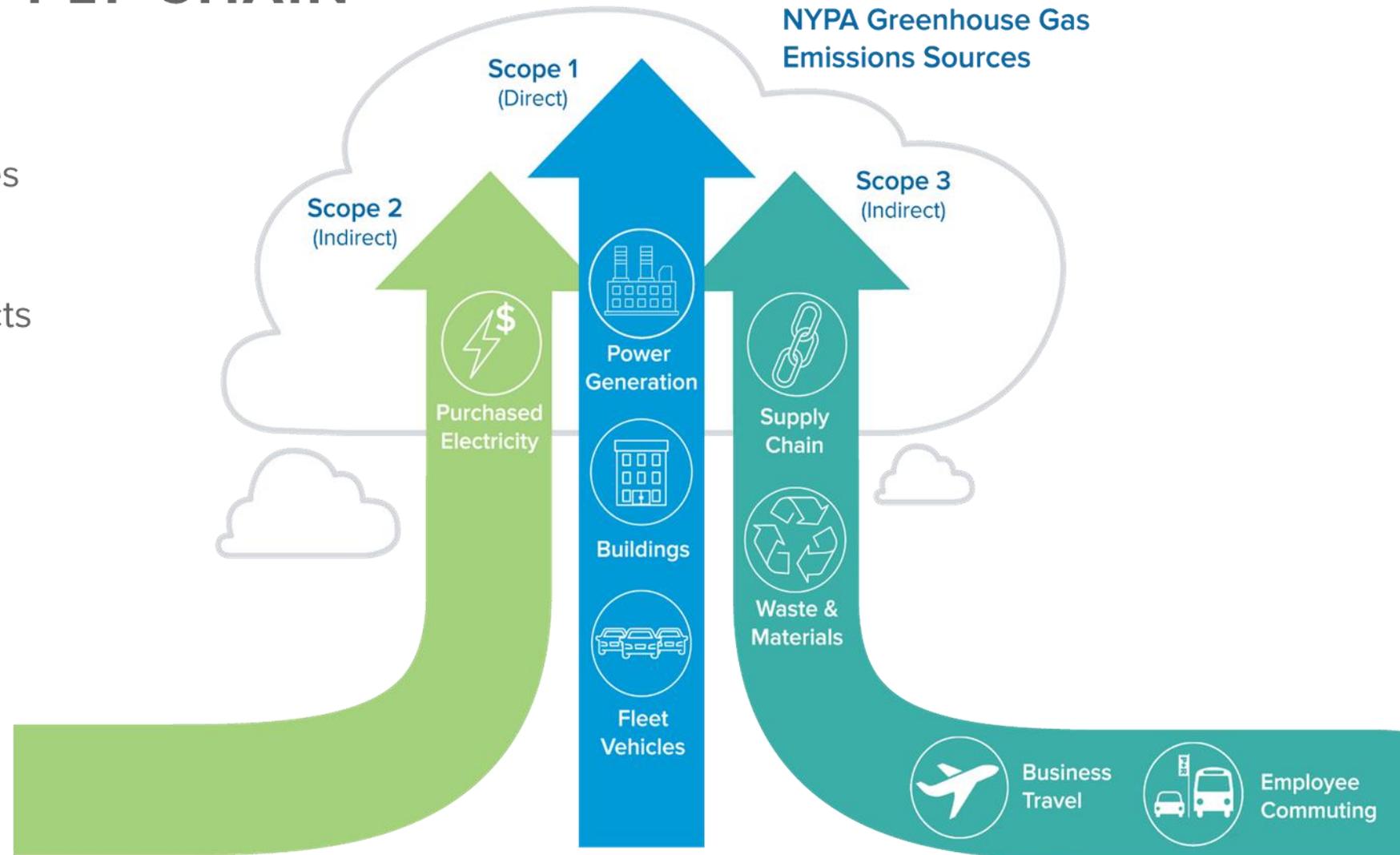
CREATING A MORE SUSTAINABLE SUPPLY CHAIN

PROGRAM GOAL

- Improve sustainability practices of strategic suppliers
- Identify products with lower environmental life-cycle impacts

CURRENT INITIATIVES

Partnered with Strategic Supply Management (SSM) to integrate sustainability criteria into the vendor selection process





