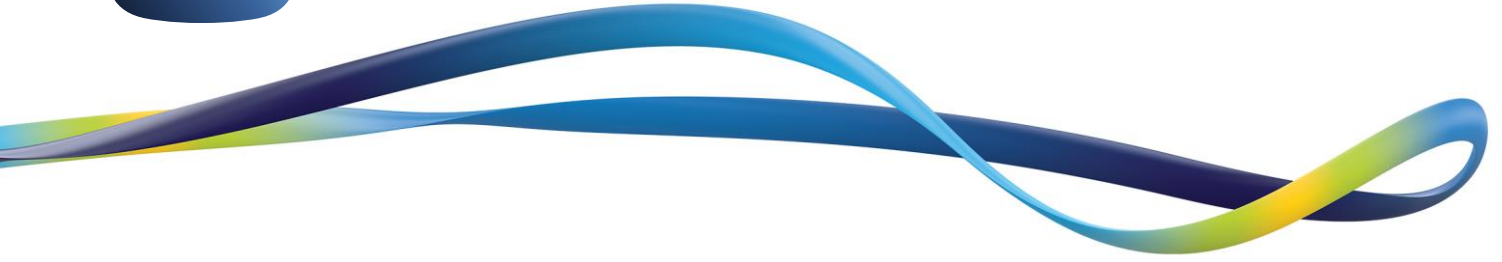




NETWORKS



# **REQUEST FOR EOI FOR PARTNERING WITH ESB NETWORKS ON THE DINGLE PROJECT'S P2P TRIAL**

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Date: June 2020



Document Control			
Version	Date	Description of Version / Change	Author
0.1	03/03/2020	First Draft	John Fitzgerald
0.2	16/04/2020	Second Draft	Fergal Egan

Document Review			
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Document Approval			
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# 1. Introduction

## 1.1 Background

ESB Networks has a pivotal role to play in Ireland's transition to a low carbon economy, powered by clean electricity. Electricity holds the key to a low carbon energy future. By removing carbon from electricity generation and electrifying heat and transport, Ireland can address a substantial portion of its carbon emissions.

Electricity customers will play a central role in the transition to an all-electric future. Only by understanding and responding to their needs and behaviours, will it be possible to create the energy system of the future. The deployment of new technologies in the Dingle peninsula will assist ESB Networks in understanding the development of a smart, resilient, low-carbon energy network of the future.

The Dingle Project is part of the 'Future Customer' roadmap in the [ESB Networks Innovation Strategy](#). ESB Networks' vision for the future is to maximise the capacity of the existing network to support our customers' changing requirements in the future. As part of this roadmap, the Dingle Project will trial flexibility and Peer-to-Peer (P2P) energy trading concepts.

The Climate Action Plan envisages that by 2030, Ireland will have the following mix of technologies:

- 70% of all electricity needs from renewable energy sources – solar and wind;
- 950,000 EVs; and
- 600,000 Heat Pumps;

It is envisaged that these technologies will also enable customers to partake in new energy services where they can contribute to managing climate change by decarbonising Ireland's energy system and also enable customers to share in the commercial benefits of this participation. The transition of customers undertaking these activities is known as transitioning from consumer to "prosumers" (also known as the "active energy citizen").

ESB Networks will need to develop the network to facilitate participation of customers in future flexibility services or markets. It is forecast that there will be 2,500MW of demand side response capability in our customers' premises by 2030. This will require investment in new control systems and assets to allow future Demand Side Response (even at domestic level), to offer various flexibility services to the energy system in Ireland. Domestic and network level control technologies will be important in delivering a network with sufficient capacity and visibility to facilitate customer flexibility. Pilots set out in the Dingle Project will demonstrate these technologies and provide us with the data and systems that we need to optimise, and include in our future investment plans (PR5, PR6) to meet the changing needs of our customers.

This document is being issued to seek Expressions of Interest to becoming a project partner with ESB Networks to undertake a P2P energy trial on the Dingle peninsula. See Appendix A for further details of the trial area. Further details on the objectives, proposed project structure and functional design of the trial is contained below.

## 1.2 Objectives and Deliverables of the Dingle Peer-to-Peer Trial

ESB Networks does not envisage the operation of market-facing P2P energy services as being an ongoing responsibility of ESB Networks. ESB Networks believes that such services are most appropriately delivered by parties who participate in energy trading activities.

