

MANATEE COUNTY GOVERNMENT SOURCE SELECTION

SUBJECT Roadway Lighting LED Retrofit (Re-bid)	June 18, 2010 Date Posted on Mymanatee.org <u>6/18/10</u> SG
PURCHASING REPRESENTATIVE Jessica Smith, 749-3043	DATE CONTRACT SHALL BE AWARDED June 25, 2010
DEPARTMENT Public Works, Transportation	CONSEQUENCES IF DEFERRED Grant expires 9/30/2012
SOURCE RECOMMENDATION RJ Steedman, Cape Coral, FL	AUTHORIZED BY DATE Rob Cuthbert June 18, 2010

ACTION DESIRED

Authorization to award IFB #10-0795A-TR, Roadway Lighting LED Retrofit, to RJ Steedman, 2268 S.E. 28th Street, Cape Coral, FL 33904, the lowest responsive, responsible bidder meeting specifications in the amount of \$239,600.00.

ENABLING/REGULATING AUTHORITY

Federal/State law(s), administrative ruling(s), Manatee County Comp Plan/Land Development Code, ordinances, resolutions, policy.)
 Ordinance 08-43, Resolution R-08-298

BACKGROUND/DISCUSSION

- Manatee County Public Works Department, Transportation Division, requests the purchase of Roadway Lighting LED Retrofits to replace existing street lighting.
- Funding: #1019008302-552000/9008302-9000 Department of Energy Roadway Lights Replacement.
- 4/4/10 – 4/15/10 appropriate bid procedures were followed. The Invitation for Bid was broadcast on www.mymanatee.org, the Manatee County Chamber of Commerce, as well as Onvia Demandstar. All of the eighteen (18) respondents to the prior rejected bid were directly provided this bid for consideration. Fifteen (15) bids were submitted, including eleven (11) of the respondents to the rejected bid, plus four (4) new vendors.
- Protests to this notice of intent to award this bid must be filed in writing as detailed in Manatee County Code of Law Chapter 2-26, Section 2-26-61 no later than seven (7) days from the posting of this notice.
- Continued on Page 2.

SUMMARY

ATTACHMENTS: (List in order as attached) <ul style="list-style-type: none"> Tabulation Deviations from Bid Specifications 	LIMITED COMPETITION NUMBER: N/A
COST \$239,600.00 (Grant funded)	1019008302-552000/9008302-9000 SOURCE (ACCT# & NAME) DOE RdwyLghts Replcmnt
COMMENTS	AMT./FREQ. OF RECURRING COSTS (ATTACH FISCAL IMPACT STATEMENT)

This solicitation is a rebid using the knowledge gained in the first bid on the current market technology. The bid specifications in this bid, IFB #10-0795A-TR, significantly reduced the bid specifications from the original bid. This new bid used the responses to the first bid to identify the three most offered models of equipment from the original bids that appeared to meet the new reduced specifications. The bidders which offered the STARLED and Sunovia products chose to offer models which did not comply with the bid specifications as detailed herein.

Bidders were instructed on many occasions in this Invitation For Bid that meeting all of the bid specifications was the only means of qualifying for consideration. Reference bid statements: A.09 Reserved Rights which instructs the bidders: "To be responsive, a bidder shall submit a bid which conforms in all material respects to the requirements set forth in the Invitation For Bid." and, D.01 Basis of Award "Award shall be made to the responsive, responsible bidder meeting specifications and having the lowest Total Bid Price."

The eleven firms that participated in the first bid, in which all bids were rejected as none met bid specifications, and have made an offer on this bid are: Act One Communications; The ARRAS Group; Consolidated Electric Distributors; DataLED Technologies, Inc.; Evolucia; Gexpro; Graybar Electric; LED Roadway Lighting; Lighting & Bulbs Supply; and, Rexel.

Further, bidders were advised of the means of recommending changes to the bid specifications: Reference bid statement A.04, Modification of Bid Specifications, page 3. No requests to modify the bid specifications were submitted.

