

**REQUEST FOR PROPOSALS (RFP) FOR  
PURCHASE OF SMART CONTROLS FOR LED STREETLIGHTS  
ON BEHALF OF THE VILLAGE OF GREAT NECK, NEW YORK**



RFP # 17-NY-P-0471-C

Issued August 17, 2017

**Bids Due: August 31, 2017**

**NOTICE TO BIDDERS**

- Agency:** RealTerm Energy US, L.P., on behalf of the Village of Great Neck, NY.
- Bid Number:** 17-NY-P-0471-C  
This is an open RFP; any company is eligible to respond.
- Description:** RealTerm Energy, on behalf of the Village of Great Neck, NY, is requesting bids for smart controls to include associated hardware, software and services for approximately 619 cobra head street lights and 213 decorative street lights. Smart City capable solutions will be preferred.
- Contact:** If you have any questions about this RFP, please send all inquiries to Silvia Sepulveda at [RTE\\_bid\\_submissions@realtermenergy.com](mailto:RTE_bid_submissions@realtermenergy.com)  
Email Subject: RFP 17-NY-P-0471-C SMART CONTROLS
- Deadline:** Bids will be received until **11:00 a.m. local time on August 31, 2017** by the Great Neck Clerk Treasurer at 61 Baker Hill Road, Great Neck, NY 11023.
- Public Opening:** All bids received by 11:00 a.m. local time on August 31, 2017 at the above address will be publicly opened and all respondent names will be read aloud. Pricing will not be distributed until a full review and evaluation is completed.
- Informalities:** The Board of Trustees of the Village of Great Neck reserves the right to waive any informalities in the bids not inconsistent with law or to reject all bids or to accept any bid which is deemed to be in the best interest of the Village.

By Order of the Board of Trustees  
Village of Great Neck, Pedram Bral, Mayor  
Joe Gill, Clerk Treasurer

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## **INSTRUCTIONS TO BIDDERS AND GENERAL CONDITIONS**

1. In order to be valid, all bids must be properly signed and received by the Village by the time and date specified.
2. All bids must be priced per unit, as specified in the bid specifications. Any omissions, erasures, alterations, additions or items not called for in the itemized proposal, or containing irregularities of any kind, will invalidate the proposal.
3. The Village reserves the right to consider all bids submitted for a period of ninety (90) days and no bidder will be permitted to withdraw his/her bid during the period. The bid will be awarded to the bidder whose bid is of **best value** and complies with the conditions of the bid, provided his/her bid is reasonable and it is in the interest of the Village to accept it. The successful bidder will be notified at the earliest possible date. The Village reserves the right to reject any and all bids or any portion thereof and to waive any informalities in bids received whenever such rejection or waiver is in the best interest of the Village. The Village also reserves the right to reject the bid of any bidder who has previously failed to perform properly or complete on time work of a similar nature, who is not in a position to perform the work or who had habitually and with just cause neglected the payment of bills or otherwise disregarded his/her obligations to subcontractors, employees or other business associates.
4. Bids must be accompanied by circulars, brochures, specification sheets and/or samples. Bidder must fill in each and every row in the second column of the Requirements pages as to compliance or non-compliance with specifications, and provide comments as needed.
5. Purchases by the Village of Great Neck are not subject to any Federal, State or local taxes. Do not include any of these taxes when bidding or invoicing. Exemption Certificates will be furnished upon request.
6. Failure to deliver within the specified time may be cause of cancellation of the order and/or the removal of bidder's name from bidder's list.
7. All items delivered must be guaranteed against faulty materials and workmanship. Deliveries of incorrect or faulty items will be rejected and returned at vendor's expense.
8. Shipping terms will be considered F.O.B. destination and without charges for containers, packing, etc., unless specified in the bid and cost thereof quoted.
9. If the bidder is a corporation, the bid shall be signed in its correct corporate name by a duly authorized officer. If the bidder is a partnership, the bid shall be signed in the full name of the partnership by a duly authorized partner. If the bidder is an unincorporated business firm other than a partnership and a trade name is used, the bid shall be signed in the full trade name of the person(s) conducting the business.
10. ADDENDA AND INTERPRETATION: No interpretation of the meaning of the specifications or other contract documents will be made to any bidder orally. Every request for such interpretation should be made in writing addressed to the Project Manager (contact details and instructions provided on page 2), and to be given consideration must be received by **2:00 p.m. on Monday August 25, 2017**. Any and all such interpretations and any supplemental instructions will be in the form of a written addenda to the specifications which, if issued, will be emailed to the respective bidders furnished, not later than three days prior to the date fixed for the opening of bids. All addenda so issued shall become part of the contract documents. All addenda must be acknowledged as received by the respective bidder, and included in the bid submission.
11. SUBMISSION OF BID PROPOSALS: One (1) computer printed original and one (1) electronic copy (USB storage device) must be submitted. The original printed copy and the electronic copy of the bid proposal shall be placed in a sealed envelope, manually signed in ink by a person having the authority to bind the firm in the contract and clearly marked on the outside as outlined below:

"Purchase of Smart Controls for LED Streetlights  
RFP # 17-NY-P-0471-C"

Submitted to:  
Great Neck Clerk Treasurer  
61 Baker Hill Road  
Great Neck, NY 11023

NO LATER THAN 11:00 A.M. local time, August 31, 2017

RFP PROPOSALS MUST BE RECEIVED BEFORE THE BID CLOSING  
DATE AND TIME IN ORDER TO BE ACCEPTED.

