

**BID NO. RPU-7643 FOR LED LUMINAIRES
WITH SOLAR MAX LED FOR \$4,102,303.30
AND WORK ORDER NO. 1916742 FOR
\$8,560,000**

Public Utilities Department

Board of Public Utilities
June 24, 2019

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BACKGROUND

1. July 25, 2016 - Board recommends City Council approval of Work Order 1611216 and bid award for development of City-wide Street Light LED Conversion Program
2. September 6, 2016 - City Council approves Work Order 1611216 and bid award for development of City-wide Street Light LED Conversion Program
3. December 10, 2018 - Board recommends City Council adopt Street Light Design Guide
4. February 5, 2019 - City Council adopts Street Light Design Guide

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DISCUSSION

1. Bid RPU-7643 posted on January 8, 2019 and closed April 3, 2019
2. Staff evaluated bids on total cost of ownership,, including present worth value of energy used.
3. Solar Max LED of Riverside, CA was determined to be the Lowest Responsive and Responsible Bidder

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BID RESULTS

Vendor	City Location	Base Bid Amount	Life Cycle Cost Rank	Comments
SolarMax LED, Inc.	Riverside, CA	\$3,772,232.92	1	Lowest Responsive and Responsible Bidder
Excellence Opto, Inc.	City of Industry, CA	\$3,835,171.00	2	Bid 8 of 15 line items
Cree	Durham, NC	\$5,406,150.68	3	Bid 14 of 15 line items
Omega Pacific Electric Supply, Inc.	Richmond, CA	\$4,675,701.64	4	Bid 14 of 15 line items
OneSource Distributors	Riverside, CA	\$4,751,562.56	5	1 of 15 line items did not meet technical requirements
Leotek Electronics USA, LLC	San Jose, CA	\$4,776,067.46	6	
WESCO Distribution	Cerritos, CA	\$5,631,012.10	7	
Current Powered by GE	East Cleveland, OH	\$4,966,782.95	8	2 of 15 line items did not meet technical requirements
Smarter Building Technologies Alliance	Las Vegas, NV	\$4,675,701.64	9	7 of 15 line items did not meet technical requirements
NexTech Systems, Inc.	Irvine, CA	\$5,119,049.61	10	1 of 15 line items did not meet technical requirements
WESCO Distribution Alternate	Cerritos, CA	\$6,065,198.25	11	
PowerSecure, International	Wake Forest, NC	\$6,850,511.91	12	
Valitus Technologies, Inc.	Corona, CA	\$5,057,645.33	13	Bid 14 of 15 line items
Energy Products Unlimited, LLC	Oceanside, CA	\$144,650.00		Non-responsive
Engineer's Estimate (Total Base)		\$5,400,000.00		

1. 13 Vendors provided proposals
2. One vendor was determined to be non-responsive
3. One Vendor provided a base bid and an alternate bid that were evaluated independently

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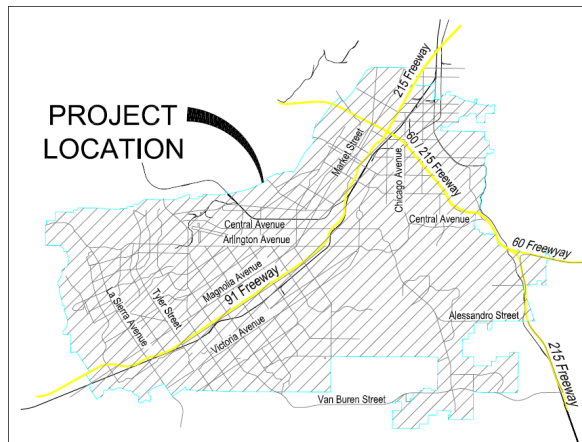


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PROJECT LOCATION

City-wide Street Light LED Conversion Project:

1. 27,000 street lights and intersection safety lights
2. Conversion contract to be bid in the near future



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RECOMMENDATIONS

That the Board of Public Utilities:

1. Award Bid No. RPU-7643 for LED Luminaires to Solar Max LED, Inc., of Riverside, California, in the amount of \$4,102,303.30, which includes sales tax of 8.75%; and
2. Approve Work Order No. 1916742 for the Phase 1 LED Conversion of 27,000 Street Lights and Intersection Safety Lights in the amount of \$8,560,000.

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