

# Electricity System Restoration (ESR) Competitive Procurement Event

## Invitation to the Wind Tender: Expression of Interest (EOI)

### 8 August 2022

National Grid Electricity System Operator (ESO) has introduced a market mechanism for the procurement of Electricity Restoration Services<sup>1</sup> (ERS) contracts, in the form of a competitive tender process. As such, the ESO requests all interested parties to formally submit an EOI which is a mandatory prerequisite to participate in this tender.

## Background and instructions for completing an Expression of Interest

The ESO has an obligation to maintain the capability to restore the National Electricity Transmission System (NETS) of Great Britain (GB) from a full or partial black out event. To do this, the ESO must demonstrate that the ESR capability procured maintains an acceptable level of provision, but at a cost which is economic and efficient.

Alongside region specific ESR tenders the ESO is also holding a one-off competitive procurement event for a nationwide wind tender for services commencing by Dec 2026, or earlier at the discretion of the ESO, for a five-year contract.

The primary driver for this initiative is the new Electricity System Restoration Standard coming into effect in 2026 which means we will need to restore 60% of demand in 24 hours and 100% in five days. To meet this the ESO will need to access new and existing restoration and resilience services across GB. This will become possible if we can tap into the 50GW of offshore wind generation forecast to connect by 2030.

We invite and encourage those interested in participating in this procurement event to submit an EOI for consideration.

## Aims of the ESR tender

The key principles of this procurement event are to provide:

- a clear and transparent service requirement
- enablement of competition
- a reduction or removal of barriers to entry

The EOI process enables the ESO to identify and confirm eligible tenderers ahead of the formal invitation to tender (ITT), which allows all parties to resource and plan accordingly.

By making allowances for more time in between the provider submission stages, the ESO are acting on stakeholder feedback to open these market services to more and newer providers as part of the target to meet net zero by 2030.

As a potential participant, please take your time to read all the published information before you make a submission.

**The deadline for submitting your information is  
Monday 5:00 PM on 5 September 2022**

<sup>1</sup> ESR was formerly known as Black Start. The previous reference 'Black Start' is still used in part of official documents or references.

**Key dates for wind procurement****28 June 2022**

Market engagement tender launch webinar

**8 August 2022**

EOI tender documents released

**03 October 2022**

ITT Part 1 tender documents released

**February 2023**

ITT Part 2 tender documents released

**February 2024**

Contract awarded

**By December 2026**

Service commencement

- aggregated submissions will also be considered, providing that all assets are aggregated to one point of delivery and must at that point of delivery still be able to meet all the technical requirements.

**Tender rules**

1. By submitting an EOI you confirm that you can meet all the technical requirements and eligibility criteria listed within Appendix 1 - Technical Requirements & Assessment Criteria Document.
2. A 'provider', meaning one legal entity, may submit EOIs and tenders for more than one site.
3. The ESO is the lead procurement agent in the ESR process and is responsible for conducting a fair, transparent, and competitive tender event. No provider will be given any unfair advantage through one-to-one engagements.
4. Following success at the EOI stage, you are expected to submit more information about your asset capability as part of the initial feasibility study (F1) stage. Those that have submitted F1 (and F2s) previously can present the same ones as long as nothing material has changed at the plant/site/asset.
5. Following success at the ITT F1 stage, commercial bids and detailed feasibility studies are required as part of the next ITT F2 stage.
6. Final contract award at the ESO's discretion, follows assessment of the F2 submissions.
7. The providers who are awarded contracts are expected to deliver the service by December 2026, maintain the Restoration capabilities and to deliver the service until December 2031.
8. Following successful completion of project build stage and commissioning test, providers may be incentivised to start earlier at the ESO's discretion.
9. You are required to sign a non-disclosure agreement to be part of this ESR process.
10. By submitting an EOI and/or tender response in connection with this competitive procurement event, potential providers confirm that they will, and that they shall ensure that any consortium members and/or subcontractors will, comply with all applicable laws, the non-disclosure agreement, codes of practice and statutory guidance.