12. LATE PROPOSALS: Proposals received after submission deadline shall be returned unopened and will be considered void and unacceptable. The Village of Great Neck is not responsible for lateness of mail, carrier, etc. and time/date stamp by the Village shall be the official time of receipt.
13. ALTERING PROPOSALS: Any interlineations, alteration, or erasure made to the bid document before receiving time must be initialed by the signer of the proposal, guaranteeing authenticity.
14. WITHDRAWAL OF PROPOSAL: A proposal may not be withdrawn or cancelled by the bidder for a period of ninety (90) days following the date designated for the receipt of proposal, and bidders so agree upon submittal of their proposal.
15. SUCCESSFUL BIDDER: The successful bidder or bidder(s) shall defend, indemnify and save harmless the Village of Great Neck and all its officers, agents, and employees from all suits, actions, or other claims of any character, name and description brought for or on account of any injuries or damages received or sustained by any person, persons, or property on account of any negligent act or fault of the successful bidder; or of any agent, employee, subcontractor or supplier in the execution of, or performance under any judgment cost, which may be obtained against the Village of Great Neck growing out of such injury or damage.
16. VENUE: This agreement will be governed and construed according to the laws of the State of New York. This agreement is performable in the Village of Great Neck, New York.
17. TERMINATION FOR DEFAULT: The Village of Great Neck reserves the right to enforce the performance of the contract in any manner prescribed by law or deemed to be in the interest of the Village of Great Neck in the event of breach or default of the resulting contract award.
18. CHANGE ORDERS: No oral statement of any persons shall modify or otherwise change, or affect the terms, conditions or specifications stated in the resulting contract. All change orders to the contract shall be made in writing by the Village of Great Neck.
19. PURCHASE ORDER: Provided that the Village issues an award of this contract, a purchase order(s) shall be generated by the Village of Great Neck to the successful bidder(s).

**PRICING**

Bidder must include in the bid price every component or sub-component required for the smart control network to perform satisfactorily as a fully functioning system, working in real-time with minimal delays or latency. Any hardware, cabling, wiring, brackets, batteries, or other parts required for proper operation as a working network of lights must be included in the bid price. Any system components which will not be covered by the system warranty must be itemized and explicitly excluded from the warranty.

All product unit prices submitted on Appendix D "Product Submittal Form" must include all shipping and handling costs of indicated products to the address of within the Village or within close proximity.

Bidder shall identify and price any components that are recommended as "spare" or stocking repair parts or supplies to provide timely repairs for broken equipment, if not covered under fixture warranty.

Appendix D "Product Submittal Form" references Estimated Quantities of Smart Controls. These reflect the estimates of the luminaires to be purchased by the Village during the LED conversion project. Estimated quantities will be used for comparison of responses. The quantities, as estimated, may or may not be purchased during the conversion project. The Village reserves the right to exceed or not meet the estimated quantities as its needs dictate. In the event that, as a result of a final audit/inventory/photometric review, new smart control products(s) need to be included in the replacement inventory to match the final LED inventory, this will be handled as a change order.

## **EVALUATION OF PROPOSALS**

Final selection will be based upon an evaluation and analysis of the information and materials required under the RFP. The Bidder must set forth the information requested herein, and the bid must be accompanied by whatever published material is necessary to fully describe the equipment being offered, in sufficient detail as to enable RealTerm Energy and the Village to fully evaluate the bid.

Before awarding the contract, the Village may request clarification or additional information from the bidder. The Village reserves the right to reject any and all proposals if it determines that the criteria established herein have not been met.

### **Mandatory Submission Requirements**

Mandatory Requirements are evaluated on a pass or fail basis. Failure to adhere to the following mandatory requirements shall result in a Proposal being declared a Non-Compliant Proposal and will be given no further consideration. The Village of Great Neck may decide to terminate the evaluation upon the first finding of non-compliance with a mandatory requirement.

- Proposal, required signature forms and digital files must be received at the closing location prior to closing date and time.
- Proposal must be in English.
- Any changes on the original proposal should be made in ink and initialed by the person signing the proposal. Please use Appendix form "B1" Explanation Sheets to list any changes to the proposal and/or specifications.
- All Addenda must be acknowledged using the Additional Certifications Form.
- Inclusion of all point-rated requirements as outlined below.

### **Comparative Evaluation Criteria**

The purpose of information requested in this section is to assist in making fair judgments and evaluations regarding the bidders' overall qualifications, including its technical abilities, and previous experience. Bidders should respond in writing to each comparative criteria listed in the following sections. Emphasis should be on completeness and clarity of contents.