The evaluation of the bid responses was methodically conducted. Extraordinary care was taken to locate, identify, and to photocopy documentation to support the tabulation summary for each bidder's bid specification compliance, deviation, or absence of written documentation to verify compliance for each of the 21 bid specifications.

Many of the respondents acted as if the County would arbitrarily and capriciously accept deviations to the stated bid specifications based upon price or proposed statements regarding "a better product". This assumption was grossly in error.

- DataLED Technologies, Inc., Beaverton, OR bid \$190,000, but did not meet the following specifications:
 - Fixture shall provide a minimum total lumen output of 9500lm. The fixture submitted only provides a lumen output of 3100lm.
 - Fixture shall deliver a minimum of 173 to 275 system watts. The fixture submitted only provides 52 system watts.

Note: copies of the pages showing these deviations from the bid specifications are attached to this source selection

- Evolucia, Sarasota, FL, bid \$219,600, but did not meet the following specification:
 - Fixture shall deliver a minimum of 173 to 275 system watts. The fixture submitted only provides 150 system watts.

Note: copies of the page showing this deviation from the bid specifications are attached to this source selection

- The following vendors did submit bids **with a cost higher than RJ Steedman's bid of \$239,600**; and these bids either did not meet specific specifications or identified specifications could not be verified.
 - Act One Communications, Irwindale, CA bid \$328,000: did not meet six specific bid specifications and could not verify five additional bid specifications out of a total of 21 bid specifications.
 - Advanced Power Technologies, Largo, FL bid \$296,628: did not meet five specific bid specifications and could not verify six additional bid specifications out of a total of 21 bid specifications.
 - The ARRAS Group, Orlando, FL bid \$262,800: did not meet two specific bid specifications and could not verify two additional bid specifications out of a total of 21 bid specifications.
 - Beacon Products, Bradenton, FL bid \$382,000: did not meet three specific bid specifications and could not verify three additional bid specifications out of a total of 21 bid specifications.
 - Consolidated Electric Distributors, Sarasota, FL bid \$257,140: could not verify three bid specifications out of a total of 21 bid specifications.
 - Electrical Supply, Tampa, FL bid \$274,000: did not meet two specific bid specifications and could not verify two additional bid specifications out of a total of 21 bid specifications.
 - Gexpro, Orlando, FL bid \$248,676: did not meet four specific bid specifications and could not verify four additional bid specifications out of a total of 21 bid specifications.
 - Graybar Electric, Sarasota, FL bid \$260,800: did not meet two specific bid specifications and could not verify two additional bid specifications out of a total of 21 bid specifications.
 - LED Roadway Lighting, Halifax, Nova Scotia, CAN bid \$319,965: did not meet one specific bid specification and could not verify five additional bid specifications out of a total of 21 bid specifications.
 - Lighting & Bulbs Supply, Land O' Lakes, FL bid \$257,140: could not verify three bid specifications out of a total of 21 bid specifications.
 - Rexel, Sarasota, FL bid \$382,000: did not meet two specific bid specifications and could not verify three additional bid specifications out of a total of 21 bid specifications.
 - TraStar, Richardson, TX bid \$275,200: did not meet five specific bid specifications and could not verify ten additional bid specifications out of a total of 21 bid specifications.

A **full tabulation of the bids** and the evaluation of bid compliance to each bid specification are attached to this source selection document.

Note: Copies of the pages showing the deviations from the bid specifications for each bidder are documented and available for review upon request. The full documentation of the specification verification or noted deviation for all bidders is seventy three (73) pages.