**Eligibility and assumptions**

To be eligible to participate in this competitive procurement event, providers must meet the technical requirements, which are clearly defined in Appendix 1 - Technical Requirements & Assessment Criteria Document.

This wind tender is open to both onshore and offshore wind generators who are able to meet our technical requirements.

For the Service provision:

- if a potential provider has a limitation on one of the technical requirements, but can meet the others, the EOI can still be submitted. It will be entirely at the discretion of the ESO to confirm whether a provider not meeting all the requirements will be eligible to participate after assessing the remainder of the potential bids.
- if a potential provider has a limitation on one of the technical requirements that it intends to bring up to the required level through the competitive procurement process, (for example, the addition of auxiliary units), this must be specified in the EOI. The provider must also indicate whether they intend to recover capital costs for the works (rules on capital are covered further in the assessment criteria).

11. Information that is supplied to potential providers as part of this competitive procurement event is supplied in good faith. The information contained in the EOI, and any supporting or subsequent documents and in any related written or oral communication is believed to be correct at the time of issue. The ESO will not accept any liability for its accuracy, adequacy or completeness and no warranty is given as such.
12. Potential providers are responsible for analysing and reviewing all information provided to you as part of this competitive procurement event and for forming your own opinions and seeking advice as you consider appropriate.
13. You should notify ESO promptly of any perceived ambiguity, inconsistency, or omission in the EOI and ITT stages, including any associated/subsequent documents, or communications provided to you as part of this competitive procurement event through the query process.
14. The ESO retains the right to amend the ITT requirements, or timescales at any time prior to the tender submission deadline. Prior notice will be issued to all potential suppliers to ensure they have reasonable time in which to take such amendment into account and if required, the tender submission deadline can be extended at the discretion of the ESO. Your tender response must comply with the amendments, or it may be rejected.
15. A tender response or any other document submitted part of the tender exercise may be rejected if it:
  - contains gaps, omissions, misrepresentations, errors, or uncompleted sections
  - contains handwritten amendments which have not been initialled by the authorised signatory
  - does not reflect and confirm full and unconditional compliance with all the documents issued by ESO forming part of the ITT stage
  - contains any caveats, or any other statements, or assumptions, qualifying the tender response, that are not compliant for evaluation in accordance with any documents issued by ESO in any way
  - is not submitted in a manner consistent with the provisions set out in the request for EOI, ITT stages, or any subsequent or supporting documents
- is received after the tender submission deadline.
16. The ESO reserves the right to disqualify from the tender process any provider if they breach these tender rules, if there are any errors, omissions, or material adverse changes relating to any information supplied by you at any stage in this competitive procurement event, and/or if your staff, partner companies, sub-contractors, and advisor attempts:
  - to inappropriately influence this competitive procurement event
  - to fix or set the price for the ESR service
  - to enter any arrangement with any other party that such party shall refrain from submitting a tender response
  - to enter any arrangement with any other party (other than another party that forms part of your consortium bid or is your proposed sub-contractor) as to the prices submitted
  - to collude in any other way
  - to engage in direct or indirect bribery or canvassing by you or your appointed advisers in relation to this competitive procurement event.
17. By submitting an EOI and/or tender, you consent to your detailed feasibility studies (F2) submission being shared with a third party for verification during tender evaluation.
18. Providers are responsible for obtaining all information necessary for preparation of tender responses and for all costs and expenses incurred in preparation of the tender response (save for those explicitly agreed to by the ESO as part of the F2 process).
19. You accept through participation in this procurement event, including without limitation the submission of a tender response, that you will not be entitled to claim from the ESO any costs, expenses, or liabilities that you may incur in tendering for this procurement irrespective of whether your tender response is successful.
20. The ESO is not bound in any way to enter any contractual or other arrangement with you or any other potential provider.
21. The ESO reserves the right to terminate, suspend, amend, or vary (to include, without limitation, in relation to any timescales or

deadlines) this competitive procurement event by notice to all potential providers in writing (if cancelled post the ITT stage), and through our website (if cancelled before the ITT stage).

