

**NATIONAL GRID GAS
OPERATING MARGINS 2022/23
INVITATION TO TENDER**

TENDER GUIDANCE

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Website:

<https://www.nationalgrid.com/uk/gas-transmission/balancing/operating-margins-om>

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1.0 **BACKGROUND**

This tender guidance document (**Tender Guidance**) is issued by National Grid Gas plc (**National Grid**) acting in its role as the Gas Transmission System Operator of the National Transmission System (**NTS**).

National Grid is required to procure its Operating Margins (**OM**) requirements annually in accordance with Section K of the Transportation Principal Document of the Uniform Network Code, Special Condition 8C of National Grid’s Gas Transportation Licence (which requires it to “use reasonable endeavours to procure its Operating Margins requirements in an economic and efficient manner and promote competition in the provision of Operating Margins”) and the obligations detailed in National Grid’s Safety Case.

This tender is open to providers of gas storage capacity and gas deliverability arrangements.

2.0 **INTRODUCTION**

2.1 **The Tender Documents**

This Tender Guidance is to be read in conjunction with the following Tender Documents which are available on the National Grid’s website, by following the link below:

Description	
1.0	Invitation to Tender (ITT) Letter
2.0	Tender Pack 1 – Gas Storage Capacity
3.0	Tender Pack 2 – Gas Delivery (LNG Storage)
4.0	Tender Pack 3 – Gas Delivery (Demand Reduction)
5.0	OM Tenderers Contract Response Form
6.0	Operating Margins Agreements which are:
6.1	Gas Capacity Agreement – Storage
6.2	Gas Delivery Agreement – LNG Storage
6.3	Gas Delivery Agreement – Demand Reduction
7.0	OM Ariba Webinar

To ensure that the tender packs and contract response forms function as intended, please ensure the desktop version of Microsoft Excel is used, and not web based or online versions. <https://www.nationalgrid.com/uk/gas-transmission/balancing/operating-margins-om>

These documents, together with this Tender Guidance, are referred to as ‘**the Tender Documents**’.

2.2 Disclaimer and Tenderer's Responsibility

This Tender Guidance is not intended to be legally binding on National Grid, or to form any offer capable of acceptance and nothing in it shall create any legal relationship between National Grid and any tenderer.

Those tendering to provide National Grid with services relating to OM in response to this tender (**OM Services**) shall satisfy themselves of the accuracy and completeness of any information they may use in preparing their tender submissions, whether such information is provided by National Grid, or comes from any other source. National Grid, its advisors and any other person responsible for production of any information to a tenderer do not accept any duty of care to the tenderer.

National Grid reserves the right not to proceed with any tender submissions made in response to the invitation to tender made in this Tender Guidance.

Before submitting a tender, tenderers should satisfy themselves that they meet all legal requirements necessary for participation in this tender.

2.3 Terminology and Interpretation

The Tender Documents references various technical and industry-related terms and phrases. Save where otherwise expressly defined, these terms shall have the meanings set out in the relevant Operating Margins Agreement.

If there is any conflict between an Operating Margins Agreement and any other information supplied with, contained, or referred to, in the Tender Documents (and any other information supplied at any time by National Grid with respect to the OM Services), tenderers should rely solely on the terms of the relevant Operating Margins Agreement.

The information contained in this Tender Guidance is, to the best of National Grid's belief, accurate and has been provided in good faith. However, no warranty or representation or other obligation or commitment of any kind is given by National Grid, its employees or advisers as to the accuracy or completeness of the information contained in this Tender Guidance.

Neither National Grid nor its employees or advisers shall be under any liability for any error, misstatement or omission in this Tender Guidance, nor shall any such information constitute a contract or part of a contract.

3.0 OPERATING MARGINS

3.1 Operating Margins Overview

The OM Service is utilised at times of severe system stress to maintain NTS pressures in the period before other system management actions are taken (e.g. national or locational balancing actions). Primarily, OM will be used in the immediate period following the

occurrence of any of the following, to the extent that all other System Operator actions are insufficient:

- Supply Loss: Terminal, Sub-Terminal, Interconnector, LNG Importation Terminal;
- Pipe Break (including loss of infrastructure that renders pipe unusable);
- Compressor Failure;
- Demand Forecast Error.

It is important to ensure that the deliverability and sustainability of OM Services is sufficient to manage these events.

A quantity of OM is also procured to manage the orderly run-down of the NTS in the event of a Network Gas Supply Emergency whilst firm load shedding takes place.

National Grid forecasts its OM requirements (both locational and non-locational) by using network analysis and statistical techniques to model the impact of the operational stresses described above.

3.2 The OM Requirement

Tenders are invited to meet our forecast OM requirement for 2022/23. The initial forecast requirement for 2022/23 is **874 GWh**, which includes locational requirements in the South West and South East.

Service providers who tender in respect of facilities which are connected to any gas distribution system as well as the NTS must be able to provide the OM service to the NTS and must ensure such arrangements are in place with the relevant facility operator.

4.0 SUMMARY OF OM TENDERS REQUESTED

National Grid is inviting tenders for OM Services from the following:

- Tender Pack 1: Gas storage facility operators;
- Tender Pack 1: Capacity holders at gas storage facilities (it is envisaged that capacity holders will make injections and withdrawals at National Grid's direction);
- Tender Pack 2: LNG importation (with storage) facility operators;
- Tender Pack 2: Capacity holders at LNG importation facilities with storage; or
Tender Pack 3: Power Station operators (CCGTs) who can reduce demand from the NTS.

4.1 Storage & LNG Facility Operators

Service providers from storage-based facilities can offer the following tender:

- OM Gas Capacity Arrangements (where National Grid will hold capacity in a storage facility and may inject gas from the NTS into the storage facility, store gas in the storage facility, and withdraw gas from the storage facility for delivery to the NTS);

Service providers from LNG-based facilities can offer the following tender:

- OM Gas Delivery Arrangements (where Shippers will hold capacity in an LNG Importation Terminal and will hold gas in the terminal and withdraw gas from the terminal for delivery to the NTS).

4.2 Power Station Operators

Service providers able to reduce demand, can offer the following type of tender:

- OM Gas Delivery Arrangements (facility operators will reduce the offtake of gas from the NTS).