(62 pages document compliance and 11 pages document deviations from the bid specifications)

Validation Grid
IFB #10-0795A-TR
Roadway Lighting LED Retrofit (rebid)

TECHNICAL SPECIFICATIONS FOR LED STREET LIGHTING		DataLED Tech - Beaverton, OR		Evolucia - Sarasota, FL		RJ Steedman - Cape Coral, FL	
MODEL NAME / NUMBER:		CSLF3-48NW-80- 277VAC (Flat Lense) Cobra Head		Evolucia LED Cobra Head/ECH-X6/150- 60/PAL/T3/480/LG		Philips/Lumec/ Roadstar/180W98L ED4K-LE3-VOLT- RC-480	
ITEM	MEETS SPECS:	YES	NO	YES	NO	YES	NO
1	THE FIXTURE SHALL BE AN SOLID STATE LED ROADWAY LIGHTING FIXTURE UL LISTED	✓		✓		✓	
2	INPUT VOLTAGE RANGE: 480V	✓		✓		✓	
3	LIGHT DISTRIBUTION TYPE III	✓		✓		✓	
4	A PASSIVE HEAT DISSIPATION SYSTEM	✓		✓		✓	
5	FIXTURE HOUSING SHALL COME STANDARD WITH A 2" TENON, TENON ADAPTOR KITS WILL NOT BE ACCEPTED	✓		✓		✓	
6	A CAST ALUMINUM HOUSING POWDER COATED GREY "COBRA" STYLE PREFERRED	✓		✓		✓	
7	MEET DEPARTMENT OF ENERGY (DOE) MINIMUM FITTED TARGET EFFICACY (FTE) RATING OF 55 LM/W	✓		✓		✓	
8	FIXTURE SHALL PROVIDE A MINIMUM TOTAL LUMEN OUTPUT OF 9500LM		DOESN'T MEET	✓		✓	
9	FIXTURE SHALL DELIVER A MINIMUM OF 173 TO 275 SYSTEM WATTS		DOESN'T MEET		DOESN'T MEET	✓	
10	FIXTURE SHALL MEET THE TYPICAL CRI 70	✓		✓		✓	
11	FIXTURE SHALL MEET CORRELATED COLOR TEMPERATURE RANGE BETWEEN 4000K and 6000K	✓		✓		✓	
12	FIXTURES SHALL BE RATED IP-65 OR IP-66	✓		✓		✓	
13	FIXTURES SHALL BE "DARK SKY" COMPLIANT	✓		✓		✓	
14	THE FIXTURE SHALL COME WITH BUILT IN SURGE PROTECTION	✓		✓		✓	
15	PROVIDE ONE DAY ON SITE, HANDS ON INSTALLATION TRAINING A WITHIN 30 DAYS OF THE DELIVERY OF THE PRODUCT	✓		✓		✓	
16	DELIVERY OF THE PRODUCT MAY BE PHASED OVER A PERIOD OF NOT MORE THAN SIX MONTHS. SHIPMENTS OF UP TO 100 LAMPS PER MONTH IS PREFERRED A FULL 5 YEAR WARRANTY ON ALL PARTS	✓		✓		✓	
VALIDATION REQUIREMENTS:							
17	PROVIDE CONTACT INFORMATION FOR AT LEAST 3 MUNICIPALITIES WHERE LIKE FIXTURES ARE CURRENTLY BEING USED	✓		✓		✓	
18	MUNICIPALITY AND A SUMMARY OF THE PURPOSE OF LIGHTING	✓		✓		✓	
19	MUNICIPALITY CONTACT NAME, TITLE, PHONE NUMBER	✓		✓		✓	
20	DATE OF PROVISION OF LAMPS		CAN'T VERIFY	✓		✓	
21	PROVIDE PUBLISHED MANUFACTURER INFORMATION VERIFYING THAT THE OFFERED PRODUCT MEETS THESE BID SPECIFICATIONS	✓		✓		✓	
		\$190,000.00		\$219,600.00		\$239,600.00	

Validation Grid
IFB #10-0795A-TR
Roadway Lighting LED Retrofit (rebid)