back to the ESO by 1700hrs on 5 September 2022 to [manpreet.patel@nationalgrideso.com](mailto:manpreet.patel@nationalgrideso.com) and CC [roopkamal.phull@nationalgrideso.com](mailto:roopkamal.phull@nationalgrideso.com)

If you have any questions about any of the information provided, please submit them by email titled 'Tender Query' using Appendix 4 – Query Form to [manpreet.patel@nationalgrideso.com](mailto:manpreet.patel@nationalgrideso.com) and CC [roopkamal.phull@nationalgrideso.com](mailto:roopkamal.phull@nationalgrideso.com)

## Next steps

To participate in the EOI please download a copy of the submission form to complete and sign the non-disclosure agreement before emailing the attachments

## Purpose of the EOI tender documents

Document	Purpose of Document	Action
This document – Invitation to the Wind tender: expression of interest	Use this document for: <ul style="list-style-type: none"> <li>Knowing the background and context around the ESR tender requirements</li> </ul>	Read ahead of filling in any information
Appendix 1 – Technical requirements and assessment criteria	Use this document for: <ul style="list-style-type: none"> <li>Understanding the functional requirements and related parameters, why they are important to the service and why they are set at the agreed limits</li> <li>Understanding the assessment criteria, a high-level summary of the proposed feasibility assessment process and some of the contract principles</li> <li>The information contained in this document is still a work in progress and will be updated following feedback.</li> </ul>	Read ahead of filling in any information
Appendix 2 – EOI Tender submission and technical requirement declaration form	Use this document for: <ul style="list-style-type: none"> <li>Completing your submission depending on which category you wish to bid for.</li> </ul>	For mandatory completion and to be submitted back to the ESO
Appendix – 3 Non-disclosure agreement	Use this document for: <ul style="list-style-type: none"> <li>Participation within this event. Please sign and return this document along with your submissions on the 5th September 2022 – failure to do so will result in a non-compliant submission.</li> </ul>	For mandatory completion and to be submitted back to the ESO
Appendix 4 - Query form	Use this document for: <ul style="list-style-type: none"> <li>Any provider queries during the event. We expect to anonymise queries and share the responses on our website as far as possible. If you believe your query is confidential, please state this on the query form along with your justification. Where the ESO does not agree that a query should be confidential, they will present two options to the provider, either for the response to be shared, or for the provider to withdraw the question.</li> </ul>	Can be completed and sent to the ESO at any point during the tender process
Appendix 5 – FAQs	Use this document for: <ul style="list-style-type: none"> <li>Collating all questions &amp; Answers during each stage of the event. This will be a live document so please keep up to date with it and ensure you review this prior to submitting a query.</li> </ul>	Read ahead of filling in any information

Sample ESR contract terms	<p>Use this document for:</p> <ul style="list-style-type: none"> <li>An overview of what an ESR (formerly Black Start Service Terms) contract might contain. The final contract outlines will be shared around the ITT F1 stage.</li> </ul>	Read for information about future requirements.
F1 and F2 study requirement brochure	<p>Use this document for:</p> <ul style="list-style-type: none"> <li>An indication of what will be required as part of the next stage following the EOI. More information will be shared for the ITT F1 stage for those that successfully complete the EOI shortlist.</li> </ul>	Read for information about future requirements.

