

Commercial Tender –Provision of  
information to allow proposal  
development

# Welcome to our WebEx for Early Competition

We will commence on the hour

**nationalgrid**ESO



# Agenda

---

- Introductions
- Purpose & Housekeeping
- Key components
- Next steps





# On the call today from the Early Competition Team are...

**Sally Thatcher (ESO)**  
Network Competition Policy  
Manager



**Richard Patterson (ESO)**  
Network Competition Policy  
Development Analyst



**Stuart Poole (ESO)**  
Change Delivery Lead



**Rachel Payne (ESO)**  
Stakeholder Lead



**Oscar McLaughlin**  
KPMG



**Marine Foillett**  
KPMG



Tell us about you

Who are you? Where do you work? What is your interest in early competition?

# Purpose

Prior to our planned First Consultation Stage in July 2020 we are undertaking facilitated group discussions on key topics to seek stakeholder views and to inform our thinking on model development

This webinar focus is on **provision of network related information** to allow tenderers to develop technical proposals in relation to needs or projects which might in future be competed via early competition

We will spend **approximately 20 minutes presenting information** and the remaining **40 minutes seeking and discussing views** from within the group

# House Keeping

We've scheduled the meeting for 1 hour and appreciate how precious people's time is so to help us keep to time:

Please feel free to ask questions and challenge views but please don't be offended if we need to park questions or discussion if we start to move off topic, or if we are running out time.

In this circumstance we can advise if this topic area is covered in one of our subsequent workshops, or we can make contact with you separately to further discuss at a later date.

Also please feel free to call questions out when you have them, or use the chat function.

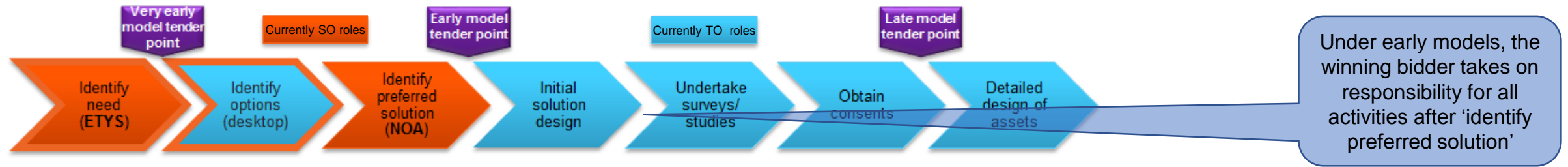
# Assumptions

- Tender process is technology agnostic so will need to provide information suitable to support development of network and non-network solutions
- Tenderers may not be current Licencees and/or their solution may not require a Licence
- Information setting out future obligations that would be relevant to the technical and commercial proposal will be available in the ITT e.g. Contractual arrangements, relevant Standards, Codes, Policies, Regulatory and Legal requirements
- Potential projects to be competed are Boundary reinforcements identified through the ETYS/NOA process
- Tenderers have been through a pre-qualification process

# Key Components



# Need – Description and Timing



## Very Early

- Need is described at a high level as a capability gap e.g. Boundary Transfer capability
- No type of solution or reference design would be developed at this stage and no grouping or filtering of needs conducted by ESO
- Greater responsibility on market to review capability needs and identify potential solutions

## Early

- Same need description as Very Early would be communicated, and a high level reference solution would be available
- Bidders can provide alternative solutions and do not need to adhere to reference solution
- Reference solution would be developed by incumbent TO or ESO, potentially meaning related system needs have been filtered/amalgamated and are aligned to reference solution

1. Do you have a strong preference for need being communicated Very Early or Early?



# Primary Information & Modelling

Type	Description	Source	Criticality
<a href="#">System Requirement Form Part A</a>	Sets out required and expected boundary transfer capability needs over next 10 years, indicating where reinforcement or management solutions are required	ESO	High
ETYS models	Circuit information e.g. how nodes/substations connected, electrical and physical properties and changes across ETYS study years	ESO	High
Network Modelling	Software to model how proposal affects network capability	ESO/TO	High
Study guidelines	Sets out assumptions to be used for modelling	ESO	High
Land	Information on land ownership, access rights, existing surveys	?	?

2. Would you require additional information? How would this be used?
3. How critical is this information? (High = Cannot produce; Med = Material affect; Low = Nice to have)
4. Would Non-Network solutions require different information?

# Supporting information

Type	Description	Source	Criticality
Oracle tool	A tool that allows TO's to run their own indicative cost benefit analysis of options	ESO	Low
Pre-submission review	The ESO works with TO's to identify any obvious issues with an option ahead of NOA submission	ESO	Med
Shadow studies	ESO runs shadow studies to check against TO studies – discrepancies reviewed to understand why	ESO	Med

5. Would you require additional supporting information to create a technical solution? How would this be used?
6. How critical to producing a solution is this supporting information? (High = Cannot produce; Med = Material affect; Low = Nice to have)
7. Would Non- Network solutions require different supporting information?

# Next steps

- If you have feedback or wish to discuss anything please get in touch

[Box.earlycompetition@nationalgrideso.com](mailto:Box.earlycompetition@nationalgrideso.com)

- The slides and any notes from this session will be made available on our website
- We will be emailing a survey; please can you take the time to feedback on this session
- Our next milestone is the Early Competition Consultation Document which we expect to publish in July