**NY Power
Authority**

**Canal
Corporation**

EVolveNY Program

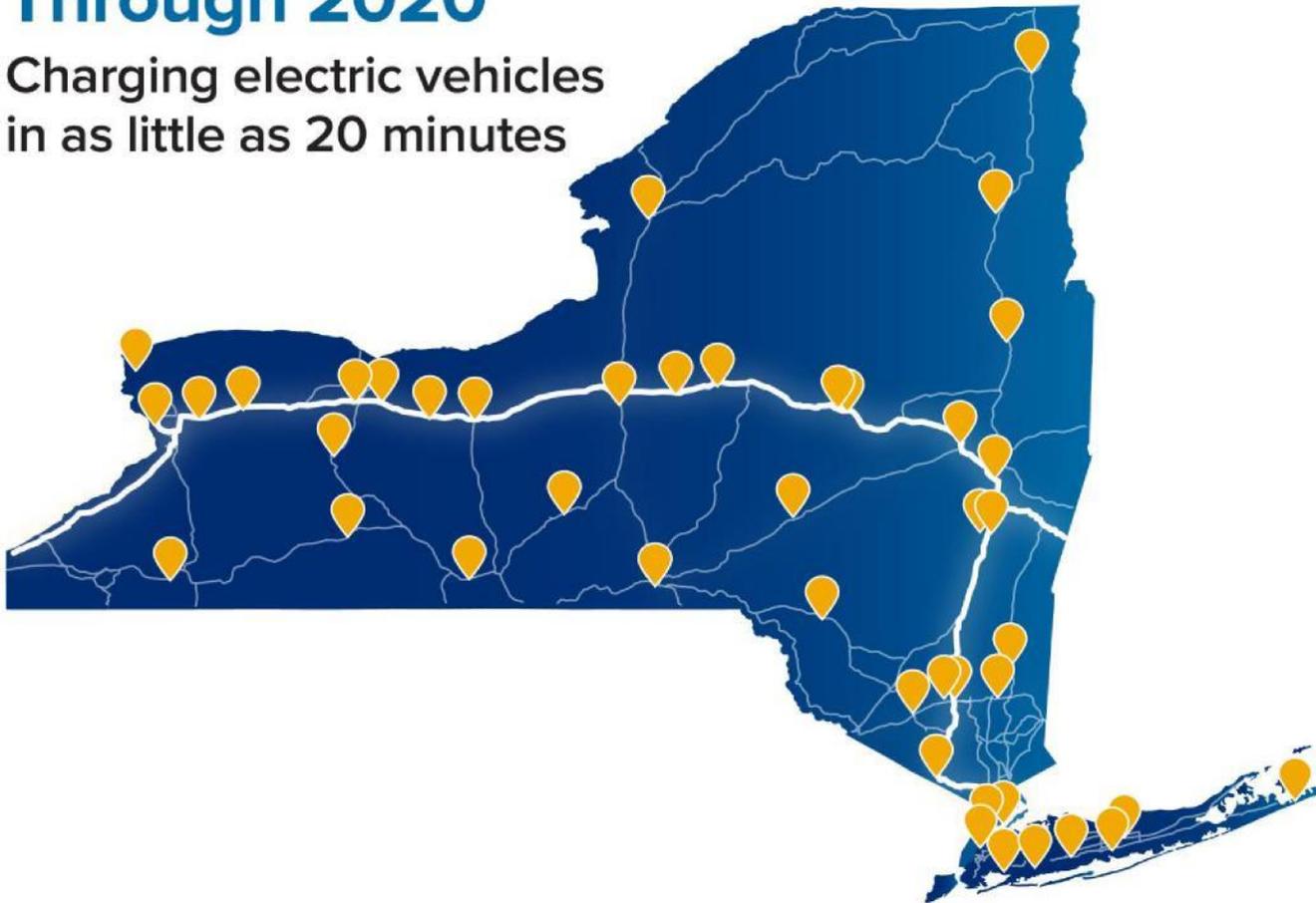
Leonel Rosario

Associate Project Engineer

NYPA's EVolve NY Program

EVolve NY Fast Charger Expansion Through 2020

Charging electric vehicles
in as little as 20 minutes



NYPA will own and operate the
DCFC

Eliminate range-anxiety by installing
up to **200 DCFC (150 kW)**

Sites will each have an average of
4 chargers

Targeting **30 mile intervals** along
key interstate corridors, as well as
select urban hubs