TECHNICAL SPECIFICATIONS FOR LED STREET LIGHTING		Gexpro - Orlando, FL <u>*exceptions to T&C's*</u>		Lighting & Bulbs Supply - Land O' Lakes, FL		Consolidated Electric Distributors - Sarasota, FL	
MODEL NAME / NUMBER:		Lighting Science/LSR Unit/LSRA		Leotek/GC-1/GC1- 80C-MV-NW-3M-GY		Leotek/Green Cobra/GC1-80C-MV- NW-3M-GY	
ITEM	MEETS SPECS:	YES	NO	YES	NO	YES	NO
1	THE FIXTURE SHALL BE AN SOLID STATE LED ROADWAY LIGHTING FIXTURE UL LISTED		CAN'T VERIFY	✓		✓	
2	INPUT VOLTAGE RANGE: 480V	✓		✓		✓	
3	LIGHT DISTRIBUTION TYPE III	✓		✓		✓	
4	A PASSIVE HEAT DISSIPATION SYSTEM	✓		✓		✓	
5	FIXTURE HOUSING SHALL COME STANDARD WITH A 2" TENON, TENON ADAPTOR KITS WILL NOT BE ACCEPTED	✓		✓		✓	
6	A CAST ALUMINUM HOUSING POWDER COATED GREY "COBRA" STYLE PREFERRED	✓		✓		✓	
7	MEET DEPARTMENT OF ENERGY (DOE) MINIMUM FITTED TARGET EFFICACY (FTE) RATING OF 55 LM/W	✓		✓		✓	
8	FIXTURE SHALL PROVIDE A MINIMUM TOTAL LUMEN OUTPUT OF 9500LM	✓			CAN'T VERIFY		CAN'T VERIFY
9	FIXTURE SHALL DELIVER A MINIMUM OF 173 TO 275 SYSTEM WATTS		DOESN'T MEET	✓		✓	
10	FIXTURE SHALL MEET THE TYPICAL CRI 70	✓			CAN'T VERIFY		CAN'T VERIFY
11	FIXTURE SHALL MEET CORRELATED COLOR TEMPERATURE RANGE BETWEEN 4000K and 6000K	✓		✓		✓	
12	FIXTURES SHALL BE RATED IP-65 OR IP-66	✓		✓		✓	
13	FIXTURES SHALL BE "DARK SKY" COMPLIANT	✓			CAN'T VERIFY		CAN'T VERIFY
14	THE FIXTURE SHALL COME WITH BUILT IN SURGE PROTECTION		CAN'T VERIFY	✓		✓	
15	PROVIDE ONE DAY ON SITE, HANDS ON INSTALLATION TRAINING A WITHIN 30 DAYS OF THE DELIVERY OF THE PRODUCT		CAN'T VERIFY	✓		✓	
16	DELIVERY OF THE PRODUCT MAY BE PHASED OVER A PERIOD OF NOT MORE THAN SIX MONTHS. SHIPMENTS OF UP TO 100 LAMPS PER MONTH IS PREFERRED A FULL 5 YEAR WARRANTY ON ALL PARTS	✓		✓		✓	
VALIDATION REQUIREMENTS:							
17	PROVIDE CONTACT INFORMATION FOR AT LEAST 3 MUNICIPALITIES WHERE LIKE FIXTURES ARE CURRENTLY BEING USED		DOESN'T MEET	✓		✓	
18	MUNICIPALITY AND A SUMMARY OF THE PURPOSE OF LIGHTING		DOESN'T MEET	✓		✓	
19	MUNICIPALITY CONTACT NAME, TITLE, PHONE NUMBER		DOESN'T MEET	✓		✓	
20	DATE OF PROVISION OF LAMPS		CAN'T VERIFY	✓		✓	
21	PROVIDE PUBLISHED MANUFACTURER INFORMATION VERIFYING THAT THE OFFERED PRODUCT MEETS THESE BID SPECIFICATIONS	✓		✓		✓	
		\$248,676.00		\$257,140.00		\$257,140.00	

Validation Grid
IFB #10-0795A-TR
Roadway Lighting LED Retrofit (rebid)

