



2015 RFP for Recreation Facility LED Supply and Service Provider: Process and Outcome

LAS, AMO's not-for-profit organization, helps its customers **"save money, make money, and build capacity"** through co-operative procurement efforts and innovative training, programs, and services. From 2012-2014, LAS EESPs were able to assist municipalities with identifying energy saving opportunities in a number of their facilities. Based on these audits and through a survey conducted in the fall of 2014, our members expressed strong interest in a recreation facility LED lighting upgrade service.

Benefits are to include long life and significantly reduced maintenance costs as well as an increase in the quality and colour rendering of the lights. LED technology offers considerable energy savings and a much higher quality light. Given that these facilities are the most frequently visited in most municipalities, upgrading to LED will be an excellent visible energy conservation project to showcase to the community.

The LAS Recreation Facility LED Service is a complete turn-key solution combining top quality product, extended warranties robust photometric design, full installation management, and commissioning services, plus finance options.

In January of 2015, LAS put out two RFPs: one for product and another for service provision. LAS was careful to ensure that the RFP met and surpassed municipal procurement standards supporting a transparent and competitive search for suppliers and service providers offering quality products and services at an affordable price. In order to develop the RFP document, a number of specification guides, pilot studies, protocols, standards, quotes, and tender documents were referenced including the following:

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| <ul style="list-style-type: none">• Canadian Standards Association (CSA)• American Society for Testing & Measurement (ASTM)• Electrical Safety Authority (ESA)• Illuminating Engineering Society of North America (IESNA)• International Electrotechnical Commission (IEC)• Ontario Recreation Facilities Association (ORFA)• Design Lights Consortium's Product Qualified Products List (DLC QPL) | <ul style="list-style-type: none">• The Township of North Kawartha• The City of Oakville• The Township of Wellesley• The Town of Orangeville• The Town of Quinte West• The Municipality of Kincardine• The City of Brampton• The City of Mississauga• The Township of Oliver/Paipouge• RICOH Coliseum• Public Works & Government Services Canada |
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Both RFP documents and subsequent submissions were reviewed by an Evaluation Committee comprised of ten (10) experts from across Ontario (including staff from Brampton, Oakville, Timmins, Hearst, North Bay), the Ontario Recreation Facilities Association (ORFA), as well as three LAS staff members. Independent third-party analysis (Welch LLP) was conducted on the financial background of the proponents, and the entire RFP process was overseen by Kim Dooling of KDE Procurement Advisors.



RFP Results for FIXTURE SUPPLY

The RFP was posted on Merx and the LAS website from JAN 16/2015-FEB 20/2015. We received five (5) submissions. The committee evaluated those submissions meeting mandatory requirements in two distinct phases based on the following factors:

Company Experience & Qualifications	<ul style="list-style-type: none"> Ability of the company to produce fixtures and meet goals of the LAS Recreation Facility Lighting program. Ability to support the program and our municipalities moving forward Reference checks to verify experience and performance of the company on past similar projects Experience and longevity of the company
Financial Background	<ul style="list-style-type: none"> Comparison of the company financial ratios to industry average over last 5 years Projections for the upcoming fiscal year
Fixture Quality	<ul style="list-style-type: none"> Life expectancy ratings & Manufacturing and Quality Control processes Packaging and shipping processes Warranties and after sales service
Fixture Performance	<ul style="list-style-type: none"> Ability to meet more than 20 key specifications and standards from CSA/DLC/ANSI/IESNA/NEMA/FCC/etc. Photometric evaluations for 6 common rink area illuminance level case studies
Value added components	<ul style="list-style-type: none"> Extended warranties Fixture innovation & product selections Ability to combine with controls
Overall Proposal Completeness, Clarity and Organization	

Those submissions which met the minimum 70% scoring under the above criteria were then evaluated based on the individual fixture and alternate component price submissions. After a careful and thorough analysis of the submissions, the Evaluation Committee decided to award the supply contract to the proponent with the highest score and best overall value.

LAS is pleased to partner with Acuity Brands Lighting Canada for the provision of lighting products related to the LAS Recreation Facility LED Lighting Service.



RFP Results for SERVICE PROVIDER

The RFP was posted on Merx and the LAS website from JAN 16/2015-FEB 20/2015. As a result of the RFP process, twelve (12) firms requested full documents. Two (2) fulfilled Mandatory Submission Requirements.

The committee evaluated those submissions meeting mandatory requirements based on the following factors:

Company Experience & Qualifications	The ability to meet set goals of the LAS Recreation Facility Lighting program. Ability to support the program and our municipalities moving forward Reference checks to verify experience and performance of the company on past similar projects Experience and longevity of the company Demonstrated experience in conducting analysis and project management relevant to an arena lighting upgrade
Financial Background	Comparison of the company financial ratios to industry average over last 5 years Projections for the upcoming fiscal year
Full Plan of Execution and Delivery Capacity	Evaluation of methodology Sample audit report and photometric design Proposed project work plan and schedule Project management execution Project closeout and after sales support
Project Cost	Quote based on a sample Case Study
Value added components	Exceed the minimum RFP requirements (ie. Available client services, Financing, support, etc.)
Overall Proposal Completeness, Clarity and Organization	

The Evaluation Committee conducted a careful and thorough analysis of the submissions. LAS is pleased to partner with Conrad Lighting Solutions Inc. to design and manage the LAS Recreation Facility LED Lighting projects from commencement to full completion.

If you have any other questions please contact:

Cheryl Maki

Municipal Energy Specialist
P: 807-456-3667
cmaki@amo.on.ca

Jeff Barten

Acting Energy Services Manager
200 University Avenue,
Suite 801 Toronto, ON M5H 3C6
P: 519-998-2557 F: 416-971-6191
jbarten@amo.on.ca