

**SOUTHERN CALIFORNIA  
PUBLIC POWER AUTHORITY**



**Request for Proposals  
for  
Compact Fluorescent Lights  
and Related Services**

**REVISION 2; August 10, 2007**

**RFP Date:** August 3, 2007

**Response Deadline:** August 20, 2007, by 2:00 p.m. PST

**Supplemental Response Deadline:** September 4, 2007, by 2:00 p.m. PST

# **SOUTHERN CALIFORNIA PUBLIC POWER AUTHORITY**

## **Request for Proposals (RFP) for Compact Fluorescent Lights**

The Southern California Public Power Authority (SCPPA) is hereby soliciting competitive proposals for Compact Fluorescent Lights within its member municipal utility service territories.

### **Introduction**

SCPPA, a joint powers authority and a public entity organized under the laws of the State of California, was created pursuant to the Government Code of California and a Joint Powers Agreement for the purpose of planning, financing, developing, acquiring, constructing, operating and maintaining projects for the generation or transmission of electric energy. SCPPA also facilitates joint service contracts, at the request of its members, to increase volume and increase procurement efficiency. A service contract entered into by SCPPA, pursuant to this RFP, would be utilized directly by the interested members to serve their respective utilities. The work would be ordered and approved directly by the members and the billing would be done through SCPPA.

SCPPA's Membership consists of twelve cities and one irrigation district which supply electric energy to Southern California, including the municipal utilities of the cities of Anaheim, Azusa, Banning, Burbank, Colton, Glendale, Los Angeles, Pasadena, Riverside, and Vernon, and the Imperial Irrigation District. In 2001 the cities of Cerritos and San Marcos joined SCPPA.

### **Areas of Interest**

Several SCPPA members have expressed an interest in:

1. The purchase of Compact Fluorescent Lights (CFL);
2. The purchase, packaging, and delivery of CFLs;
3. An online and print catalog service showcasing efficient lighting options for sale;
4. An incandescent to CFL lighting fixture exchange program; and
5. Point of Sale CFL distribution and tracking.

Please clearly delineate your bids for any or all of the five areas of interest described above. Your organization may elect to bid on one or more areas of interest. Each bid will be considered separately.

### **Scope of Services**

1. **For all scenarios**, vendor to provide Compact Fluorescent Lamps that meet the following specification:
  - a) Size: Small enough to fit in most lamps and fixtures, MOL (Measured Overall Length) close to or less than five inches.
  - b) Shape: The SCPPA Member Agencies are particularly interested in nine specific types of CFLs for the purchase only option and purchase, packaging and mail delivery option. Those types are:
    1. 13 Watt Spiral
    2. 20 Watt Spiral
    3. 23 Watt Spiral
    4. 13 Watt A-Type
    5. 11 Watt Globe Type
    6. 13 Watt Recessed Lighting
    7. 18 Watt Spiral
    8. 26 Watt Spiral
    9. 30 Watt Spiral
  - c) For the 13-Watt options, light output must be equal to or greater than 60-watt incandescent lamps; for the 11-Watt option, light output must be equal to or greater than 40-watt incandescent lamps; and for the 18 to 30-Watt options, light output must be equal to or greater than the incandescent equivalent.
  - d) Must be Energy Star listed
  - e) Warranty: 1-year or greater
  - f) Must be UL and FCC listed for residential use.
  - g) Color: 2700k
  - h) Electronic ballast
  - i) Total harmonic distortion less than 15%
  - j) Power Factor not less than 50%; please provide the Power Factor Percentage for each lamp included in your proposal.
  - k) Labeling that includes information on recycling, the use of mercury in the product, and proper disposal of the CFL.
  - l) Instant on preferred. Please include whether instant on is a feature of each lamp you specify in your proposal. For some members, only instant on lamps will be accepted.
  - m) Ability for the vendor to store the CFLs at their own facility until such time as needed by the Member Agencies.
  - n) Color Rendering Requirement (CRI) of 80 or higher.
  - o) CFL base must be screw-in (E26/24), not pin-based.
  - p) Packaging of CFLs will be in recycled material.

Please include lumen, CRI and color temperature information, harmonic distortion, Power Factor percentages, and the minimum rated life (in hours) for each lamp specified in your proposal, and one packaged sample of each product included on the vendor bid response.

