

**electricity**  
**north west**

Bringing energy to your door



# Flexibility Services consultation webinar

September 2022

Stay connected...



[www.enwl.co.uk](http://www.enwl.co.uk)



## Lois Clark



**DSO  
commercial  
Lead**

Lois leads the DSO Commercial team, which has responsibility for all things flexibility, the ongoing management of contracted capacity and the roll out of innovative solutions to traditional network solutions in our journey to net zero.

## Keith Evans



**Flexible  
Solutions  
Manager**

Keith's role is to lead activities to develop policies and processes that will enable the transition to DSO in the areas of flexibility services, flexible connections and energy efficiency .

## Kate Stewart



**Flexible  
Solutions  
Analyst**

Kate works within the DSO Commercial team, assisting with the procurement and visibility of Flexible Services and developing processes to help break down barriers to participation.

# Purpose of this consultation



As part of our latest [Distribution Flexibility Procurement Statement](#), we committed to leading a consultation over the summer period to better understand our stakeholder's views of how we procure Flexible Services and our future plans prior to the launch of our Autumn 2022 Flexibility tender.



Information and  
signposting



Engagement



Procurement

Share your thoughts



# Information and signposting





In 2022 we published our Network Development Plan (NDP) which is an important source of information on the future needs of the network.



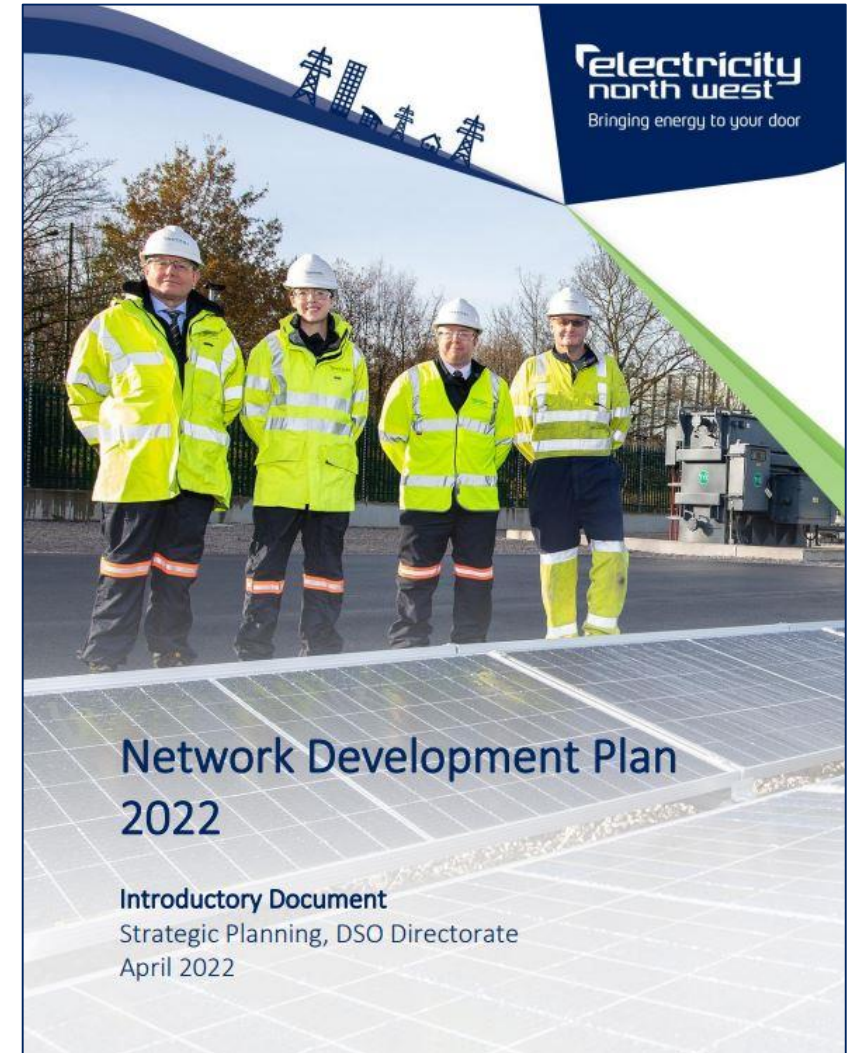
Shows where there is insufficient capacity



Shows where flexibility services may be required in the short, medium and long term