When ESB Networks looked to develop a trial of the P2P concept in Dingle, we engaged with stakeholders on the topic early in this process (from Q3, 19 through to Q2, 20), to help us understand what we may need to do in the future to support customers and to facilitate a discussion amongst industry stakeholders. This engagement was to explore how active energy citizens might engage in market services and what P2P energy trading might look like. Our consultations and ongoing stakeholder engagement have clearly indicated that there is significant interest in the topic, there are different perspectives across industry on what P2P means in the context of energy and there is diversity of views on how it might be achieved in Ireland.

The constraints of overall Dingle Project timelines mean that it will not be possible to use the Dingle trial as the sole mechanism and process to agree a P2P design that meets the requirements of all stakeholders. ESB Networks is motivated however, to use the existence of the Dingle Project to further learnings for itself, policy makers and wider stakeholders on P2P energy.

With this in mind, the stakeholder input and feedback received in our engagements has contributed to ESB Networks designing and implementing a P2P energy trial to achieve the following objectives:

- Learn about the impact on the LV and MV network of P2P energy services;
- Understand the potential benefits that P2P energy services may offer in terms of network efficiency, e.g., opportunity for deferral of reinforcement investments;
- Learn about the data, technology, and processes required to enable P2P energy services;
- Identification of potential regulatory changes which may be required to enable P2P energy services;
- Appraisal of this P2P energy services model to deliver benefits to customers; and
- Understand the effectiveness of P2P energy services in empowering the Active Energy Citizen;

## 1.3 Objectives of the Dingle Project

The 4 objectives of the Dingle project are listed in the following table. There will be one or more ‘trials’ carried out under each of the objectives in order to realise the benefits for the Customer. This Request for Expression of Interest (EOI) relates to Objective 1 – Peer to Peer services, only.

Project Objectives	Description
<p>1. P2P Energy Trial: P2P services and Data Platforms to enable the active energy Citizens and Energy Communities</p>	<p>Residential generation and demand technologies are changing to create an environment where customers can trade electricity. The electrical industry is aligning to decentralized generation at distribution level driving the need for sector coupling (the idea of interconnecting or integrating the energy consuming sectors – heating and cooling, transport, and industry, with the power producing sector) and P2P accounting is needed to enable this. This objective will develop, document and disseminate an understanding of how the Distribution Network Operator can facilitate new services such as P2P energy trading, and ensure smart meters and platforms capture the requirements into the future. The demonstrations delivered as part of this objective will allow ESB Networks to understand the role P2P has to play in enabling the Active Energy Citizen and Local Energy Communities, and to understand the impact of P2P from a network facilitation perspective.</p>
<p>2. Active Energy Citizen: Understanding the behaviours and mechanisms required to transition to the Active Energy Citizen</p>	<p>There is a need to understand what mechanisms drive the desire to transition from a traditional consumer to an active citizen. Services such as, P2P, Virtual Power Plants, Community scale developments and Flexibility will be offered in the future with a view to appreciating levels of adoption, utilisation and acceptance among all customers. This trial relates to Peer to Peer feasibility. Studies and structured reporting will allow for understanding of incentives required to ensure optimal adoption of Services.</p>
<p>3. Customer Flexibility: Assessment of how Distributed Energy Resources (DER’s) can offer flexibility as a service for a non-wires solution to network reinforcement</p>	<p>It is forecast that the rate at which customers adopt EVs and Heat Pumps will increase. As a consequence, in some instances, the MV and LV electrical network will become constrained. This objective will deliver demonstrations which will compare conventional network reinforcement approaches with a non-wires solution to accommodate the additional load of EVs and eHeat. The non-wires solution proposed for trial assumes loads (such as smart EV chargers, smart Heat Pumps, smart immersion controller) can be controlled</p>



	to provide diversification, in tandem with resources such as batteries to offset grid constraints. Upon demonstrating and verifying the realities of this, it will then be possible to definitively report the feasibility to defer a conventional network upgrade and/or provide operational and reliability increases through these services.
4. Network Resilience: Increasing reliability on the MV and LV network	As electrification proliferates across Ireland, the reliability of the overall electrical network will need to be ever more robust due to additional utilisation, exposure, and changing customer expectations. This objective will establish and deliver demonstrations of viable measures required to make the network resilient by reducing Customer Interruptions (CIs), and Customer Minutes Lost (CMLs), as well as improving the efficiency of operations by decreasing van rolls, fuel usage, and hence reducing carbon emissions.