2. For the **CFL purchase only option**, please provide pricing for different quantity breaks for the nine specific types of CFLs listed below, ranging from 10,000 to 1.8 million units for each:

- 13 Watt Spiral
- 20 Watt Spiral
- 23 Watt Spiral
- 13 Watt A-Type
- 11 Watt Globe Type
- 13 Watt Recessed Lighting
- 18 Watt Spiral
- 26 Watt Spiral
- 30 Watt Spiral

Additionally, members are interested in utility branding on package labels and on the CFL ballast. Pricing should include the options of a) utility branding on packaging only; and b) utility branding on both the packaging and CFL ballast. Please specify options available (e.g., spot color, 4-color) for branding.

Some members may provide up to two sheets of information to be inserted into each CFL package. Please provide pricing for this service.

3. For the **CFL purchase, packaging and mail delivery service option**, the package may contain either one or two CFLs, depending upon the member agency's preference. Vendor to provide bids for both of these delivery options, including pricing for different quantity breaks for the nine specific types of CFLs listed above, ranging from 10,000 to two million units for each, and meet the following requirements:
  - a. Vendor shall put one or two lamps, as directed by the member agencies, in one package suitable for mailing. Sample packaging options must be included with the bid.
  - b. Vendor shall also place up to two sheets of information, to be provided by the member utilities, into the shipping package.
  - c. Vendor shall label the packaging with customer addresses provided to vendor by Member Agency in Excel format and will be addressed to "Occupant".
  - d. Vendor shall arrange to have the packages delivered via the US Postal Service, and vendor shall be responsible for paying postage. Postage cost should be included in your proposal for each of the sample packaging options included.
  - e. Additionally, members are interested in utility branding on package labels and on the CFL ballast. Pricing should include the options of a) utility branding on packaging only; and b) utility branding on both the packaging and CFL ballast. Please specify options available (e.g., spot color, 4-color) for branding.
  
4. The SCPA Member Agencies are also interested in soliciting **online and print catalog sales options**. The online and print catalog service will showcase efficient lighting options for sale. The online service would be linked directly from member websites -- with the full appearance of participating members' websites -- for the sale of CFLs and possibly other efficient lighting options to member utility residential and small business customers. Please provide proposals for one or more different online

and print catalog options that your organization could provide on to the SCPA Members. Essential to any proposal is the ability to track purchases by zip code.

5. The SCPA Member Agencies would also like to entertain proposals for **lamp exchange programs**. Please provide proposals for one or more different lamp exchange options that your organization could provide on a turn-key basis to the SCPA Members. Programs may include central collection of old fixtures, recycling and destruction of old fixtures, and pin-based CFL table, floor, and desk replacement fixtures.
6. The SCPA Member Agencies would also like to entertain proposals for **point of sale CFL distribution and tracking**. Please provide proposals for the distribution of CFLs purchase under Item 2 above at local retail stores within each SCPA member utility service area. Sales should be tracked by lamp type and zip code.

Again, please provide a sample of each product you are proposing with your response so that it may be evaluated.

## **Proposal Submission Guidelines**

### **A. Applicant Information**

Name of Organization:

Address:

City:

State:

Zip:

Telephone:

Name and title of contact person:

### **B. Bid Summary**

Please clearly delineate your bids for any or all of the five areas of interest described above. Your organization may elect to bid on one or more areas of interest. Each bid will be considered separately.

### **C. Pricing**

CFL Pricing: Please provide pricing, including quantity discounts, for each of the nine CFL types specified in the Scope of Services above. Pricing should be provided for quantities ranging from 10,000 to two million units. Please see additional pricing elements required under Scope of Services, item 2, above.

Service Pricing: Please provide a program description and the associated pricing for services related to the online and print catalog, incandescent to CFL lighting fixture exchange, and point of sale distribution areas of interest. Include different quantity price breaks for all options. For the Online and Print Catalog Sales option, provide the cost for each CFL option offered by the vendor through the catalog on a per unit basis. Include any quantity discount pricing information and the estimated shipping cost for one, two, three, etc. CFLs.

**F. Timeline**

Provide a timeline for each of the CFL options listed in this request.

**G. Administration**

Identify key personnel who will operate and/or administer the program or project and briefly identify their duties, responsibilities, and background.

**J. Past Program Experience**

Describe past program development and implementation experience, and provide a list of three references for similar projects completed.