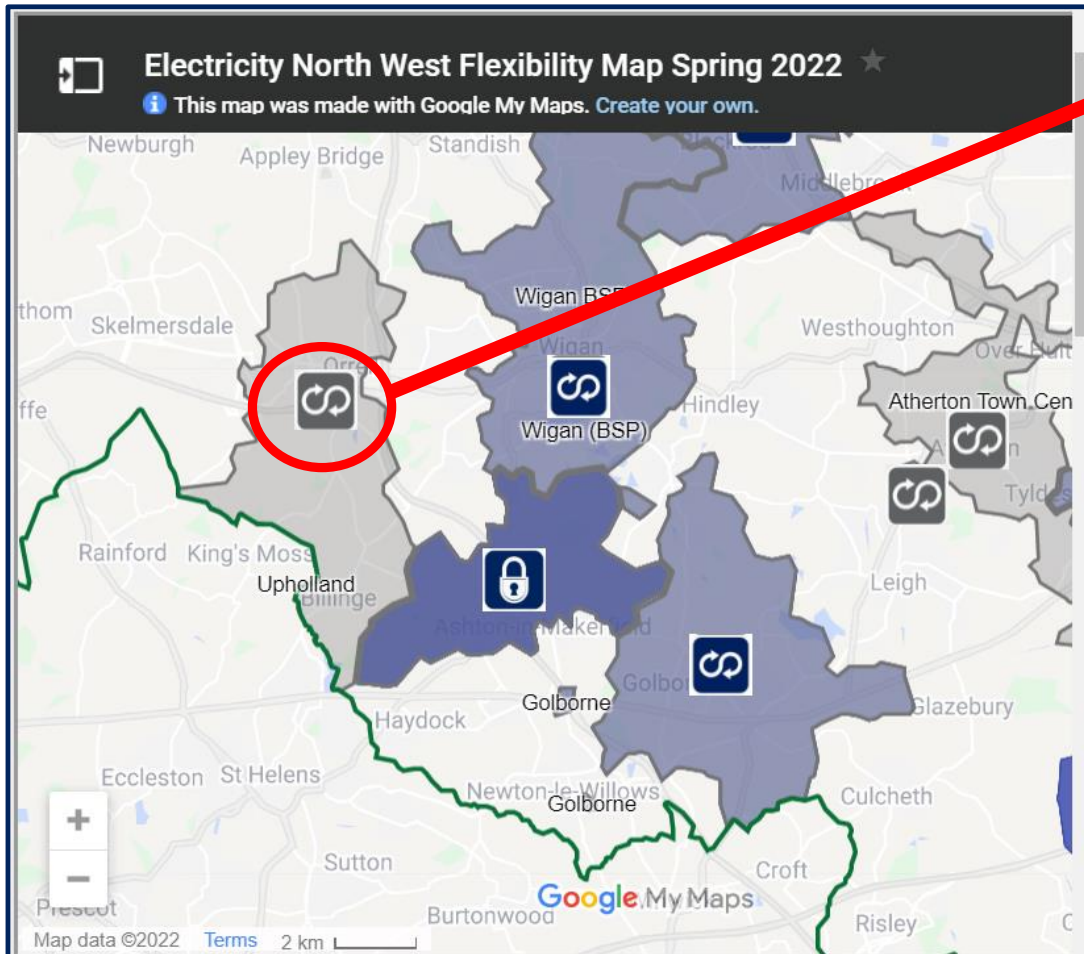


Provides information on how we intend to create capacity over the next 10 years



# Signposting Flex requirements

Network Development Plan (NDP) Flexibility requirements are included in the tender to give early signposting.



← Upholland

Substation Name  
Upholland

Need Type  
Dynamic

Comments  
This site is forecasted to require flexible services in the next 5-10 years. However this is not guaranteed and will be subject to future capacity reviews. Exact location data will be confirmed if and when we publish an ITT for this site.