TECHNICAL SPECIFICATIONS FOR LED STREET LIGHTING		Graybar Electric - Sarasota, FL		The ARRAS Group - Orlando, FL		Electrical Supply - Tampa, FL	
MODEL NAME / NUMBER:		Beta/STR-LWY-3M-HT09-CUH-SV		Beta/STR-LWY-3M-09-SV		Beta/STR-LWY-3M-HT-09-C-UH-SV	
ITEM	MEETS SPECS:	YES	NO	YES	NO	YES	NO
1	THE FIXTURE SHALL BE AN SOLID STATE LED ROADWAY LIGHTING FIXTURE UL LISTED	✓		✓		✓	
2	INPUT VOLTAGE RANGE: 480V	✓		✓		✓	
3	LIGHT DISTRIBUTION TYPE III	✓		✓		✓	
4	A PASSIVE HEAT DISSIPATION SYSTEM	✓		✓		✓	
5	FIXTURE HOUSING SHALL COME STANDARD WITH A 2" TENON, TENON ADAPTOR KITS WILL NOT BE ACCEPTED	✓		✓		✓	
6	A CAST ALUMINUM HOUSING POWDER COATED GREY "COBRA" STYLE PREFERRED	✓		✓		✓	
7	MEET DEPARTMENT OF ENERGY (DOE) MINIMUM FITTED TARGET EFFICACY (FTE) RATING OF 55 LM/W	✓		✓		✓	
8	FIXTURE SHALL PROVIDE A MINIMUM TOTAL LUMEN OUTPUT OF 9500LM	✓		✓		✓	
9	FIXTURE SHALL DELIVER A MINIMUM OF 173 TO 275 SYSTEM WATTS	✓		✓		✓	
10	FIXTURE SHALL MEET THE TYPICAL CRI 70	✓		✓		✓	
11	FIXTURE SHALL MEET CORRELATED COLOR TEMPERATURE RANGE BETWEEN 4000K and 6000K	✓		✓		✓	
12	FIXTURES SHALL BE RATED IP-65 OR IP-66	✓		✓		✓	
13	FIXTURES SHALL BE "DARK SKY" COMPLIANT	✓		✓		✓	
14	THE FIXTURE SHALL COME WITH BUILT IN SURGE PROTECTION	✓		✓		✓	
15	PROVIDE ONE DAY ON SITE, HANDS ON INSTALLATION TRAINING A WITHIN 30 DAYS OF THE DELIVERY OF THE PRODUCT		CAN'T VERIFY		CAN'T VERIFY		CAN'T VERIFY
16	DELIVERY OF THE PRODUCT MAY BE PHASED OVER A PERIOD OF NOT MORE THAN SIX MONTHS. SHIPMENTS OF UP TO 100 LAMPS PER MONTH IS PREFERRED A FULL 5 YEAR WARRANTY ON ALL PARTS	✓		✓		✓	
VALIDATION REQUIREMENTS:							
17	PROVIDE CONTACT INFORMATION FOR AT LEAST 3 MUNICIPALITIES WHERE LIKE FIXTURES ARE CURRENTLY BEING USED		DOESN'T MEET		DOESN'T MEET		DOESN'T MEET
18	MUNICIPALITY AND A SUMMARY OF THE PURPOSE OF LIGHTING	✓		✓		✓	
19	MUNICIPALITY CONTACT NAME, TITLE, PHONE NUMBER		DOESN'T MEET		DOESN'T MEET		DOESN'T MEET
20	DATE OF PROVISION OF LAMPS		CAN'T VERIFY		CAN'T VERIFY		CAN'T VERIFY
21	PROVIDE PUBLISHED MANUFACTURER INFORMATION VERIFYING THAT THE OFFERED PRODUCT MEETS THESE BID SPECIFICATIONS	✓		✓		✓	
		\$260,800.00		\$262,800.00		\$274,000.00	

Validation Grid
IFB #10-0795A-TR
Roadway Lighting LED Retrofit (rebid)

