

**Philadelphia Energy Authority and City of Philadelphia**  
**Request for Qualifications**  
**LED Streetlighting, Controls and Networking**  
**Questions and Answers**  
**Posted: March 4<sup>th</sup> 2020**

**General Clarifying Questions and Answers:**

**A. General Questions related to the City's color temperature standards and public outreach strategy:**

The PEA and City received multiple emails from businesses, advocates and non-profit organizations asking if the City has made specific decisions around a standardized color temperature for the Project. At this time, the City has not set a color temperature standard for the project. During the Project Development Phase of the project (as outlined in the RFQ), the Successful Proposer, along with the PEA and City will work to implement technical and community public outreach to gain feedback from a broad set of stakeholders to inform the best color temperature and a variety of other aspects of the project. Meetings and outreach will be open to the public and advertised to maximize input prior to a decision being made on color temperature and a variety of related other neighborhood concerns related to the project.

**B. General Questions from businesses looking to provide a portion of services needed in the project, but unable to provide the entire set of services:**

The PEA and City received multiple emails from businesses looking to provide a portion of the project's scope services, but who were unable to meet the full set of qualifications. The PEA and City need a vendor capable of providing comprehensive services to ensure turnkey performance of the lighting solution.

As outlined in the RFQ, the PEA and City also have strong goals and expectations for the project with respect to the business participation of local and diverse businesses. Many of the businesses who reached out included Minority, Women and Disabled owned businesses which are in line with the Project goals and which the PEA and City want to encourage wherever possible.

To help foster connections of prime businesses with subcontractors, the PEA and City intend to host an "Opportunity Fair" for the project which will allow smaller businesses to connect with a shorter list of respondents deemed Best Qualified through the RFQ process. Additional details about the timing, format and content of this "Opportunity Fair" will be shared later in the procurement process.

Finally, since this RFQ is primarily focused on seeking the best qualified Respondents for the Project, the City encourages smaller businesses to pursue work with more than one Best Qualified Respondents in the RFP phase of the Project procurement.

**C. General Questions from businesses looking to provide Construction Administration Support as outlined in Section 4.7 of Attachment B:**

The PEA and City may seek Construction Administration Support for the project at a later phase of procurement, or construction. Any opportunity to support the Project will be posted publicly and advertised through typical procurement practices.

**D. In Section 6.1 of Attachment B the language in the document was somewhat incomplete. What does the completed Section 6.1 of Attachment B look like?**

The completed Section 6.1 should read as follows:

6.1 Financial Capabilities

A demonstration of Respondent's financial capacity to deliver the project, including: Ability to provide all development, engineering, design, permitting, labor, materials, construction, installation, measurement, and verification to achieve successful Project at no capital cost, if required. Provide a narrative that demonstrates the financial capacity to manage all elements of the required work. Include details on how a project guarantee would be backed.

- E. The fixture numbers provided in Attachment A do not exactly match the quantities provided in other portions of the RFQ. Can the City/PEA provide clarity on what assumptions respondents should use when replying to Section 7.1, Initial Cost Estimates or Range for Base Scope of Work in Attachment B?**

Respondents should use data from Attachment B when responding to the planning exercise outlined in Section 7.1 Initial Cost Estimates or Range for Base Scope of Work, of the RFQ. The final project may include decorative fixtures, but for the purposes of the RFQ, decorative fixtures should be excluded.

- F. Can the City/PEA or utility provide spatial data (locational GPS, or other related information) to Respondents?**

The City does have data on current Streetlighting infrastructure and a recent set of the data is posted publicly at:

<https://www.opendataphilly.org/dataset/street-poles>

This set of data is the only information that will be shared at this phase of procurement. An updated set of information will be shared with Respondents that have been deemed best qualified through the RFQ phase of the project.

- G. Can the City/PEA provide an overall schedule for the project implementation?**

Section 3.2 of the RFQ outlines the procurement phases of the project and Sections 4.1 and 7.2 of Attachment B, describes a Spring 2020 award following an RFP. An award by Spring 2020 is highly unlikely, however this date should be used as a basis for responding to the questions in Sections 4.1 and 7.2 of the RFQ. The actual schedule for the project is highly subject to change depending on City decision processes and quantity and quality of responses to the RFQ.

