



TRANSPower

Western Bay of Plenty NTS tender

WBoP RFP tender process debrief

21 October 2026





Today's session

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Opportunity to:

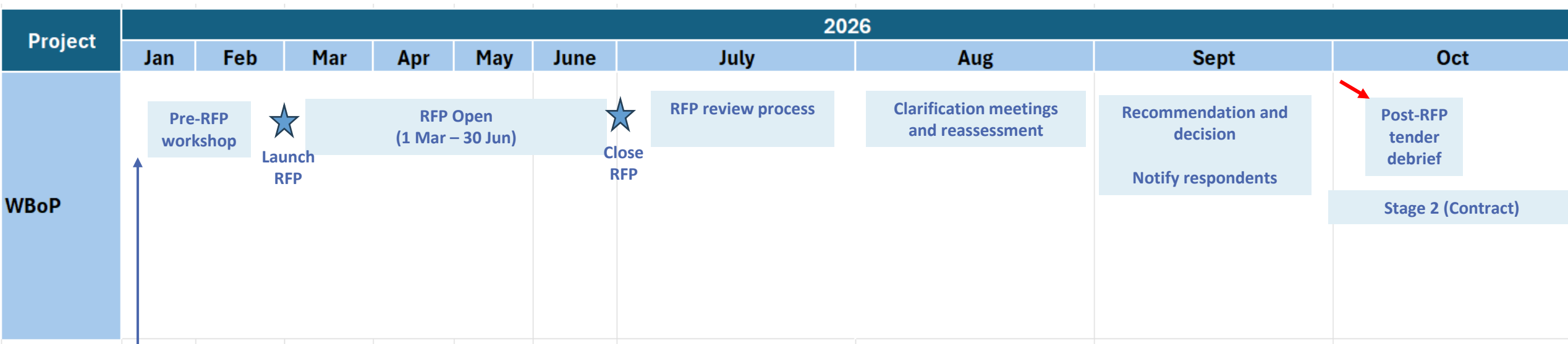
- Share what Transpower set out to achieve
- Discuss the procurement process was run
- Share what we learned from industry participation, and
- Discuss how those learnings will influence future NTS procurements.

* We will not discuss who proposed what, how proposals ranked, pricing details, negotiation positions, or why specific respondents were or were not selected.

Participants are encouraged to ask questions. We will do our best to answer but may not be able to answer fully if such answer would share commercial insights from the tender.



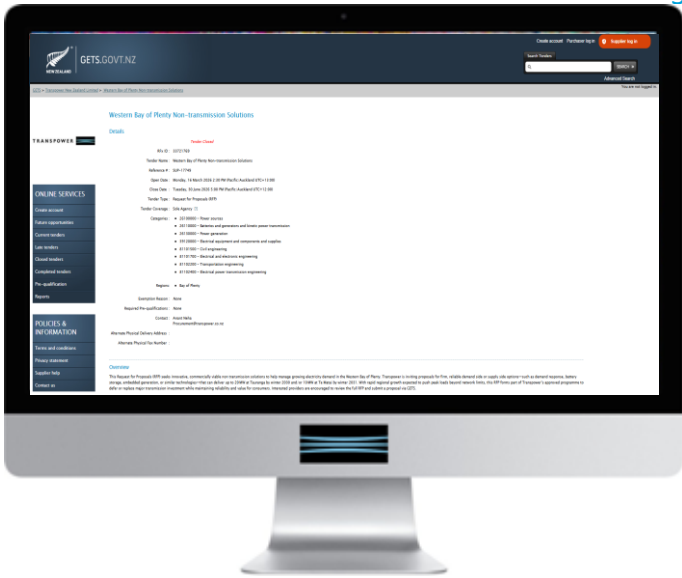
WBoP Phase 1 (investigation) project activity



- Transpower engaged with flex providers and interested parties leading up to the RFP tender
- Prior to RFP release, we held a webinar (hosted by Flex Forum) to discuss NTS needs in WBoP (meeting 20 January)