More information  
<https://www.enwl.co.uk/get-connected/network-information/network-development-plan/>

Easting  
352522

**1. Does our NDP provide you with confidence in developing flexible assets and portfolios within the ENWL network?**



➤ Introduction

➤ Benefits

➤ FAQs

➤ How to take part

## Document library

- Common Evaluation Methodology (CEM) and Tool
- A guide to Flexible Services
- Decision making criteria
- Summary of service requirements
- Services products and response times
- Our procurement process
- Standard Flexibility Services Agreement
- Technical specification
- Flexible Services Glossary

**2. Is there any information missing from our website that you would find helpful?**

# Flexibility requirements map



**Kendal**

Map Spring 2022

W 23 - Delivery start date  
11/1/2022

W 23 - Months required  
Nov 22-Apr 23

W 23 - Times required  
11:00-20:00

W 23 - Days required  
Monday, Tuesday, Wednesday, Thursday,  
Friday, Saturday, Sunday

W 23 - Estimated availability hours  
196

W 23 - Estimated utilisation hours  
48

W 23 - Guide price  
£33,419

My Maps

Keyboard shortcuts

Select an icon to expand the details of each site requirement

You can find this map on our:

- [Flexible Services homepage](#)
- [Current requirements page](#)

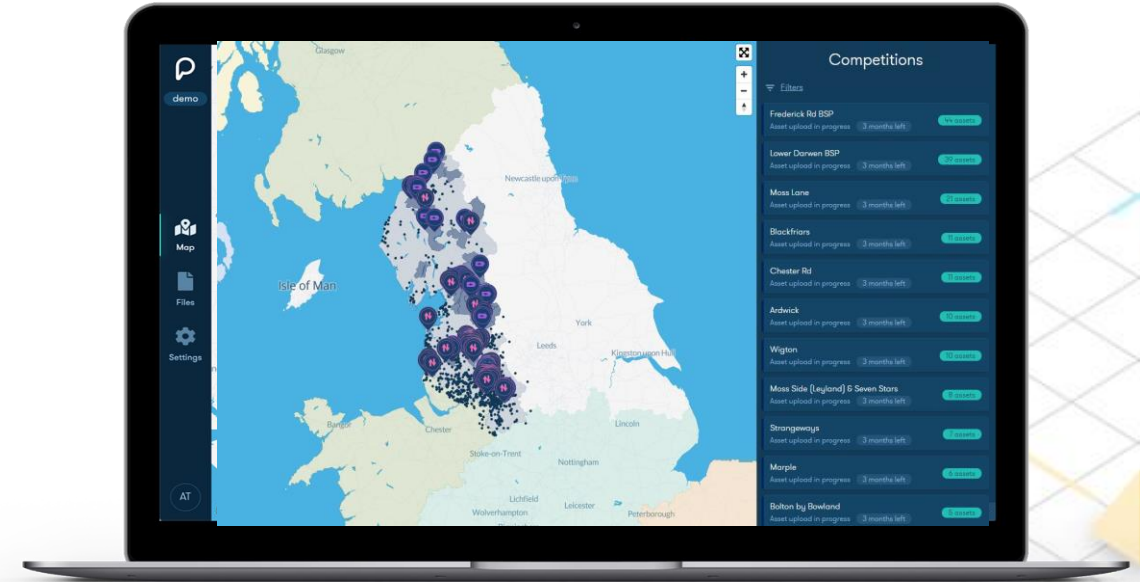
The navy icons are where we are currently seeking flexible services and the grey icons grey icons are future requirements

**3. Is there any other information you would like the map to provide?**





- View our current requirements
- Sign up to the free DPS
- Upload and pre-qualify your flexibility assets
- Submit a bid
- View past competition data
- Our profile page for guidance and contact information



**4. Do you have all the information you need on Piclo and our website to easily take part in our tenders?**

**5. Are there any steps of the above process that require more guidance?**



- Electricity North West website
- Piclo Flex website
- ENWL Flexibility distribution list
- Press releases
- ENWL newsletters
- ENA flexibility in Great Britain timeline



**6. Is there anywhere else we could be signposting our requirements along with helpful information about Flexible Services?**



Our full invitation to tender documentation is on our website, and includes:

- Invitation to Tender terms and conditions
- Standard Flexibility Agreement
- Technical specification
- Summary site requirements
- Half hourly flexibility requirements
- Post-code checker
- Online Pre-Qualification Questionnaire
- Cost calculator



**7. Are there any other datasets relating to flexible services that you would find helpful?**

# Engagement





Department for  
Business, Energy  
& Industrial Strategy



**8. Are you satisfied with the work we are doing with the rest of the industry to standardise the process of providing flexibility services?**

**9. If not, what else would you like to see us collaborate on to standardise the flexibility market?**

- Updates on future requirements
- Expressions of Interest
- Results of our tenders
- Upcoming events and event summaries

**10. Are you happy to receive quarterly newsletters or would you prefer more frequent newsletter updates?**

## Flexible Services

**Electricity  
north west**  
Bringing energy to your door

Stay connected... 

