

## Procurement

*Our eBidding and procurement process offers an approach that focuses on efficiency and reduces the potential for bias by promoting a standardized evaluation centered on a robust scoring method.* 

An impartial procurement process is a critical part of a successful LED conversion project, particularly with regards to fixture selection. Only thorough a careful analysis of multiple fixtures can municipalities be ensured that the optimum solution is chosen for their project.

## Fixtures

RealTerm Energy acts as an informed but impartial advisor to our clients through our vendor agnostic approach. Our team works with clients to first identify their needs and capacity, and then competitively select equipment and installation services to address those needs.

After RealTerm Energy completes the GIS audit and gains a detailed understanding of the existing streetlight infrastructure, our team runs a competitive eBidding process on behalf of the City to assist in the selection of equipment and installation contractors to best suit your needs.

Equipment suppliers and installation contractors must:

- Meet RTE's technical requirements (derived from RTE's detailed GIS audit data)
- Be financially strong
- Have a good installation base
- Have a robust production or installation capacity
- Have an excellent reputation and track record
- Have been in business for a sufficient time to properly evaluate their equipment or services

We produce a detailed evaluation with product recommendations based on a robust set of criteria, including price, failure rate and IP ratings. A sample evaluation summary is illustrated in the table below.

RealTerm Energy carries out all services related to ordering, delivery, receipt, verification and inspection (including inventory control), and / or administration of all equipment and labor purchases.

Lumen/Watt/	Fixture Cost	Photometric	10 Year	Total Possible
\$Weight	Weight	Weight	Operation	Score
5	30	25	40	100

## Total Quantity 3850

Supplier - Manufacturer	Total Price (\$)	10 Year Operation Cost	Averge Lumen Per Watt Per Dollar Score	Total Fixture Cost Score	10 YR Operations Cost Score	Photometric Performance Score	Total Score
Supplier 1	\$428,484	\$1,142,650	4.8	29.1	27.0	20.3	81.2
Supplier 2	\$499,806	\$1,161,593	4.1	24.9	26.6	24.2	79.8
Supplier 3	\$671,680	\$772,611	3.4	18.6	40.0	20.6	82.5
Supplier 4	\$533,856	\$1,164,352	3.6	23.3	26.5	23.9	77.4
Supplier 5	\$443,052	\$774,389	5.0	28.1	39.9	22.6	95.6

## Smart Controls and Other Smart City Solutions

In a world that is rapidly changing, municipalities need to be future-ready, connected and technologically equipped. Given that the Town is interested in deploying smart controls, the RealTerm Energy team recommends that the Town orders LED fixtures with dimmable drivers and 7-pin NEMA photocell receptacles, ready to be paired with photocells, networked controllers and Smart City devices should the client want to integrate such systems in the future.

We take a thoughtful, agnostic approach to smart streetlight controls and Smart City design - emphasizing the need for both citizen and municipal participation to identify requirements, pain points and opportunities.



RealTerm Energy is experienced in the evaluation and deployment of smart controls and Smart City pilot projects for clients throughout the Northeast United States and Ontario. We are currently assisting in the deployment of over 20,000 smart controls across Ontario and over 12,700 smart controls in the Northeastern US region. We have deployed or are currently deploying adaptive control and Smart City pilots and municipality-wide installations within the following municipalities:

City of South Portland, ME	City of Brockton, MA			
City of Biddeford, ME	City of Leominster, MA (Pilot)			
City of Auburn, ME	Village of Great Neck, NY			
Town of Rumford, ME	City of Peterborough, ON			
Town of Mars Hill, ME	Town Norway, ME			
Town of Auburn, MA	City of Peterborough, ON			
Town of Milton, ON (Pilot)				