TECHNICAL SPECIFICATIONS FOR LED STREET LIGHTING		TraStar - Richardson, TX		Advanced Power Technologies - Largo, FL		LED Roadway Lighting - Halifax Nova Scotia, CAN	
MODEL NAME / NUMBER:		Duralight/Cobra Head Luminaire/JXM- ST110		Global Tech/Twin Turbo/88		SAT-M/S72M-700	
ITEM	MEETS SPECS:	YES	NO	YES	NO	YES	NO
1	THE FIXTURE SHALL BE AN SOLID STATE LED ROADWAY LIGHTING FIXTURE UL LISTED		DOESN'T MEET	✓			DOESN'T MEET
2	INPUT VOLTAGE RANGE: 480V	✓			CAN'T VERIFY	✓	
3	LIGHT DISTRIBUTION TYPE III		CAN'T VERIFY	✓		✓	
4	A PASSIVE HEAT DISSIPATION SYSTEM		CAN'T VERIFY		DOESN'T MEET		CAN'T VERIFY
5	FIXTURE HOUSING SHALL COME STANDARD WITH A 2" TENON, TENON ADAPTOR KITS WILL NOT BE ACCEPTED		CAN'T VERIFY		CAN'T VERIFY		CAN'T VERIFY
6	A CAST ALUMINUM HOUSING POWDER COATED GREY "COBRA" STYLE PREFERRED	✓		✓		✓	
7	MEET DEPARTMENT OF ENERGY (DOE) MINIMUM FITTED TARGET EFFICACY (FTE) RATING OF 55 LM/W	✓		✓		✓	
8	FIXTURE SHALL PROVIDE A MINIMUM TOTAL LUMEN OUTPUT OF 9500LM		DOESN'T MEET		DOESN'T MEET	✓	
9	FIXTURE SHALL DELIVER A MINIMUM OF 173 TO 275 SYSTEM WATTS	✓		✓		✓	
10	FIXTURE SHALL MEET THE TYPICAL CRI 70		CAN'T VERIFY	✓			CAN'T VERIFY
11	FIXTURE SHALL MEET CORRELATED COLOR TEMPERATURE RANGE BETWEEN 4000K and 6000K	✓		✓		✓	
12	FIXTURES SHALL BE RATED IP-65 OR IP-66		CAN'T VERIFY	✓		✓	
13	FIXTURES SHALL BE "DARK SKY" COMPLIANT		CAN'T VERIFY	✓		✓	
14	THE FIXTURE SHALL COME WITH BUILT IN SURGE PROTECTION		CAN'T VERIFY		CAN'T VERIFY		CAN'T VERIFY
15	PROVIDE ONE DAY ON SITE, HANDS ON INSTALLATION TRAINING A WITHIN 30 DAYS OF THE DELIVERY OF THE PRODUCT		CAN'T VERIFY		CAN'T VERIFY		CAN'T VERIFY
16	DELIVERY OF THE PRODUCT MAY BE PHASED OVER A PERIOD OF NOT MORE THAN SIX MONTHS. SHIPMENTS OF UP TO 100 LAMPS PER MONTH IS PREFERRED A FULL 5 YEAR WARRANTY ON ALL PARTS		CAN'T VERIFY		CAN'T VERIFY	✓	
VALIDATION REQUIREMENTS:							
17	PROVIDE CONTACT INFORMATION FOR AT LEAST 3 MUNICIPALITIES WHERE LIKE FIXTURES ARE CURRENTLY BEING USED		DOESN'T MEET		DOESN'T MEET	✓	
18	MUNICIPALITY AND A SUMMARY OF THE PURPOSE OF LIGHTING		DOESN'T MEET		DOESN'T MEET	✓	
19	MUNICIPALITY CONTACT NAME, TITLE, PHONE NUMBER		DOESN'T MEET		DOESN'T MEET	✓	
20	DATE OF PROVISION OF LAMPS		CAN'T VERIFY		CAN'T VERIFY	✓	
21	PROVIDE PUBLISHED MANUFACTURER INFORMATION VERIFYING THAT THE OFFERED PRODUCT MEETS THESE BID SPECIFICATIONS	✓		✓		✓	
		\$275,200.00		\$296,628.00		\$319,965.00	

Validation Grid
IFB #10-0795A-TR
Roadway Lighting LED Retrofit (rebid)