## 2. Partnership Proposition

As a networks business, ESB Networks recognises that it may not be in a position to fully understand the consequences that the P2P energy trial it has designed may have for customers or the energy market. As such, ESB Networks is seeking a partner that will help uncover those learnings and support operation of this trial, such that the full learnings can be shared with customers, policy makers and industry stakeholders.

The proposition for partnership is on the basis of:

- The Partner having an electricity supply licence and currently operating in I-SEM;
- The Partner’s proposed resources / team having appropriate experience to support the operation of the trial and the identification of learnings;

The Partner agreeing to bear the costs of P2P incentives for participants throughout the trial (preliminary estimates are in the region of €5k-€10k); and

- The Partner agreeing to self-fund its involvement in the trial. This includes expenses for attendance at customer workshops on the Dingle peninsula, and any sub-partner or joint venture cost which the Partner may wish to undertake;

While ESB Networks intends to share the learnings from its trial with all interested stakeholders, it considers that the partner will benefit from the P2P trial in a number of ways:

- First-hand understanding of the data, technologies and processes that are necessary to support P2P energy services;
- Detailed understanding of the impact of “incentivisation” on participant behaviour;
- Input, where appropriate, into the refinement of scenarios to be trialled;
- Detailed understanding of the learnings from the trial, including those related to participant engagement and activation; and
- Increased profile across the wider Dingle community;

### 3. Project Structure

At a minimum, the Dingle P2P trial requires the DSO (ESB Networks), an entity with appropriate expertise in trading in the Irish I-SEM market, and a technology platform provider to enable the P2P energy services trial, see figure 1 below.

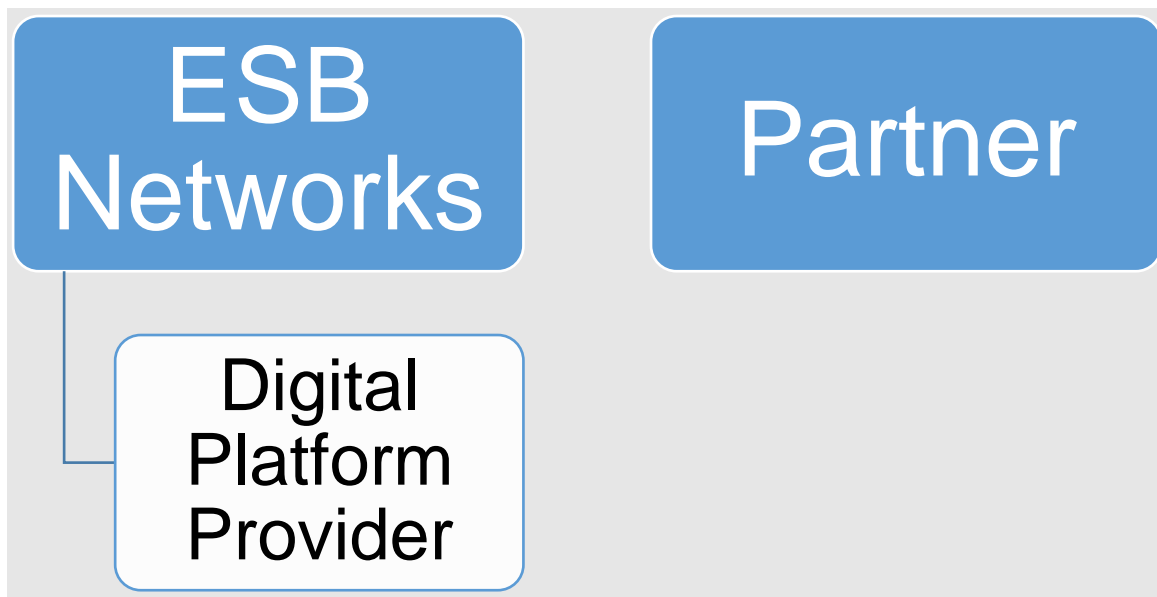


Figure 1: Project Structure

#### 3.1 Roles and Responsibilities

ESB Networks will have the following responsibilities:

1. Lead Partner on the Dingle P2P trial;
2. Responsible for the deployment of interval metering;
3. Procurement and Management of Digital Platform Provider for the duration of the trial;
4. Lead recruitment of Prosumer and Consumer participants for the trial;
5. Coordinate a number of community/customer workshops and focus groups during the trial to ascertain customer feedback throughout;
6. To fund, procure, and deploy a number of Distributed Energy Resources (i.e. Solar PV, Vehicle to Grid chargers, In-home Battery Energy Management Systems) to customer homes within the Dingle trial area;
7. To write-up findings from the outcomes of the trial and co-author the formal report with the Partner for public dissemination;
8. To share insights and learnings on customer/ participant engagement on P2P energy services;
9. To update CRU on progression of the trial over time; and
10. Develop and agree a project stakeholder communications protocol and dissemination plan governing both ESB Networks and the chosen Partner in the trial;



The Partner will have the following responsibilities:

1. Work with ESB Networks and the Digital Platform Provider to deliver the trial objectives;
2. Support ESB Networks participant recruitment activities through using partner's insights and customer intelligence;
3. Design an appropriate incentivisation mechanism for participants which:
  - a. Effectively supports the P2P trial objectives;
  - b. Derives an appropriate commercial value per kWh for the P2P transactions which take place, outlining rationale for same;
  - c. Calculates the value of energy transferred to the Energy Community through the P2P mechanism; and
  - d. Determines incentivisation values per individual participant and ensures participants receive this value, as appropriate;
4. Support ESB Networks in the refinement of P2P scenarios throughout the trial;
5. Participate in the community / customer workshops and focus groups during the trial;
6. Support ESB Networks to develop and agree a project stakeholder communications protocol and dissemination plan governing both ESB Networks and the chosen Partner in the trial; and
7. Write-up findings from the outcomes of the trial and co-author the formal report with ESB Networks for public dissemination;

## 4. Functional Design of Trial

### 4.1 Distributed Energy Resources (DER's)

ESB Networks will fund, procure, and deploy a number of DER to residential customer homes/participant premises in the Dingle trial area. The types (bundles) and volume of DER forecasted to be deployed are shown in the table below.

DER (Bundle)	Volume
Solar PV array (2.1 kWp each)	20
Electric Vehicle and Smart Charger	10
Solar PV, ASHP, Battery, EV and Smart Charger / V2G device	5
Consumer participants (no DER)	25-30

## 4.2 Digital Platform

These DER devices will be connected, via a gateway device in each participant premises, to the digital platform providers' cloud solution, which will have the ability to monitor and can control the DER remotely.

The on-boarding of the Digital Platform provider, which is going through a separate procurement process, is expected to be completed in August 2020.

The core functionality of the Digital Platform and gateway controller will include:

- A means to connect to, control and monitor the DER devices, smart switches (e.g. for immersion heaters) and home energy monitors in the participants' premises;
- Mobile and web application for participants to visualise both near real time (i.e. less than or equal to 1-minute intervals) and historical data from home energy monitors and DER consumption/production;
- Provision of individual energy forecasts per-property;
- Algorithms to optimise energy production and consumption at premises and Local Energy Community level; and
- Recording and aggregation of data at premises and Local Energy Community level;

## 4.3 Local Energy Communities

There are a number of different interpretations of what P2P energy services are and what Citizen Energy Community (CEC) or Local Energy Community (LEC) means. The functional design of this trial thus has to align itself with one interpretation in order to achieve clarity of scope and the objectives.

Taking the above into account, the functional design of the Dingle P2P trial is as follows:

1. Based on the volume of DER available, there will be circa 60 participants in the trial comprising of approximately 30 with the ability to produce energy and 30 who will consume energy only.
2. The trial participants will be grouped into a number of LEC's, each of which will be designed, based on the underlining physical electricity network and reflecting:
  - a. The proximity of prosumers and consumers to each other;
  - b. The objective to establish clusters of participants connected to the same transformer, the same network spur or the same network feeder;
3. P2P activity will take place within each LEC cluster. It is not envisaged for this P2P trial that P2P activity will happen between clusters.
4. It is envisaged that the incentivisation mechanism for trial participation will be "out-of-the-market" and will not require participants to change supplier, thereby avoiding the need for unnecessary switching.

