

**EVALUATION OF BID  
PROPOSALS**

FOR: CITYWIDE STREETLIGHT LED RETROFIT - PHASE I

Bid File No. 3484  
Bid Opening: 10/25/16

<b><u>BIDDERS</u></b>	<b><u>TOTAL BID AMOUNT*</u></b>	<b><u>TOTAL AWARD AMOUNT</u></b>
1 Siemens Industry Inc. 9225 Bee Cave Road Bldg. B Suite 101 Austin TX 78733	Base Bid \$490,643.08 Add Alt. 1 \$77,563.52 Add Alt. 2 \$70,642.56 Add Alt. 3 \$54,080.24 Total Base plus all Add Alts. \$692,929.40	Base Bid \$212,335.00 Add Alt. 1 \$31,310.00 Add Alt. 2 \$28,665.00 Add Alt. 3 \$19,470.00 Total Base plus all Add Alts. \$291,780.00
2 Kertel Communications, Inc. Dbas Sebastian 7600 N Palm Fresno, CA 93711	Base Bid \$491,365.07 Add Alt. 1 \$82,013.83 Add Alt. 2 \$70,985.71 Add Alt. 3 \$59,802.64 Total Base plus all Add Alts. \$702,167.25	Base Bid \$287,480.60 Add Alt. 1 \$45,409.00 Add Alt. 2 \$41,966.20 Add Alt. 3 \$29,202.20 Total Base plus all Add Alts. \$404,058.00
3 A-C Electric Company Box 2425 Fresno CA 93745	Base Bid \$552,013.44 Add Alt. 1 \$91,301.92 Add Alt. 2 \$81,427.72 Add Alt. 3 \$64,677.08 Total Base plus all Add Alts. \$789,420.16	Base Bid \$226,832.20 Add Alt. 1 \$34,120.91 Add Alt. 2 \$31,524.19 Add Alt. 3 \$24,327.76 Total Base plus all Add Alts. \$316,805.10

\*Total bid amount includes the 10-year life cycle energy cost to determine the best value to the City between different manufacturer's products.

Each bidder has agreed to allow the City sixty-four (64) days from date bids are opened to accept or reject their bid proposal.

The Engineer's Estimate for this expenditure is \$250,000. The contract base bid price is 15% below the Engineer's Base Bid Estimate.

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BACKGROUND OF PROJECT:

The Department of Public Works seeks to install new energy efficient LED Fixtures to replace existing high wattage, high pressure sodium fixtures on existing City streetlights. This project is the first of many phases anticipated to replace the existing luminaires on all 42,000 street lights citywide with LED light sources. This first phase is utilizing a California Public Utilities Commission (CPUC) an On-Bill Financing program to provide a zero percent loan for local agencies to replace existing street lights with more energy efficient fixtures. The loan, with PG&E as the electrical utility, was approved by City Council on June 16, 2016; and will be paid back by the City on the monthly utility bills from the energy savings achieved by the more energy efficient fixtures.

By awarding the Base Bid and Add Alternates 1 & 2 the project will replace 887 of the city's existing highest wattage HPS luminaires with more energy efficient LED light sources. A majority of these lights are at major intersections across the City.

DEPARTMENT CONCLUSIONS AND RECOMMENDATION:

Award a contract in the amount of \$ 272,310.00 to Siemens Industry Inc. as the lowest responsive and responsible bidder. Award to include Base Bid scope with Add Alternate scopes 1 & 2.

Reject all bids. Reason:

Department Head Approval

  
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Title Public Works Director

Date 11-1-16

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- Approve Dept. Recommendation      Approve Finance/Purchasing Recommendation  
 Disapprove      Disapprove  
 See Attachment

FINANCE DEPARTMENT

CITY MANAGER

Bob Callister     11/1/16  
Purchasing Manager     Date

Gene Rankin     11/3/16  
City Manager or Designee     Date

Michael Smith     11/2/16  
Finance Director     Date

## FISCAL IMPACT STATEMENT

PROGRAM: Public Works Department; Traffic Signal & Streetlight Maintenance  
PW00761 – Phase 1 Citywide LED Streetlight Retrofit

<u>RECOMMENDATION</u>	<u>TOTAL OR CURRENT</u>	<u>ANNUAL SAVINGS</u>
Direct Cost	<u>\$ 272,310.00</u>	
Indirect Cost	<u>\$ 56,700.00</u>	
TOTAL COST	<u>\$329,010.00</u>	
Additional Revenue or Savings Generated		<u>\$69,000*</u>
Net City Cost	<u>\$329,010.00</u>	
Amount Budgeted (If none budgeted, identify source)	<u>\$330,600.00</u>	
Indirect cost consists of the following		
Contract Administration		
(Construction Management and Contract Compliance)	\$ 11,900.00	
Engineering and Project Management	\$ 45,600.00	
TOTAL	<u>\$ 56,700.00</u>	

\* Annual savings after \$250,000 on-bill loan is repaid in 4 years.