## Wind tender procurement timelines



Stage	Date	Detail
Launch webinar	28 June 2022	Inform industry about the upcoming restoration tender, key messages, timescales, process overview and next steps. Provide an opportunity for interested parties to ask questions and share their feedback.
Request for EOI	8 August 2022 (4 weeks)	The first part of the process for potential bidders to outline their detail and high-level capabilities to be eligible to continue in the tender process. This is a light-touch application process with pass/fail criteria for entry level.
EOI deadline	5 September 2022	To allow the ESO to determine the level of interest in the tender, all EOIs must be submitted by 5pm. Any late entries after this will not be considered.
EOI assessment period	September 2022	The ESO will assess and shortlist all the potential providers that pass the criteria for entry level to this tender.
Invitation to tender	3 October 2022	The formal invitation to tender will be released to all providers who have met the EOI submission deadline and accepted and met the minimum/mandatory criteria. At this stage, all other tender documentation will be available, and the feasibility process will commence.
F1 and F2 scope submission period	3 October - 5 December 2022 (9 weeks)	The first stage of the tender requires submission of the F1, along with a scope of works for the more detailed F2. The F1 should summarise the known information about the plant, and its capability or potential to provide a service that meets the technical requirements of one of the service categories. In parallel to the F1 report, a scope of work for the F2 (F2 Scope) should be produced. The F2 Scope will include details of the works required to prove the Restoration capability of the plant, along with details of associated costs.

Stage	Date	Detail
F1 and F2 scope deadline	5 December 2022	All documents must be submitted by 5pm, submissions made after this may not be considered.
F1 and F2 scope assessment period	December to February 2023	<p>After reviewing the providers who meet the agreed standard outlined in the assessment criteria and receive budgetary approval will proceed to the next stage of the tender. This will be formalised with a side letter contracting the terms of the agreement, and an instruction to proceed with the F2.</p> <p>The full requirements for the F2 will be detailed in the F2 outline document, available to review during this period.</p>
F2 and commercial bid submission period	February 2023 to October 2023	<p>The F2 report will be accompanied by a technical and commercial bid submission which combined will form the tender submission. The F2 report itself should sufficiently prove that the provider's plant does have Restoration capability or will have Restoration capability subject to proposed changes detailed in the report. As with the F1, if confirmed in their EOI acceptance that a previous study is satisfactory, there will be no need to duplicate this work.</p> <p>Depending on the service bid for, the ESO is able to make a capped contribution of up to £150,000 towards these F2 studies (in line with historical spend) which will be contractually agreed with a side letter.</p> <p>Providers are expected to minimise these costs to reduce the impact on the end consumer and will only be reimbursed for costs once invoices and supporting evidence of costs incurred are received and validated by the ESO. Costs will be reimbursable following closure of the F2 assessment period and following satisfactory responses to all clarifications being issued by the ESO during the assessment period.</p>
F2 and commercial bid deadline	October 2023	All documents must be submitted by 5pm, submissions made after this may not be considered.
Tender evaluation and clarifications	November to January 2024	<p>Following tender submission, all tenders will be reviewed, and technical clarifications specific to tendered information will be issued to individual providers. These clarifications will be documented as each submission is reviewed, but issued to all tenderers at the same time, to ensure no advantage is gained. All tenderers will be given the same amount of time to respond to clarifications on their tenders.</p> <p>During this period, feedback will also be given on the commercial submissions, and tenderers will be given the opportunity to provide clarification and refine their submission. All tenderers will be given equal opportunity and time to do so.</p>
Contract award	February 2024	Contract/s will be awarded, and decision will be communicated to tenderers. Post-award, we expect to publish elements of the outcome of the tender, potentially including MW volume, technology type and price, in line with security requirements, the owners of the awarded contracts will not be revealed.
Build/Install	March 2024 to December 2026	<p>At the discretion of the ESO, additional time for construction of assets can be agreed prior to service commencement.</p> <p>Where a provider can deliver a service ahead of the planned deadline without incurring excessive cost, we invite them to notify us within their submission, and where possible and economic, we may be able to agree an earlier target commencement date.</p>

Stage	Date	Detail
Service commencement	By December 2026	Once construction has completed, the ESR contract will commence following successful completion of a commissioning test.
Assurance activities	Ongoing	Based on contract terms, providers will be subject to routine ESR tests which are scheduled normally every three years.
Service expiry	December 2031	Providers will be contacted before the final date.