TECHNICAL SPECIFICATIONS FOR LED STREET LIGHTING		Act One Communications - Irwindale, CA		Beacon Products - Bradenton, FL		Rexel - Sarasota, FL	
MODEL NAME / NUMBER:		SLDA Street Light/SL-180C-3C- 480		Genesis/60-G-700		Ventus LED/VTs- A06-LED-480-T3-AP- IM	
ITEM	MEETS SPECS:	YES	NO	YES	NO	YES	NO
1	THE FIXTURE SHALL BE AN SOLID STATE LED ROADWAY LIGHTING FIXTURE UL LISTED		DOESN'T MEET	✓		✓	
2	INPUT VOLTAGE RANGE: 480V	✓		✓		✓	
3	LIGHT DISTRIBUTION TYPE III		DOESN'T MEET	✓		✓	
4	A PASSIVE HEAT DISSIPATION SYSTEM		CAN'T VERIFY	✓		✓	
5	FIXTURE HOUSING SHALL COME STANDARD WITH A 2" TENON, TENON ADAPTOR KITS WILL NOT BE ACCEPTED		CAN'T VERIFY		DOESN'T MEET	✓	
6	A CAST ALUMINUM HOUSING POWDER COATED GREY "COBRA" STYLE PREFERRED		DOESN'T MEET	✓		✓	
7	MEET DEPARTMENT OF ENERGY (DOE) MINIMUM FITTED TARGET EFFICACY (FTE) RATING OF 55 LM/W	✓		✓		✓	
8	FIXTURE SHALL PROVIDE A MINIMUM TOTAL LUMEN OUTPUT OF 9500LM	✓		✓		✓	
9	FIXTURE SHALL DELIVER A MINIMUM OF 173 TO 275 SYSTEM WATTS	✓			DOESN'T MEET		DOESN'T MEET
10	FIXTURE SHALL MEET THE TYPICAL CRI 70	✓		✓		✓	
11	FIXTURE SHALL MEET CORRELATED COLOR TEMPERATURE RANGE BETWEEN 4000K and 6000K	✓		✓		✓	
12	FIXTURES SHALL BE RATED IP-65 OR IP-66	✓		✓		✓	
13	FIXTURES SHALL BE "DARK SKY" COMPLIANT	✓			CAN'T VERIFY		CAN'T VERIFY
14	THE FIXTURE SHALL COME WITH BUILT IN SURGE PROTECTION		CAN'T VERIFY	✓		✓	
15	PROVIDE ONE DAY ON SITE, HANDS ON INSTALLATION TRAINING A WITHIN 30 DAYS OF THE DELIVERY OF THE PRODUCT		CAN'T VERIFY		CAN'T VERIFY		CAN'T VERIFY
16	DELIVERY OF THE PRODUCT MAY BE PHASED OVER A PERIOD OF NOT MORE THAN SIX MONTHS. SHIPMENTS OF UP TO 100 LAMPS PER MONTH IS PREFERRED A FULL 5 YEAR WARRANTY ON ALL PARTS	✓		✓		✓	
VALIDATION REQUIREMENTS:							
17	PROVIDE CONTACT INFORMATION FOR AT LEAST 3 MUNICIPALITIES WHERE LIKE FIXTURES ARE CURRENTLY BEING USED		DOESN'T MEET	✓		✓	
18	MUNICIPALITY AND A SUMMARY OF THE PURPOSE OF LIGHTING		DOESN'T MEET		DOESN'T MEET		DOESN'T MEET
19	MUNICIPALITY CONTACT NAME, TITLE, PHONE NUMBER		DOESN'T MEET	✓		✓	
20	DATE OF PROVISION OF LAMPS		CAN'T VERIFY		CAN'T VERIFY		CAN'T VERIFY
21	PROVIDE PUBLISHED MANUFACTURER INFORMATION VERIFYING THAT THE OFFERED PRODUCT MEETS THESE BID SPECIFICATIONS	✓		✓		✓	
		\$328,000.00		\$382,000.00		\$382,000.00	

Additional specifications for Streetlights

Mounting: universal four bolt slip fitter for 1.5" to 2" Tenon

Heat dissipation: Aluminum Heatsinks—passive system. See attached picture.