5.0 POLICIES, REGISTRATION AND TIMETABLE

It is National Grid’s procurement policy to procure goods and services competitively, ethically and efficiently in accordance with all relevant laws, regulations and licenses. In particular, all business should be carried out in line with the values and aspirations outlined in our Supplier Code of Conduct.

<https://www.nationalgrid.com/suppliers>

National Grid’s Sustainability Policy outlines our ambition to transform the way we do business and provide a sustainable legacy as a result of our operations. We expect our suppliers to support this approach.

National Grid uses the Achilles Utilities Vendor Database (UVDB) when compiling lists of potential suppliers for goods and services requirements. For the majority of our purchases, it is a condition of supplying to National Grid that suppliers are registered on the UVDB.

For certain high-risk categories, suppliers are further required to complete the Achilles Verify process whereby an assessment of Health and Safety, Quality and Environmental capabilities is undertaken and an evaluation rating produced.

The UVDB/Verify system is a key part of our risk management strategy.

<https://www.nationalgrid.com/group/new-suppliers>

5.1 OM Tender Process Timeline

The tender process indicative timeline is illustrated below.

Activity	30/11/2021	22/12/2021	17/01/2022	WC 21/02/2022	March 2022	March / April 2022	01/05/2022
Invitation to Tender Published							

Tender Submission Deadline 1 – OM Tenderers Contract Response Form (only required if amendments are proposed)							
Tender Submission Deadline 2 – Tender Packs 1/2/3							
Tender Results Notification							
Contract Issue and Acceptance							
Contract Implementation Period							
Service Commencement							

5.2 Operating Margins Tender

PLEASE NOTE THE TWO-PHASED OM TENDER RESPONSE REQUIREMENT:

- Phase 1: Any contractual deviations proposed must be submitted using the OM Tenderers Contract Response Form, which should be submitted to **Box.GasContractServices@nationalgrid.com** no later than **13:00 GMT on Wednesday 22nd December 2021**
- Phase 2: Tender Pack(s) must be submitted **via ARIBA** no later than **13:00 GMT on Monday 17th January 2022**

Please note that tenderers and National Grid will have the right to withdraw tenders up to the point that an OM agreement has been signed.

The detailed requirements and guidance in respect of the completion and submission of OM tenders can be found in Sections 6 to 8 below.

5.3 Acceptance and Rejection of Operating Margins Tenders

National Grid will assess all OM tenders which it receives, applying a pre-determined assessment criteria set out in Section nine below. National Grid may either accept or reject an OM tender by issuing an OM Tender Acceptance, or OM Tender Rejection. Where a tenderer permits National Grid to accept only some of the quantity tendered in its OM tender, then National Grid may issue an OM Tender Acceptance in respect of the successful quantity and an OM Tender Rejection in respect of the rejected quantity.

National Grid will issue OM Tender Acceptances and Rejections in respect of this tender by no later than **17:00 hours GMT on Monday 28 February 2022**.

5.4 Formation of an Operating Margins Contract

Where National Grid accepts a tender both parties shall use reasonable endeavours to enter into an agreement as soon as possible after receipt of an OM Tender Acceptance, and in any

event no later than Thursday 31 March 2022. This includes any contract with a service start date of 01/05/2022 or a later 'Winter only' start date¹ (See sections 6.2 and 6.3 below). The agreement will be in substantially the same terms as in the Tender Documents.

6.0 **REQUIREMENTS OF THE TENDER PROCESS**

6.1 **Gas Capacity Tenders (Tender Pack 1)**

Each OM capacity tender pack must be in respect of one facility, with such facility listed in Part 3 of Tender Pack 1. Within one tender pack, prices and volumes may be broken down into tranches as per Part 5 of the tender pack.

In a scenario where a tenderer wishes to offer two mutually exclusive volumes, Sheet B should be completed in addition to Sheet A. (each mutually exclusive volume may be broken down into tranches as per Part 5 of the tender pack). Please note, if Sheet A and Sheet B are completed, National Grid will treat the volumes as mutually exclusive only consider accepting tranches from ONE of Sheet A or Sheet B, and not from both.

It is a requirement that the OM service proposed in any such tender must:

1. Offer a quantity of space of at least 6,000,000 kWh (equivalent to 500,000 kWh per hour withdrawal capacity for 12 hours);
2. Offer the ability to access unused withdrawal capacity (note, primary access rights are not necessary for an OM service);
3. Set out the quantity of minimum withdrawal capacity that would be available to National Grid at the facility in question when other users in the facility are not utilising any part of the withdrawal capacity. Where a facility's ability to withdraw gas is impacted by certain operational circumstances, such as the quantity of gas in store, then this should be clearly explained by providing a performance curve;
4. Offer arrangements that would enable the OM gas held in store from the relevant facility to be physically delivered (as above) over an interval of typically up to 24 hours, assuming other users at the facility are not utilising their withdrawal capacity;
5. Deliver a physical service on the NTS on an hourly basis i.e. when an OM nomination is made there must be an hourly physical flow change at the NTS level of the quantity requested in the nomination that otherwise would not have occurred if the OM nomination had not been made;
6. Offer a response time of no greater than 2 hours from the first hour following an instruction; and

¹ Gas Delivery contracts only

7. Where the tenderer does not hold the Required Credit Rating, provide credit cover in the form of a letter of credit or parent company guarantee in order to secure payment to National Grid for any retained Gas-In-Storage. The tenderer must designate the preferred choice of credit cover. The tenderer should include any required amendments to the applicable credit cover in its tender and National Grid will consider such amendments as part of its overall assessment of the tender.

However, National Grid reserves the right to accept tenders that may not meet all of these requirements.

6.2 Gas Delivery Tender for LNG Storage (Tender Pack 2)

Each OM delivery tender pack must be in respect of one facility, with such facility listed in Part 3 of Tender Pack 2. Within one tender pack, prices and volumes may be broken down into tranches as per Part 5 of the tender pack.

In a scenario where a tenderer wishes to offer mutually exclusive volumes, Sheet B should be completed in addition to Sheet A (each mutually exclusive volume may be broken down into tranches as per Part 5 of the tender pack).