If necessary, the functional design of the Dingle P2P trial may be modified to align with the base capabilities of the Digital Platform. This may be required as the overall Dingle Project

timeline does not have flexibility to support modification of the core platform functionality in order to enable nuances of a P2P trial bespoke in nature for Dingle.

## 5. Estimated Timeline/Schedule

- a) Issue Request for Expression of Interest (this document): 4<sup>th</sup> June 2020
- b) Deadline for submission of queries: 18<sup>th</sup> June 2020
- c) Proposal submission deadline: 3rd July 2020
- d) Preferred partner selected: 31<sup>st</sup> July 2020
- e) Partnership agreement signed: 31<sup>st</sup> Aug 2020
- f) Commencement of trial: September 2020 (\*Note 1)
- g) Completion of trial: Q2 / Q3 2021 (\*Note 2)

Note 1: The commencement of the trial depends on a number of factors such as ESB Networks timeline to mobilise the Digital Platform provider, and deployment of a minimum number of Distributed Energy Resources in order to be able to commence. The trial is expected to commence with a 'design phase' which will include customer workshops.

Note 2: The completion of the trial depends on a number of factors such as the functional design of the P2P trial, ability of ESB Networks and the Partner to adequately deal with risks and issues throughout the trial, and time required to report and disseminate before close out.

## 6. Dissemination of Findings

The chosen Partner shall agree to disseminate the findings with ESB Networks through appropriate publication of documentation and presentation(s) to key stakeholders. Open and transparent findings are critical as the project shares the learnings, challenges and insights obtained through the demonstration trial in order to progress industry discussions. ESB Networks and the chosen Partner, have a responsibility to develop and agree an appropriate stakeholder communications protocol and dissemination plan that will govern both parties for the trial.

## 7. Responding to this Request for Expression of Interest

- Each response shall contain the full name of the party or collaborating parties and include contact details for principal point of contact.
- Respondents are solely responsible for any expenses they incur in preparing the proposal and for subsequent discussions/negotiations, if any. Should ESB Networks elect to reject any or all proposals or cancel the request for expression of interest at any time, ESB Networks will not be liable to any respondent for any claims, whether for costs or damages incurred by respondents in preparing the proposal, loss of anticipated profit/learnings in connection with any final Contract, or any other matter whatsoever.
- A respondent may withdraw a submitted proposal at any time.

- A respondent who has already submitted a proposal may submit a further proposal at any time up to the official closing time. The last proposal received shall supersede and invalidate all proposals previously submitted by that respondent as it applies to this request for expression of interest.
- All changes to or clarifications of the terms, conditions or specifications required before proposal closing will be issued by Fergal Egan, Dingle Project Manager, ESB Networks. All addenda will be communicated to respondents via email. ESB Networks assumes no responsibility for oral instructions or suggestions.

Each respondent must thoroughly examine all documents as well as make his/her own estimate for the proposed work before submitting a response. Any questions a respondent may have are to be directed to Fergal Egan by email [fergal.egan2@esb.ie](mailto:fergal.egan2@esb.ie). Your questions will be answered in writing, to the email address provided with your written questions. In the interests of transparency, ESB Networks will circulate, to all parties invited to submit an EOI, its composite response to all questions raised by all respondents. In this communication, the originator of each question will not be identified.

## Appendix A – Dingle Project Trial Area

The ESB Networks Dingle project trial area is as shown in the figure below and is defined as the area west of a notional line between Camp and Inch. The area is approximately 525 square kilometres, with approximately 7,500 customer MPRN's connected to the electrical network. The Dingle P2P trial is confined to this area which is governed by the electrical network.



## Appendix B - Response Template

The respondent shall reply to each of the questions below as part of their EOI.