Focus on Driver Convenience
near key highways with access to
amenities

First phase of projects: \$40M

Strategic DCFC Roll Out



EV Model Community

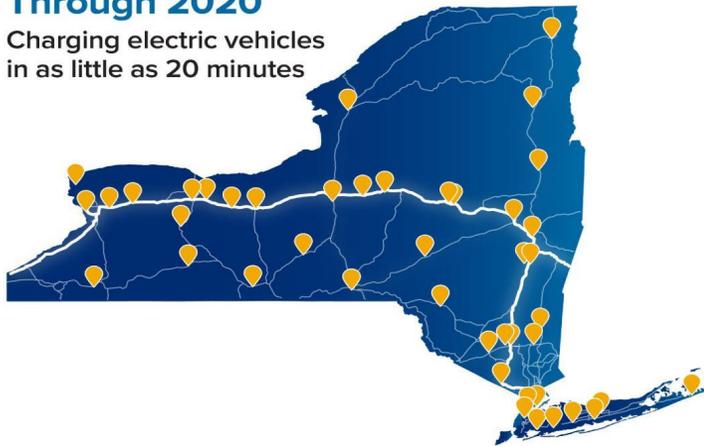


Airport Charging Hubs



EVolve NY Fast Charger Expansion Through 2020

Charging electric vehicles in as little as 20 minutes



Goal: Eliminate EV range-anxiety by installing up to **200 DCFC 150kW chargers** targeting 30 mile intervals along key interstate corridors, as well as select urban hubs



Goal: Create and scale a seamless EV customer journey in a NYPA distribution Muni(s)/Co-op(s) to **accelerate EV market share within a target geography**



Goal: Substantially **de-risk the market, enable private sector participation and increase EV adoption** within 200+ mile radius of NYC by building out critical EV infrastructure at key airport sites

DCFC – second generation machines (150 kW)





NEW YORK
STATE OF
OPPORTUNITY

**NY Power
Authority**



**NY Power
Authority**

**Canal
Corporation**

Procurement Insights: Responding to RFPs, Bid Evaluations and Award

Michele Romagnuolo

SSM Category Manager, Major Projects

- » SOLICITATION MECHANISMS
- » RFP AND PROPOSAL EVALUATION PROCESS
- » RESPONDING TO RFP
- » RFP EVALUATION PROCESS
- » BIDDER RESPONSIBILITIES
- » QUESTIONS AND ANSWERS

- » The Authority utilizes different mechanisms to identify and qualify potential suppliers, solicit bids and ultimately engage them in project opportunities. Following are the key mechanisms currently used:



RFI: Request for Information (RFI) process is an informal or formal process (“Project Sunlight”) used to solicit general information about the suppliers, its products, services, technologies, capabilities, as well as gather market intelligence and other useful information for the Authority.



RFQ: Request for Qualifications (RFQ) For complex/large projects or for new technologies, the Authority may opt to “qualify” suppliers prior to the issuance of a formal proposal. The **RFQ (Request for Qualifications)** process is used to solicit prospective bidders. The invitation is advertised in the same manner as the RFP. However, pricing is not requested or of a consideration.



RFP: Request for Proposal (RFP) The **Request for Proposal (RFP)** process is a formal process used to solicit proposals for specified Scopes of Work. These will either be issued as Open Bids, in which case the opportunity will be advertised, or will be directed as a pool of potential bidders identified through the RFQ process.

- » Responding to the Authority’s solicitations **MUST** be submitted through **SAP Ariba** . Assistance in navigating the Ariba system is provided by Ariba and the Authority.
- » All correspondence during the “Bids Restricted Period” must be addressed to the Authority’s Strategic Supplier Management (SSM) representative, e.g. M. Romagnuolo.



Bidding/ Proposals Evaluation process is part of the overall process and is tied to both the RFP Requirements and the overall Project Objectives.

The Evaluation Criteria is developed early in the process, to ensure that all required information is submitted with any Proposals.



The Evaluation Criteria is then used following the submission of the Proposals to determine which bidder “best meets” the RFP’s Requirements, Objectives and/or Intent.



Standard technical and commercial requirements include but are not limited to:



Safety Culture and Past Performance – The Bidder’s proposal shall include a comprehensive and project specific **Health and Safety Plan (H&SP)**, including but not limited to EMRs, Safety manuals and procedures, Environmental Response, Helicopter Services safety plan, Confined Space planning, etc.



Subcontracting Goals – The Bidder’s commitment to meet and exceed MWBE and SDVOB subcontracting goals as set forth in the RFP.

Diversity Practices – Including demonstrated commitment to outreach, mentoring, and development growth of NYS certified MWBEs, and SDVOBs.