- H. Please describe the how the City manages the maintenance of its streetlighting infrastructure including an outline of the costs for labor, contracts and materials.**

Additional details on how the City manages its streetlighting infrastructure will be provided in the RFP phase of the project. For planning purposes at this phase in the project. Respondents can assume that the total savings in maintenance costs from an upgraded project will be approximately \$2 Million annually.

### **Specific Questions and Answers- Questions submitted as provided.**

- 1. What are, or will be, the licensing requirements of the contractor to install the requested LED streetlights and controls?**

In order to perform the installation of new luminaires and interact with PECO infrastructure, a contractor will need to be a "PECO Approved Contractor". All contractors will need to be licensed by the State of Pennsylvania and the City's License and Inspections as appropriate for their scope of work. Additional licensing requirements may be provided in the RFP stage of the project.

- 2. Please confirm if decorative fixtures are included in this project and if so, please identify the pole type code in Attachment A.**

Decorative fixtures may be included in the project, depending on overall budget and scope development in the RFP phase.

- 3. Are the existing alley fixtures different from the other fixtures? If so, how and is it expected that these will be replaced with something custom or the cobra heads for the rest of the project?**

Existing alley lighting fixtures are different from existing road fixtures. The inclusion of alley lighting in this project is still being determined, however if alley lighting is included in the scope of the project, it is likely to use a different fixture than what is used for the road.

- 4. Please confirm how many points of contact the City will have for this project.**

Different phases of the project will have different points of contact. An exact number of contacts have not been determined at this point in the procurement process.

- 5. Please confirm whether maintenance will be part of the scope of this project and if so, provide details of the requirements.**

No decisions have been made on if any portions of maintenance will be included as part of the scope.

- 6. Can the City please provide more background on the purpose of Attachment A and how the routes are currently being used?**

Additional background information can be provided in the RFP phase of the project.

- 7. Can the City please confirm that it has existing GIS data and if so, what are the attributes?**

See Question F.

- 8. Does the utility have a current inventory of spatial data and if so, can these records be provided to proposers?**

See Question F.

- 9. Attachment A had approximately 141,000 fixtures, yet the City's RFQ says 123,000 (combined) fixtures. Can the City please confirm which quantities proposers should assume?**

See Question E.

- 10. The last sentence in Section 6.1, Financial Capabilities is not complete.**

See Question D.

- 11. May we provide an electronic link to our financial statements due to their size?**

An electronic link to a company's financial statements is an acceptable form of submission at this phase of the project.

- 12. Has the City specified the correlated color temperature (CCT) of lighting required for a successful bid for the conversion project?**

See Question A.

- 13. According to an exhibit in this public document prepared by Arlington County, VA,( see attached) <https://projects.arlingtonva.us/projects/streetlights-management-plan/> Philadelphia spends \$17M a year on streetlights, \$15M of that for energy and \$2M for maintenance and staff. Is that accurate?**

The information related to costs provided through the report is slightly outdated. More recent utility bills have been provided in Attachment C of the RFQ.

- 14. The document also states that 85 percent of the streetlight energy costs are fixed, so converting to LEDs will not significantly save the City on its utility bills. Is this true? And what is the approximate amount of energy bill savings the City (or a third party) might expect each month operating under PECO tariff SL-C?**

The PEA and City will work with the best qualified Respondents to determine the energy bill savings from the project.

- 15. The City attaches a PECO monthly bill of approximately \$700K. Is that a true reflection of the monthly costs of street lighting, i.e. about \$8.5 Million? If so, why does the Arlington County report indicate \$15 Million as the annual utility costs? Please provide all costs of maintenance, utility bills and other costs per year for the streetlights and poles owned by the City.**

The PECO monthly bill described is only a portion of the costs. Additional costs are incurred through deregulated electricity supply. Representative bills have been provided in Attachment C of the RFQ.

- 16. Is the project allowed to be bid on is separate pieces, i.e. if we can provide a quality light for the Alley Poles, are we allowed to bid that part only?**

See Question B.

- 17. Are you looking for poles as well for these lights? Or only existing poles being used?**

Utility poles related to the project are owned by both the utility and the City. The bulk of the project is intended to be installed on existing poles, however new poles may be included for parts of the scope.

- 18. Will there be a meeting to connect GESA firms with contractors capable of implementing a Smart Lighting solution for this requirement?**

See Question B.

- 19. What is the projected timeline target from initiation to completion?**

See Question G.