A Best Value approach to product costing will be employed that includes the initial capital costing plus the operating cost of the network, capabilities of the control system, capabilities to support, and capabilities to provide value-added Smart City products and/or applications.

The proposals will be evaluated based on a Scoring Grid outlined on the following page:

**Scoring Grid**

<b>Evaluation/Rating*</b>	<b>Weighting</b>
Control Node	25 points
Gateway	5 points
Central Management Software (CMS)	15 points
Pricing	25 points
Delivery	5 points
References / Prior Experience	5 points
Smart City Capabilities	20 points
<b>TOTAL</b>	<b>100 points</b>

- ***Not meeting mandatory requirements, or having an unacceptable rating, will lead to a bid not being considered.***



## **SMART CONTROL PRODUCT SPECIFICATIONS**

### **1. Required Submittals**

- 1.1. Spec Sheets for:
  - 1.1.1. Nodes
  - 1.1.2. Gateways
  - 1.1.3. Other (as needed)
- 1.2. Instructions for installation and maintenance
- 1.3. Written product warranty as per section 3 below
- 1.4. Completed Appendices B, B1, C, D and E
- 1.5. All required forms included in this RFP

### **2. Quality Requirements**

- 2.1. Electrically test fully assembled equipment before shipment from factory.
- 2.2. All components must be constructed using new materials.
- 2.3. The facility/facilities that manufacture(s) the Nodes and associated components shall be ISO9001 certified or equivalent, indicating quality management systems.

### **3. Warranty**

- 3.1. Warranty shall cover all hardware components and software required to maintain the integrity and full functionality of the control system.
- 3.2. Any packaging, shipping and handling costs, to and from the manufacturer, on returned components under the warranty shall be at the expense of the supplier for a minimum of one year.
- 3.3. Manufacturers' warranty must be in effect for ten (10) years from the date of installation and any defective or dysfunctional equipment under normal use and service in this period must be replaced with an equivalent or improved version that is compatible with the existing network, at no additional cost to the Village.
- 3.4. If the failure rate during the first year following installation exceeds 1%, the manufacturer must also cover the labor cost for replacement of any additional failed controllers above and beyond the 1% total.
- 3.5. Extended warranty options, if available, must be priced separately and outlined within the bid.

### **4. Manufacturer Support**

- 4.1. Manufacturer or local sales representative shall provide troubleshooting support via telephone and email during. Manufacturer or local sales representative shall provide telephone number and normal hours of operation, and telephone number for afterhours emergency support.

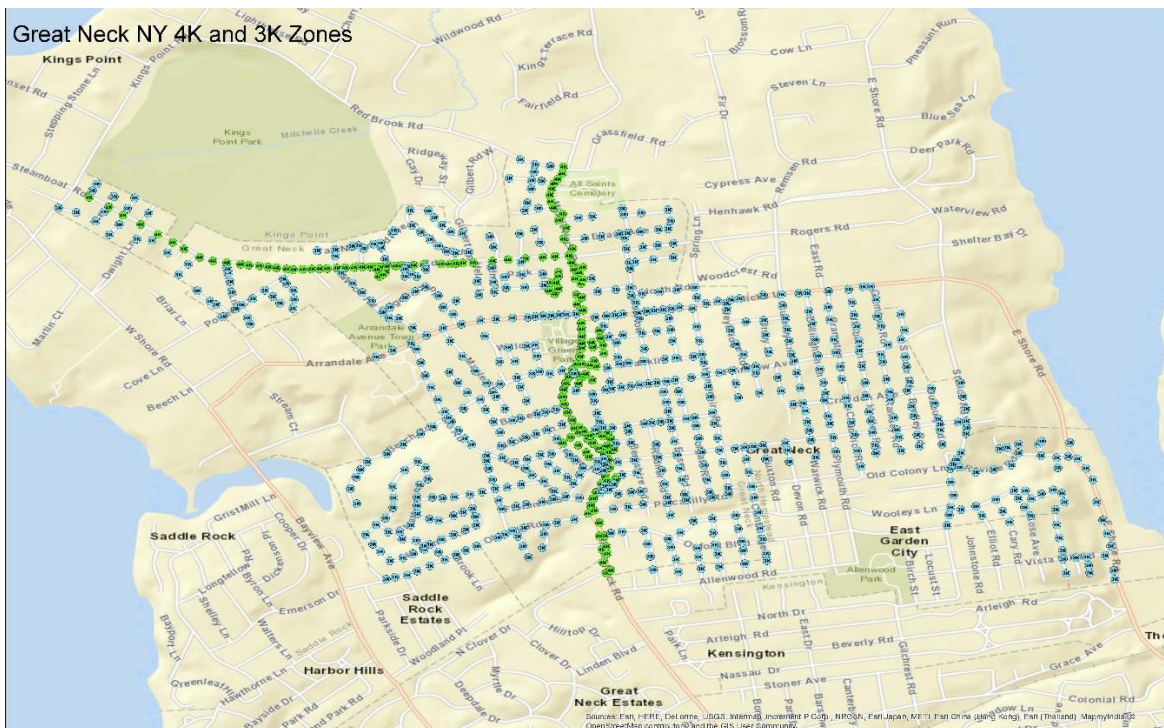
### **5. Eligible Manufacturers**

- 5.1. Any manufacturer offering products that comply with the required product performance and operation criteria may be considered.