GETS tender process and Q&A

- The RFP was posted on Government Electronic Tender Service (GETS) in early March
- During the tender process, we were required to handle all Q&A through the system to ensure information was made available to all interested parties simultaneously
- We did not engage directly with parties during the 4-month open tender, nor during the review and assessment period afterward
- During the review process, Transpower hosted clarification discussions with shortlisted respondents
- Bids submitted outside of the system were considered 'non-conforming' and were considered only if Transpower did not find a solution among the conforming tenders



We are open to exploring other tender mechanisms in the future (e.g. Evergreen NTS registration webpage)



Western Bay of Plenty development plan

Interested in providing an alternative to transmission investment?

If you would like to inform Transpower of potential Flexibility Services which could support our flexibility initiatives, you can [Register for providers of transmission alternatives/non-transmission solutions](#) or directly contact Transpower's [Flexibility Services team](#).



WBoP RFP responses

Transpower received 4 responses:

- Three responses were received through GETS, one was not
- Two responses were conforming. Two were not (including one received on GETS and one received outside of GETS).
- The two conforming responses were considered first. The non-conforming responses would be considered only if Transpower did not find an acceptable solution from the two conforming responses submitted on GETS.



Evaluation Framework

All proposals were assessed against the same published criteria that was published in the RFP and Response form.

Factors considered:

- Commercial assessment (including financial stability)
- Technical assessment
- Delivery credibility/capability
- Metering, Measurement, Verification
- Unquantified benefits
- Local coordination
- Alignment with Capex IM requirements (Including economic value)



Result of tender

We are excited to be working with an NTS provider to scale a solution for Western Bay of Plenty!

We are currently finalising arrangements and will share more information once we have completed the contracting arrangements.



Feedback on Western Bay of Plenty

<u>Category</u>	<u>Theme/Implication</u>
General	Market response to the WBoP RFP was generally positive , supportive of Transpower's use of non-transmission solutions and appreciative of the transparency during the entire process.
Payment structures	Industry offered strong support for availability and event payment structures. Other payment structures were also proposed.
Funding certainty/ Contract duration	Future participation would increase if Transpower can provide longer-term funding certainty for flexibility providers.
Dispatch risk and operational design	Providers need greater controls for event risk exposure. Some NTS types may not be able to meet the requirements to defer or replace MCP/TPR Projects that have high frequency of system events.
Measurement and Verification	Demand side participants want greater flexibility in measurement and verification . Operating envelopes are preferred in some circumstances.
Procurement structure	Providers appreciate a standardized and repeatable market (e.g. standard playbooks, repeatable procurement approaches, common language, and more scalable procurement pathways).
Transparency	Market participants value Transpower's clearly stated network needs, pricing structure, and procurement framework .
Modelling requirements	Modelling requirements may deter some resources from offering aggregated solutions greater than 10 MW.



How we've incorporated feedback

- Including multi-year indication of value and volumetric need earlier in the process (at shortlist consultation where feasible)
- Updated load forecasts help refine the volumetric need and timing of the need
- We modified the flex services contract to be shorter and more specific to NTS than the previous GRS contract. Tried to align terms with other flex seekers where possible
- Early EDB and flex provider engagement (and public data such as online 2-pager)
- Will consider a dynamic operating envelope (in lieu of a hard baseline)
- Removed modelling requirement for aggregated load reduction (a solution that involves a number of small generators will likely need a DlgSILENT model or similar).
- Aim for a minimum 4-month RFP open window
- New Flexibility web page with NTS opportunities, information on FlexPoint:
 - [Flexibility services | Transpower](#) / [Flexibility projects | Transpower](#)