For the 2022/23 Tender event, National Grid is including a 'Winter only' contract option in addition to the traditional 12-month contract. A 'Winter only' service would start on **01/10/2022** and run until 30/04/2023 – i.e. the final 7 months of the traditional OM Service contract year. It is still a requirement for the contract to be signed ahead of the usual 1st May start date, and the service would activate on the 1st October, with availability payments being made only for October to April inclusive.

All LNG tenderers must complete Sheet A of the LNG Tender pack, this is a mandatory 12 month bid. In addition to this:

- Tenderers may complete Sheet B, if they wish to re-offer some or all of volume in Sheet A, but broken down into different tranches, and / or priced in a different manor
- Tenders may complete Sheet C, if they wish to price for and offer a 'Winter only' service. This may be one of the volumes / tranches offered in Sheet A or B but priced for a 7-month winter period only.

Please note, if any sheet in addition to Sheet A is completed, National Grid will treat the volumes as mutually exclusive and only consider accepting tranches from ONE of Sheet A, Sheet B, or Sheet C.

It is a requirement that the OM service proposed in any tender must:

1. Offer a quantity of withdrawal of gas of at least 500,000 kWh per hour for at least 12 hours;

2. Deliver a physical service on the NTS on an hourly basis i.e. when an OM nomination is made there must be an hourly physical flow change at the NTS level of the quantity requested in the nomination that otherwise would not have occurred if the OM nomination had not been made; and
3. Offer a response time of no greater than 2 hours from the first hour following an instruction.

However, National Grid reserves the right to accept tenders that may not meet all of these requirements.

6.3 Gas Delivery Tender for Demand Reduction (CCGT) (Tender Pack 3)

Each OM delivery tender pack must be in respect of one facility, with such facility listed in Part 3 of Tender Pack 3.

In a scenario where a tenderer wishes to offer mutually exclusive volumes, Sheet B should be completed in addition to Sheet A. For example, a tenderer may wish to submit two volumes – one for a full turn and one for a partial turn down (e.g. MEL to SEL) of the Gas Power Station.

For the 2022/23 Tender event, National Grid is including a 'Winter only' contract option in addition to the traditional 12-month contract. A 'Winter only' service would start on **01/10/2022** and run until 30/04/2023 – i.e. the final 7 months of the traditional OM Service contract year. It is still a requirement for the contract to be signed ahead of the usual 1st May start date, but the service would only activate on 1st October, with availability payments being made only for October to April inclusive.

All Power Station tenderers must complete Sheet A of the Power Station Tender pack, this is a mandatory 12 month bid. In addition to this:

- Tenderers may complete Sheet B, if they wish to offer a mutually exclusive volume to Sheet A. (For example, Sheet A could offer full turn down, Sheet B could offer MEL to SEL turndown)
- Tenders may complete Sheet C, if they wish to price for and offer a 'Winter only' service. This may be for one of the volumes offered in Sheet A or B.

Please note, if any sheet in addition to Sheet A is completed, National Grid will treat the volumes as mutually exclusive and only consider accepting ONE of Sheet A, Sheet B, or Sheet C.

It is a requirement that the OM service proposed in any tender must:

1. Offer a quantity of demand reduction of gas of at least 500,000 kWh per hour for at least 12 hours;
2. Deliver a physical service on the NTS on an hourly basis i.e. when an OM nomination is made there must be an hourly physical flow change at the NTS level of the quantity requested in the nomination, and a corresponding NBP trade nomination that otherwise would not have occurred if the OM nomination had not been made; and
3. Offer a response time of no greater than 2 hours from the first hour following an instruction

However, National Grid reserves the right to accept tenders that may not meet all of these requirements.

6.4 OM Tenderers Contract Response Form

National Grid is subject to its Gas Transporter Licence obligations to ensure a tenderer does not obtain any unfair commercial advantage from a preferential or discriminatory arrangement as against another tenderer. This means that National Grid cannot substantially deviate from the terms published template OM Agreement terms. **Therefore proposed contractual amendments should only be submitted if they are deemed reasonably necessary to reflect the type and technical characteristics of the relevant site.** Any changes that tenderers wish to make to the OM Contractual terms (or alternative terms) must be detailed on the standalone 'OM Tenderers Contract Response Form'. It must be submitted prior to the Tender Pack – to Box.GasContractServices@nationalgrid.com **no later than 13:00hrs on 22 December 2021.** Please note that any proposed contractual amendments must be submitted using this form; submission of marked up contracts showing required changes cannot be accepted.

Such proposed amendments will be factored into the assessment of the tenders.

Where a tenderer has multiple sites within the **same category** (for example Demand Reduction) and wishes for different amendments at each of the sites, separate parts should be filled out for each site / group of sites accordingly.

Where a tenderer has multiple sites across **different categories** (for example Demand Reduction and Gas Capacity), separate parts should be filled out accordingly.

Where a tenderer is clear on what contractual amendments they wish to propose, but at the time of submission of the OM Tenderers Contract Response Form, are unclear of exactly which site(s) they wish to tender, they may leave the Facility Name(s) field blank. The facility type, however, must be specified.

Submission of the OM Tenderers Contract Response Form, whether or not sites are specified, does not compel a tenderer to go on to submit a Tender Pack for a particular site.

6.5 All Tenders

The tenderer must complete all mandatory fields on the relevant Tender Pack, and must enter only 1 item of data per field.

To allow flexibility in the formulation of tenders, up to three offers may be submitted in respect of gas delivery contracts (Sheets A, B and C), and two offers for gas capacity contracts (Sheets A and B). There is no 'Winter only' Sheet C for the Gas Capacity contracts due to the reprofiling processes and the requirement to have continuous contracts to hold Operating Margins gas in store.

For Tender Packs 1 and 2, each mutually exclusive volume may be broken down into tranches.

By submitting a tender, the tenderer is agreeing to be bound by the terms submitted without further negotiation or material amendment.

The tenderer must provide (upon request) satisfactory evidence to support all tendered parameters.

Please note that we will be reporting on submitted tenders by storage type / volume etc. to Ofgem, and to the industry on an anonymous basis.