**APPENDIX A – FIXTURE SPECIFICATIONS**

The Village of Great Neck is looking for bids for the provision of smart controls for approximately 832 LED lights. The Bidder must furnish all equipment and accessories usually considered to be standard for the type of equipment specified. The following is an estimate of the inventory summary and installation map:

LED Fixture	Supplier		
	Eaton Cooper	Philips	Grand Total
73W_RFM-72W32LED4K-T-R2S-UNIV-DMG-RCD7-API-GY3		11	11
106W_RFM-108W48LED4K-T-R3M-UNIV-DMG-RCD7-API-GY3		56	56
106W_RFM-108W48LED4K-T-4-UNIV-DMG-RCD7-API-GY3		15	15
38W_C14158-A3RN16A5NNNNA (Frosted Lens) 3000K		176	176
174W_RFL-180W80LED4K-T-R3M-UNIV-DMG-RCD7-API-GY3		5	5
106W_RFM-108W48LED3K-T-R2S-UNIV-DMG-RCD7-API-GY3		14	14
106W_RFM-108W48LED4K-T-R2S-UNIV-DMG-RCD7-API-GY3		9	9
87W_USSL-A02-D-U-T4-SA-Black-10MSP-4N7-Black Color	5		5
99W_ACN-080-D50-U-55-1-3-2-BK-4N7	4		4
129W_UFLD-A40-D-U-66-S-AP-4N7-10MSP	20		20
87W_USSL-A02-D-U-T4-SA-BZ-10MSP-4N7	8		8
54W_RFM-54W16LED4K-T-R2S-UNIV-DMG-RCD7-API-GY3		35	35
54W_RFM-54W16LED3K-T-R2M-UNIV-DMG-RCD7-API-GY3		2	2
54W_RFM-54W16LED3K-T-R2M-UNIV-DMG-RCD7-API-GY3, NEW ARM		1	1
54W_RFM-54W16LED3K-T-R2M-UNIV-DMG-RCD7-API-BK, NEW ARM		244	244
54W_RFS-54W16LED4K-T-R2S-UNIV-DMG-RCD7-API-BK, NEW ARM		172	172
73W_RFM-72W32LED3K-T-R2M-UNIV-DMG-RCD7-API-GY3		2	2
73W_RFL-72W32LED4K-T-R3M-UNIV-DMG-RCD7-API-GY3		1	1
161W_RFM-148W48LED4K-T-R3M-UNIV-DMG-RCD7-API-GY3		43	43
161W_RFM-160W48LED4K-T-4-UNIV-DMG-RCD7-API-GY3		9	9
<b>Grand Total</b>	<b>37</b>	<b>795</b>	<b>832</b>



**APPENDIX B – SMART CONTROL REQUIREMENTS**

The Village intends to purchase smart control technology that will provide remote control and real-time system status on a light-by-light basis. This form may be reproduced and completed electronically by bidders, however in the case of a discrepancy between the original and the bidder's text for the requirements, the copy published in the RFP document will have precedence, unless the Village decides otherwise.

Node Specifications			
Specification	Requirement	Respondent Meets?	Description
Voltage input	110-277V AC	<input type="checkbox"/> Yes <input type="checkbox"/> No	
Frequency	60 Hz	<input type="checkbox"/> Yes <input type="checkbox"/> No (Disqualifying item)	
Operating Temperature Range	-40 to +70°C	<input type="checkbox"/> Yes <input type="checkbox"/> No	
Surge Protection	≥ 6kV	<input type="checkbox"/> Yes <input type="checkbox"/> No	
Communication	RF Wireless	<input type="checkbox"/> Yes <input type="checkbox"/> No	
On and Off Control	Integrated relay	<input type="checkbox"/> Yes <input type="checkbox"/> No (Disqualifying item)	
Photocell	Integrated photocell for all external controllers	<input type="checkbox"/> Yes <input type="checkbox"/> No (Disqualifying item)	
Dimming	Analog (0-10V) dimming control	<input type="checkbox"/> Yes <input type="checkbox"/> No (Disqualifying item)	
Dimming Control Range	20 – 100%	<input type="checkbox"/> Yes <input type="checkbox"/> No	
Additional Sensor Inputs	Ability to accept Analog or Digital sensor inputs on pins 6 & 7 of ANSI C136.41-2013 photocell receptacle	<input type="checkbox"/> Yes <input type="checkbox"/> No	
Programmable Schedule	365-day schedule stored in Non-Volatile Memory within the node	<input type="checkbox"/> Yes <input type="checkbox"/> No	