Contract Terms & Conditions – Standard and specific terms and conditions, e.g. Claims, Damages, Insurances, Liquidated Damages, Payment Terms, Termination and other clauses pertaining to the project are included in the RFP. An "exception free proposal" is sought.



Financial Viability and Credit Worthiness – Audited financials for the last 3 to 5 years is required in addition to demonstrating "creditworthiness" to support the project. Bonding capacity



Qualifications and Experience – Demonstrated resources, equipment, capability, capability, and other qualifications and experience specific to the work.

Project's specific requirements include but are not limited to:



Business Processes – Demonstration of robust, standard and provide business processes to support the Work, including, but not limited to: Project Management, Construction Management, Procurement/ Subcontractor Management, QA/ QC Program, etc.



Execution Plan & Approach to Work – Proposed approach and project plans address all NYPA requirements and demonstrates the ability to satisfy all project deliverables. This includes, but in not limited to: Mobilization & Demobilization Planning, Site Staging, Project Team structure, proposed Design Planning, Permitting, etc.



Cost Competitiveness – The Bidder's proposed costs and demonstration of the overall “best value” for NYPA.



Project Schedule – The Bidder's proposal will include proposed project schedule(s) to effectively meet or exceed all identified project milestones, that takes into account any and all potential constraints (e.g. Weather, NYPA Outage Scheduled, Maintenance Schedules, etc.).

- » **Evaluation Process** – The process is standardized to ensure that the Evaluation is impartial and consistent among all vendors even if there are different evaluators. Quantitative and qualitative scoring are used.
- » **Scoring the Bids** – Prior to the receipt of Proposals, the Evaluation Team will review the Evaluation Criteria and finalize the potential Weights for each Evaluations Factors.

EVALUATION CRITERIA	CRITERIA DESCRIPTION	WEIGHT
1. COMMERCIAL/ STRATEGIC REQUIREMENTS		20%
A. Safety Program and Performance	Safety Commitment, Records of Past Performance, Plan and the Proposed Safety Approach; Demonstrating Understanding of the Safety Requirements,	60%
B. Schedule Planning Compatibility with NYPA	Proposed schedule/ plans align with identified NYPA requirements.	40%
C. Overall Company Stability	Financial Stability Balance Sheet Health, Credit Limits; Ability to Bond) and the Overall Company Size, Locations, # of Employees, Field Technical Support, etc.	0%
TOTAL COMMERCIAL/ STRATEGIC REQUIREMENTS EVALUATION WEIGHT (SECTION)		100%
2. PROJECT EXECUTION/ TECHNICAL REQUIREMENTS		50%
A. Design/ Specification Compatibility	Proposed design meets and/ or exceeds identified NYPA requirements.	45%
B. Overall Project Plan/ Approach	Bidder's overall project plan and approach to both the engineering, fabrication, delivery, and/ or construction of the work in accordance to NYPA's expectations.	30%
C. Project Team	Identified project team has experience, apparent capability, certifications, etc. to effectively implement the proposed solution.	15%
D. Subcontractor Management	Proposed subcontractors, including the process for identification and management	10%
TOTAL PROJECT EXECUTION/ TECHNICAL REQUIREMENTS EVALUATION WEIGHT (SECTION)		100%
3. COST EVALUATION		30%
A. Cost and Value - Total Cost Evaluation	Total cost, including labor, materials, overhead expenses to perform the work.	100%
TOTAL COST EVALUATION WEIGHT (SECTION)		100%

EVALUATION PROCESS – BIDDER RESPONSIBILITY³¹

Submitting a complete, well organized and addressing all the requirements, including the use of naming convention of the submitted documents is critical to bidder's success. Other insights include:

- » **Understand the Requirements** – Ensure the proposal addresses a requests requirements.
- » **Level of Detail** – Ensure sufficient information has been provided to effectively represent the proposed solution/ offering.
- » **Experience** – Link experience to delivery of the contract. Ensure evidence provided that all criteria are met.
- » **Consistency** – Ensure provided information is consistent across responses.
- » **Completeness and Clarity** – Ensure all required information is submitted. If requested information is referenced in other parts of your responses, ensure this is noted and clear.
- » **Concise** – Avoid superfluous or irrelevant information, or marketing materials, unless its requested.
- » **Timeliness** – Ensure noted **ALL** deadlines, e.g. pre-bid meeting, bidders questions, bids due date are met.