

QUESTIONS AND ANSWERS – ROUND TWO
IMPROVEMENTS TO THE CITY STREETLIGHT SYSTEM
CITY OF SANFORD
Wednesday October 23, 2019

REALTERM ENERGY

As per the amended Proposal Form: given that Decorative fixtures are an optional item (Section 5), can it be understood that the price per fixture for item #2 – “Construction Phase” will be only applicable to Cobrahead luminaires?

Yes, that is correct.

As per the amended Proposal Form the price per fixture for item #2 – “Construction Phase”, please confirm whether the cost of the fixtures should be included or if the fixture cost should only be captured in Section 5. As such item #2 would be all labor with the required equipment but excluding fixture costs. Should any additional pricing associated with the fiber optic network be presented, may these be shown as an optional adder in the Proposal Form?

Yes, that is all correct.

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?

Those are approximate counts only. Exact counts will not be known until the audit/project design phase is complete.

TENSAVES

Since Sanford intends to purchase streetlight fixtures from Central Maine Power, is it correct to assume Sanford will require a CMP-approved fuse holder installed at each light? If so, where would you like the material cost and labor for fuse holders to be captured in our responses? Would you like it included within the installation labor number for each streetlight?

The project includes buying-out streetlight assets from Central Maine Power. Pursuant to State Law, the City understands that CMP-approved fuses are required. SPECIFICATION 1) Construction Phase C. “Furnish and install all necessary equipment to complete the project” and E. Provide all necessary equipment including and not limited to hardware, adapters, and any other material necessary for a quality installation.” PROPOSAL FORM 5) Luminaires and Equipment: “propose up to six models including all associated equipment.” PROPOSAL FORM 5) must include all equipment including required fusing, except for brackets when installed in a new streetlight location. Labor obviously includes installing all equipment to have a quality and functional installation.

In section 5 of the Proposal Form, you asked for pricing for 6 luminaire models. Would you like the 6 models to be different wattages from a single manufacturer, or a mix of options from different manufacturers (a good/better/best, or options with different features from which the City may choose)?

The City would like to see a luminaire that meets the objectives of the project including good quality, long life, low maintenance costs, and provides orderly illumination and appropriate light-levels in the urban core. The list may be expanded upon as seen fit. Per SPECIFICATION 1) Audit/Project Design Phase D. "Conduct photometric analysis for representative locations on arterial, collector, and local (neighborhood) streets using manufacturer-provided photometric information that represents the range of configurations that exist to verify conditions and present recommendations for specific luminaire to achieve appropriate light-levels," the intent is that three to six luminaires be specified that would meet roadway conditions (arterial, collector, and local (neighborhood) street), possibly specifying certain intersection configurations, and possibly other unique roadway conditions (adding up to six) and that list may also be expanded upon to include luminaires that are smart cities technology-adaptable (see prior Question and Answers, Round 1).

The last item under Section 5 Luminaire Pricing asks for the Miscellaneous Material Mark-up: is this asking what markup would be applied to any additional services or materials that are needed that weren't explicitly asked for in the original RFP request? Or will this markup be applied to the labor or material pricing provided in the Proposal Form?

This question is asking for additional or outside of the proposal.

In section 2, Objectives, you list financing the project through energy savings as one of your goals. Would the City like the project savings guaranteed?

Per SPECIFICATION 1) Audit/Project Design Phase G. Present proposed financing options: The City is interested in either a tax-exempt municipal lease or energy performance contracting with energy savings stipulated. If a performance contract is proposed, it is understood that the guaranteed energy savings will likely be stipulated prior to beginning construction so that measurement and verification costs can be kept to a minimum.