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Autonomous Node control	Node functionality shall be independent of wireless network or CMS availability	<input type="checkbox"/> Yes <input type="checkbox"/> No (Disqualifying item)	
Energy Measurement	Revenue grade metering with accuracy of $\leq 0.5\%$ operating at Power Factor 0.9	<input type="checkbox"/> Yes <input type="checkbox"/> No	
Energy Measurement for controller	Controller reports its own energy use	<input type="checkbox"/> Yes <input type="checkbox"/> No	
Protocol	6LoWPAN preferred, other Standards based protocol acceptable	<input type="checkbox"/> Yes <input type="checkbox"/> No	
Firmware upgrades	Over-the-air (i.e. wireless)	<input type="checkbox"/> Yes <input type="checkbox"/> No	
Security	Minimum 128 AES Encrypted Communication	<input type="checkbox"/> Yes <input type="checkbox"/> No (Disqualifying item)	
Ingress Protection	IP66 or better	<input type="checkbox"/> Yes <input type="checkbox"/> No	
Standards	Compliant w/ANSI C136.41-2013 Photocell receptacle, UL Certification, and FCC Certification	<input type="checkbox"/> Yes <input type="checkbox"/> No (Disqualifying item)	
Warranty	$\geq 10$ years	<input type="checkbox"/> Yes <input type="checkbox"/> No (Disqualifying item)	
Rated Lifetime	20 years	<input type="checkbox"/> Yes <input type="checkbox"/> No	
Color	Available in Black and Gray for external controllers	<input type="checkbox"/> Yes <input type="checkbox"/> No	

Gateway Specifications			
Specification	Requirement	Respondent Meets?	Description
System Voltage	110-240V AC	<input type="checkbox"/> Yes <input type="checkbox"/> No	
System Frequency	60 Hz	<input type="checkbox"/> Yes <input type="checkbox"/> No (Disqualifying item)	
Operating Temperature	-40 to +70°C	<input type="checkbox"/> Yes <input type="checkbox"/> No	
Registration to Network	Automatic	<input type="checkbox"/> Yes <input type="checkbox"/> No	
Mounting	Pole and Wall mount options	<input type="checkbox"/> Yes <input type="checkbox"/> No	
Communication from Gateway to Node	6LoWPAN preferred, other Standards based protocol acceptable	<input type="checkbox"/> Yes <input type="checkbox"/> No	
Network Communication	IEEE 802.15.4	<input type="checkbox"/> Yes <input type="checkbox"/> No	
Security	Minimum 128 AES Encrypted Communication	<input type="checkbox"/> Yes <input type="checkbox"/> No (Disqualifying item)	
Backhaul Communication	Ethernet, Cellular and Wi-Fi	<input type="checkbox"/> Yes <input type="checkbox"/> No	
Ingress Protection	IP65 or better	<input type="checkbox"/> Yes <input type="checkbox"/> No	
Warranty	≥ 5 years	<input type="checkbox"/> Yes <input type="checkbox"/> No (Disqualifying item)	
Lifetime	≥ 10 years	<input type="checkbox"/> Yes <input type="checkbox"/> No	

Central Management System			
Specification	Requirement	Respondent Meets?	Description
Management			
	Supplier Hosted (i.e. Cloud based)	<input type="checkbox"/> Yes <input type="checkbox"/> No (Disqualifying item)	
	Multi-User platform with role based user access.	<input type="checkbox"/> Yes <input type="checkbox"/> No (Disqualifying item)	
	System Notifications are configurable, and include luminaire outages, network outages (node to gateway and gateway to CMS)	<input type="checkbox"/> Yes <input type="checkbox"/> No	
Graphical User Interface			
	Displays network infrastructure and status and allows configuration of monitoring and control devices, including scheduling	<input type="checkbox"/> Yes <input type="checkbox"/> No	
	Support Maps based background	<input type="checkbox"/> Yes <input type="checkbox"/> No	
	Support for IE, Firefox and/or Chrome	<input type="checkbox"/> Yes <input type="checkbox"/> No	
	Ability to directly control fixture (On/Off/Dim) from Maps background	<input type="checkbox"/> Yes <input type="checkbox"/> No	
Asset Management			
	Capable of importing asset information from GIS system	<input type="checkbox"/> Yes <input type="checkbox"/> No	
	Capable to integrate to 3 <sup>rd</sup> party GIS systems via API for data push/pull capability	<input type="checkbox"/> Yes <input type="checkbox"/> No	
Scheduling			
	Programmable Dimming based on time and astronomical events (i.e. sunrise/sunset)	<input type="checkbox"/> Yes <input type="checkbox"/> No	
	Daily/Weekly/Monthly schedule capability with Individual Events (Special Days)	<input type="checkbox"/> Yes <input type="checkbox"/> No	