6.6 Requirement for Legal Opinion (for Capacity Storage Contracts only)

If the tenderer is an overseas contracting entity, or any applicable credit cover is to be provided by a foreign security provider, the tenderer must provide a legal opinion, for the benefit of National Grid in a form satisfactory to National Grid (acting reasonably), at the cost of the tenderer, from an independent law firm, opining under the relevant foreign law as to:

(A) the capacity of:

- (i) the foreign entity to enter into an OM Agreement subject to English law; or
- (ii) the foreign security provider to provide the credit cover; and

(B) the enforceability of:

- (i) such contract under the foreign law; or
- (ii) such credit cover under the foreign law.

Where tenderers are required to provide a legal opinion, they should contact National Grid to discuss more specific requirements. National Grid will be able to provide a template of the areas that should be covered by such legal opinion.

Where a tenderer is unable to provide such legal opinion, the tenderer must provide an explanation. National Grid will consider on a case by case basis whether it is able to contract with an entity that does not provide the required legal opinion.

National Grid reserves the right to accept offers that may not be able to fully meet all of these requirements.

6.7 Indexation Principles (for Delivery LNG & Demand Reduction Contracts only)

The indexation principles provide detail of the indices that National Grid is prepared to use for Delivery LNG and Demand Reduction contracts.

The introduction of indexation is designed to remove some of the risks faced by providers of the services when submitting tenders for assessment, specifically for utilisation where the provider has limited options to hedge the risk as it is unknown when National Grid may utilise the service. Providers would have the option to choose indexation or alternatively retain a fixed price tender for assessment.

Should an interested provider wish to propose amendments to an existing indexation methodology or choose a new methodology they can approach National Grid to discuss the general principles on which the methodology can be based.

There are certain principles that are based on the practicality of application – generally indexation methodologies will be calculated using daily price indices and will only be applied to the Indexed Delivery Charge. Proposed methodologies can suggest a range of indices for reference however the likelihood of acceptance is based on several factors as to whether or not an index is suitable such as;

- Robustness of index
- Our familiarity and expertise
- Appropriateness of index
- Scope of index

Utilisation costs can vary considerably dependent upon each provider’s provision of the service. Typically, the largest factor a provider will consider is the cost of fuel or lost opportunity in providing a Gas Operating Margins service. Therefore, the general principle for indexation is to apply indexation indices linked to fuel price – this in turn minimises the risks the provider faces when opting to tender for this service.

The following table sets out indexation methodologies applicable to the Indexed Delivery Charge;

<p>Indexed Delivery Charge 1 (for LNG contracts only)</p>	<p>The Indexed Delivery Charge for LNG payable in pounds sterling shall be:</p> $\sum_i \text{SMBP} \times \text{AUQ}_i$ <p>Where:</p>
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	<p>\sum_i = the sum of all Hours i with the Gas Day in which the Service has been delivered;</p> <p>SMBP = the System Marginal Buy Price for gas for the Gas Day;</p> <p>AUQ_{i} = the amount of the Actual Utilisation Quantity delivered in the Hour i in kWh;</p>
<p>Indexed Delivery Charge 2 (for Demand Reduction CCGT contracts only)</p>	<p>The Indexed Delivery Charge for Power Station payable in pounds sterling shall be:</p> $\sum_i [\text{Max} (\text{SBP}_i, \text{AO}, 0) \times [X]\%] \times \text{AUQ}_i$ <p>Where;</p> <p>\sum_i = the sum of all Hours i with the Gas Day in which the Service has been delivered;</p> <p>SBP_{i} = the average System Buy Price for electricity determined by the two relevant settlement periods within the Hour i as published in the final settlement report in £/kWh;</p> <p>AO = the accepted offer price in £/kWh;</p> <p>X = the efficiency loss factor for the power station;</p> <p>AUQ_{i} = the amount of the Actual Utilisation Quantity (Gas) delivered in the Hour i in kWh;</p>
<p>Indexed Delivery Charge 3 (for Demand Reduction CCGT contracts with Capacity Market contracts only)</p>	<p>The Indexed Delivery Charge payable in pounds sterling for Power Stations with a Capacity Market contract shall include the following:</p> $\sum_i \text{CMP}$ <p>Where;</p> <p>\sum_i = the sum of all Hours i with the Gas Day in which the Service has been delivered;</p> <p>CMP = the charge incurred under regulation 41 of the Electricity Capacity Regulations 2014, incurred directly as a result of complying with an OM instruction, for the period of the OM instruction and within 4 hours thereof.</p>

In each case, the Indexed Delivery Charge may be subject to a minimum charge (£).

6.8 Capacity Market (for Delivery Demand Reduction Contracts only)

National Grid is aware that if a power station has an electricity Capacity Market contract, it could potentially face charges if it was to turn down due to an OM instruction during a “System Stress Event” on the electricity system under Regulation 41 The Electricity Capacity Regulations 2014.

During October 2017, National Grid submitted a proposal for a Capacity Market Rule change in respect of discharging a Capacity Obligation under Rule 8.5. (CP278 <https://www.ofgem.gov.uk/publications-and-updates/national-grid-gas-capacity-market-rules-cp278>). The aim of this proposal was to relieve a power station of its obligation under the Capacity Market rules when delivering an Operating Margins service.

During March 2018 Ofgem published their decision, which was to reject the proposed rule change, but acknowledges that CCGT’s are able to participate in both the Capacity Market and OM tender events.

National Grid acknowledges Ofgem’s decision and encourages you to participate in this OM tender in respect of power stations with Capacity Market contracts covering all or part of the 2022/23 OM year. National Grid are keen to understand if there are any associated impacts as a consequence of Ofgem’s decision.

Our expectation is that a power station is available to National Grid to deliver an OM service if instructed during an electricity System Stress Event, and the Indexed Delivery Charge can include a provision for any Capacity Market charges resulting from adherence to an OM instruction.