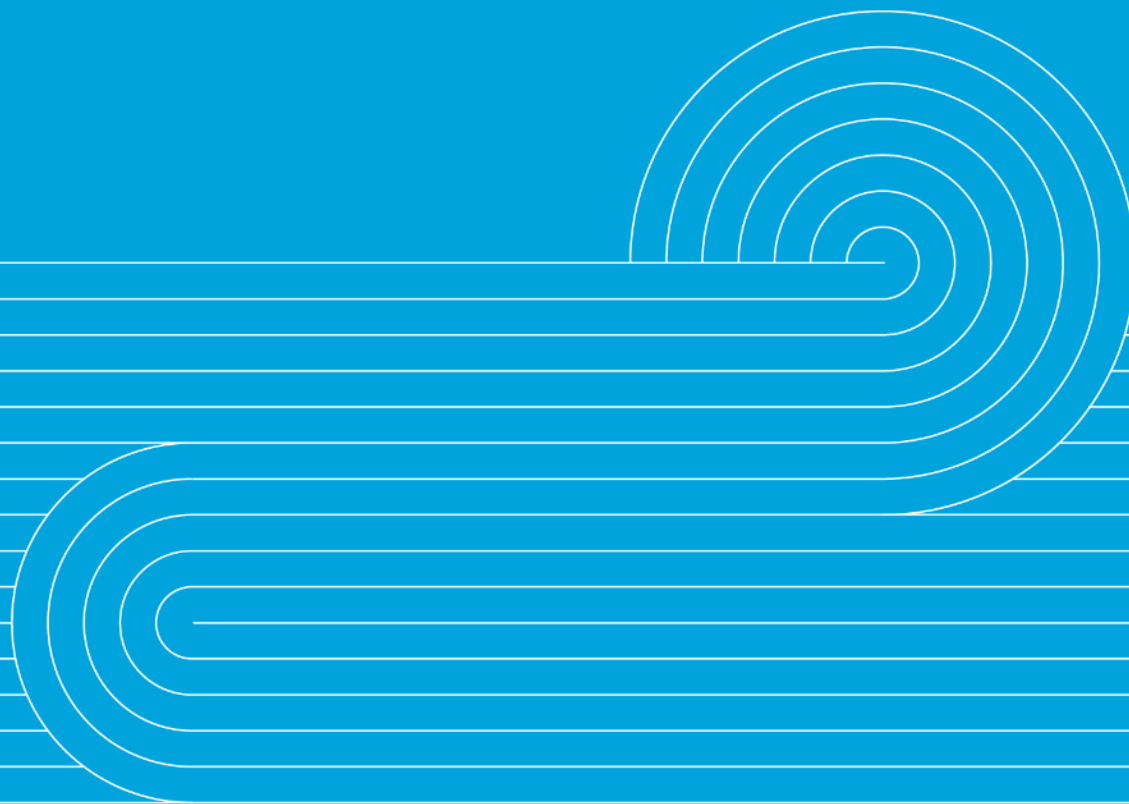
Upcoming NTS opportunities

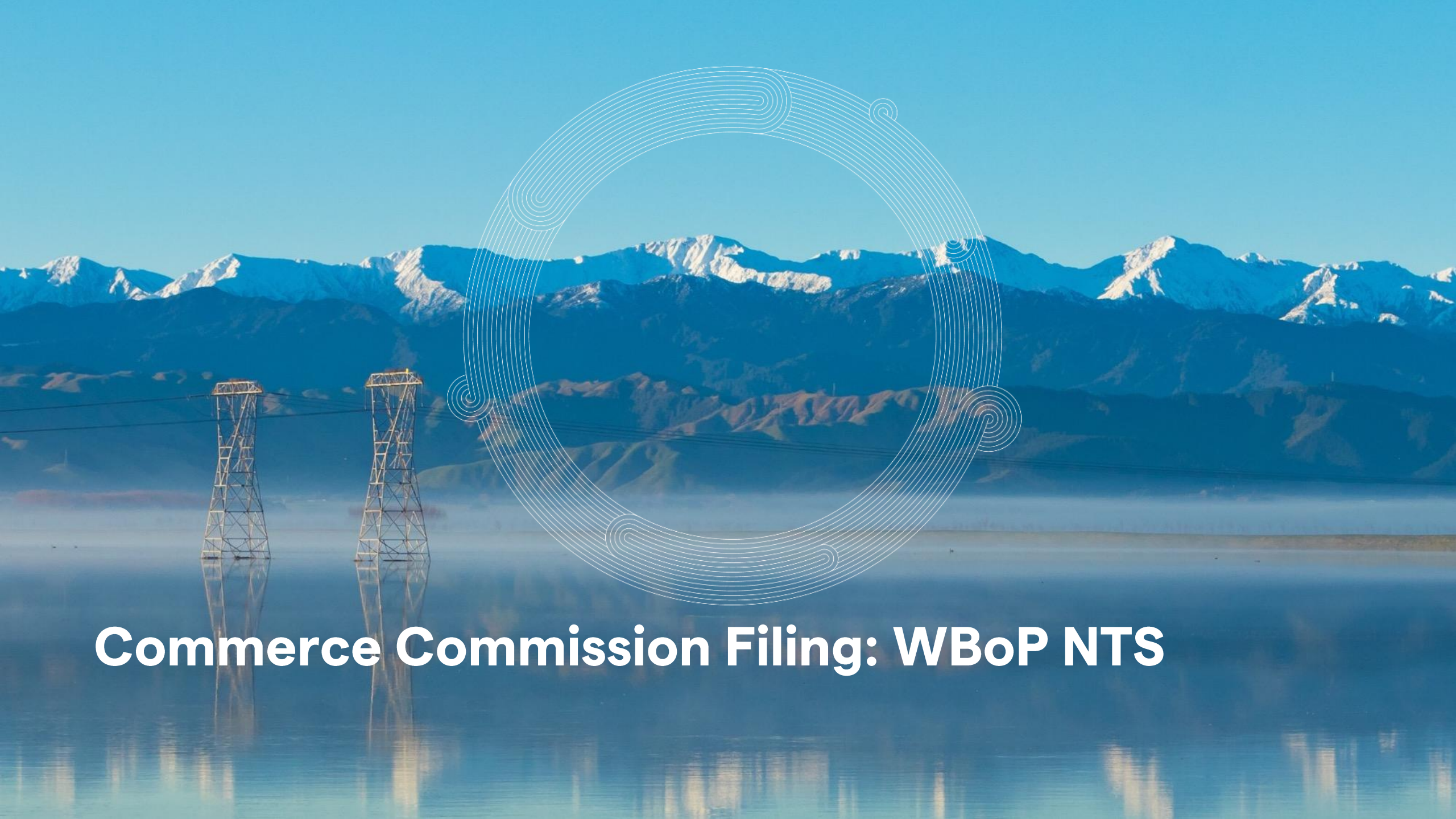
- Waikato Regional Interconnection (WRIC) – Short List
- Upper South Island (USI) - Proposal
- Lower South Island (LSI) – Long List
- Cross Auckland Transmission (CATC) – Long List
- Transmission Planning Report (TPR) opportunities: Initial identification of 12 TPR projects that should be considered for NTS as part of the investigation.
 - Please refer to section 5 of the 2026 TPR: [FINAL 2026 Transmission Planning Report_0.pdf](#)

5 Major Industry Trends

5.1	Accelerated demand growth
5.2	Renewable generation connections
5.3	Grid-connected battery energy storage systems (BESS)
5.4	Non-Transmission Solutions
5.5	Transmission resilience
5.6	Te Kanapu – our Grid Blueprint
5.7	Our investment planning approach in the current context
5.8	Efficiently connecting our customers and maintaining grid security

Appendix





Commerce Commission Filing: WBoP NTS

Evaluation

Delivery Capability

- Respondents will be expected to participate in event periods when instructed, meet $\geq 80\%$ of contracted performance, and supply validated meter data for measurement and verification.
- Solutions may operate individually or in combination.
- Any Demand Response (DR) offerings must be distinct from or incremental to any DR offered in any other program and cannot simultaneously participate in this Transpower program and another DR provider's program, including load shift that has been committed in order for a load to be connected without having to add capacity to the network (flexible connections).