	Minimum 6 Nightly Intensity Shifts	<input type="checkbox"/> Yes <input type="checkbox"/> No	
<b>Dimming &amp; Control</b>			
	Shall not require additional control modules to be installed inside fixture to achieve dimming	<input type="checkbox"/> Yes <input type="checkbox"/> No (Disqualifying item)	
	Ability to group fixtures for (On/Off/Dim/Schedule) controls	<input type="checkbox"/> Yes <input type="checkbox"/> No	
<b>Reporting</b>			
	Reports for all monitoring and control states	<input type="checkbox"/> Yes <input type="checkbox"/> No	
	Burn hours report	<input type="checkbox"/> Yes <input type="checkbox"/> No	
	Preset Alerts Report	<input type="checkbox"/> Yes <input type="checkbox"/> No	
	Adhoc reporting capability	<input type="checkbox"/> Yes <input type="checkbox"/> No	
	User configurable reports	<input type="checkbox"/> Yes <input type="checkbox"/> No	
<b>Notifications and Alerts</b>			
	Real-Time alerts via Email and/or SMS Text Messaging	<input type="checkbox"/> Yes <input type="checkbox"/> No	
	Notifications configured for users or groups of users	<input type="checkbox"/> Yes <input type="checkbox"/> No	
	Notifications based on luminaire failures or imminent luminaire failure, and/or degradation based upon threshold settings and number of occurrences, including but not limited to power, power factor, and voltage	<input type="checkbox"/> Yes <input type="checkbox"/> No	

APIs			
	System shall be able to integrate to other enterprise applications through Application Programming Interfaces (APIs)	<input type="checkbox"/> Yes <input type="checkbox"/> No (Disqualifying item)	
	APIs must be made available to the Village and RealTerm Energy	<input type="checkbox"/> Yes <input type="checkbox"/> No (Disqualifying item)	
Data Management			
Data Storage	Capability to store and retrieve luminaire information such as pole identifier, GPS location (if applicable), mode of operation, grouping, and product information (make, model, input voltage, wattage and version of components)	<input type="checkbox"/> Yes <input type="checkbox"/> No	
Data Retrieval	Retrieves and stores luminaire status, energy usage, temperature, and light level.	<input type="checkbox"/> Yes <input type="checkbox"/> No	
Secure communications	Minimum 128 AES Encrypted Communication	<input type="checkbox"/> Yes <input type="checkbox"/> No	



**APPENDIX B1 - EXPLANATION SHEET FOR SMART CONTROL SPECIFICATIONS**

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**List below specific item(s) where bidder's proposal does not meet specification herein and explain why the equipment that the bidder is including is equal or better than what is included in the bid specification. Indicate this information in the space below.** (A maximum of 2 pages total is allowed for these Explanations, in an easily-legible font.)

**APPENDIX C – SMART CITY CAPABILITIES**

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**The Village of Great Neck is entering into a Smart City partnership with RealTerm Energy to evaluate emerging technologies and applications that improves quality of life for its residents, improves safety and efficiency of Village workers, enhances the business environment within the Village, and/or positively impacts public safety. Please provide a summary of the Smart City capabilities your company offers, and any initiatives you would be willing to provide to meet these goals and at what cost, if any.**

**APPENDIX D - PRODUCT SUBMITTAL FORM**

**Bidder Name:**

<b>Table D-1: Hardware Pricing</b>					
<b>Item No.</b>	<b>Description of Work</b>	<b>Unit of Measure *</b>	<b>Unit Price</b>	<b>Estimated Quantity</b>	<b>Total Price</b>
1.0	<b>External Controllers, Black</b> – Compliant with ANSI C136.41 photocell receptacle	EA	\$	601	\$
2.0	<b>External Controllers, Gray</b> – Compliant with ANSI C136.41 photocell receptacle	EA	\$	231	\$
3.0	<b>Gateways:</b> Sufficient quantities in proper locations to connect all nodes to the network and provide reasonable update rates	EA	\$	— (Qty to be specified by provider)	\$
4.0	<b>Misc. Hardware</b> Any additional hardware components needed to complete the project in conformity with all applicable codes and regulations, and the current state of the industry				
	• (details)		\$		\$
	• (details)		\$		\$
	• (details)		\$		\$
<b>Hardware Total</b>					

<b>Table D-2: Hardware Delivery Schedule</b>			
<b>Item No.</b>	<b>Component</b>	<b>Delivery Time</b>	
1.0	<b>7-Pin Controllers, Black</b>		<b>Weeks</b>
2.0	<b>7-Pin Controllers, Gray</b>		<b>Weeks</b>
3.0	<b>Gateways</b>		<b>Weeks</b>
4.0	<b>Misc. Hardware</b> (if any)		<b>Weeks</b>

**Bidder Name:**

<b>Table D-3: Software &amp; Services Pricing</b>					
<b>Item No.</b>	<b>Description of Work</b>	<b>Unit of Measure *</b>	<b>Unit Price</b>	<b>Estimated Quantity</b>	<b>Total Price</b>
1.0	<b>Central Management Software</b> (If applicable for SaaS model)		\$	1	\$
2.0	<b>System Control Software Hosting</b> , if not already in price above, including all costs associated with data archiving	Annual	\$	10 Years	\$
3.0	<b>Initial User Training</b> for RTE and Village staff, and on-call support for 120 days		\$		\$
4.0	<b>Startup/Commissioning Fees</b>		\$		\$
5.0	<b>Communication Fees</b> of any kind, to provide communication for the smart control system				
	<ul style="list-style-type: none"> <li>Node to Gateway (specify service provider or N/A):</li> </ul>		\$	Estimated Quantity for 5 years:	\$
	<ul style="list-style-type: none"> <li>Gateway to Internet (specify service provider, including cost of establishing Ethernet connection, if proposed, or N/A):</li> </ul>		\$	Estimated Quantity for 5 years:	\$
6.0	<b>Misc. Software</b> Any additional software needed to complete the project in conformity with all applicable codes and regulations, and the current state of the industry				
	<ul style="list-style-type: none"> <li>(details)</li> </ul>		\$		\$
	<ul style="list-style-type: none"> <li>(details)</li> </ul>		\$		\$
	<ul style="list-style-type: none"> <li>(details)</li> </ul>		\$		\$
<b>Software &amp; Services Total</b>					\$

