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**Meridian Energy Solutions** · Keystone Ridge BESS · York County, PA — PJM EMAAC Zone

PRIORITY

## 1 OPPORTUNITY SNAPSHOT

<b>Account</b>	Constellation Energy Development
<b>Project</b>	Keystone Ridge BESS
<b>Location</b>	York County, PA — PJM EMAAC Zone
<b>Viability Score</b>	82 — PRIORITY
<b>Scoring Profile</b>	Scoring Profile: Utility-Scale Energy — Standard Mode. This score reflects prioritization of grid readiness, policy environment, and developer track record in addition to standard baseline factors.
<b>Revenue Target</b>	\$1.8M – \$2.8M
<b>Sales Cycle</b>	To be determined
<b>Key Contact</b>	Sarah Wentworth
<b>Primary Hook</b>	Constellation filed an interconnection application with PJM for this site in January 2026 (Queue ID PJM-2026-0047), and Pennsylvania's Act 129 Phase IV compliance filing due April 2026 creates a defined procurement window. RFP responses are expected by Q3 2026 — EPC pre-qualification outreach should begin immediately.
<b>Critical Risk</b>	Reg: Low-Moderate   Fin: Low
<b>Upsell Angle</b>	—
<b>Generated</b>	March 17, 2026 — 2:57 PM

## 2 STRATEGIC APPROACH

Meridian's path to the Keystone Ridge EPC award runs through pre-qualification — Constellation will not accept unsolicited proposals for a project of this scale. The April 2026 Act 129 filing deadline is a hard backstop that means Constellation's development team will be moving quickly; showing up organized and pre-qualified before the RFP drops is the single highest-leverage action available right now. The primary competitive differentiator to lead with is IRA compliance infrastructure. The 40% total ITC available at this site (30% base + 10% energy community adder) is meaningful to Constellation's project IRR — any EPC that can credibly reduce the risk of ITC recapture through rigorous prevailing wage and domestic content documentation is worth a price premium in the selection process. Meridian should make this the centerpiece of the proposal narrative, not a footnote. Secondary angle: supply chain certainty. Lithium-ion cell lead times are the operational risk Constellation's engineering team will be most anxious about. If Meridian can bring a confirmed cell supplier commitment to the RFP response — even a conditional LOI — it directly addresses the top-of-mind concern and creates separation from competitors who are still sourcing.

### 3 ACTION TIMELINE

PHASE	TIMEFRAME	ACTIONS	OBJECTIVE	SUCCESS METRIC
Phase 1 — Pre-Qualification	Now – April 2026	Contact Sarah Wentworth (VP Development) and Marcus Delano (Director Engineering). Submit EPC pre-qualification package. Request site visit.	Establish Meridian on Constellation's approved EPC vendor list before RFP issue	Pre-qual submission confirmed; follow-up meeting scheduled
Phase 2 — RFP Response	May – July 2026	Submit competitive EPC proposal. Lead with IRA compliance capability and supply chain certainty (confirmed cell supplier commitments).	Shortlisted for final EPC selection	Included in final 2–3 bidder shortlist
Phase 3 — Contract Award	Q3 2026	Negotiate EPC contract terms. Finalize domestic content documentation. Secure cell supply commitments.	Execute EPC agreement	Signed EPC contract; NTP issued
Phase 4 — Construction	Q4 2026 – Q2 2027	Mobilize construction crew. Manage procurement schedule. Commission BESS and SCADA systems.	On-time, on-budget project delivery	COD achieved; punch list cleared; O&M; handover complete

### 4 MESSAGE FRAMEWORK BY AUDIENCE

AUDIENCE	CHANNEL	OPENING HOOK	KEY MESSAGE	CALL TO ACTION
VP Development (Wentworth)	LinkedIn message + follow-up call	Meridian completed three BESS projects in PJM EMAAC last year — including one 200 MW project in PEPCO territory with full domestic content tracking.	We understand the April Act 129 timeline pressure and have the IRA compliance infrastructure to protect your ITC at this site.	Can we schedule a 30-minute call this week to discuss pre-qualification?
Director of Engineering (Delano)	Email with capability summary attached	Supply chain certainty on 600 MWh projects is the variable most EPCs underestimate — we have confirmed cell supplier relationships.	Meridian can commit to a procurement schedule that de-risks your Q4 2026 COD target today.	Request a technical pre-qualification meeting with our project team.
Project Finance Lead	Introduction through Wentworth or Delano	The 40% ITC stack at this site is one of the strongest in PJM — the energy community adder alone is worth \$15–20M to project IRR.	Meridian's prevailing wage and domestic content documentation process has zero ITC recapture events across 12 IRA-eligible projects.	Share our IRA compliance white paper; request a finance team briefing.

### 5 OBJECTION HANDLER

OBJECTION	ROOT CAUSE	RESPONSE
We already have preferred EPC relationships from prior projects.	Incumbent loyalty / switching cost concern	We respect those relationships. We're not asking to replace them — we're asking for a slot in the competitive process. Our IRA compliance record and current cell supplier commitments are worth evaluating alongside your existing partners. One additional competitive proposal strengthens your negotiating position.

OBJECTION	ROOT CAUSE	RESPONSE
Your team doesn't have experience at this scale.	Risk aversion — 150 MW is large	Meridian completed a 200 MW / 800 MWh project in PEPCO territory in Q1 2025. We can provide references from that project's owner and lender. We're happy to arrange a site visit.
The interconnection study isn't done — why are you approaching us now?	Timeline concern / premature engagement	Pre-qualification typically takes 60–90 days. If the interconnection study clears on the current PJM timeline, you'll need an approved EPC vendor list before the RFP drops. Starting now means you have options; waiting means you're back-filling under time pressure.

## 6 RISK REGISTER

RISK	LIKELIHOOD	IMPACT	MITIGATION
PJM interconnection queue delay beyond 24 months	Moderate	High — delays EPC contract award and revenue recognition	Monitor PJM queue monthly; maintain pipeline of alternative projects; offer Constellation early pre-qual so they have EPC certainty if study clears faster
Competitor awarded exclusive pre-qualification before Meridian engages	Moderate	High — may exclude Meridian from RFP	Engage this week. Pre-qualification window is narrow before RFP issue.
Lithium-ion cell cost escalation >10%	Low-Moderate	Moderate — compresses EPC margin	Lock cell supplier pricing with conditional LOI at pre-qualification stage; include escalation clause in EPC contract.
IRA prevailing wage compliance failure	Low	High — ITC recapture risk for Constellation	Deploy Meridian's standard prevailing wage compliance protocol; assign dedicated IRA compliance officer to project from NTP.

## 7 SUCCESS METRICS & KPIS

KPI	TARGET	MEASURE BY	OWNER
Pre-qualification submission	Submitted by April 15, 2026	April 15, 2026	Meridian BD Lead
First meeting with VP Development	Scheduled within 2 weeks of outreach	April 1, 2026	Meridian Account Manager
RFP shortlist inclusion	Confirmed in final 3 bidders	July 2026	Meridian BD Lead + Project Manager
EPC contract value	\$1.8M – \$2.8M	Contract award Q3 2026	Meridian BD Lead

*ASSUMPTION NOTICE: Revenue estimates and risk ratings marked [ASSUMPTION] are based on incomplete public data. Actual values may differ materially. Verify all estimates before committing resources or making outreach decisions. ArcReact v4.4 | [www.arcreact.com](http://www.arcreact.com)*