Welcome to issue 14 of the Electricity North West Flexible Services newsletter!

### Electricity North West Launches Flexibility Services Consultation

Take part and influence the way we procure flexibility services!

[Click here to join the meeting](#)

This consultation is open for eight weeks and will close on Friday 30th September. It outlines our current processes for signposting, procuring, dispatching, and settling flexible services and asks for stakeholder feedback on what we could do to improve these processes. We are always looking at ways in which we can develop our flexibility tenders and have incorporated and considered the customer feedback we have received to date, but there are still areas where we need your input.



Lois Clark, DSO Commercial Lead at Electricity North West, said: "We are committed to helping our customers to decarbonise and help the North West to reach net zero carbon, and we want to ensure we capture our stakeholders' feedback on how we can facilitate this and help to remove any barriers to entry into our flexibility markets. Huge progress has been made in the last few years within this space, but with plenty of work still to do, we want to capture your thoughts on how we should shape these markets of the future to best suit everyone's needs."

We strive to make it easy for our stakeholders to engage with us, focusing on the right issues and asking the right questions, to develop an offering that meets both of our needs. If you would like to feed into this consultation and share your thoughts on a range of topics from engagement and timelines to pricing and contracts, please follow the link below.

[View consultation](#)



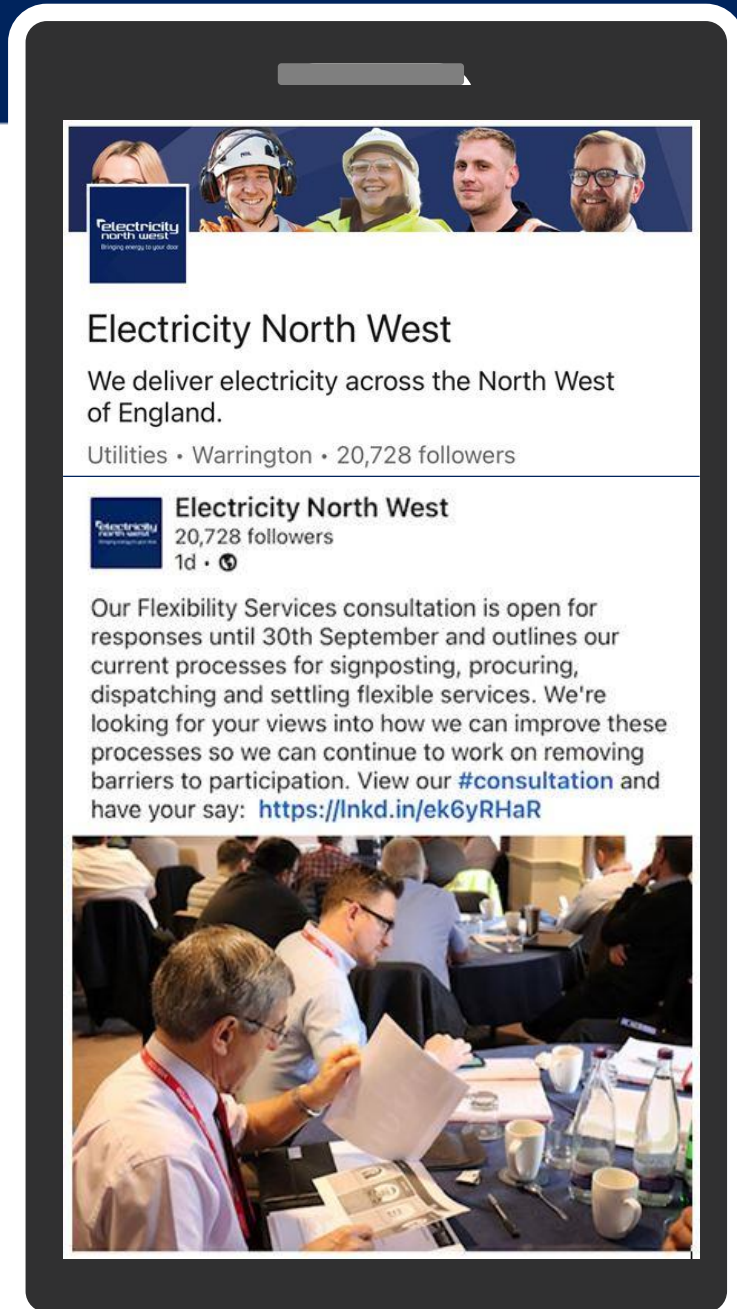
- Webinars
- Collaborative in-person events
- Regional events



