

**South Bay Cities Council of Governments**  
**Bulk Purchase LED Lighting Order RFQ Questions and Answers**  
November 13, 2018

1. Is this RFQ intended for Contractors or Suppliers?

*The RFQ is intended for both Contractors and Suppliers. As specified in the RFQ document, submitted price quotes must include both labor and material costs.*

2. Can you add us to the list of bidders so we can receive any addendums that is issued?

*Yes*

3. Is there a local vendor preference award for a contractor located in one of the South Bay Cities?

*No*

4. Is there a local vendor preference award for supplying products from a manufacturer based in one of the South Bay Cities?

*No*

5. Is there a preference award for USA manufacturers (versus oversea manufacturers and distributors)?

*No*

6. Is there any Minority Business Enterprise (MBE) award; Female, African America, etc.

*No*

7. Please clarify “multiple winning bids may be selected.” Is the award by product category, by facility, by City?

*Award is by product category, which could result in multiple winning bids.*

8. What is (are) the overall project goal(s)? More importantly, how are these proposals scored? Key indicators for comparison such as light level performance (photometric layouts), project costs, monthly energy savings and maintenance are not required to be submitted under this RFQ.

*The goal of the RFQ is to facilitate a bulk purchase of LED fixtures for SBCCOG member cities that will hopefully result in volume pricing discounts. Winning bidders will be selected for each product category based on meeting the project specifications laid out in the RFQ. Each winning bidder will be asked to provide photometric layouts for each applicable*

***product category, which will be reviewed and approved by each city, prior to executing a contract.***

9. What is the contract award timeline? Recommendation date of December 4 provides 12 full working weeks to complete by project deadline of February 28. Best performing luminaries are made-to-order versus “off the shelf” so product delivery may be a time constraint.

***Timeline will be dependent on individual city contract process. All proposed fixtures must meet the installation deadline of February 28<sup>th</sup>.***

10. I wanted to confirm the cities want to use SCE rebates for this project?

***Yes***

11. What type of companies typically bid this sort of project?

***There is no previous history.***

12. How long after the bids are submitted will the project be awarded?

***Timeline will be dependent on individual city contract process.***

13. How long will we have for installation and are there specific hours to perform the work?

***Timing of installation and work schedule will be dependent on individual city requirements.***

14. Does the City or SBCCOG have an inventory of existing conditions of any or all of these locations? Lights working/damaged, existing pole & foundation condition, etc.

***The RFQ only involves the procurement of new fixtures, mounting hardware and controls, and does not include an assessment of existing conditions of the lighting system infrastructure. Each individual city will work with the winning bidders to assess the integrity of the existing lighting system infrastructure. Any costs associated with upgrading lighting system infrastructure will be addressed by each city outside of this RFQ process.***

15. Retrofit of existing structures is assumed. Have these structures, poles, arms and foundations been inspected and certified by a structural engineer? Who is responsible for insufficient facilities at these locations? What is the protocol?

***See question #14.***

16. When the Cities decide on a bid, are they going to order everything at once? If they don't order all at once, how long does this program last? What are the ballpark quantities we should expect on these orders?

***Ordering process and timeline will be dependent on individual city requirements. Please provide lump sum quotes (including labor and material) for quantities specified in the bid form.***

17. What are the arrangements for product delivery and custody? Who is responsible for product inspections; SBCCOG or City?

***City***

18. Are we able to bid without providing a quote for installation?

***No, lump sum price quotes must include both labor and material.***

19. Will the contractor have unfettered access to the sites for installation?

***Yes***

20. Will there be a formal Job Walk prior to the Bis Date of 11/27?

***No, but bidders can visit each site if desired. Site locations and addresses are provided in Attachment A of the RFQ. Most of these fixtures are exterior, and are visible from ground level.***

21. Is there a contact list to arrange a site visit at any or all of these facilities?

***See question #20.***

22. Will there be a job walk performed by participating parties or is it our responsibility to go to the sites on our own?