7.0 COMPLETION AND SUBMISSION OF OM TENDERS

7.1 Tender submission

Tenders must be submitted online through the Ariba portal not later than **13:00 GMT on Monday 17th January 2022**. Any proposed contract amendments must be submitted by submission of the OM Tenderers Contract Response Form to **Box.GasContractServices@nationalgrid.com** not later than **13:00 GMT on Wednesday 22nd December 2021**. All tenderers will need access to Ariba (through registration if they currently do not have an account) and be invited to the OM tender which we recommend is done as early as possible and preferably no later than 7th of January. The details for registration and invitation to tender are outlined in 7.2 below.

If any unforeseen issue (e.g. technical issues with Ariba) prevents an OM tender from being submitted by the deadline, the tenderer must notify National Grid of such issue within a reasonable period before the submission deadline.

If, in the sole judgement of National Grid, a tenderer has failed to submit a compliant OM tender, National Grid reserves the right to:

1. Accept the OM tender in question; or
2. Reject the OM tender in question; and/or
3. Take any other action it deems appropriate in the circumstances, including requesting the tenderer to amend any parameters other than prices, so that it is made compliant.

National Grid’s decision as to whether or not a tender is compliant shall be final, and the tenderer concerned may be notified of such decision without prior consultation or explanation.

No costs or expenses incurred in the course of preparing and/or submitting a tender will be paid for by National Grid.

If any further information is required to assist with the preparation of a tender, the tenderer should request this information from National Grid. National Grid may consider it necessary to copy any further information given in response to specific enquiries to all other tenderers.

7.2 Ariba Registration & Invitation to Tender

All users who do not have an Ariba account will be required to register, which can be accessed via Ariba Supplier at the following link: <https://supplier.ariba.com/>

Once you have registered for an account, you will need to email National Grid (Box.GasContractServices@nationalgrid.com) requesting to be given access to the portal and invited to tender in Ariba Sourcing by completing the following table:

Ariba Supplier ID Number	
Company Name	
Ariba Key Contact Name	
Ariba Key Contact Email Address	
Ariba Key Contact Mobile Number	

We will then verify prior to approving login credentials and invite the user to participate with an auto generated email.

Please be advised that the portal inviting tenders for OM service year 2022/23 is now open. The portal, created within the “Ariba Sourcing” online environment, shall be open for about 6 weeks (closing at 13:00 GMT on Monday 17th January 2022) and can be accessed via the following link once you have registered and received the auto generated invitation to participate email: <https://sourcing.ariba.com/>

Once you have logged in you will be able to read the Invitation to Tender, download, populate and attach Tender Pack(s), read and agree to the Terms & Conditions and submit tender(s).

There is a OM Ariba Webinar available as part of the Tender Documents which further details the process.

8.0 GUIDANCE NOTES FOR COMPLETION OF TENDER PACKS

The three tender packs published alongside this document are as follows:

1. Tender Pack 1: Operating Margins 2022/23 Gas Capacity Tender
2. Tender Pack 2: Operating Margins 2022/23 Gas Delivery Tender (LNG Storage)
3. Tender Pack 3: Operating Margins 2022/23 Gas Delivery Tender (Demand Reduction / CCGT)

If you are unsure which Tender Pack you should be completing as part of your tender, please contact National Grid at Box.GasContractServices@nationalgrid.com.

Please note: Electronic copies of Tender Packs in Microsoft Excel format are available via the Ariba portal and on the National Grid's website.

See Appendix 1 for further submission guidance on completing parts 1 – 5/6 of the tender packs.

8.1 Tenderer's Agreement and Acknowledgment (All Tender Packs) ARIBA

Once the relevant tender pack(s) have been populated, they can be uploaded using the 'Attach a file' option. If a cover letter is required, it can be uploaded in addition to the tender pack(s).

Ahead of submitting the tender, the tenderer's agreement and acknowledgement must be read and accepted by an authorised signatory on behalf of the tenderer. Failure to complete this part of the Tender Pack will invalidate the tender.

If the tenderer is satisfied with the tender(s) and it is before the tender submission deadline, the 'Submit Entire Response' option can be selected to complete the tender submission.

Submissions can be revised ahead of the OM Tender submission deadline.

9.0 ASSESSMENT OF OM TENDERS AND SELECTION FACTORS

All tenders submitted will be accessed, examined for completeness, and logged by an evaluation panel.

Tenders must be submitted by 13:00 (GMT) on Monday 17 January 2022. However, National Grid reserves the right to deal with late submissions in a manner which it feels most appropriate taking account of any circumstances.

Any tender that is regarded as non-compliant or unclear may be referred by National Grid back to the tenderer for clarification.

If necessary, technical parameters may be adjusted by a tenderer to ensure compliance, but price information may not be changed.

In assessing a tender, tendered volumes will be compared against the Safety Case OM volume requirement and reviewed with network analysis experts to identify the most appropriate OM configuration that represents lowest overall cost to National Grid in terms of meeting its obligations under the Safety Case, its gas transporter licence and TPD Section K of the Network Code.

The assessment will include Technical, Commercial and Contractual parameters as detailed below:

Technical	Commercial	Contractual
The availability of the facility to provide the OM Services.	Availability / Service fees	Acceptance of National Grid’s OM Conditions of Contract
The ability to access unused deliverability.	The quantity of storage space	Whether registration with Achilles UVDB is completed
The quantity of minimum deliverability that would be available to National Grid at the facility in question when other users in the facility are not utilising any part of that capacity.	Withdrawal fees (Capacity bids)	
The ability to deliver a physical service on the NTS on an hourly basis.	Delivery fees (LNG bids)	
The ability to provide a maximum response time of 2 hours any time during day or night within periods of availability.	Overrun delivery fees (LNG bids)	
The ease with which the service can be called upon to deliver against an OM event (generally there will be a trade-off between the magnitude of individual service offers and the number of calls the gas control room would need to make to providers in order to manage an OM event).	Injection and withdrawal rates and prices. Gas Capacity bids can be significantly impacted by tendered injection and withdrawal rates, prices for this, and costs of over-runs.	
Location of the facility on the NTS.		

Under no circumstances will National Grid be legally bound to accept any tender made by any party or to accept any tender at all, or to reimburse any cost or expenditure whatsoever or howsoever incurred by any party in preparing and submitting a tender, or in negotiating the provision of any OM Service.