**11. Do you prefer to attend webinars or in-person events?**

**12. If you prefer to attend in-person events, where would you like to see them being held?**

# Social media



13. Do you use social media to stay updated with industry news and upcoming events?





- Complementary one-to-one sessions
- Every Wednesday afternoon
- Discuss any aspect of providing flexibility to the network
- Available to book on our website
- Video or audio call via Microsoft Teams



**14. How likely are you to book a surgery session?**

**15. If you are not likely to book a surgery session, why?**

# Procurement





## Sustain (Scheduled)

Provides a scheduled response to prevent network constraints

Flexibility Providers flex their supply up or down in accordance with a schedule to help manage network constraints by providing additional capacity and capability



## Secure (Pre-fault)

Provides a scheduled response to manage network loading

Flexibility Providers are available at peak times to help manage the load on the networks and prevent it from exceeding its capabilities



## Dynamic (Post-fault)

Keeps the power flowing during an unplanned network event

Flexibility Providers are available and provide an immediate response following a fault or unplanned network event







## Restore (Post-fault)

Gets the lights back on following an unplanned network event

Flexibility Providers are available and provide an immediate response to help us restore supplies for customers quickly following an unplanned network event

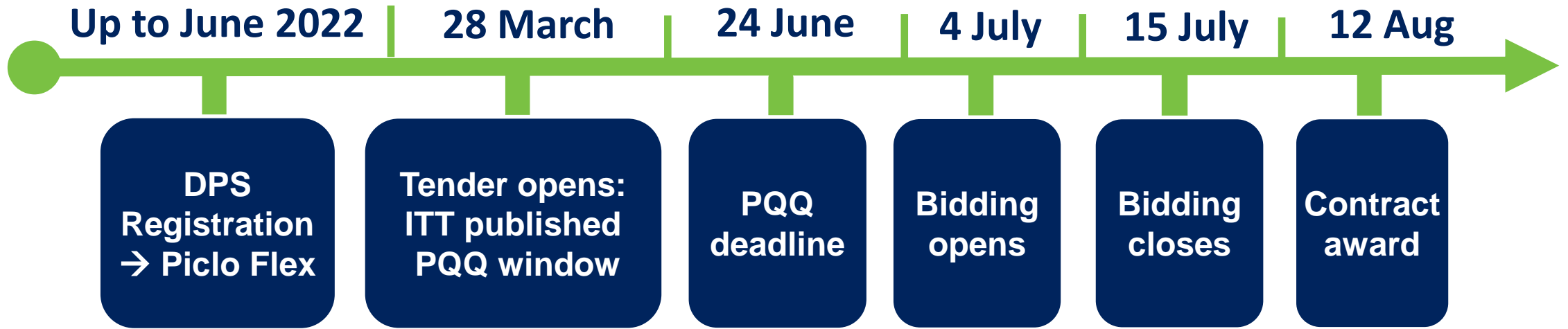
**16: What services are you most likely to tender for?**

**17: Are there any additional services you would like to see requested in our tenders?**

Service parameters	 SUSTAIN	 SECURE	 DYNAMIC	 RESTORE
Minimum declarable capacity	50kW	50kW	50kW	50kW
Minimum utilisation	30 mins	30 mins	30 mins	30 mins
Utilisation notification period	Scheduled in advance	1 week in advance	Real time	Real time
Maximum ramping period	N/A	<15 mins	<2 mins	<2 mins
Availability agreement period	N/A	Contract stage	Contract stage	Contract stage
When required?	Scheduled forecast overload	Pre-fault / peak shaving	Network abnormality / planned outage	Network abnormality
Risk to network	Low	Medium	High	High
Utilisation certainty	High	High	Low	Low
Frequency of use	High	Medium	Low	Low

**18. Do you believe that currently the 50kW minimum threshold for EHV requirements is restrictive? If so what level do you think it should be set at?**

# Tender timeline



19. Does our current tender timeline allow sufficient time to prepare and submit a bid?

20. What do you think of our PQQ window; is it too long or short?

# Pre Qualification Questionnaire (PQQ)

Flexibility Providers are required to complete our [PQQ](#) to participate in our tenders. This questionnaire can be submitted once you have already:

- ✓ Successfully registered onto our Dynamic Purchasing System (DPS) on Pico.
- ✓ Uploaded your assets on Pico.