Unquantified benefits & qualitative evidence

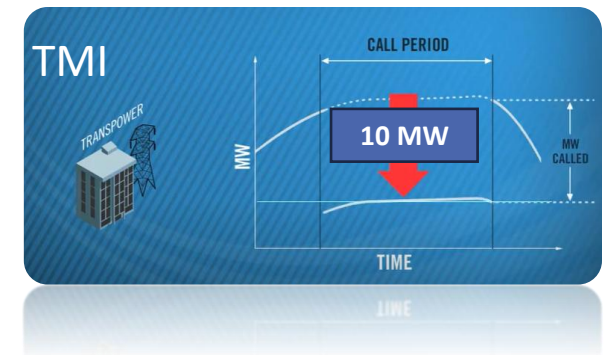
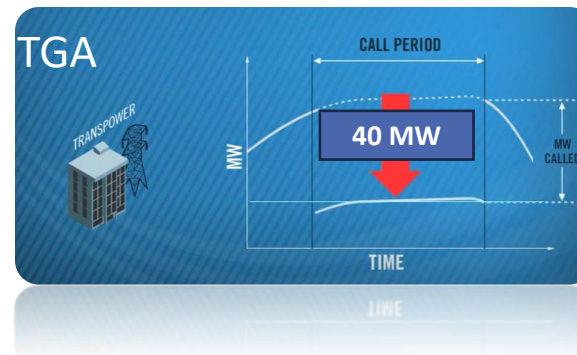
- evidence on resilience, customer participation, interoperability, visibility, implementation risk, and supplier capability if applicable.
- case studies, references, or other documentation to support non-quantifiable benefits

Metering

- Should this proposal proceed and NTS is procured, at least one Validation test event will be required to prove the FSPs' response and performance levels match contract agreement for the required need. Specific timing will be agreed with providers as part of the contract negotiations at any potential Stage 2.
- Participation in event periods will be mandatory for Flex Providers who are called upon.
- Flex Providers must achieve $\geq 80\%$ average of their contracted performance level throughout the event period.
- Flex Providers will provide aggregated meter data per GXP in $\frac{1}{2}$ hourly intervals, with 10 days of an event period via a pre-approved, meter data delivery method.

