

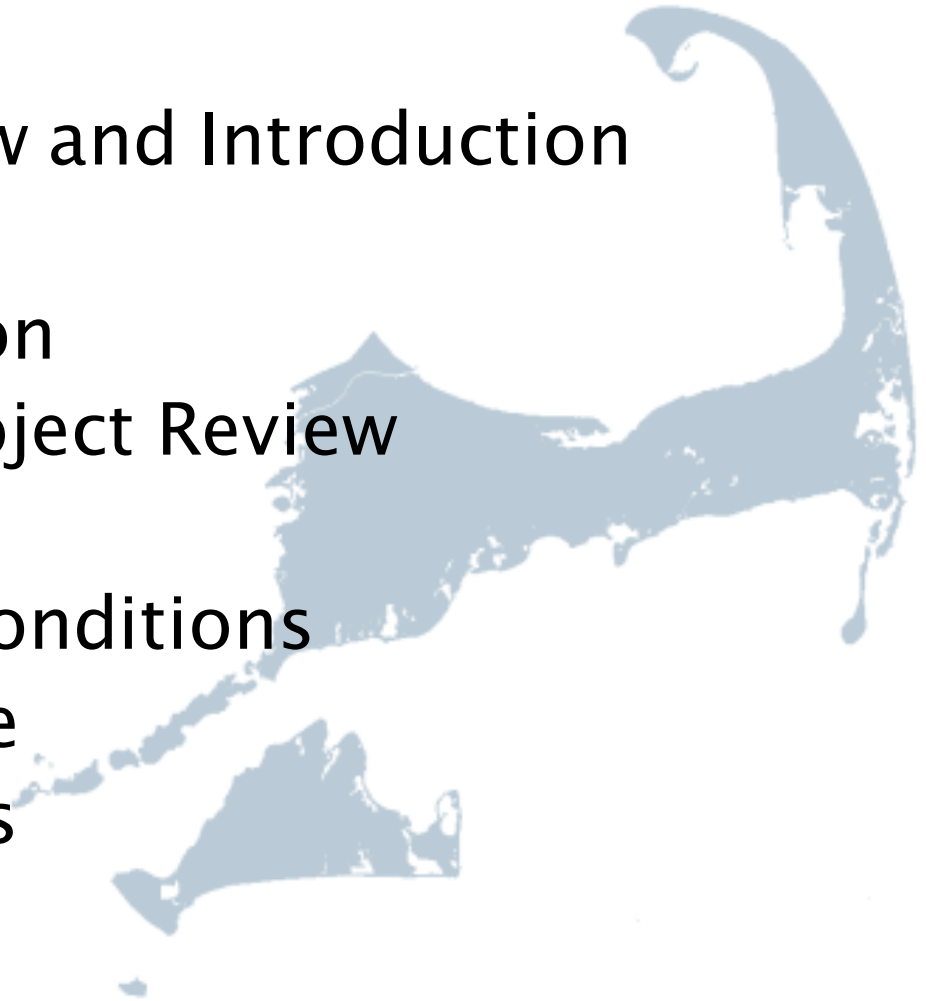
Cape Light Compact RFQ for Street Light Energy Management Services

*Mandatory Pre-Qualification Conference
Under M.G.L., Ch. 25A, Section 111
July 30, 2013*



Agenda

- ▶ Welcome, Overview and Introduction
- ▶ RFQ Overview
- ▶ General Information
- ▶ Demonstration Project Review
- ▶ Specifications
- ▶ Special Terms & Conditions
- ▶ Terms of Response
- ▶ Closing Comments



Welcome and Overview

- ▶ The following presentation provides high-level information regarding Cape Light Compact's Request For Qualifications (RFQ) from qualified energy management service companies to provide comprehensive, performance-based, Street Light Energy Management Services, with guaranteed energy savings for street lights within the Participating Municipalities pursuant to M.G.L. c. 25A, §111 issued July 12, 2013

Disclaimer

- ▶ The Compact provides this high-level information to enhance potential Respondents understanding of the Project.
- ▶ Because not all issues and requirements are addressed by this presentation, potential Respondents should not rely on this information but should follow the RFQ and any Addenda.
- ▶ In the case of a discrepancy between this presentation and the RFQ, the meaning of the RFQ and any Addenda shall apply.