<b>Table D-4: Software &amp; Services Pricing</b>	
<b>Hardware Total</b>	\$
<b>Software &amp; Services Total</b>	\$
<b>GRAND TOTAL</b>	\$

<b>Table D-5: Recommended Spare Parts</b>					
<b>Item No.</b>	<b>Description of Work</b>	<b>Unit of Measure</b>	<b>Unit Price</b>	<b>Estimated Quantity</b>	<b>Total Price</b>

		*			
1.0	<b>Recommended Spare parts</b>				
	• External Controllers, Black	EA	\$		\$
	• External Controllers, Gray	EA	\$		\$
	• Gateways	EA	\$		\$
	• Other (details)	EA	\$		\$
<b>Spares Total (** Not included in pricing evaluation **)</b>					

**APPENDIX E – REFERENCES / PREVIOUS EXPERIENCE**

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**Please provide a summary of three prior projects of similar or greater quantities completed in the past three years with references.**

**REQUIRED FORMS**

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**Bid Proposal Form**

**RFP # 17-NY-P-0471-C**

Clerk Treasurer  
Great Neck, NY

Name of Bidder: \_\_\_\_\_

The Village of Great Neck is soliciting proposals for the purchase of a smart control network for approximately 832 LED streetlights within the Village. The goals are to lower electric costs, reduce lighting maintenance expenses, reduce energy consumption and increase public safety.

The intent of this RFP is to award a contract to the best value vendor in accordance with the New York State Procurement Guidelines.

All new smart control equipment is required to meet the design specifications as stated herein. All equipment provided by the bidder must be acceptable to the electrical inspection authority.

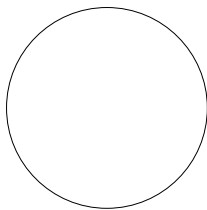
A bidder must affirmatively demonstrate their responsibility and meet the following requirements:

1. Have adequate financial resources, or the ability to obtain such resources as required;
2. Have satisfactory record of performance;
3. Be otherwise qualified and eligible to receive an award.

The Village of Great Neck may request representation and other information sufficient to determine bidder's ability to meet these minimum standards listed above.

The following Addenda have been received (Write in Addendum Numbers): \_\_\_\_\_

**Date:** \_\_\_\_\_



(Corporate Seal)

**Firm Name:** \_\_\_\_\_

**By:**

**Signature:** \_\_\_\_\_

**Telephone Number:** \_\_\_\_\_

**Title:** \_\_\_\_\_

**Email Address:** \_\_\_\_\_

**Street Address:** \_\_\_\_\_

**Statement By Bidder**

It is understood and agreed that this bid and any contract awarded hereon shall be subject to provisions of Section 103-a and Section 103-g of the General Municipal Law, which provides as follows:

§103-a. Grounds for cancellation of contract by municipal corporations and fire districts.

A clause shall be inserted in all specifications or contracts made or awarded by a municipal corporation or any public department, agency or official thereof on or after the first day of July, nineteen hundred fifty-nine or by a fire district or any agency or official thereof on or after the first day of September, nineteen hundred sixty, for work or services performed or to be performed, or goods sold or to be sold, to provide that upon the refusal of a person, when called before a grand jury, head of a state department, temporary state commission or other state agency, the organized crime task force in the department of law, head of a village department, or other village agency, which is empowered to compel the attendance of witnesses and examine them under oath, to testify in an investigation concerning any transaction or contract had with the state, any political subdivision thereof, a public authority or with any public department, agency or official of the state or of any political subdivision thereof or of a public authority, to sign a waiver of immunity against subsequent criminal prosecution or to answer any relevant question concerning such transaction or contract,

(a) such person, and any firm, partnership or corporation of which he is a member, partner, director or officer shall be disqualified from thereafter selling to or submitting bids to or receiving awards from or entering into any contracts with any municipal corporation or fire district, or any public department, agency or official thereof, for goods, work or services, for a period of five years after such refusal, and to provide also that

(b) any and all contracts made with any municipal corporation or any public department, agency or official thereof on or after the first day of July, nineteen hundred fifty-nine or with any fire district or any agency or official thereof on or after the first day of September, nineteen hundred sixty, by such person, and by any firm, partnership, or corporation of which he is a member, partner, director or officer may be cancelled or terminated by the municipal corporation or fire district without incurring any penalty or damages on account of such cancellation or termination, but any monies owing by the municipal corporation or fire district for goods delivered or work done prior to the cancellation or termination shall be paid.

