

July 6, 2018

Jessica Vigars
Records Access Officer
Office of General Counsel
NYS Department of Public Service
Three Empire State Plaza, Floor 18
Albany, New York 12223-1350

Re: NorthStar's proposal to perform a Management and Operations Audit of National Grid USA's New York Electric and Gas Utilities
Case Number 18-M-0195

Dear Ms. Vigars:

NorthStar Consulting Group (NorthStar) is pleased to provide our proposal to the New York State Department of Public Service (Department) to perform a Management and Operations Audit of National Grid USA's New York Electric and Gas Utilities -- Case Number 18-M-0195.

NorthStar Consulting Group, Inc. respectfully requests that the information in the attached documents be treated by the Department of Public Service as trade secret information and confidential commercial information pursuant to New York State's Public Officers Law §§87(2) and 89(2), and the Commission's implementing regulation, 16 NYCRR §6-1.3. The information in these documents, if made available publicly during the pendency of the selection process, would likely cause substantial injury to the competitive positions of NorthStar Consulting Group, Inc. Accordingly, NorthStar Consulting Group, Inc. respectfully requests that the attached unredacted documents be treated as confidential trade secret information and afforded all of the protections against public disclosure available for such information, as provided by law, until such time as the Commission selects a consulting firm for the above referenced audit.

We have responded to your Request for Proposal (RFP) in all respects and our proposal is detailed as to the scope and approach to be employed during this engagement. As requested, NorthStar has provided our proposal in PDF to the Department of Public Service (DPS) Records Access Officer at recordsaccessofficer@dps.ny.gov. In addition, we have provided an electronic copy of the cover letter *only* to the Secretary of the Commission at secretary@dps.ny.gov.

As evidenced by my signature below, I certify that:

- All the information in the proposal is accurate;
- NorthStar is committed and able to perform all the work contained in the proposal;
- NorthStar is in compliance with all RFP requirements; and
- The proposal is valid for 180 days from this date.

I will act as the primary contact for this proposal if you have any questions. My contact information is as follows:

Douglas A. Bennett
Managing Director
NorthStar Consulting Group, Inc.
900 E. Main St., Suite 104
Santa Maria, CA 93454
(805) 925-0663
Fax: (805) 925-9589
Email: dbennett@northstarconsultants.com

The NorthStar project team is available to meet with the evaluation committee to elaborate on this proposal and to give you a better basis on which to judge our capabilities.

Yours truly,



Douglas A. Bennett
Managing Director