10.0 INFORMATION AND LINKS

A number of useful documents are available on the OM website including:

- the Tender Documents;
- the OM Statement that is published each year which includes the requirements for location, volumes and deliverability; and
- the Tender Information Report including the number and volume of tenders submitted and accepted through the tender.

<https://www.nationalgrid.com/uk/gas-transmission/balancing/operating-margins-om>

Details regarding quantities of OM that we have historically procured are available in the Procurement Guidelines reports that can be found on the link below:

<https://www.nationalgrid.com/uk/gas-transmission/about-us/how-were-regulated/gas-industry-compliance>

Appendix 1: Further Submission Guidance for Tender Packs 1-3

TENDER PACK 1

Part 1: Tenderer Details Gas Capacity Tenders

1	Tenderer's Company Name (including company number)	Please insert the tenderer's company name.
2	Company Representative, Job Title	For the purposes of receiving OM Tender Acceptance Notices and OM Tender Rejection Notices, and for any questions in relation to the OM tender, please specify the representative for whose attention such Notices are to be marked.
3	Company Representative Address	Please insert the representative's address.
4	Telephone Number	For the purposes of receiving tender queries, please specify the representative's telephone number.
5	Facsimile Number	For the purposes of receiving OM Tender Acceptance Notices and OM Tender Rejection Notices, please specify the representative's facsimile number.
6	E-mail Address	For the purposes of receiving communications, please specify the representative's email address.
7	Legal Agent Name	Where the tenderer is based outside of England and Wales, please provide details of your appointed agent for service of process.
8	Legal Agent Address	Where a legal agent is appointed, please provide an address for service of process.
9	Shipper Short Code	Please insert the 3 character code in accordance with the tenderer's shipper licence, or (if the tenderer does not hold a gas shipper licence) the 3 character code of the licensed gas shipper whose service the tenderer proposes to use.
10	Achilles Registration Number	Please insert Achilles Registration number.
11	Type of Credit Security Provided	Where the tender does not meet the Required Credit Rating, please select whether the credit security will be in the form of a Parent Company Guarantee or Letter of Credit in order to secure payment to National Grid for any retained Gas-In-Storage.

Part 2: Not used.

Part 3: Facility Details

12	Facility Name	Please insert name of facility being offered as part of the tender.
13	Facility Location	Please insert full facility address including postcode.
14	Service Provision Category	Please select or describe the method of service offered. Any additional information relating to the mode of service provision that providers may wish to disclose (for example the use of alternative backup fuel rather than NTS offtake) can also be entered here.
15	Execution Date for Tenderer's Agreement with Facility Operator	Where the tenderer has entered into a Gas Storage Agreement with the Facility Operator in relation to the Facility, please insert the date. If the tenderer is the Facility Operator, then insert "N/A".

Part 4: Deliverability & Availability

15A	Storage Withdrawal Capacity (Tendered) (minimum requirement is 500,000 kWh/hour)	<p>Please set out the quantity of storage withdrawal capacity (in kWh/day) that would be available to National Grid at the facility when other users in the facility are not utilising any part of the withdrawal capacity. Where a facility's ability to deliver gas is impacted by certain operational circumstances (such as the quantity of gas in store) then this should be taken into account.</p> <p>This parameter is important, as National Grid needs to understand the limitations of the facility, for example to deliver gas in a gas supply emergency where the OM gas may be the only gas left in store.</p> <p>The minimum Storage Withdrawal Capacity that may be tendered is 6,000,000 kWh/day (equivalent to 500,000 kWh per hour withdrawal capacity for 12 hours).</p>
16	Withdrawal Response Time	Please set out the time from receipt of the withdrawal nomination before the start of the withdrawal, being on the hour bar. Please note this should normally be no greater than 2 hours from the next hour bar following receipt of a nomination. So, for example if a nomination is sent at 15:01 then the nomination should be met by no later than 18:00.

17	Injection Response Time	Please set out the time from receipt of the injection nomination before the start of the injection, being on the hour bar.
18	Planned Maintenance Periods	Please set out dates of planned maintenance outages across the period tendered. National Grid can then take an informed view across all tenders received to assess overall availability across the period. All these dates must be provided where available.
19	Website For Service Availability Unavailability	Where the Facility outages are published on a website, please insert the URL here.
20	Allocation Agent (Name, Address, Tel No)	Please insert the name and details of the allocation agent appointed by the tenderer.

Part 5: Charges & Capacity

21	Injection Charge (Optional)	Please set out the commodity charges (in pence per kWh, maximum 4 d.p) (if any) payable in respect of the injection of gas into the facility.
22	Withdrawal Charge (Optional)	Please set out the charges (in pence per kWh, maximum 4 d.p) (if any) payable in respect of withdrawal of gas from the facility.
23	Injection Overrun Charge (Optional)	Please set out the charges (in pence per kWh, maximum 4 d.p) (if any) payable in respect of access to injection capacity above the contracted values, where the tenderer agrees to make such additional capacity available on the Day.
24	Withdrawal Overrun Charge (Optional)	Please set out the charges (in pence per kWh, maximum 4 d.p) (if any) payable in respect of access to withdrawal capacity above the contracted values, where the tenderer agrees to make such additional capacity available on the Day.
25	Capacity Procurement Tranche Number	Each tranche offered is assigned a tranche number. Each tenderer can offer up to 10 tranches per tender. <i>Tranches will be accepted in numerical order.</i>
26	Storage Space	Please set out the quantity of storage space (in kWh) offered for each tender. The aggregate quantity of offers must equal or exceed 6,000,000 kWh.
27	Storage Injection Capacity	Please set out the quantity of associated injection rights (in kWh/day).

28	Annual Service Fee (in pence per kWh per annum)	<p>Please set out the Service Fee (in pence per kWh per annum, maximum 4 d.p) payable in respect of the storage space offered.</p> <p>For the purposes of the OM Agreement, the Annual Service Fee will be converted to a daily Service Fee, such that 80% of the annual charge shall be payable over the 7 month winter period and 20% shall be payable over the 5 month summer period.</p>
29	Annual Service Fee (£)	This is automatically calculated from (26) and (28)
30	Please state if the tranche may <u>only</u> be accepted in full	This option allows the tenderer to stipulate if only the full tranche can be accepted by National Grid as opposed to a partial sum of the tranche quantity tendered.