Ref No.	Question	Response
<b>(A)</b>	<b>Demonstrate knowledge and understanding of the area of P2P in an energy context</b>	
1001	Please detail your view on the pros and cons of the functional design of the Dingle P2P trial as outlined in this document.	
1002	Please outline one or more alternative functional designs, and explain why you think they would be viable for trialling in Dingle	
1003	Why do you think P2P in an energy context might be advantageous for Customers to have available to them?	
1004	Why do you think P2P in an energy context might be advantageous to ESB Networks?	
1005	Please outline the components of an incentivisation mechanism that you believe would support the achievement of the objectives of this P2P trial, including encouraging participation and ensuring continued engagement by participants.	
1006	Explain how you would ensure that participants would not be over incentivised in a manner that would compromise the learnings from this trial.	
1007	Please outline any areas where specific expertise may be required to determine the viability of the P2P mechanism as a whole, for example the implications of tax calculation on the value of all energy transactions and explain your rationale.	
1008	Please outline your views on whether participants in this trial require to be supplied by the selected Partner for the duration of the trial and whether this could be considered problematic from a regulatory / competition perspective.	
<b>(B)</b>	<b>Company experience in partnering on innovation trials</b>	



1009	Please explain the steps you would take to ensure the trial will be delivered within the specified time and to meet the trial objectives	
1010	Please detail the tools and report mechanisms (project management proposal for the work) you would deploy, or have deployed in a similar trial, to ensure successful delivery	
1011	Please state the stakeholders you believe need to be engaged with in order to deliver the objectives of the trial, identifying the basis of this engagement	
1012	Please state any key dependencies on ESB Networks' side that you believe exist in order to deliver the trial outcomes in a timely manner	
1013	Provide details of three recent innovative trials/projects, the proposed scope of work, including date completed, project partners, your role in the trial, the outcomes of the trial, potential relevance to the P2P energy trial and full reference contact details. Note: Unless otherwise stated, ESB Networks will assume that the contacts identified herein may be approached directly without any further reference to the respondent.	
1014	Please detail any other information which you believe to be directly relevant to this proposal.	

The respondent shall provide CVs for their nominated project team in the following table format (one table for each team member you propose).

Additional information about the team members may be submitted to ESB Networks in other formats. This additional information about your complete team shall not exceed 5 pages in total.

Ref No.	Question	Response
<b>(C)</b>	<b>Proposed personnel (experience and capacity)</b>	
1015	Please outline your proposed team structure for this trial and outline why you believe the team has the correct capacity to undertake the trial in partnership with the Dingle project team. Please also detail the percentage of time that your proposed personnel will commit to the trial.	
1016	Please provide detail on your team's experience and ability to project manage, self-motivation to deliver, and ability to reach into other areas of expertise either in your own business or external to your business as the need arises.	
1017	Please provide detail of your nominated Subject Matter Expert(s) (SME) in the area of energy trading in I-SEM and in particular if they have any P2P energy trading experience.	
1018	How many years' experience does the SME(s) have in their field? Is there anyone nominated who specifically has P2P experience and if so, please provide details of this experience. ?	
1019	Please state if the SME has ever; <ul style="list-style-type: none"> <li>- published any articles for professional journals in their specialise topic</li> <li>- presented at seminars in their specialised topic</li> </ul> Please elaborate.	
1020	Please provide evidence of your team's ability to develop technical reports, and present and facilitate at customer workshops	
<b>(D)</b>	<b>Demonstrate commitment to fulfil the core requirements of the Partner role</b>	
1021	Please confirm that you understand that the scope / nature of P2P for this trial will be driven in part by the technical capabilities of the Digital Platform Provider (not yet procured) and that you are happy to submit your proposal recognising this constraint.	
1022	Please confirm that you accept that ESB Networks will have final decision on who the participants (prosumers and consumers) in the P2P trial will be, recognising the necessity for alignment with the LEC's defined by ESB Networks and the objectives of the trial.	
1023	Please confirm that you will design an appropriate incentivisation mechanism as described in the Partner Responsibilities section of this document.	
1024	Please confirm you will: <ul style="list-style-type: none"> <li>• calculate the value of individual P2P transactions with the Local Energy Community;</li> </ul>	





