

<b>Board Meeting Date:</b>	<b>November 13, 2017</b>
<b>Solicitation No.:</b>	<b>18-011MH</b>
<b>Description:</b>	<p><b>Energy Conservation Consultant:</b></p> <p><b><u>Recommendation</u></b></p> <p>The Administration is seeking Board approval of an agreement with Cenergistic for energy conservation consulting services, and authorization for the Superintendent to negotiate and execute the contract.</p> <p><b><u>Background</u></b></p> <p>In August 2017, the District issued an RFP for an Energy Conservation Consultant. Four firms submitted bids and three firms were given time by the selection committee to expand on their proposals, demonstrate their respective tools, and discuss their strategies with the committee. The committee consisted of the District Energy Manager along with representatives from Facilities &amp; Maintenance, Design &amp; Construction and Finance. The selected firm will support the implementation of the recently adopted long range District Energy Plan developed in compliance with the <i>Reduction of Energy Consumption</i> section of Policy CL (Legal).</p> <p>The RFP invited energy consultants to provide qualifications for providing comprehensive energy management strategies for an energy savings program for existing facilities to include any or all of the following:</p> <ul style="list-style-type: none"> <li>A. Strategy and Management: <ul style="list-style-type: none"> <li>1. Reporting</li> <li>2. Benchmarking</li> <li>3. Analysis</li> <li>4. Consulting on Capital Investments</li> <li>5. Other savings strategies</li> </ul> </li> <li>B. Electricity Procurement Support</li> <li>C. Behavior Management &amp; Modification Services</li> <li>D. Bill Auditing (to include all utilities including telecommunications)</li> </ul> <p>Cenergistic would be paid 50% of documented, actual savings. Gross savings during the five-year term of the agreement are projected to be \$16,210,000, which would result in net savings to FBISD of \$8,105,000. From the gross</p>

	<p>savings, FBISD would pay licensing fees for a propriety energy accounting software in the amount of \$232,500 (\$46,500 annually). Projected net savings during the five-year term are \$7,872,500.</p> <p>Cenergistic employs, trains, and mentors, for the term of the energy savings contract, five on-site, full-time Energy Specialists. Cenergistic works directly with the Energy Specialists and other members of FBISD staff to ensure all stakeholders are committed to the energy conservation program.</p> <p>We do not currently have an energy conservation consultant; therefore, we do not have a spending amount for the previous fiscal year. The requested amount is currently not included in the budget for 2017-18; however, the expected savings generated in utilities will cover the expenditure.</p>
<b>Requested By:</b>	Steven Bassett, Chief Financial Officer Oscar Perez, Chief Operations Officer
<b>Vendor(s):</b>	Cenergistic
<b>Budget Sources:</b>	General Fund
<b>Amount:</b>	50% of Actual Documented Gross Savings; Projected net savings during the five-year term are \$8,105,000.
<b>Other Supporting Information</b>	
<b>Number of vendors contacted by Purchasing:</b>	0
<b>Number of vendors contacted by FBISD Notification System:</b>	1510
<b>Number of vendors downloaded the solicitation:</b>	124
<b>Number of responses received:</b>	4
<b>Number of "no bid" responses received:</b>	0
<b>Length of commitment:</b>	5 years
<b>Last solicitation date:</b>	N/A
<b>Supporting documents:</b>	Evaluation Criteria and Rubric
<b>Disclosure under Board Policy CH, CV, or DBD (Local):</b>	None

Evaluation Summary  
RFP 18-011MH  
Energy Conservation  
Board Date: November 13, 2017

#	Vendor	Purchase Price (20 pts. max)	Reputation of the Vendor and of the Vendor's Goods or Services (5 pts. max)	Quality of the Vendor's Goods or Services (15 pts. Max)	Extent to Which the Goods or Services Meet the District's Needs (20 pts. Max)	Vendor's Past Relationship With the District (5 pts. Max)	Long-term Cost to the District to Acquire the Vendor's Goods or Services (15 pts. Max)	Vendor's Principal Place of Business is in the State of Texas, or Employs 500 People in this State. (5 pts. Max)	Insurance Requirements (5 pts. Max)	Extent to Which the Vendor Agrees to Our Standard Form of Agreement (10 pts. Max)	The Impact on the Ability of the District to Comply with Laws and Rules Relating to Historically Underutilized Businesses (HUB) N/A	Proposer's Total Score (100 pts. Max)
1	Cenergistic	12.36	3.00	14.00	19.75	0.00	13.75	5.00	5.00	10.00	N/A	82.86
2	Dude Solutions	15.41	3.00	9.75	13.50	5.00	9.50	0.00	5.00	0.00	N/A	61.16
3	L5E dba 5	20.00	5.00	8.50	12.25	0.00	8.75	0.00	5.00	0.00	N/A	59.50

## RFP 18-011 Energy Conservation

**Evaluation criteria:** Proposal shall be evaluated using the evaluation criteria listed below. Fort Bend ISD reserves the right to award contract as best meets the District’s needs such as per section, groups, or all.

	<b>Evaluation Criteria</b>	<b>Point System</b>
1	<p><b>Purchase Price</b> Offer a fair reasonable price for items procured by Fort Bend ISD. Pricing calculated using the Price Delivery Sheet in this document.</p>	20 points
2	<p><b>Reputation of the Vendor and of the Vendor’s Goods or Services</b> Vendor should have a solid reputation with other ISD’s, Government or Collegiate entities that show a high level of customer service, a high level of quality of goods or services. (References contacted via e-mail with a deadline. If no response received by the deadline, points deducted in this section.)</p>	5 points
3	<p><b>Quality of the Vendor’s Goods or Services</b> Vendor’s products should be new and of the highest quality with an option to substitute for a company branded item of equivalent quality.</p>	15 points
4	<p><b>Extent to Which the Goods or Services Meet the District’s Needs</b> Timely Installations</p>	20 points
5	<p><b>Vendor’s Past Relationship With the District</b></p>	5 points
6	<p><b>Long-term Cost to the District to Acquire the Vendor’s Goods or Services</b> Warranty, setup fee; maintenance or other fees</p>	15 points
7	<p><b>Vendor’s Principal Place of Business is in the State of Texas, or Employs 500 People in This State.</b></p>	5 points
8	<p><b>Insurance Requirements:</b> A copy of the Certificate of Liability Insurance should be in your proposal.</p>	5 points
9	<p>Extent to which the vendor agrees to our Standard Form of Agreement embedded herein as Appendix A. By <b>Signing the Agreement</b>, you assent to the Terms and Conditions of Fort Bend ISD.</p>	10 points
10	<p>The impact on the ability of the District to comply with laws and rules relating to Historically Underutilized Businesses (HUB).</p>	N/A
	<p><b>TOTAL</b></p>	<b>100 points</b>