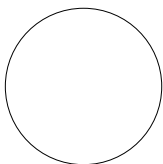
The provisions of this section as in force and effect prior to the first day of September, nineteen hundred sixty, shall apply to specifications or contracts made or awarded by a municipal corporation on or after the first day of July, nineteen hundred fifty-nine, but prior to the first day of September, nineteen hundred sixty.

§103-g. The Iran Divestment Act of 2012.

By submission of this bid, each bidder and each person signing on behalf of any bidder certifies, and in the case of a joint bid each party thereto certifies as to its own organization, under penalty of perjury, that to the best of its knowledge and belief that each bidder is not on the list created pursuant to paragraph (b) of subdivision 3 of section 165-a of the State Finance Law.

Dated: \_\_\_\_\_

Firm Name: \_\_\_\_\_



(Corporate Seal)

By: \_\_\_\_\_

Signature and Title



**RFP # 17-NY-P-0471-C**

**Non-Collusive Bidding Certification**

(A) By submission of this bid, each bidder and each person signing on behalf of any bidder certifies, and in case of a joint bid each party thereto certifies as to its own organization, under penalty of perjury, that to the best of knowledge and belief:

- (1) The prices in this bid have been arrived at independently without collusion, consultation, communication or agreement, for the purpose of restricting competition, as to any matter relating to such prices with any other bidder or with any competitor;
- (2) Unless otherwise required by law, the prices which have been quoted in this bid have not been knowingly disclosed by the bidder and will not knowingly be disclosed by the bidder prior to opening, directly or indirectly, to any other bidder or to any competitor; and
- (3) No attempt has been made or will be made by the bidder to induce any other person, partnership or corporation to submit or not to submit a bid for the purpose of restricting competition.

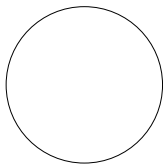
(B) A bid shall not be considered for award nor shall any award be made where (A) (1), (2) and (3) above have not been complied with; provided however, that if in any case the bidder cannot make the foregoing certification, the bidder shall so state and shall furnish with the bid a signed statement which sets forth in detail the reasons therefore. Where (A), (1), (2) and (3) above have not been complied with, the bid shall not be considered for award nor shall any award be made unless the head of the purchasing unit of the political subdivision, public department, agency or official thereof to which the bid is made, or his designee, determines that such disclosure was not made for the purpose of restricting competition. The fact that a bidder (a) has published price lists, rates or tariffs covering items being procured, (b) has informed prospective customers of proposed or pending publication of new or revised price lists for such items, or (c) has sold the same item to other customers at the same prices being bid, does not constitute, without disclosure, within the meaning of subparagraph (A).

Any bid hereafter made to any political subdivision of the State or any public department, agency or official thereof by a corporate bidder for work or services performed or to be performed or goods sold or to be sold, where competitive bidding is required by statute, rule, regulation, or local law, and where such bid contains the certification referred to in the above subdivision of this section, shall be deemed to have been authorized by the Board of Directors of the bidder, and such authorization shall be deemed to include the signing and submission of the bid and the inclusion therein of the certificate as to non-collusion as the act and deed of the corporation.

This is to affirm, under penalties of perjury, that the above statements are true and correct.

Dated: \_\_\_\_\_

Firm Name: \_\_\_\_\_



(Corporate Seal)

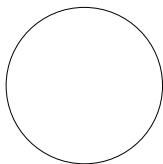
By: \_\_\_\_\_  
Signature and Title

**RFP # 17-NY-P-0471-C**

**Certificate Of Authority**

I, \_\_\_\_\_ certify that I am the \_\_\_\_\_  
 (Officer other than officer executing proposal documents) (Title)  
 of \_\_\_\_\_ (the "Contractor) a corporation duly organized and in good  
 (name of contractor)  
 standing under the \_\_\_\_\_ named in the  
 (law under which organized, e.g. the New York Business Corp. Law)  
 foregoing agreement; that \_\_\_\_\_ who signed said  
 (person executing bid proposal) agreement on behalf of the Contractor was, at the time of execution of the  
 Contractor; that said agreement was duly signed for and in behalf of said Contractor by authority of its Board of  
 Directors, thereunto duly authorized, and that such authority is in full force and effect at the date hereof.

Date: \_\_\_\_\_



(Corporate Seal)

By: \_\_\_\_\_  
 Signature and Title

STATE OF NEW YORK

SS:

COUNTY OF NASSAU

On this \_\_\_\_\_ day of \_\_\_\_\_, 20\_\_\_\_, before me personally came \_\_\_\_\_,  
 to me known, and known to me to be the \_\_\_\_\_ of the corporation  
 described in and which executed the above certificate, who being by me duly sworn did depose and say that he/she  
 resides at \_\_\_\_\_, and that he/she is  
 \_\_\_\_\_ of said corporation and knows the corporate seal of said corporation; that  
 the seal affixed to the above certificate is such corporate seal and that it was affixed by order of the Board of  
 Directors of said corporation, and that he/she signed his/her name thereto by like order.

\_\_\_\_\_  
 Notary Public