**Selection Process**

The timeline for this Request for Proposal is as follows:

1. Distribute Request for Proposals to selected vendors August 3, 2007
2. Proposals due to SCPPA August 20, 2007
3. Supplemental Response Deadline September 4, 2007  
Supplemental responses to item 6, Point of Sale CFL Distribution and Tracking, will be accepted by SCPPA through September 4, 2007.
4. Selection recommendation and award of contract By September 28, 2007

Following the award of contract, either SCPPA or the Member Agencies shall enter into a professional services agreement (PSA) with the selected vendor(s).

The selection of award of contract will be based on the proposal submitted and the following qualifications:

1. Efficiency and light output per Watt.
2. Estimated lifetime and warranty.
3. Packaging, whether or not the individual boxes are suitable for direct mailing, or if additional packaging will be required. Please note that packaging must be from recycled materials.
4. Price of turnkey services.

SCPPA reserves the right to reject all bids for any reason whether or not said bids are responsive or non-responsive. SCPPA reserves the right to reject any bid that is non-

responsive to this RFP. SCPA may, but shall not be required to, solicit additional information, orally or in writing, from one or more of the applicants relating to the content of their proposal(s). SCPA may, but shall not be required to, meet with one or more of the applicants prior to a preliminary selection of one or more applicants with which the Cities may choose to negotiate.

- SCPA, at its sole discretion, shall evaluate responsive proposals and select proposals, if any, which provide the most value to SCPA and its customers.
- Proposals may be combined with other proposals, at SCPA's sole discretion.
- SCPA shall determine at its sole discretion the value of any and/or all proposals.
- SCPA shall evaluate any proposals in terms of price and non-price attributes.
- SCPA shall perform an initial screening evaluation to identify and eliminate any proposals that are not responsive to the RFP, do not meet the minimum requirements set forth in the RFP, are clearly not economically competitive with other proposals, or are submitted by respondents that lack appropriate creditworthiness, sufficient financial resources, or qualifications to provide dependable and reliable services.
- SCPA reserves the right, without qualification and in its sole discretion, to accept or reject any or all proposals for any reason without explanation to the respondent, or to make the award to that respondent, who, in the opinion of SCPA, will provide the most value to SCPA and its customers. SCPA also reserves the right to make an award to the other than the lowest price offer or the proposal evidencing the greatest technical ability if SCPA determines that to do so would result in the greatest value to SCPA and its customers.
- SCPA reserves the right to reject any, all, or portions of the proposals received for failure to meet any criteria set forth in this RFP. SCPA also may decline to enter into a power purchase arrangement with any respondent, terminate negotiations with any respondent, or to abandon the RFP process in its entirety.
- Those respondents who submit proposals agree to do so without legal recourse against SCPA, its members, and their directors, officers, employees and agents for rejection of their proposal(s) or for failure to execute a power purchase agreement for any reason. SCPA shall not be liable to any respondent or party in law or equity for any reason whatsoever for any acts or omissions arising out of or in connection with this RFP.
- Respondent shall be liable for all its costs and SCPA shall not be responsible for any respondent's costs incurred to prepare, submit, or negotiate its proposal, a contract or for any other activity related thereto.

## **Bidders' Teleconference**

A bidders teleconference will be held on Friday, August 10<sup>th</sup> at 2 PM to answer questions regarding this RFP. The call-in number will be 888-662-4141 and the access code will be 1108731296.

## **Submission Deadline**

One hard copy of your response should be delivered on or before August 20, 2007, by 2:00 p.m. PST to:

Bill D. Carnahan  
Executive Director  
Southern California Public Power Authority  
225 S. Lake Avenue, Suite 1250  
Pasadena, California 91101

The proposal should also be e-mailed (a link to the file is acceptable) by the deadline to the following individuals:

Manny Robledo	mrobledo@scppa.org
Jeanette Meyer	jmeyer@ci.burbank.ca.us
Craig Kuennen	ckuennen@ci.glendale.ca.us
John Hoffner	jhoffner@cityofpasadena.net
Jan Roosevelt	jroosevelt@anaheim.net
Mike Bacich	mbacich@riversideca.gov
Gerald Katz	gkatz@ci.colton.ca.us
Paul Reid	preid@ci.azusa.ca.us
Fred Mason	fmason@ci.banning.ca.us
Veronica Craghead	vcraghead@ci.banning.ca.us
Phil Falkenstein	prfalkenstein@iid.com
Gary Ambach	glambach@iid.com
Bill Carnahan	bcarnahan@scppa.org
Tom Gackstetter	Thomas.gackstetter@ladwp.com

**Late or non-responsive proposals will be rejected.**