***See question #20.***

23. If we want to go on site to survey these lights, if there a contact person we can get a hold of for each location? I do see some locations are sensitive such as police department, fire department, city hall, city yard, and water treatment. Since you want to be T24 Compliant, we would like to go on site go check out the height of each fixture, the mounting type, and voltage for each fixture. Unless this information could be provided to us.

***See question #20.***

24. 7-pin photocell receptacles are required when applicable. Are shorting caps or a photocell required? Any requirements for any/all of these devices?

***Please provide pricing for shorting caps and photocells separately on updated bidding form. See added items 47 and 48 on the REVISED Bid Form.***

25. What is the evaluation criteria for screw-in lamps? Does SBCCOG/City have a minimum lumens per watt (lpw) requirement?

***Each winning bidder will be asked to provide photometric layouts for each applicable product category, which will be reviewed and approved by each city, prior to executing a contract. There is no minimum lumens per watt (lpw) requirement.***

26. Does SBCCOG/City allow lamps that use fans for thermal management?

***No***

27. Is there an inventory of fixtures requiring screw-in lamps; by location and wattage? What socket base type is required; mogul, medium or both? What is the condition of the cover/globe/acorn? What is the breakage allowance or does SBCCOG/City want to replace old, discolored or damaged globes?

***Please refer to Attachment A of the RFQ for inventory of screw-in lamps. Please provide price quotes for both mogul and medium socket base type, which should be notated on the bid form. Each city will work with each winning bidder to assess the condition of existing lighting system infrastructure. Any costs associated with upgrading lighting system infrastructure will be addressed outside of this RFQ process.***

28. All new fixture housing must match existing color. Does SBCCOG/City have color codes (i.e. RAL 8019) or color chips? Most existing colors will be faded and not look like the original color. Assumption is to match the original color.

***As per the RFQ – “All new fixture housing must match existing color.” Predominant fixture housing color is bronze, but other colors may exist. If pricing is significantly different based on fixture housing color, then please indicate on bidding form where applicable.***

29. I have a manufacturer that can supply photometrics. For pricing purposes, are simple Daylight, Photocell, and/ Vacancy sensors sufficient?

***Fixtures must be T24 compliant and equipped with proper motion sensors. Please provide pricing for shorting caps and photocells separately on updated bidding form. See added items 47 and 48 on the REVISED Bid Form.***

30. How do we obtain the plans and specs for the Bulk Purchase LED Lighting project?

***The RFQ document and project specifications can be found on the SBCCOG website - <http://www.southbaycities.org/opportunities/request-proposal-rfp>. Site plans and maps will be provided separately by each city to winning bidders.***

31. What is a “Pumpkin Head”? Is it a Post Top, or other type of fixture? (Shown as 200w HPS “Pathway” fixture at five different parks in Torrance.)

***Post Top.***

32. Are all Tennis/Basketball/Handball courts to be 5k CRI? If 5k is only required for a specific park/city, we'll need to know that count.

***For fixtures specified to be 5K in the bidding form, please provide lump sum quotes (including labor and material) for quantities listed in each column in the bid form.***

33. There are many Line Items that I did not find, and/or weren't obvious in the Park descriptions. Those are #6-7, 17-21, 35, 38-49, 42-43

***Please use the specifications for each product category in the bid form as the basis for your lump sum price quotes.***

34. Color is not stated. For quantity discount purposes, I am presuming that all cities will be agreeable to Dark Bronze.

***See question #28.***

35. Should #34 be a "sportslighter", or an Area Light? 480v (#6) not defined for any park/field. Please specify which parks/cities require this voltage. 480v drivers are more expensive, so we'll want an accurate count.

***Item #34 should be an Area Lighter type. See added items 4a, 5a, 8, 14a, 15a, 16a, and 34a. Please provide lump sum quotes for quantities listed in each column in the bid form.***

36. The RFQ states that the contractor must be a licensed C-10 and have medium-high voltage certification. Per contract does the highest voltage that is at any location is 480v. 480v does not require any certification beyond C-10. Please confirm that a C-10 electrical contractor in good standing with the State is all that is required.