Part 6: Facility Withdrawal Capacity (Nominal)

31	Facility Withdrawal Capacity (Nominal)	<p>Please insert a performance curve/table which sets out the facility withdrawal capacity at different inventory levels at the storage site.</p> <p>The template OM Agreement allows an OM nomination to be interrupted if the aggregate quantities under the OM nomination and other users' nominations would exceed the facility's maximum withdrawal capacity. The facility's nominal maximum withdrawal capacity is included in Schedule 1 of the template OM Agreement, but it can be renominated daily to reflect the actual capacity on a particular Day.</p>
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TENDER PACK 2

Part 1: Tenderer Details

1	Tenderer's Company Name (including company number)	Please insert the tenderer's company name.
2	Company Representative, Job Title	For the purposes of receiving OM Tender Acceptance Notices and OM Tender Rejection Notices, and for any questions in relation to the OM tender, please

		specify the representative for whose attention such Notices are to be marked.
3	Company Representative Address	Please insert the representative's address.
4	Telephone Number	For the purposes of receiving tender queries, please specify the representative's telephone number.
5	Facsimile Number	For the purposes of receiving OM Tender Acceptance Notices and OM Tender Rejection Notices, please specify the representative's facsimile number.
6	E-mail Address	For the purposes of receiving communications, please specify the representative's email address.
7	Legal Agent Name	Where the tenderer is based outside of England and Wales, please provide details of your appointed agent for service of process.
8	Legal Agent Address	Where a legal agent is appointed, please provide an address for service of process.
9	Shipper Short Code	Please insert the 3 character code in accordance with the tenderer's shipper licence, or (if the tenderer does not hold a gas shipper licence) the 3 character code of the licensed gas shipper whose service the tenderer proposes to use.
10	Achilles Registration Number	Please insert Achilles Registration number.

Part 2: Not used.

Part 3: Facility Details

11	Facility Name	Please insert name of facility being offered as part of the tender.
12	Facility Location	Please insert full facility address including postcode.
13	Service Provision Category	Please select or describe the method of service offered. Any additional information relating to the mode of service provision that providers may wish to disclose can also be entered here.
14	Execution Date for Tenderer's Agreement with Facility Operator	Where the tenderer has entered into an LNG Storage Agreement with the Facility Operator in relation to the Facility, please insert the date. If the tenderer is the Facility Operator, then insert "N/A".
15	Duration of Service	This is auto-populated. For Sheets A and B this is 12 months (01 May – 30 April), for Sheet C this is

		7 months (01 October – 30 April) – i.e. Winter only.
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Part 4: Deliverability & Availability

16	Maximum Delivery Rate (Tendered)	<p>Please set out the maximum delivery rate (in kWh/hour) that would be available to National Grid at the facility when other users in the facility are not utilising any part of the withdrawal capacity. Where a facility's ability to deliver gas is impacted by certain operational circumstances, then this should be taken into account.</p> <p>The minimum requirement for the Maximum Delivery Rate is 500,000 kWh/hour.</p>
17	Minimum Delivery Rate (Optional)	<p>Please set out the minimum delivery rate (in kWh/hour) that National Grid may nominate. Where this is dependent on other nominations from other customers at the facility, this should be clearly described.</p>
18	Response Time	<p>Please set out the time from receipt of the nomination before the start of delivery, being on the hour bar. Please note this should normally be no greater than 2 hours from the next hour bar following receipt of a nomination. So, for example if a nomination is sent at 15:01 then the nomination should be met by no later than 18:00.</p>
19	Planned Maintenance Periods	<p>Please set out the dates of planned maintenance outages across the periods tendered. National Grid can then take an informed view across all tenders received to assess overall availability across the period. All these dates must be provided where available.</p>
20	Website for Service Availability / Unavailability	<p>Where the Facility outages are published on a website, please insert the URL here.</p>
21	Allocation Agent	<p>Please insert the name and details of the allocation agent appointed by the tenderer.</p>
22	Maximum Delivery Duration	<p>Please set out the maximum duration (in hours) per instruction that delivery should be maintained should National Grid instruct the service. The service can be offered based on preference for 12 hours or 24 hours.</p>
23	Minimum Delivery Duration (Optional) (if left blank delivery deemed at 0)	<p>Please set out the minimum duration (in hours) per instruction that delivery should be maintained and paid should National Grid instruct the service.</p>
24	LNG Procurement Tranche Number	<p>Each tranche offered is assigned a tranche number. Each tenderer can offer up to 10 tranches per</p>

		tender. <i>Tranches will be accepted in numerical order.</i>
25	Service Quantity (in kWh)	<p>Please set out the maximum quantity (in kWh) that National Grid may nominate over the year, subject to any top-up rights.</p> <p>The minimum requirement for the Service Quantity is 6,000,000 kWh for 12 hours and 12,000,000kWh for 24 hours.</p>
26	Estimated Necessary LNG Quantity kWh	Please set out the estimated daily quantity of LNG (including for boil-off and blending) that the tenderer is required to maintain in the facility's storage tanks at all times to meet an OM instruction for the Service Quantity
27	Please state if the tranche may <u>only</u> be accepted in full	This option allows the tenderer to stipulate if only the full tranche can be accepted by National Grid as opposed to a partial sum of the tranche quantity tendered.
28	Annual Service Fee (in pence/kWh per annum)	<p>Please set out the Service Fee (in pence per kWh per annum, maximum 4 d.p) payable in respect of the storage space offered.</p> <p>For the purposes of the OM Agreement, the Annual Service Fee will be converted to a daily Service Fee, such that 80% of the annual charge shall be payable over the 7 month winter period and 20% shall be payable over the 5 month summer period.</p>
29	Annual Service Fee (£) (Sheets A and B) Service Fee (£) for 7 months (Sheet C)	<p>This is automatically calculated from (25) and (28).</p> <p>For the 7-month winter period in Sheet C, the calculation is pro-rated accordingly for the number of days in this period.</p>
30	Minimum Inventory	Please set out the minimum quantity of LNG which the tenderer is required to maintain in the facility's storage tanks at all times. The tenderer must ensure that it holds sufficient LNG in storage at all times to meet an OM instruction, allowing for Boil-Off and the Minimum Inventory.
31	Facility Delivery Capacity (Nominal)	The template OM Agreement allows an OM nomination to be interrupted if the aggregate quantities under the OM nomination and other users' nominations would exceed the facility's maximum delivery capacity. The facility's nominal maximum delivery capacity is included in Schedule 1 of the template OM Agreement, but it can be re-nominated daily to reflect the actual capacity on a particular Day.