Project overview

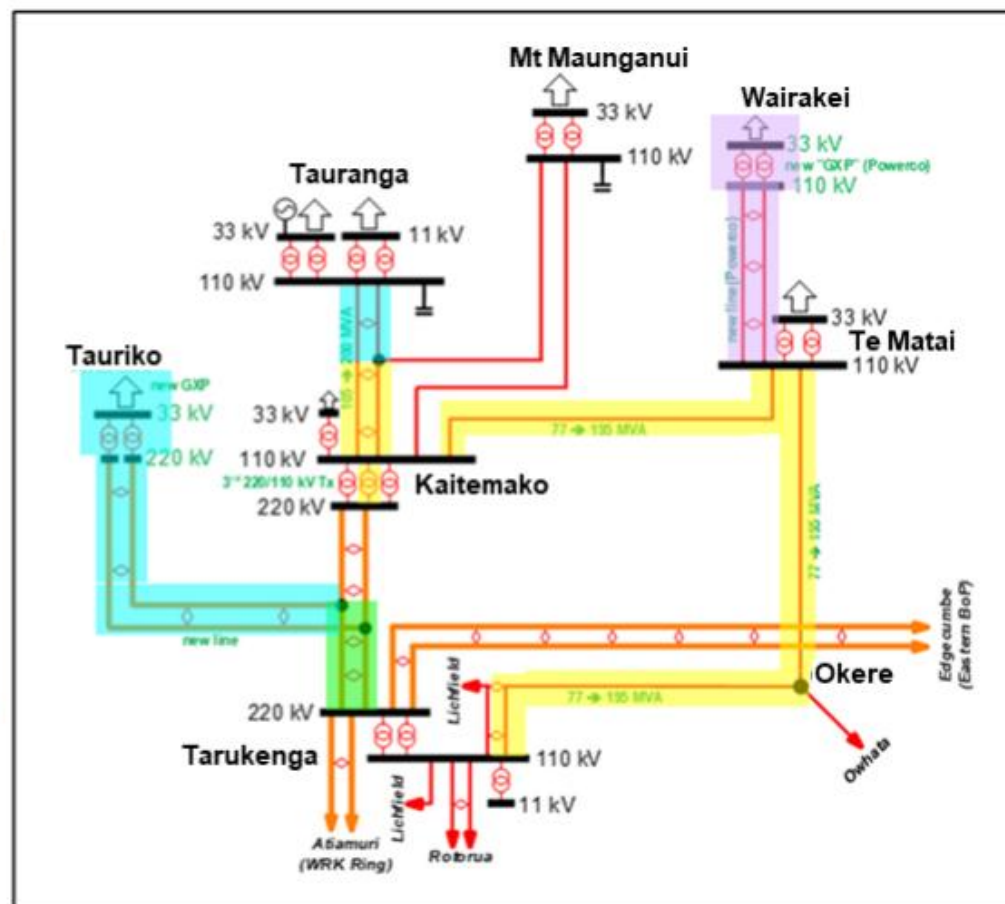
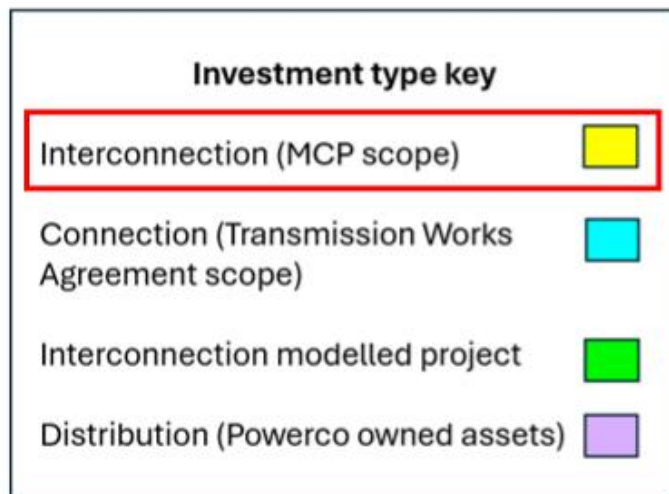
- \$2.5 M allocated for NTS solution*
 - Covers set up, program costs, escalated costs, administration, and system changes
- Calculated benefit was based on one year of deferral of asset build. Transpower will evaluate bids that can defer or replace investment for more than one year.
- Upon approval, Transpower should undertake a two-stage RFP process
 - Stage 1 (procurement)
 - Stage 2 (contracting)
- 2 GXPs were identified for an NTS solution:
 - Tauranga (up to 40 MW by 2029)
 - Te Matai (up to 10 MW by 2030)



- Actual needs will change as the load forecast changes.

*Transpower submitted the Western Bay of Plenty MCP to the Commerce Commission in December 2024 requesting a major capital allowance of \$83.2 million plus funding for potential non-transmission solutions (NTS) of up to \$2.5 million. ComCom published their final approval in June 2025.

Western Bay of Plenty Regional Development Plan



Thank you for your participation today.



