



REPORT

Report Date: April 29, 2021
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VanRIMS No.: 08-2000-20
Meeting Date: May 19, 2021
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TO: Standing Committee on Policy and Strategic Priorities

FROM: General Manager of Engineering Services and Chief Procurement Officer

SUBJECT: Contract Award for Supply and Delivery of LED Luminaries and Intelligent Street Light Controls System

RECOMMENDATION

- A. THAT Council authorize City staff to negotiate to the satisfaction of the City's General Manager of Engineering Services, City's Director of Legal Services, and the City's Chief Procurement Officer and enter into a contract with Acuity Brands Canada Inc., for the supply and delivery of LED luminaires and intelligent street light controls system, for an initial term of five (5) years, with the City's option to extend for two (2) additional two (2) year terms, with an estimated contract value of \$18,570,360.55, plus applicable taxes over the initial five-year term, to be funded through the approved Multi-Year Capital Project Budget.
- B. FURTHER THAT the Director of Legal Services, Chief Procurement Officer and General Manager of Engineering Services be authorized to execute on behalf of the City the contract contemplated by Recommendation A.
- C. THAT no legal rights or obligations will be created by Council's adoption of Recommendations A and B above unless and until such contract is executed by the authorized signatories of the City as set out in these Recommendations.

REPORT SUMMARY

The City issued a Request for Proposal (RFP) PS20200107 on April 24, 2020 for Supply and Delivery of LED Luminaries and Intelligent Street Light Controls System. The RFP was advertised on City of Vancouver website and BC Bid and the work was called in accordance with the terms and condition of the City's Procurement Policy ADMIN-008. City staff on the RFP evaluation committee and, subsequently, Bid Committee have considered the responses received, and on

that basis recommend that the City negotiate and if such negotiations are successful enter into a contract as describe above with Acuity Brands Canada Inc.

COUNCIL AUTHORITY/PREVIOUS DECISIONS

The City's Procurement Policy ADMIN-008 requires that contracts with values over \$2 million must be approved by Council following review and recommendations by the Bid Committee. The Bid Committee has considered and recommended Acuity Brands Canada Inc. as the successful proponent.

There is no applicable Council Authority or previous decisions relevant to this report.

CITY MANAGER'S/GENERAL MANAGER'S COMMENTS

The City Manager recommends approval of the foregoing.

REPORT

Background/Context

The City of Vancouver owns and operates approximately 44,000 high pressure sodium (HPS) roadway lighting "cobra head" luminaires. A viable business case exists to replace all HPS luminaires with LED equivalents, as energy savings of 50% and annual maintenance reduction can be achieved through LED conversion. In order to maximize the benefits to the City, replacements should be rolled out expeditiously. Considering resource availability, a 5-year rollout period is achievable for completing the City wide LED conversions.

Selection of colour temperature, lumen output, and other design considerations will follow the recommendations of the Outdoor Lighting Strategy, CoV design criteria, and industry best practices.

A new intelligent street lighting wireless control system will also be required. The control system will provide basic networked lighting controls to facilitate adaptive street lighting and enable real time monitoring (reports on malfunctioning units, outage notifications, lumen output feedback of each fixture, programmable dimming, energy consumption reporting, programmable operating times, etc.) The control system may also support emerging Smart City/Smart Grid enabled solutions, and further reduction of energy and operating costs across different engineering departments.

The purpose of the RFP was to identify suppliers with demonstrated capability to meet the City's estimated demand over the term of the contract at competitive pricing and satisfactory service and product requirements.

Strategic Analysis

The RFP was issued in the accordance with City's Procurement Policy ADMIN-008. The City received responses from the following proponents.