- 20. Would you and the Streets Department be open to having a meet and greet with all bidders and small/minority businesses before the response to the RFQ. I say this because once a winner or winners are chosen they sometimes already have ideas about their vendors; and thus its harder for small businesses to get on.**

See Question B.

- 21. How do you plan on engaging small businesses and MBEs in the current RFQ process?**

See Question B.

- 22. Has the Streets Department or the Office of Sustainability engaged a Community Outreach Vendor during the RFQ, RFP, or planning of this project?**

See Question A.

- 23. How will small businesses, M/WBEs, the Police, PECO, RCOs, Institutions, OEO, the business community, the chambers, job training providers, and neighborhood groups be engaged?**

See Question B.

- 24. For the March 12 RFQ submission, can a vendor solution be included in more than one bid? We offer various sales models, including a direct bid as lead contractor and also a partnership with third parties.**

The City/PEA has no guidance on how businesses should approach partnerships with other businesses in responding to this RFQ.

- 25. Does a vendor have to submit a complete bid or can a vendor respond with a portion of the solution? (e.g. can a technology provider bid the network infrastructure and headend software only?)**

See Question B.

- 26. Section 3.6 of the RFQ indicates “Other than with the written consent of the Project Contacts, any person that is employed by or is otherwise associated or affiliated with a Respondent, or any of their affiliated companies, is prohibited from contacting any employee or official of the Administrator or any attorney or consultant of the Administrator, on any matter having to do with this procurement.”**

**Understanding this requirement for this response, we would like to confirm if we are able to meet with members of the Office of Economic Opportunity to further understand the requirements of the Economic Opportunity Plan? Please advise.**

The PEA and City intend to allow best qualified Respondents with the Office of Economic Opportunity Plan in the RFP phase of the procurement when additional details on the project and the Economic Opportunity Plan will be available. Respondents are not encouraged to reach out to the Office of Economic Opportunity ahead of their response to the RFQ.

- 27. Can the City of Philadelphia provide a .csv file of the GPS coordinates of the existing streetlights and alley lights that would be replaced?**

See Question F.

- 28. Can the City of Philadelphia provide a .csv file of the GPS coordinates and or addresses for city owned assets; rooftops, water towers, other city owned infrastructure that could be used to mount network hardware? An estimate of height of those assets is also useful.**

The City does have data on current city owned facility locations and a recent set of the data is posted publicly at:

<https://www.opendataphilly.org/dataset/city-facilities-master-facilities-database>

This set of data is the only information that will be shared at this phase of procurement and no determination will be given on the eligibility for City assets to mount network infrastructure. An updated set of information will be shared with Respondents that have been deemed best qualified through the RFQ phase of the project.

- 29. With respect to the 105,000 ‘street lights’, what percentage of these have or will have an ANSI 7-pin Connector?**

Any existing LED streetlights can be assumed to have an ANSI 7-pin Connector. All HPS streetlights can be assumed to have a ANSI 3-pin connector.

- 30. What percentage of the “Alley Lights” have or will have an ANSI 7-pin connector?**

None of the existing alley lights have an ANSI 7-pin connector.

- 31. Is it required for the decorative fixtures to be on the same controls platform (frequency and protocol) as the 'street lights'?**

This will be determined at a later phase of the Project.

- 32. It is mentioned for the system to support surveillance technology & integration of other IoT/ sensors: Are these existing technologies that are intended to be integrated into a new platform? If yes, can we please get the associated details including hardware, s/w, o/s, UI etc.?**

This isn't an accurate representation of the RFQ. The City is considering the integration of this technology into the project, but in the RFQ phase is solely seeking Respondents' Demonstration of Technology Qualifications and Experience as outlined in Section 4.5 of Attachment B.

- 33. Is it the responsibility of the vendor to integrate these IoT systems with the lighting system?**

It may be, this will be determined in future phases of the project.

- 34. For the purposes of providing budget estimates for streetlight upgrade costs, may we use the 123,000 lights noted in Attachment A as our baseline, and may we assume these are all cobrahead or similar style?**

See Question E.

- 35. Can you share the details of the existing maintenance i.e. who is doing the current maintenance and how much does it cost annually?**

See Question H.

- 36. Can the City share key criteria they might use to select a firm to complete this work?**

The PEA and City will select the best qualified Respondents based on the qualifications and capabilities outline in Attachment B.

- 37. Please describe how the City manages maintenance on the streetlights included in the project, including all equipment, labor, material and subcontracted costs incurred per year so that the guaranteed energy and maintenance savings can be estimated.**

See Question H.

