

LED Lights for Department of Public Services Garage RFP-RH-22-005		
	Solutions-1 Inc. Wood Dale, IL	Tech Electric Company Macomb, Michigan
Firm Established	2002	2004
Years in Business	20 years	18 years
Type of Organization	Corporation	Corporation
How many years providing LED lighting	Has worked on several energy conservation projects, designing solutions which offer the most energy savings and are also the most economically feasible. Has staff and structure to ensure project implementation and delivery of customized solutions. Has successfully completed retrofit projects, providing energy savings of over \$8.4 million. Commercial customers include AT&T, Greif, 3M, Tyco, Fermi Labs, Argonne National Laboratory and various hospitals, schools, universities and municipalities.	Is a long established Commercial and Light Industrial Electrical Contracting company dedicated to meeting the needs of their clients in responsive, creative and cost-effective way. Specialize in new construction build outs and refurbishments of commercial, municipal, retail, manufacturing and grow facilities. Service division supports their clients and tenants with their ongoing maintenance and upgrade needs. Can handle large new construction and refurbishment projects up to around 300,000 sq. ft.
Provide three (3) current of completed projects	References provided	References provided
How many full-time employees?	9	13
How many part-time employees?	4	1
Provide a work plan/methodology for project.	Work plan provided.	Work plan provided.
What percentage of business is commercial?	100%	100%
What percentage of business is residential?	0%	0%
What is the status of your current workload?	Has different projects with customers in different phase.	Current workload is at 100% of straight time, with additional 20-30% capacity including overtime available. This varies on a weekly basis due to the on-demand nature of their services.
Describe resources you are capable of bringing to the City.	Provided staff name assigned to project.	Provided staff name assigned to project.
Will subcontractors be utilized for this contract? If so, list.	No, currently not in the planning phase, but if needed to meet certain requirements of the city, solutions will be happy to accommodate within the limitations possible.	There are no subcontractors for the project.
Have you been involved in a State of MI building complaint.	No	No
Have you been involved in any litigation during past five (5) years.	No	No
Provide warranty information on new materials/products.	Standard industry warranty - 5 years on all LED products and one (1) year service warranty.	Warranty information is provided in submittals file.
Specify any exceptions, substitutions or deviations	Proposal is based on living wages and regular hours operation, no permit fees included. No union crew.	Refer to submittals file for product specifications.
Can you meet insurance requirements?	Yes	Yes
Preferred Payment Method.	ACH	ACH

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Item 1 - Product Cost Proposal			
Item 1A/LED Light Replacement			
1A. Proposed Luminaire Specifications			
Manufacturer	Venas	Venas	Maxlite
Model	ZY-T4-15W/25W/36W XDZ	ZY-T7-25W/36W/50W XDZ	L10.5T8SDE440/ U15.5T8SE240/ L9T8DE240-CG4 RR6119CSW /RCF818CSW/ E10A19D40
Wattage	25	25	11.5W/ 15.5 W /9W / 10.5W /18 /10
Lumens per watt	140	140	135 - 163 Lumens / Watt
Warranty	5 Years	5 Years	5 Years
LED Manufacturer Rated Life	50,000	50,000	500,000
Driver (if applicable)	109.69	109.69	N/A
Occupancy sensor (if applicable)			N/A
Number of this light to be installed/number of old light	67	440	1073/ 16 / 91/ 26/ 15
Area to be installed and hanging method	Front Office	All Offices, upstairs/HV, Hallways and Cafeterias	Offices, garage, retrofit inside fixture.
Total Cost of LED Lights as Proposed in Item A above:	\$5,530.56	\$42,999.31	\$12,933.74
Item 1B/LED Light Replacement			
1B. Proposed Luminaire Specifications			
Manufacturer	Venas		Maxlite
Model Number	H3-160W XDZ		MSF15UWCSBKTY / WCOP60UCSB/FML120UW50BSK
Wattage	160		15W/ 60W/ 120W
Lumens per watt / Minimum 125	140		125 Lumens / Watt
Warranty	5 Years		5 Years
LED Manufacturer Rated Life	50,000		50,000
Driver (if applicable)			N/A
Occupancy sensor (if applicable)			N/A
Number of this light to be installed/number of old light	138		2/13/2002
Area to be installed and hanging method	Garage HV		Exterior
Total Cost of LED Lights as Proposed in Item 1B above:	\$17,374.30		\$2,821.37
Item 1C/LED Light Replacement			
1C. Proposed Luminaire Specifications			
Manufacturer	Venas	PLT Solutions	Maxlite
Model Number	ZY-ST4FT40	PLTS-12068	BLHE3-210UF-50/ BLHE3-210UF-50-EM/ NN-RDMSW/ CEA-RDW
Wattage	42W	80W	210W
Lumens per watt / Minimum 125	140	155	135
Warranty	5 Years	5 Years	10 Year

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LED Manufacturer Rated Life	50,000	50,000	100,000
Driver (if applicable)			
Occupancy sensor (if applicable)			CEA-RDW / NN-RDMSW
Number of this light to be installed/number of old light	44	61	137/137
Area to be installed and hanging method	Olg. Garage	Exterior	Garage / Aircraft Hangers
Total Cost of LED Lights as Proposed in Item 1C above:	\$4,578.23	\$5,926.19	\$47,830.41
Item 2 - Installation Cost Proposal			
Item 2A - Labor Rates (for all classifications)			
Classification	Two Electricians	\$115.00 per hour	Project Leader - \$85.00 per hour
	Two Laborers	\$104.40 per hour	Electrician - \$75.00 per hour
Item 2B- Estimated Hours to complete project			
Classification	Fixture Installation	94 hours	Interior / Exterior Conversion 402 hours
Item 2C - Total Costs	94 Total Hours	\$41, 247.20	\$30,109.01
Item 3 - Lighting Controls Cost Proposal Form			
3A. Proposed System Specifications			
Manufacturer			Maxlite
Model #			CMAX (NN-RDMSW/ CEA-RDW)
Method of Control/type of sensors			PIR Motion / Daylight Harvesting
Locally hosted/cloud based			N/A
Annual Subscription			N/A
Parameters Controlled			Individual Fixtures
Warranty			10 year manufacturer's warranty
Access to help desk			Yes
Compatible with other building systems? If so, which?			Controlled individually. Integrated into High Bays so cost is referenced above.
Item 3B Total Costs			Price included above
Item 3C - Labor Rates			Left blank
Item 4 - Project Calculations			
4A. Project Return on Investment (ROI)	3.797 with formula	5 is correct one	32.35%
4B. Proposed kWh Reduction	56%		229,942 KWH
Item 5 - Additional Comments	ROI Calculation is slightly off. Rebate amount is subtracted from project cost not added to savings.		Proposal includes all new garage fixtures with integrated controls with each fixture that will be commissioned. All other fixtures will be retrofit to include removal of all ballasts and old lamps.