PROPONENT	
Acuity Brands Canada Inc.	Compliant bid
CDM2 Lightworks Corp – Proposal #1 with MeshSmart	Compliant bid
CDM2 Lightworks Corp – Proposal #2 with Telematics	Compliant bid
LED Roadway Lighting – Proposal #1 with NXT Lite	Compliant bid
LED Roadway Lighting – Proposal #2 with SLiQ	Compliant bid
Telus Communications Inc. (“Telus”)	Compliant bid
Guillevin International Co.	Compliant bid
Petra Systems, Inc. – Proposal #1	Compliant bid
Petra Systems, Inc. – Proposal #2	Compliant bid
Wesco Distribution Canada LP	Compliant bid
Schreder Inc.	Compliant bid
Fairway Electrical Services Inc.	Compliant bid
Ubicquia	Compliant bid
Amnex Infotechnologies Pvt. Ltd.	Compliant bid
EB Horseman & Son Ltd.	Compliant bid
Cisco Systems Canada Co.	Compliant bid
Envari Energy Solutions Inc.	Compliant bid
Smart City Capital, LLC	Non-compliant, late bid

In order to streamline the evaluation process on capable proposals, a shortlist process was used to filter out submissions not meeting minimum criteria.

- a. All proposals must achieve a minimum score on a set of mandatory requirements prior to the completion of the standard evaluation
- b. Mandatory requirements included i. provision of a complete solutions package, ii. Smart Cities support, and iii. minimum experience.

As a result of this qualifying shortlist process, the submitted proposals in the tables below were considered to proceed with the next stage of the evaluation process.

PROPONENT
Acuity Brand Canada Inc. (“Acuity”)
CDm2 Lightworks Corp with Telematics (“CDm2”)
LED Roadway Lighting with NXT Lite (“LRL1”)
LED Roadway Lighting with SLiQ (“LRL2”)
Telus Communications Inc. (“Telus”)

A multi-stage evaluation process was conducted for this procurement, which included:

1. Standard evaluation of technical capabilities and competitive financial offerings;
2. Controls system demonstration, the five highest scoring proponents from the Standard evaluation were selected to demonstrate virtually their Controls systems software and provide high level overview of their solutions; and
3. Proof of concept (“POC”) (live demonstration), the top three proponents, Acuity, CDm2 and LRL1, were invited to supply and install their equipment on selected sites to demonstrate their complete LED, Controls and Software in a live environment.

The responses were evaluated through the work of an evaluation team comprised of representatives from Engineering Services, Traffic and Electrical Branch and from Technology Services under the stewardship of Supply Chain Management to ascertain if the responses offered good overall value to the City, both quantitative and qualitative factors were evaluated.

Some of the Criteria considered in the overall evaluation process included:

- Competitive Prices;
- Proponent’s local and international experience, reputation as an industry leader, overall technical and manufacturing capability, personnel experience, and support services;
- Products meeting and/or exceeding specification and performance requirement;
- Proponent’s ability to support the City with its planned deployment and future roadmap;
- Software’s ease of use, network architecture and cybersecurity meets industry standards and satisfactory to CoV Technology Services; and
- Proponent’s ability to adhere to City’s values, including GHG emission, embodied energy consumption and other sustainability considerations.

Based on the overall evaluation, the team concluded that the proposal submitted by Acuity Brands Canada Inc., best met the City’s requirements and provided best overall value to the City.

Implications/Related Issues/Risk (if applicable)

Financial

Financial Planning and Analysis (FP&A) has reviewed the cost of goods and/or service and concurs that budget is available in the approved Multi-Year Capital Project Budget for LED Luminaries and control systems. Council has provided budget approval for expenditures planned in 2021; expenditures for future years, while planned, will necessarily be subject to Council approval of future capital budgets. LED Luminaires and Intelligent Controls are to be ordered on an “as-needed” basis during the five-year contract term and will be subject to approved available budgets.

As a result of the RFP, the City is able to achieve cost certainty over the initial five-year term.

Legal

The City’s Procurement Policy requires that the Director of Legal Services concur with and co-sign all contracts that have been awarded by Bid Committee and Council, that is, all contracts for which the Total Price is \$2,000,000 or greater.

CONCLUSION

In summary, City staff recommends that the City of Vancouver negotiate and enter into a five (5) year contract, with the option to extend the contract for an additional two (2) two (2) year terms, with Acuity Brands Canada Inc., for supply and delivery of LED Luminaires and Intelligent Street Light Controls System.

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