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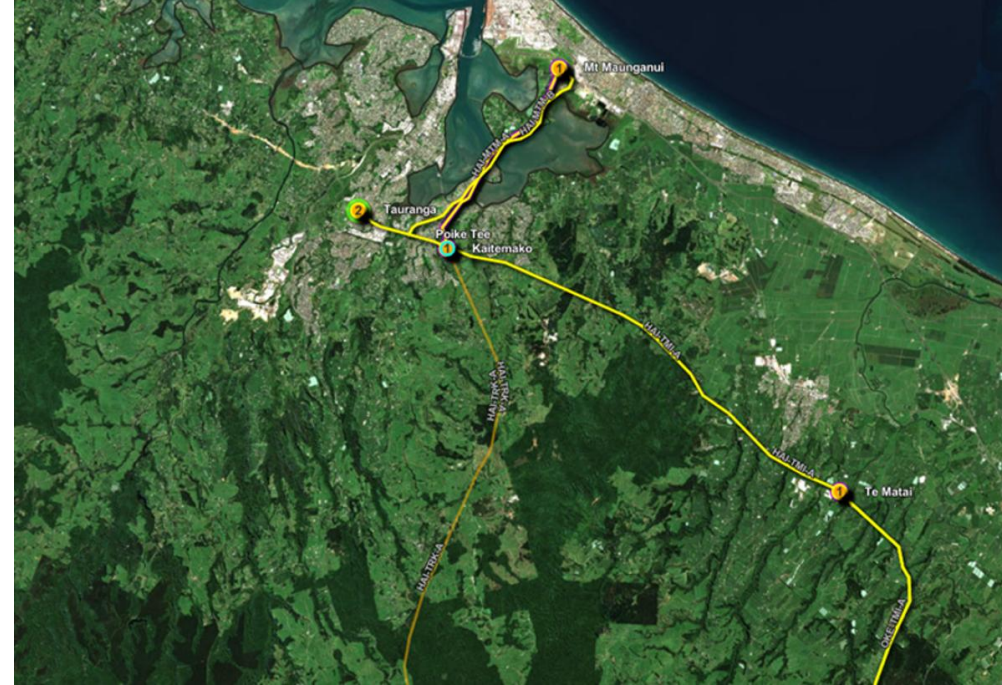
Images from Mick's FlexDay presentation



Tauranga GXP



Te Matai GXP



Updated: Peak demand heatmaps for Tauranga GXP (P50)

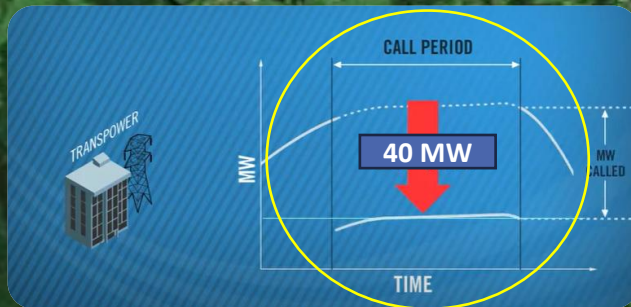
Maximum demand per month and hour of the day (TGA 2030, Growth scenario, in MW)

hour/month	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
0	79	80	80	87	100	109	108	109	100	89	79	77
1	72	72	73	83	93	100	101	100	94	81	72	70
2	69	70	70	75	86	92	92	91	86	78	70	67
3	69	69	69	72	82	89	88	87	83	76	69	66
4	72	71	72	72	82	87	87	87	83	79	71	69
5	80	79	82	75	84	91	90	91	87	90	82	77
6	97	96	106	97	98	108	107	109	110	117	108	98
7	111	111	124	116	129	142	145	149	136	138	125	113
8	115	113	127	123	150	166	172	172	155	142	126	116
9	116	114	128	126	150	166	170	168	155	139	122	115
10	115	112	127	124	148	163	166	167	148	135	119	113
11	114	112	124	119	141	153	158	161	140	127	118	111
12	113	113	123	117	139	149	151	148	141	127	116	110
13	115	116	124	116	143	150	149	146	139	127	117	111
14	115	114	121	117	144	149	148	147	139	123	115	109
15	116	115	119	115	135	149	144	145	145	125	117	109
16	116	118	119	116	139	160	148	151	143	127	120	111
17	115	117	120	122	151	170	163	162	152	135	124	112
18	114	116	119	131	165	173	170	171	160	138	122	111
19	109	112	118	133	162	171	168	169	164	137	118	107
20	106	108	114	125	155	163	165	168	160	129	114	104
21	104	105	105	116	147	153	154	160	150	118	108	100
22	94	94	93	106	131	140	136	141	135	105	94	91
23	86	85	86	95	118	124	121	120	116	95	85	83

