

QUESTIONS AND ANSWERS – ROUND ONE
IMPROVEMENTS TO THE CITY STREETLIGHT SYSTEM
CITY OF SANFORD

Wednesday October 9, 2019

VERIZON

A number of Maine municipalities have recently installed controls solutions at the same time as their LED conversion to take advantage of the labor savings, including Portland, Scarborough, Augusta and Belfast. These cities elected to use controls in order to reduce ongoing operating expenses through both dimming and maintenance savings. The Sanford RFP doesn't specifically call out for a lighting control / asset management solution but is the City interested in receiving alternate bids that also include wireless controls?

Please provide photo controls in the base bid. Additional options such as wireless controls will be considered if proposed. The City is interested in "dovetailing" smart cities technology with this project and by way of example, maybe it might be proposed that a small area such as downtown might be controlled wirelessly and integrated with small-cell service.

TANKO

Can the City please confirm that it just wants one copy of the proposal for the submission? Does it want an electronic copy on a flash drive as well?

Electronic is preferred. An email submission will be adequate.

Section I, second paragraph - Can the City please provide the specs for what the luminaire needs to have to be integrated with this network?

This City does not have a specification for wiring a luminaire to the city-owned fiber optic network: propriety or nonproprietary integration may be options and might be by such connectors as a second NEMA plug which could be used to connect a device such as a camera, sensor, other device, or with sufficient cavity-space within the luminaire or mounted to the luminaire or bracket to house or support a device. The City has control of fiberoptic cable on many joint use utility poles and the City is interested in proposals to connect that fiberoptic cable with the streetlight in certain areas of the city.

Section 6, #4 - Is performance contracting a requirement for this project? It hasn't been done in other relevant ME projects and could really increase the cost for the City.

Performance contracting is not required for this project. Section 6, 4. States, "a description of the contractor's experience and ability to facilitate tax-exempt municipal leasing or performance contracting..." There is no obligation that a proposal includes both options. A municipal bond is not an option at this time.

Section #11 - the timeline from Notice to Proceed until the estimated Completion Date is rather short (~5 months). This doesn't provide sufficient time for an audit and design to be conducted, nor does it allot sufficient time for materials procurement. Will the City be somewhat flexible on the estimated

completion date? Can bidders propose alternative (but reasonable) schedules based on their experience with such projects?

The City is flexible. The bid form requires an estimated completion date. Please provide a reasonable estimate.

Specifications, Section 1 - Audit/Project Design Phase - Does the City want the contractor to develop a pole ID numbering system during the Audit/Project Design Phase and then install the pole numbers during installation? If so, can the City please add both to the scope for each relevant Phase?

The City does not want the poles numbered; the City wants the geo-locations of the poles expressed in GIS stated in the specification as "latitude and longitude."

Specifications, Section 1, A - Please clarify that the City will be responsible for tree trimming and not the awarded contractor.

Tree trimming services are not part of the bid. Section 1, A asks that deficiencies such as pole condition and notable obstructions such as tree limbs to be noted in the audit.

Specifications, Section 3, C - Is this negotiable? The City will have both the labor and material warranties in place rendering such a requirement as unnecessary.

As stated in the RFP, "installed streetlights must be in operation system-wide for a minimum of 30-days prior to acceptance by the City." This will be amended in the RFP to state, "installed streetlights must be in operation for approximately 30-days prior to acceptance by the City. Acceptance will not be withheld." Pursuant to Specifications Section 3, A, B, C, and D it is expected that between A. verification of installation, B. correcting any "punch list" items, C. some basic testing regiment, D. 30-days after installation seems like a reasonable timeframe for acceptance of an installed streetlight by the City.

Specifications, Section 4 - Does the City have any expectations about required response times for routine maintenance services?

See Maine Public Utilities Rule 880 <https://www.maine.gov/mpuc/legislative/rules/part8-multi.shtml> for guidance on routine maintenance due to pole replacement.