System wattage: 52 watts

Lumens: 3100 lm (see attached)

Efficacy: 59 LM/watt

Lumen maintenance: over 70% after 50,000 hrs. (see attached)

CCT: 4300 K

CRI: 82

Power factor: .98

Rating: IP65

Light pattern: Dark Sky compliant.

Power source: UL1310 class 2 w/low THD and surge protection



Quotation

Date: 4/13/2010
Quotation No: 3090
Vailidity 5/13/2010

6408 Parkland Drive
Suite 104
Sarasota, FL 34243

Phone: 941.751.6800
Fax: 941.751.3583
E-mail: info@sunoviaenergy.com

Manatee County Government
1FB3 10-079STR
1112 Manatee Avenue West
Suite 803
Bradenton, FL 34205

Ship To

Manatee County Government
1FB3 10-079STR
1112 Manatee Avenue West
Suite 803
Bradenton, FL 34205

Sales Rep:	BR	Lead Time	FOB Factory			
Project	IFB #10-0795A-TR (rebid)	Terms	N30 Pending Credit R...			
Item	Description	Qty	Price Per	Req'd Shi...	Proj'd Ship D...	Total US D...
ECH-X6/150-60/PAL/T3/480/LG	EVOLUCIA LED COBRA HEAD/150WATT/6000K/ PROTECTIVE ACRYLIC LENS /ROADWAY TYPE 3 480 VAC / LIGHT GRAY	400 13	549.00			219,600.00T

Signature Donna Webb

Donna Webb: VP, Operations

Subtotal	\$219,600.00
Sales Tax (0.0%)	\$0.00
Total US Dollars	\$219,600.00

Local Manatee County Firm Evolucia, Inc. is not a lighting representative with a local Sarasota County address – it is a real LED lighting company with its headquarters located in Sarasota County – 6408 Parkland Drive, Suite 104, Sarasota, FL 34243 to be exact. Our management and all of our employees (about 25 local Sarasotans) are employed at this office full time, living in the area full-time. The City of Sarasota has already recognized the value of our technology. Our LED luminaires and/or light engines are installed at the Sarasota Memorial Hospital, and along the Boulevard of the Arts. We believe that we are the only LED light engine manufacturer in the general area.

Proposal

Evolucia manufactures a line of LED cobrahead streetlights which outperform the competition in terms of overall and effective luminous efficacy and delivered energy value. As replacements for existing 400W HPS fixtures, we are suggesting the

Evolucia ECH-X6/150-60/PAL/T3/480/LG

This is a 150W LED Cobrahead fixture, using the new Cree XPG LEDs

In the previous, cancelled Manatee LED Streetlight bid, we had bid the Evolucia SCH-250 (250W) fixture for this 400W HPS roadway category. Given the price competition apparent from the tabulation results of this cancelled bid, we have chosen to suggest the ECH-X6 this time because:

- a) It uses fewer, higher efficiency LEDs to produce similar lumen output, which will enable us to compete better in terms of capital costs (reduces the cost per fixture) and,
- b) While meeting the lumen output and efficacy specifications, it consumes less power (150W or less), lending an operational cost efficiency advantage over the fixtures others will propose.

These two advantages provide the crux of our proposal, that we can supply Manatee with a better energy value than that provided by competing cobraheads. We show herein that the suggested Evolucia fixture has the:

- a) Best Effective Luminous Efficacy – we prove this on Page 5 by providing our Energy Star FTE values, which are significantly higher than those of the competing luminaires mentioned in the solicitation,
- b) Best Overall Luminous Efficacy – we prove this on Page 7 and in the Appendix I (LM79 report), the latter of which can be compared to those of the competing luminaires (total lumens divided by the power consumed is highest for the suggested Evolucia luminaire).
- c) Best Delivered Energy Value for Maximum Energy Savings – we prove this on Page 7 by performing a cost-benefit analysis comparing the suggested Evolucia luminaire head to head with the competing luminaires mentioned in the solicitation.