Part 5: Charges

32	Not Required for Tender Pack 2	
33	Indexed Delivery Charge	See section 6.7 Indexation Principles.
34	Overrun Delivery Price	Please set out the charges (in pence per kWh, maximum 4 d.p) (if any) payable in respect of access to delivery <u>capacity</u> above the contracted values, where the tenderer agrees to make such additional capacity available on the day.
35	Additional Nomination Restrictions	<p>Please set out any additional restrictions in respect of the nomination quantity, e.g. to allow for SELs for Power Stations or minimum time at zero for LNG sites.</p> <p>If no additional restrictions apply, please insert "N/A".</p>

TENDER PACK 3
Part 1: Tenderer Details

1	Tenderer's Company Name (including company number)	Please insert the tenderer's company name.
2	Company Representative, Job Title	For the purposes of receiving OM Tender Acceptance Notices and OM Tender Rejection Notices, and for any questions in relation to the OM tender, please specify the representative for whose attention such Notices are to be marked.
3	Company Representative Address	Please insert the representative's address.
4	Telephone Number	For the purposes of receiving tender queries, please specify the representative's telephone number.
5	Facsimile Number	For the purposes of receiving OM Tender Acceptance Notices and OM Tender Rejection Notices, please specify the representative's facsimile number.
6	E-mail Address	For the purposes of receiving communications, please specify the representative's email address.
7	Legal Agent Name	Where the tenderer is based outside of England and Wales, please provide details of your appointed agent for service of process.

8	Legal Agent Address	Where a legal agent is appointed, please provide an address for service of process.
9	Shipper Short Code	Please insert the 3 character code in accordance with the tenderer's shipper licence, or (if the tenderer does not hold a gas shipper licence) the 3 character code of the licensed gas shipper whose service the tenderer proposes to use.
10	Achilles Registration Number	Please insert Achilles Registration number.

Part 2: Not used.

Part 3: Facility Details

11	Facility Name	Please insert name of facility being offered as part of the tender.
12	Facility Location	Please insert full facility address including postcode.
13	Facility Stable Export Limit	The positive MW value, expressing the minimum stable export operating level for BM Unit(s)
14	Facility Maximum Export Limit	The positive MW value, expressing the maximum level at which the BM Unit(s) can export to the GB Electricity Transmission System at the Grid Supply Point
15	BM Unit IDs	The individual codes representing each Balancing Unit, used under the electricity Balancing and Settlement Code (BSC).
16	Duration of Service	This is auto-populated. For Sheets A and B this is 12 months (01 May – 30 April), for Sheet C this is 7 months (01 October – 30 April) – i.e. Winter only.
17	Not used for Tender Pack 3	

Part 4: Deliverability & Availability

18	Tendered Maximum Delivery Rate (minimum turn down of 500,000 kWh/hour)	<p>Please set out the maximum delivery (i.e. demand reduction) rate (in kWh/hour) that would be available to National Grid at the facility.</p> <p>Where a facility's ability to deliver gas is impacted by certain operational circumstances, then this should be taken into account.</p> <p>The minimum requirement for the Maximum Delivery Rate is 500,000 kWh/hour.</p>
19	Not used for Tender Pack 3	

20	Minimum Delivery Rate (optional) (if left blank delivery deemed at 0)	Please set out the time from receipt of the injection nomination before the start of the injection, being on the hour bar.
21	Response Time	Please set out the time from receipt of the nomination before the start of delivery, being on the hour bar. Please note this should normally be no greater than 2 hours from the next hour bar following receipt of a nomination. So, for example if a nomination is sent at 15:01 then the nomination should be met by no later than 18:00.
22	Planned Maintenance Periods	Please set out dates of planned maintenance outages across the period tendered. National Grid can then take an informed view across all tenders received to assess overall availability across the period. All these dates must be provided where available.
23	Website For Service Availability / Unavailability	Where the Facility outages are published on a website, please insert the URL here.
24	Not Required for Tender Pack 3.	
25	Maximum Delivery Duration	Please set out the maximum duration (in hours) per instruction that delivery should be maintained should National Grid instruct the service. The service can be offered based on preference for 12 hours or 24 hours.
26	Minimum Delivery Duration (Optional) (if left blank delivery deemed at 0)	Please set out the minimum duration (in hours) per instruction that delivery should be maintained and paid should National Grid instruct the service.
27	Not used for Tender Pack 3	
28	Not used for Tender Pack 3	
29	Not used for Tender Pack 3	
30	Not used for Tender Pack 3	

Part 5: Charges

31	Annual Service Fee	<p>For sheets A and B: The Service Fee (in £ per annum) payable in respect of providing the service.</p> <p>For the purposes of the OM Agreement, the Annual Service Fee will be converted to a daily Service Fee, such that 80% of the annual charge shall be payable over the 7 month winter period and 20% shall be payable over the 5 month summer period.</p> <p>For Sheet C:</p>
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		This the total service fee for the 7 months from October to April inclusive.
32	Indexed Delivery Charge	See section 6.7 Indexation Principles.
33	Efficiency Loss Factor (%)	See section 6.7. This is the overall average efficiency for the Facility to be added into Indexed Delivery Charge 2.
34	Please state whether Indexed Delivery Charge 3 is required.	This may be required in the event the Facility has a Capacity Market contract.
35	Additional Nomination Restrictions	<p>Please set out any additional restrictions in respect of the nomination quantity, e.g. to allow for SELs for Power Stations or minimum time at zero for LNG sites.</p> <p>If no additional restrictions apply, please insert "N/A".</p>