Proposal Form, Section 4 - Would the City be open to other maintenance pricing models? Most municipalities require that bidders provide maintenance based on a monthly per fixture charge (to cover administrative services, such as outage report tracking, dispatch, call center, and website), along with hourly rates (as a separate line item) for routine vs. emergency maintenance services?

Yes, the proposal form will be amended.

Proposal Form, Section 5, Brackets - Does the City have any specifications for the brackets?

There is no requested specification for brackets. The City would like to ensure that maintenance costs are minimized in proposed brackets.

REALTERM ENERGY

As per the CMP inventory provided there are 835 street light fixtures of the following types: 811 x Cobraheads, 6 x Acorn Post Top, 1 x Traditional Post Top, 17 x floodlight. However, the RFP mentions an approx. count of 865 and denotes that some decorative may be included. The types of decorative depicted in section 5 "Decorative fixture retrofits" of the bid form also does not match the types identified in the CMP inventory. Can the City please confirm?

The city streetlight system includes some metered electrical accounts and some decorative fixtures and some cobra head fixtures are on those metered accounts (versus non-metered accounts as in the streetlight inventory.) Some decorative-style fixtures that are metered are listed on the bid form. The City's estimate is 865 streetlights system-wide. Carrying-out Specification 1, Audit/Project Design Phase should yield an exact project count for replacement, removal, and installation. As stated in Section 1. Introduction, "The project will replace mostly cobra-head-style luminaires in some locations on shared-use utility poles." This project also includes transfer of ownership from Central Maine Power Company to the City of Sanford pursuant to Maine State Law 25 M.R.S.A. §2523 and it is the City's intention to replace as many streetlights as possible as determined by the objectives of the RFP and the audit/project design and implement smart cities technology, as feasible. If the City cannot cost effectively replace decorative-style fixtures, it will not.

If pricing for the CMP Post Top Types and Floodlights is to be included, where should it be captured in the bid form?

Please expand upon Section 5, Luminaires and Equipment, with additional items, as necessary. The location of those fixtures and their purpose is unknown. The City would like to know the location and purpose of these fixtures.

Regarding the decorative lights that were provided in the bid form with sample images, what are the quantity and wattages of the lights?

Unknown. The Request for Proposals will be amended to clarify that the decorative fixture retrofits is not part of the base bid, but optional.

Please confirm if the lights mentioned in point 2 above should be included in the overall project pricing (bid form item 1-3).

The decorative fixture retrofit is not part of the base bid, but optional; however, Specification 1, Audit/Project Design Phase should yield the location of these fixtures. Note the electrical bills appended to the Request for Proposals and their general descriptors for approximate locations of the equipment associated with those electrical meters.

The City is listing specification requirements for a photocell, however a note is included denoting the need for the system to connect to the broadband network. Can the City please confirm whether Smart Controls are to be included as part of this RFP response?

Smart controls are not part of the base bid; however, proposals to include smart controls will be considered. There is a desire to connect to the broadband network. There is also a desire to use smart cities technology. Also, see questions and answers above and below.

As part of the Scope of Work Specifications section 2 bullet point B (page 6), traffic control plans will be needed. Can the City confirm whether traffic control (Flagger and/or Police details) should be included as part of this Bid? If Police details are to be included, can the City provide additional information around the requirement?

Pursuant to City Code §226-33 available from the City webpage, a traffic control plan is required. For bidding purposes, do not include Police detail costs in the bid since a police detail is required in only some locations such as traffic intersections. Cones, signs, and any private contractors needed by the installer in all locations should be included.

Are any city permits to be included as part the bid response? If so, can the city provide estimates of the permit cost(s) to include?

There are no City-required permits. State or other entity permits are not known.

The RFP mentions that all designs should follow the sample Street Light Policy from the City Lewiston. In this document the design standard mentioned is RP-8-00, can the City confirm that the standard to follow is the most up to date recommendation RP-8-18?

Yes, if that is the most up-to-date derivation of that standard. In Maine, streetlight placement is typically limited by utility pole spacing.

In section 3) Closeout Phase Point B. when noting the requirement to “Test lights to ensure that they function as designed”, can you please validate if the requirement is to ensure the lights work and not to take physical light meter readings?