***A C-10 electrical contractor in good standing with the State is all that is required.***

37. Is a Class B contractor's license sufficient?

***See question #36.***

38. If we represent a cadre of licensed contractors and manufacturers, can we submit a proposal?

***Yes, however, as specified in the RFQ document, submitted price quotes must include both labor and material costs.***

39. It seems impractical to have all sites designed, contracted, and installed by Feb 28, 2019; especially since it will be separate contract for each City. What penalty will be assessed if upgrades are not complete by Feb 28<sup>th</sup>?

***New fixtures must be installed by February 28, 2019. Please bid accordingly.***

40. Per the RFQ, each site seems to be a separate contractible project, as such, we believe it would be more efficient to provide bids per site. This would better reflect the unique design and construction methods required for each site. Also, items like Mob/Demob, disposal of fixtures, and mounting hardware would be reflected by site instead of a lump sum. Please consider requesting bids by site instead of by fixture type.

***Price quotes should reflect all participating cities, and should not be based on individual sites.***

41. Please provide more detail on the evaluation criteria referenced by the statement “The most qualified contractor(s) will be selected and not necessarily the lowest bidder(s).” What makes a contractor qualified for this project?

***A qualified contractor must have C-10 classification and be in good standing with the State. Also, to be a qualified contractor you must comply with all of the requirements as laid out in the RFQ. In addition, relevant experience and company history will be taken into consideration in the selection process.***

42. With increasing tariff costs, will the contractor be allowed to adjust pricing?

***No***

43. Is the 10- year warranty for lamps only or the drivers as well?

***Both lamp and driver.***

44. Most outdoor lighting is usually 5000k, but 4000k is asked for in the RFQ, is this accurate?

***Light color should be 4000K, except where indicated in the bidding form.***

45. Is the installation date indicated in the RFQ firm?

***Yes – February 28, 2019.***

46. What is the primary power input for each of the lights listed?

***Primary power input is AC. Please see bidding form for appropriate voltages.***

47. What is the existing lighting control type for each of the lights listed?

***See question #29.***

48. What is the existing pole tenon size (diameter in inch) for each of the lights listed?

***For purposes of bidding, please assume OD 3 - 4 inch.***

49. For sport lights, will each City provide supporting documents such as existing pole height, size, mounting, electrical, lighting schedule, and control relay circuit details when RFI answers are posted on November 13, 2018?

***Pole heights for Sports Lighters are great than or equal to 40 feet. Additional information – i.e., mounting, electrical, lighting schedule, and control relay circuit – will be provided by individual city to each winning bidder.***

50. Will the bid be awarded by each City separately and independently?

***Yes, each award is by each city separately and independently.***

51. Will each City need to go through their respective City Council for approval prior to issuing an order with the awarded contractor? If so, how will this affect the completion date (currently listed as February 28, 2019)? How many days will the contractor be allowed to complete the project once the City's receives Council's approval? When is the completion date required to comply with the SCE rebate?

***Each city has the same required installation deadline of Feb. 28, 2019 to receive the Southern California Edison incentive. Each city has their own requirements for City Council approval - some may need to go to Council while others do not. Each city will do their best to expedite the city approval process to meet the deadline.***

52. Is number 35 on the BOM a typo? Line Item #35 is listed as "150w", but there are only three (3) of them. I don't see how three 150w fixtures can light up Handball courts. Seems to me that these should be 1500w fixtures.

***Line Item #35 is correct.***

53. If each city is negotiating their own contract, how does the below apply?

*"The successful bidder will be required to furnish a faithful performance bond in the amount of 100 percent of the contract price, and a payment bond in the amount of 100 percent of the contract price, both in a form satisfactory to the Owner's Attorney."*

***This statement is a requirement from one of the participating cities. Please note in your proposal if your firm cannot meet this requirement.***

54. Will company history and relevant experience be evaluated?

***Yes. It is preferred that both contractors and manufactures have relevant experience and have been in business for a significant period of time. Please provide information showing company history and relevant experience.***