

Request for Proposal

BATTERY DATA MANAGEMENT AND ANALYTICS SOLUTIONS FOR THE NENY SUPPLY CHAIN PROGRAM

In partnership with Binghamton University, the [New York Battery and Energy Storage Technology Consortium](#) (NY-BEST) has been selected by the U.S. Economic Development Administration to lead efforts to catalyze rapid growth in the energy storage industry through the [New Energy New York](#) (NENY) Supply Chain Program. The project is led by NY-BEST in close collaboration with [Binghamton University](#) and coalition member [Alliance for Manufacturing & Technology](#) (AMT).

As part of the broader initiative, NY-BEST is seeking proposals to improve the evaluation, monitoring, and optimization of battery supply chain components. This includes enhancing quality control, certification, and performance at labs and prototyping facilities within the NENY coalition, such as the NorthEast Center for Chemical Energy Storage (NECCES), the RIT Battery Development Center (BDC), and the Battery-NY pilot manufacturing center. The goal is to build a seamless, data-driven approach to support better decision-making at every stage of the supply chain, from basic components and materials to battery cells to enable users of these facilities to decrease the time, effort, and cost required for them to engage with customers and partners.

Contractor Deliverables

We seek a contractor to provide a comprehensive suite of battery data management and analytics solutions. Specifically, the selected contractor will be responsible for delivering the following:

1. Requirements Definition and System Design

The Contractor shall engage with NY-BEST and NENY partners to fully define system functionality and architectural considerations. This includes gathering requirements to ensure the solution is tailored to the data needs and operational workflows of participating facilities.

2. Battery Analytics Software Development

Provide and implement an analytics platform that captures and interprets metadata throughout the battery cell production and testing life cycle. The system must enable real-time insights into process efficiency, quality control, and battery performance under various conditions. These insights should guide improvements in manufacturing and enhance final product reliability.

3. Battery Performance Benchmarking Tool

Develop a performance assessment module in collaboration with NENY stakeholders. This tool will benchmark battery cells using critical KPIs, such as energy density, cycle

life, and charge/discharge rates, facilitating supplier comparison and informed procurement decisions.

4. Secure Data Infrastructure and Real-Time Access

Deploy a cloud-based storage and analytics infrastructure to ensure secure, transparent data access for authorized users. The system should support real-time monitoring, reporting, and supplier performance tracking. Initial deployment will take place at NECCES and the RIT Battery Development Center (BDC), which handles daily slurry and electrode coating metadata and fabricates 100-200 cells weekly and operates cyclers and formation units within its labs.

5. Training, Documentation, and Ongoing Support

Deliver comprehensive onboarding resources, including webinars, user documentation, and ongoing support. The goal is to empower stakeholders to maximize the value of the system and apply data insights effectively in their operations.

Timing. NY-BEST aims to complete deliverables 1-5 as quickly as possible, while ensuring proper coordination across all sites.

Nature of the Engagement

NY-BEST will engage the Contractor to perform the tasks outlined in this RFP. The engagement will be for a fixed fee not to exceed \$75,000 for the initial one-year period of performance. The engagement will be a subcontract to NY-BEST's subaward with Binghamton University, as agent for the U.S. Economic Development Agency and subject to such representations and other undertakings as federal contract law may require.

The project is expected to last for 12 months with potential for further engagements at the participating facilities based on their needs.

The engagement will involve mostly remote collaboration with some onsite activities in Upstate New York. The contractor should be prepared to work with a cross-functional team that includes NENY Supply Chain members, Binghamton University staff and faculty, RIT BDC staff and other stakeholders.

After initial deployment, the contract will provide ongoing maintenance and updates for the system.

Response to this RFP

In order to respond to this Request for Proposal, potential contractors are requested to submit a written response, not to exceed 10 pages in length, outlining the following items:

1. A summary of how your offering intends to address the unique challenges of the NENY Supply Chain Program, specifically related to battery cell production, performance analytics and certification.
2. A clear, step-by-step project plan for delivering on the tasks outlined in the deliverables section. This should include timelines, milestones, and specific activities the contractor will undertake to achieve successful project completion.
3. The contractor's experience in battery data management, cell production and performance analytics, and testing. Please include any relevant case studies, projects, or examples that demonstrate the contractor's ability to execute similar projects successfully.
4. Proposed project staffing, including the qualifications, experience and roles of key team members who will be involved in the project. Please include details of any subcontractors, partners, or collaborators who will support the engagement.
5. A detailed cost proposal, including pricing for each phase of the project, and a breakdown of any additional fees or costs associated with the engagement (not to exceed \$75,000).
6. Proposed schedule of milestone payments to the Contractor as the tasks set forth in this RFP are completed.
7. A proposed timeline for the project, broken down by key deliverables and milestones.
8. Disclosure of any conflicts of interest that may arise in connection with your performance of the indicated tasks.

Responses to this Request for Proposal are due in writing by November 21, 2025, and must be sent by e-mail to: kshoolbraid@binghamton.edu & NENY@ny-best.org.

Questions about this Request for Proposal may be directed to Kari Shoolbraid, Program Manager, NENY Supply Chain team at kshoolbraid@binghamton.edu.

Evaluation Criteria

NY-BEST is seeking to hire one company to provide all of the services listed above. Following receipt and review of the proposals by NY-BEST, selected firm(s) may be invited to an interview with NY-BEST and make presentations of their proposed solution. The decision to interview the respondents will be solely at the discretion of NY-BEST based on evaluation of each respondent's proposal. NY-BEST reserves the right to reject any and all responses.

While NY-BEST may conduct interviews to select among the final candidates, it is not NY-BEST's intent to seek extensive clarification of the proposals received. Therefore, it is to the benefit of the respondent to provide an explicit, detailed, and complete discussion of the work in the proposal.

The successful firm will be chosen through a qualitative review of the following criteria:

1. Respondent's knowledge, expertise and experience in the planning, project management and execution of the services for which they are responding.
2. Experience and past performance.
3. Capability of proposed solution.
4. Value of services.
5. Cost of services provided.

NY-BEST expects to award a contract pursuant to this RFP by no later than December 31, 2025. Finalists will be notified by December 1, 2025, and may be invited to make a virtual, oral presentation to answer questions and/or provide additional information on the submission.