



2014 RFP for LED Streetlight Supply Process and Outcome

Since its launch in March 2013, the LAS Streetlight Program has become the leading LED Streetlight replacement program in Canada due largely to its unique turnkey approach that brings together all of the services municipalities require to roll out the new technology and start reaping the benefits quickly. 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. Through our partnership with RealTerm Energy we offer a complete turn-key solution that includes complete asset inventory and assessment including GIS/GPS mapping; lighting design and comprehensive financial analysis; incentive applications; procurement and project management; installation and recycling; plus financing options.

As LED streetlights increase in popularity, it is important to keep up to date on the technology and its advancements. Various manufacturers and their representatives constantly make claims about improvements in product efficiency, effectiveness and durability. LAS continues to monitor the marketplace to ensure the products provided meet strict quality, regulatory and budgetary needs on behalf of our members for this reason.

In August 2014, LAS put out a Request for Proposal (RFP) for the Supply of Streetlight Luminaires to ensure its members were still getting the value and high quality products they have come to expect from us. LAS was careful to ensure that the RFP met and surpassed municipal procurement standards supporting a competitive search for suppliers offering quality products at an affordable price while remaining unbiased and open in its wording. In order to develop the RFP document, a number of Specification Guides, pilot studies, protocols, standards, and tender documents were referenced including the following:

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| <ul style="list-style-type: none">• Lightsavers Model Technical Specifications• MSSLC Model National Specification• U.S Department of Energy (DOE)• Design Lights Consortium's Product Qualified Products List (DLC QPL)• Canadian Standards Association (CSA)• Electrical Safety Authority (ESA)• Illuminating Engineering Society of North America (IESNA)• International Dark-Sky Association (IDSA)• Public Works & Government Services Canada | <ul style="list-style-type: none">• The City of Markham• The City of Hamilton• BC Shared Services• The City of Calgary• The City of Edmonton• The City of Detroit• The City of Los Angeles• The City of New York• Municipality of the District of Digby (NS)• The Town of Hantsport (NS)• IOWA Association of Municipal Utilities |
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The RFP document and subsequent submissions were reviewed by an Evaluation Committee comprised of ten (10) experts from Los Angeles, British Columbia (DMD & Associates), Montreal, and Ontario (including staff from Brampton, North Bay, Ottawa), as well as two LAS and two RTE staff members.



Members of the Evaluation Committee were as follows:

Michelle Hjort	Associate Director, Business Development	RealTerm Energy
Kerry Wilson	Director, Commercial Strategies	RealTerm Energy
Alan Korell	Managing Director, Engineering, Environmental & Works	City of North Bay
Saleh Daei	Energy Management Project Coordinator	City of Brampton
Bernard Gabriel	Program Manager, Street & Community Lighting	City of Ottawa
Isabelle Lessard	Street lighting Engineer	City of Montreal
Jeff Barten	Municipal Energy Specialist	LAS
Scott Vokey	(Former) Energy Services Manager	LAS

Initial Advice:

Ed Ebrahimian	Director of the Bureau of Street Lighting	City of Los Angeles
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Independent third-party analysis (Kathy Steffan of Welch LLP) was conducted on the financial background of the proponents, and photometric design (Peer Eric Moldvar of Éclairage TECHNO) comparison for those fixtures submitted.

As a result of the RFP process we received strong submissions from five (5) internationally recognized brands. The committee evaluated these submissions in two distinct phases based on the following criteria:

Company Experience & Qualifications	<ul style="list-style-type: none"> Ability of the company to produce fixtures and meet goals of the LAS LED Streetlight 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 Quality Control processes Packaging and shipping processes Warranties
Fixture Performance	<ul style="list-style-type: none"> Ability to meet 22 key specifications and standards from ANSI/IESNA/NEMA/FCC/etc. Independent third party photometric comparisons



Value added components	Extended warranties Fixture innovation & product selections Ability to combine with future adaptive controls
Overall Proposal Completeness, Clarity and Organization	

Those submissions which met the minimum 75% scoring under the above criteria were then evaluated based on the individual fixture and alternate component price submissions.

Further, an overall economic evaluation of the fixtures based on six (6) standard municipalities was completed for the top two scoring submissions.

After a careful and thorough analysis of the submissions, the Evaluation Committee decided to award the supply contract to Cree Canada as they represent the best overall value for our members.

For more information on Cree Canada, please visit their website at www.creecanada.com.