- Asks for technical details of the site and the capability for delivering flexibility.
- **All fields must be accurately completed by the deadline** to receive an invite to submit a bid.
- If you need assistance when completing the PQQ, you can [book a 1-2-1](#) discussion with a member of our team.

Details of protection arrangements including loss of mains protection

e.g. RoCoF, Vector Shift, Intertrip.

Is this site already connected to the ENWL network?

Yes

No

If not, does this site have an accepted offer for connection to the ENWL network?

Yes

No

If the site has an accepted offer please provide quote reference number

If not already connected to the network, please indicate development timescales for this site including progress of application, and energisation date, and upload development proposals if available

Upload

Choose File No file chosen

If not currently connected, please outline the expected typical demand/ generation profile and upload data/charts if available

Upload

Choose File No file chosen



In order to participate in our procurement rounds, you will need to:

## Pre- Qualification

1. Sign up to the Dynamic Purchasing System on [PicloFlex](#)
2. Register and upload your assets on PicloFlex
3. Complete the pre-qualification questionnaire on [our website](#)
4. Confirm entry to competition on PicloFlex
5. Submit a bid on PicloFlex

**21. Is there anything else we can do to improve the pre-qualification part of our procurement process?**



## Common Evaluation Methodology & Tool

- Compares network capacity and network losses over the range of DFES scenarios to identify the most cost effective solution
- Proposes optimum contract length



We will publish a high level summary table on our website following each tender round, along with the full CEM tool including our evaluation of bids for each requirement zone





Greater  
visibility and  
confidence



Helps stimulate  
volumes and  
competition



Reduces costs  
for network  
customers

**22. Does our approach give you confidence that we are acting in an open and transparent manner?**

**If not, what else would you like to see?**

# Cost calculator



## Flexible Services cost checker

Click here to visit Piclo



Click here to visit our website



Click here to contact us



### Insert Bid Details Here

Competition details	Competition Name	Baguley
	Period	W23/24
	Service Type	Dynamic

Bid Details	Availability £/MWh	£60.00
	Utilisation £/MWh	£200.00
	Capacity MW	0.7

### Competition details (auto-populated)

Competition ID	ENWL-101
Celling Price per annum	£4,853.00
Availability Hours	13
Utilisation Hours	24
Capacity Required MW	0.7

Total Bid Price			% of capacity required	Total price if scaled up to total capacity required			
Availability £	Utilisation £	Total Bid Price		Availability £	Utilisation	Total Bid Price	% of ceiling Price
£546.00	£3,360.00	£3,906.00	100.00%	£546.00	£3,360.00	£3,906.00	80.43%

Result:

Your tendered price is within the ceiling price.  
Note: This is not a guarantee that your submission will be accepted.