	<ul style="list-style-type: none"><li>• report this value to individual trial participants; and</li><li>• Bear the costs of P2P incentives, incorporating the value of participants' P2P transactions with the LEC throughout the trial (where appropriate);</li></ul>	
1025	Please confirm you will participate in the community/customer workshops and focus groups during the course of the P2P trial.	
1026	Please confirm you will document the findings from the outcomes of the trial and co-author the formal report with ESB Networks for public dissemination within agreed timelines.	
1027	Please outline your systems to manage the data from the trial in compliance with GDPR regulations. Please also confirm you will sign ESB Networks proposed NDA if successful in being awarded the partnership	
1028	Please confirm you have the appropriate licences i.e. Supplier licence/other as well as the appropriate systems to take part in this trial. Please provide details.	
<b>(E)</b>	<b>Value Added Services</b>	
1029	Respondents are asked to describe any other value-added services that can be offered to ESB Networks at no cost, that may be relevant to this EOI	

## Appendix C – Evaluation Criteria

ESB intends to select a Partner with the service capabilities and experience that are aligned to the scope of work outlined in this document, as per the evaluation criteria below. Respondents should note that there is a weighting applied to the evaluation criteria.

The criteria for the award of this work will be the proposal considered most advantageous towards achieving the objectives of the trial and will be assessed on the basis of the factors outlined below. For the avoidance of doubt, a proposal that does not meet the minimum threshold (as highlighted) for any criterion will be eliminated from the RfP process.

Thresholds will be applied to the total score of each criteria, as outlined below, rather than individual questions in the response template.

ESB Networks will evaluate all proposals using the criteria below. ESB Networks may also request respondents to elaborate in writing or otherwise on certain aspects of their submission. Respondents may be shortlisted, based on their proposals and any subsequent clarifications received. Respondents will only be shortlisted following completion of the evaluation. Shortlisted respondents may be required to make a presentation relating to their proposal at an ESB Networks nominated date.

Award Criteria	Weighting	Minimum	Award Criteria
Award Criteria	100 marks		
(a) Demonstrate knowledge and understanding of the area of P2P in an energy context	15	-	1001 1002 1003 1004 1005 1006 1007 1008
(b) Company experience in partnering on innovation trials	35	-	1009 1010 1011 1012 1013 1014
(c) Proposed personnel (experience and capacity)	35	26	1015 1016 1017 1018 1019 1020
(d) Demonstrate commitment to fulfil the core requirements of the Partner role	5	26	1021 1022 1023 1024 1025 1026

			1027 1028
(a)	Value Added Services	10	-
			1029

## Evaluation Guidance Table

Answers to questions in Appendix B - Response Template will be assigned scores as follows:

Score available	Evaluation Summary
0%	Unacceptable - Nil or inadequate Response, or reference example(s), where applicable, are not comparable. The response fails to satisfy the subject matter of the criteria in very significant respects.
20%	Poor - Overall, the Response is poor and only partially relevant, and the reference example(s), where applicable, is only partially comparable. The Response addresses the subject matter of the criteria in part but contains insufficient / limited detail or explanation to demonstrate how the subject matter of the criteria will be satisfied.
40%	Fair - Overall, the Response is fair and partially relevant, and the reference example(s), where applicable, is fairly comparable. The Response demonstrated a fair understanding of the subject matter of the criteria but lacks detail on how the subject matter of the criteria will be satisfied.
60%	Good – Overall the Response is good and relevant, and the reference example(s), where applicable, is comparable. The Response demonstrates a good understanding of the criteria and provides details on how the criteria will be satisfied to an adequate standard
80%	Very Good – Overall, the Response is very good and relevant, and the reference example(s), where applicable, is very comparable. The Response demonstrates a very good understanding of the subject matter of the criteria and provides details on how the subject matter of the criteria will be satisfied to a high standard.
100%	Excellent – The Response is excellent and relevant and the reference example(s), where applicable, is highly comparable. The Response is comprehensive and demonstrates a thorough understanding of the subject matter of the criteria and provides details on how the subject matter of the criteria will be satisfied to a very high standard.

## Appendix D – Non-Disclosure Agreement

The successful respondent shall sign an NDA with ESB Networks in the template attached below. Any proposed amendments/deviations to the provisions shall be submitted with your proposal.



P2P Non Disclosure  
Agreement.pdf

## Appendix E - Provisions for General Data Protection Regulation

The successful respondent shall comply with ESB Networks GDPR requirements as per the attached document below. Any proposed amendments/deviations to the provisions shall be submitted with your proposal.



GDPR.pdf