Before We Begin

- ▶ This presentation will be available on the Cape Light Compact website at
 - www.capelightcompact.org>Resources>Request for Proposals
- ▶ Questions and Answers
 - Inquiries concerning this RFQ must be submitted in writing no later than 5:00 p.m. on August 1, 2013 via email to mdowney@barnstablecounty.org and kgalligan@capelightcompact.org
 - Answers in the form of an Addendum will be posted to above website page
 - Today, questions can be raised but the official response shall be posted to the website as noted above

Introduction

- ▶ This Municipal LED Streetlight Project *is the most significant single project investment* in energy efficiency that will bring long-term benefits to the quality of life on Cape Cod & Martha's Vineyard
- ▶ Project is part of Cape Light Compact energy efficiency program
 - Eligible for 100% incentive
 - Cost-effectiveness test per DPU approved plan

RFQ Overview

Participating Municipalities

Participating Municipalities		
Barnstable ¹	Barnstable Fire District	Bourne
Brewster	Chatham	Chilmark ¹
C-O-MM Fire District ¹	Cotuit Fire District	Dennis
Edgartown	Falmouth	Harwich
Hyannis Fire District	Mashpee	Oak Bluffs
Orleans	Provincetown	Sandwich
Tisbury ¹	Truro	Wellfleet
West Barnstable Fire District	West Tisbury ¹	Yarmouth

1 / Phase II participant – street lights are pending Purchase from NSTAR Electric, schedule update expected by September, 2013

RFQ Overview

Projected Selection Timeline

Notification to the DOER:	JUNE 11, 2013
Published in Central Register:	JULY 3, 2013
Published in:	CAPE COD TIMES & COMPACT WEBSITE ²
RFQ available:	JULY 12, 2013
Mandatory Pre-Qualification Conference:	JULY 30, 2013
Facility Tour:	JULY 29 AND/OR JULY 30, 2013
Final Inquiry Date:	AUGUST 1, 2013
Responses Due:	AUGUST 9, 2013 BY 4:00 P.M.
Location:	COMPACT OFFICES, 3195 MAIN STREET, BARNSTABLE, MA 02630
Anticipated Evaluation Complete:	AUGUST 14, 2013
Anticipated Interviews:	AUGUST 15-16, 2013
Anticipated Selection for Negotiations:	SEPTEMBER 6, 2013

RFQ Overview

Solicitation & Qualification Process

- ▶ STAGE ONE: DCAM Contractor Certification
- ▶ STAGE TWO: Pre-Qualification Conference and Optional Facility Tour
- ▶ STAGE THREE: Submission of Qualifications on August 9, 2013 at 4:00 pm
- ▶ STAGE FOUR: Selection of Vendor and Contract Execution

General Information

Site Information

- ▶ Appendix 6.5 – Profile of Existing Street Light Facilities
 - It is possible that additional/revised Facilities, including those of Phase II participants, may be provided at the discretion of each Municipality.
 - An inventory list by route/pole no., address, lumens and type is available to DCAM Certified providers in Excel files upon request.
 - The final list of Facilities to be included in the EMS and O&M Contracts will be stipulated in the Technical Street Light IGA Report and may be reviewed and approved by MA DOER.