Competition Name	Period	Competition type	Utilisation		Capacity		Ceiling Price per annum	Competition R
			(hrs)	(hrs)	Required (MW)			
Alston	W22/23	Restore	100	0	1.67	£12,360	ENWL-91	
Alston	W23/24	Restore	100	0	1.67	£12,360	ENWL-91	
Ardwick	W23/24	Secure	100	806	2.96	£137,254	ENWL-92	
Ardwick	W23/24	Restore	100	0	12.74	£34,196	ENWL-93	
Ashton (Golborne)	W22/23	Secure	100	894	5.13	£17,793	ENWL-94	
Ashton (Golborne)	W22/23	Restore	100	0	16.29	£89,510	ENWL-95	
Ashton (Golborne)	S23	Dynamic	48	82	3.22	£5,552	ENWL-96	
Ashton (Golborne)	W23/24	Secure	100	1833	7.1	£17,793	ENWL-94	
Ashton (Golborne)	W23/24	Restore	100	0	16.29	£89,510	ENWL-95	
Ashton (Ribble)	S23	Dynamic	48	289	2.14	£4,169	ENWL-97	
Ashton (Ribble)	W23/24	Secure	100	1969	6.64	£17,104	ENWL-98	
Ashton (Ribble)	W23/24	Restore	100	0	6.41	£37,748	ENWL-99	
Ashton (Ribble)	W22/23	Secure	100	752	4.36	£17,104	ENWL-98	
Ashton (Ribble)	W22/23	Restore	100	0	6.41	£37,748	ENWL-99	
Askerton Castle	W22/23	Restore	100	0	1.337	£4,286	ENWL-100	
Askerton Castle	W23/24	Restore	100	0	1.337	£4,286	ENWL-100	
Baguley	W23/24	Dynamic	24	13	0.7	£4,853	ENWL-101	
Barton Dock Rd	W22/23	Dynamic	48	98	0.5	£73,195	ENWL-102	
Barton Dock Rd	W23/24	Dynamic	48	211	0.78	£73,195	ENWL-102	
Bentham	W22/23	Restore	100	0	4.49	£20,318	ENWL-103	
Bentham	W23/24	Restore	100	0	4.49	£20,318	ENWL-103	
Blackfriars	W22/23	Secure	100	711	4.21	£18,084	ENWL-104	
Blackfriars	W22/23	Restore	100	0	12.7	£41,217	ENWL-105	
Blackfriars	W23/24	Secure	100	1097	5.09	£18,084	ENWL-104	
Blackfriars	W23/24	Restore	100	0	12.7	£41,217	ENWL-105	
Bolton By Bowland	W22/23	Dynamic	48	68	0.27	£48,526	ENWL-106	
Bolton By Bowland	W23/24	Dynamic	48	125	0.3	£48,526	ENWL-106	
Botany Bay	W23/24	Dynamic	48	108	0.94	£19,777	ENWL-107	
Bradshawgate	W22/23	Dynamic	48	390	1.49	£23,195	ENWL-108	

Introduction & Help | Tender Finder | Manual Entry | **Competition Data**

23. Is there any other information or guidance that we can provide to help you with determining a bid price?



- Bidders must meet all specified requirements
- Bids are submitted on PicroFlex
- Bids are assessed using new CEM and Tool
- Dynamic and Restore products = availability and utilisation payment
- Restore and Sustain product = Utilisation only

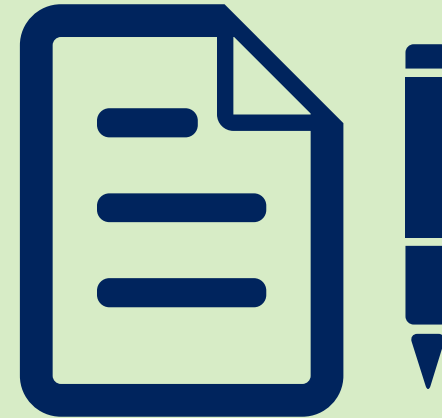


**24. Do you have a preference for either availability or utilisation payments, or a combination of both?**



We have adopted the new Standard Flexibility Agreement

- Boosts market confidence
- Facilitates participation
- Simplifies the standard contract
- Reduces jargon
- Shortens page length
- Ensures clear and consistent terminology



Further standardisation and move towards a framework style agreement

**25. Would you prefer long or short-term flexibility contracts? Please explain your reasoning?**



We are working via the Open Network's Project to provide a common standardisation for API to dispatch services

- Helps with interoperability for providers across multiple markets
- Encourages competition with platform providers
- Helps with the automation of response and commonality across markets
- We also offer the ability to be dispatched via email, phone and ENWL owned remote terminal units (RTU)



**26. Do you have a preferred method of how we should communicate dispatch requirements: API / phone call / email/ RTU?**



# QUESTIONS & ANSWERS



[flexible.contracts@enwl.co.uk](mailto:flexible.contracts@enwl.co.uk)



[www.enwl.co.uk/gonetzero](http://www.enwl.co.uk/gonetzero)



0800 195 4141



[facebook.com/ElectricityNorthWest](https://facebook.com/ElectricityNorthWest)



[linkedin.com/company/electricity-north-west](https://linkedin.com/company/electricity-north-west)



[@ElecNW\\_News](https://twitter.com/ElecNW_News)



[youtube.com/ElectricityNorthWest](https://youtube.com/ElectricityNorthWest)

Please contact us if you have any questions or would like to arrange a one-to-one meeting