- 38. Will the City allow the use of a cloud-based smart streetlighting platform where the data collected is analyzed, stored by, and accessed via a third-party vendor?**

The City is willing to consider a cloud-based platform for data collection, analysis, storage and access via a third-party. Respondents are encouraged to include cloud-based solutions in their proposal.

- 39. Does the City require data collected through a smart streetlighting system to be sent to City computer systems for storage and/or analysis (as opposed to this data only being accessed through cloud-based systems?)**

See Question 38 above.

40. **Attachment A of the RFQ lists 123,834 poles and 141,435 luminaires. The Attachment C sample billing from PECO lists 99,105 locations (assumed to be poles) and 104,711 luminaires. Please define the scope of fixtures to be priced under Section 7.1 of the RFQ response. This could be done by identifying the specific "POLE TYPE" and "BULB" from Attachment A that are anticipated to be included. Providing a total fixture count associated with the selected variables would help to provide certainty.**

See Question E.

41. **Please confirm IES RP8 roadway lighting requirements given that the "project will provide a one to one changeout" of lighting fixtures.**

The PEA and City have not determined that the project will require a "one to one" changeout of lighting fixtures. The reference to "one to one" changeout is from Attachment B, Section 7.1, which is framed as a planning exercise. Information regarding applicability of IES roadway lighting requirements will be provided in a future phase of the project.

42. **In Section 4.1 Technical Overview and Project Approach, the last sentence says: "Provide a summary and timeline for project development assuming a project development is awarded in Spring 2020."**

**What are the expected timelines between submission of RFQ Phase responses, to the RFP and Initial Audit Phase issuance and ultimately the RFP and Initial Audit Phase due date, and lastly the award of the RFP and Initial Audit Phase contract?**

See Question G.

43. **In Section 4.3 Permitting and Public Outreach, the last sentence reads: "As part of the project, the City plans to solicit public feedback on aspects of the scope." Will the City please further define the type of public feedback it plans to solicit on the scope, and does the City expect that to change the scope of the project and/or timeline?**

See Question A.

44. **In Section 6.1 Financial Capabilities, the last sentence of the section is incomplete, both in Attachment B and in the RFQ itself. Please supply the complete sentence and any other content that may have been deleted following; "Include details on how a project guarantee would be backed and h\_\_\_\_\_"**

See Question D.

45. **The requirement for Section 6.1 is cut off at the end, would you please provide the entire requirement?**

See Question D.

46. **Section 3.4 of the RFQ indicates that "Responses will be evaluated in accordance with the criteria set forth in Attachment B, as well as any other factors considered relevant to each Respondent's ability to deliver the Project." Attachment B, Response Format and Capabilities, does not contain evaluation criteria. What are the evaluation criteria?**

The PEA and City will select the best qualified Respondents based on the qualifications and capabilities outline in Attachment B.

**47. Section 6.5 of the RFQ refers to an Economic Opportunity Plan that “will be required consistent with the Project Objectives in section 2.2 of the RFQ and Attachment D.” Is an Economic Opportunity Plan required to be signed, dated and submitted as part of the RFQ response?**

No. An Economic Opportunity Plan will be required prior to approval of the project, but a project specific Economic Opportunity Plan will be developed at a later phase of the project. Respondents should include information outlined in Section 6.5 of Attachment B as part of their response.

**48. With regard to “7.1 Initial Cost Estimates or Range for Base Scope of Work”, attachment A lists approximately 118,180 luminaires in the inventory when LED and NULL Bulb types are excluded. Of these some 8,900 appear to be post top or other decorative luminaires (such as MMB - Market St Millennial Bridge Pole, for example). We understand that decorative luminaires are not included in the base scope of work. Please advise which of the Pole Types listed in Attachment A, if any, should be excluded to determine luminaire counts for the base scope of work. Please also confirm that LED and NULL bulb types should also be excluded.**

See Answer E.

**49. With regard to “7.1 Initial Cost Estimates or Range for Base Scope of Work”, attachment A lists approximately 118,180 luminaires in the inventory when LED and NULL Bulb types are excluded. Of these some 3,226 are Structure Mounted or include Traffic or Trolley in their nomenclature. Please advise as to whether these are cobra head luminaires or another type of luminaire. If possible, please provide images of these luminaires or locations for each type that we can visit to view the luminaires.**

See Answer E.