General Information

Options and Alternatives

- ▶ The Compact and Participating Municipalities may consider additional improvements, including but not limited to:
 - Adaptive controls
 - Remote monitoring capability

General Information

Contractual Terms

- ▶ Three Forms of Contract (the “Contracts”)
 - IGA – Technical Street Light Investment Grade Audit & Project Development Agreement (follows MA DOER Model Form)
 - Between Contractor and Compact
 - EMS – Energy Management Services Agreement
 - Between Contractor and Compact
 - O&M – Street Light System Operation and Maintenance Agreement
 - Between Contractor and each Participating Municipality

Demonstration Project Review

October, 2012 – May, 2013

- ▶ Demo Participation Agreements
- ▶ Fixture selection
 - Considered experience of other communities
- ▶ Order and delivery
- ▶ Installation
- ▶ Fixture Replacements(4)
- ▶ Repairs (2)
 - Non–fixture related

[LED Fixture Installation Video](#)

[Project Webpage](#)

www.capelightcompact.org/ledstreetlights/

Demo Project Feedback

- ▶ Feedback
 - Survey Monkey results
 - Barnstable
 - Truro
 - Brewster
 - Chatham
 - Cotuit
 - Provincetown
 - Others



Demo Project Review, cont'd

Selected Customer Feedback

- “...all of us appreciate energy conservation and with the LED lights fewer watts, power, are needed to get the work done. Still, I must ask you the question that, with the LED lights, why can't their luminance be reduced?” (Brewster)
- “...staring at "my" streetlight, still bright at 7:00 AM – it seems to me that every one of these light, old and new, creates an excessively large pool of light. The fixtures, old and new, are a major part of the problem. Why should any of these lights shine on land adjacent to the road? Their "pool" should be a narrow oval, not a circle...” (Cotuit)
- “...the lights are too harsh. We need softer lights please...” (Provincetown)
- “...change them all please...” (Dennis)
- “...Great energy saver and white light...” (Sandwich)
- “...I think they look great, though I do imagine some folks may take some time to get used to the difference in color, simply because yellow streetlights is what we're all used to!” (Truro)
- “The light at the corner of Route 137 and Route 6A looks very dim compared to the others in the area.” (Brewster)

Minimum Technical Specifications

- ▶ Refer to Appendix 6.6 for full specifications
 - 10-year warranty for all electronic components, including photocell and drivers (power supplies) and finish/coating.
 - Product samples may be requested before bulk purchase.
 - Must be Design Lights Consortium listed-products.
 - Except where noted by Special Terms & Conditions:
 - CCT shall be 4,300 +/- 300 degrees Kelvin
 - Lumens shall be equal or lower than existing
 - Dark Sky compliant
 - Shields shall be provided as option as field installed or at time of manufacture

Special Terms & Conditions

- ▶ Appendix 6.5.1 apply to:
 - Barnstable Fire District
 - Town of Brewster
 - Cotuit Fire District
 - Town of Edgartown
 - Town of Falmouth
 - Hyannis Fire District
 - Town of Provincetown
 - Town of Wellfleet
 - West Barnstable Fire District

Terms of Response

- ▶ Use format outline provided in Appendix 6.7.
- ▶ Funding and Finance/Outside Funding Options
 - Project is expected to be 100% funded through energy efficiency incentives for cost-effective measures installed per the Compact's Energy Efficiency Plan.
 - However, other financing or outside funding, if available, may be included in the Response.

Terms of Response

Guaranteed Savings

- ▶ The selected Contractor shall provide the Compact with a written guarantee of energy savings and related obligations per M.G.L. c. 25A, §111

Closing Comments

- ▶ Approvals by Others, such as Historic Districts
 - The Cape Light Compact and Contractor will provide any supporting materials and data upon request to Towns or Fire Districts who have additional approvals of other agencies/authorities, however, these are Town or FD applications that the Project assumes the Town or FD will obtain prior to start of installations.
- ▶ Police detail costs are the responsibility of Participating Municipalities.

Optional Facility Tour

- ▶ Meet at 8:30 p.m., July 30, 2013 outside rear entrance to Superior Court House, depart on mini-bus and expected return by 11:00 p.m.
- ▶ Facility locations planned to visit:
 - Barnstable Fire District (Rt 6A & Hyannis Rd)
 - Truro Public Safety Facility
 - Provincetown (corner of Commercial & Tremont St)

Thank You

- ▶ Questions and Answers
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 - Answers in the form of an Addendum will be posted to the website page
 - www.capelightcompact.org>Resources>Request for Proposals
- ▶ Responses are due Friday, August 9, 2013 by 4:00 p.m.