Physical light metering is not required.

The bid form is requesting a per fixture fee for damage and emergency maintenance (Labor), given the high degree of unknowns around emergency repairs (frequency and types), is the City open to working on an open book basis (material and Labor mark-up percentage)? If yes, can the bid form be revised accordingly?

The bid form will be amended to reflect either a material mark-up and labor hourly rate or fixture rate. See question above.

FUJITSU NETWORK COMMUNICATIONS

What is the city’s master plan with the light poles with fiber connected to them?

The City is interested in proposals from firms providing smart cities technology as to how the streetlight and broadband system might be integrated. Return on investment and public benefit should be proposed.

Is the City open to amending the RFP to accommodate deployment of smart lighting, public WIFI or other smart technologies, such as asset management, and fault detection?

The City is interested in proposals from firms providing options for smart cities technology. Return on investment and public benefit should be proposed compared to the base bid.

Does the City own all, some or none of the street lighting?

The City does own some of the streetlight assets including poles and fixtures. Additional poles and fixtures are metered so do not appear as equipment in electricity bills or streetlight inventory. It is believed that the city does not own any joint-use utility poles.

Will all service areas utilize 3000K color temperature?

Approximately 3,000 K color temperature is the desired temperature as it is understood that there is a price increase at warmer temperatures.

Will all lights be 100-277V or a mixture of 100-277V & 347-480V?

It is believed that all the streetlights are located on lines in the 100-277V range; however, City do not know with certainty.

Will all cobraheads be silver in color?

No specification has been provided for color. All existing decorative fixtures appear to be black.

Can we use our Partner product deployments as projects completed?

Please clarify the question.

Are lighting controls with other capabilities desired such as Wi-Fi? Bluetooth? Air Quality sensors?

The City is interested in proposals from firms providing options for smart cities technology. Return on investment and public benefit should be proposed compared to the base bid.

Are there area's they would like cameras integrated into the lights? Are there high risk areas that could use more security?

Additional smart cities devices are of interest to the City. There are areas of the city that are appropriate to deploy cameras.

How will this project be ordered, in phases or as a complete bid?

See Section 1, Introduction. This is a complete "turn-key" bid in that the bid award will to be to one bidder and for all work described. As stated, the city will take control of the system from Central Maine Power, and replace as many streetlights as possible/feasible. This is a designed system and not a one-for-one replacement project. Additional options to the base bid will be added as budget, feasibility, and financing allow.

Will outsourced warehousing be needed such as Supply Chain Services?

Specification 2, Construction Phase A. specifies deliveries and staging of material to site including secured storage is included in the base bid.

Is the city interested in a solar option in certain zones, such as walking trails, or solar as an option in general?

The City is interested in additional options to the base bid and will add as budget, feasibility, and financing allow.

Is there any current network gear/equipment already on the poles? If so, can you specify?

The City does not have network gear/equipment on the poles. Head-end equipment is located at City Hall. Fiber Optic cable is mounted to the poles, which can be spliced.

If Utility Owned street lights, then does the utility charge a monthly tariff covering electricity and maintenance for the lights?

After the completion of this project, this will be a City-owned streetlight system in its entirety. Currently, the system is owned and maintained by the local electrical utility. Electricity bills are appended to the Request for Proposals for reference.

If city owned lights, what does the city pay for electricity on the lights on a kWh basis?

See appended electricity bills. Also see Central Maine Power Company's streetlight tariff schedule on their website.

Does the city have any illumination or luminance standards for their roads that need to be considered?

Appendix D of the RFP includes a model streetlight policy.

If photometric calculations are required, then does the city have electronic plans or drawings?

The City does not have electronic plans. See Specifications 1, Audit/Project Design Phase, D. "using manufacturer-provided photometric information..."

Are there financial incentives from the power utility or state for changing to LED fixtures?

Unknown.

Can labor, truck and material replacement savings be factored into the cash flow calculations?

The City intends to engage in a performance contract or engage in a municipal lease and project costs must be factored into the project financial calculations.