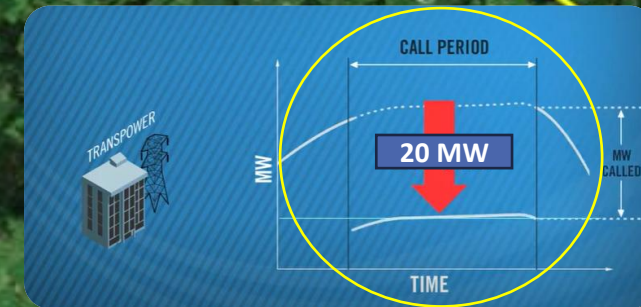
Maximum demand per month and hour of the day (TGA 2030, Growth scenario, in MW)

hour/month	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
0	54	54	71	78	82	90	90	89	82	72	71	65
1	48	47	64	72	74	50	81	73	75	65	63	58
2	45	44	61	65	66	72	72	71	67	61	60	55
3	44	43	59	62	63	68	68	67	63	59	58	53
4	45	44	62	60	62	66	67	67	63	62	61	55
5	51	51	74	66	65	70	69	71	67	74	73	64
6	65	67	101	91	79	87	87	90	92	100	102	86
7	78	82	122	112	109	123	127	129	115	121	120	101
8	80	83	124	118	130	148	153	153	134	124	120	102
9	80	82	125	119	131	146	152	148	133	120	114	101
10	77	79	122	117	128	143	146	146	127	116	110	97
11	75	77	119	111	121	132	138	139	118	108	108	94
12	74	77	117	109	119	128	130	127	119	106	107	93
13	75	80	117	107	123	128	128	124	117	107	107	94
14	76	79	114	109	125	129	128	126	118	104	106	93
15	79	82	113	108	116	129	125	125	125	106	110	94
16	82	86	114	111	120	141	130	132	123	111	115	98
17	84	88	115	117	132	150	144	144	137	119	120	100
18	85	89	115	126	147	154	152	152	140	122	118	100
19	82	85	114	128	144	152	150	150	144	120	114	97
20	79	82	110	121	138	144	147	149	141	114	109	94
21	78	79	100	110	130	135	137	143	132	104	102	90
22	68	68	87	100	114	122	119	125	118	90	88	80
23	60	60	78	88	99	105	104	104	98	79	78	72

Using 2023 demand forecast matching MCP



Using updated 2025 demand forecast



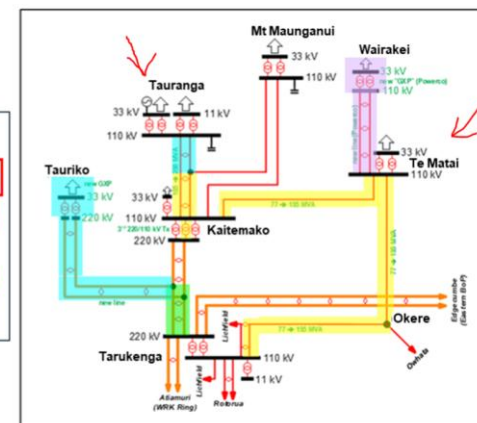
Western Bay of Plenty Regional Development Plan

Project (see numbers in yellow circles on map) Organisation

1	Install an additional high voltage transformer at Kaitemako	Transpower
2	Replace the conductor (wires) on the 110 kV lines in the region with a larger conductor	Transpower
3	Upgrade the 110kV network out of the Te Matai substation and into Tauranga	Powerco
4	Upgrade the distribution network out of the Tauranga substation	Powerco/ Transpower
5	Construct a new Grid Exit Point (GXP) and a connecting 220kv transmission line ³	Transpower
6	Upgrade the 220kV line from Tarukenga to where it branches off to the new substation	Transpower



4



WBoP Phase 1 (investigation) project activity



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- Prior to RFP release, we held a webinar to discuss NTS needs in WBoP (20 January)