



CITY OF MEMPHIS

REQUEST FOR PROPOSAL

#52172

Streetlight Replacement Project

Addendum #2

Questions & Answers

Except to remove vendor names and addresses, questions are provided exactly as submitted.

#		Section	Question / Answer
1	Q	1.3 PROJECT OBJECTIVES	What are the illumination criteria for the different roadway type designations (local, collector, major, expressway, Freeway Class A, Freeway Class B, intersection) under RP-8 standard at different pedestrian conflict levels? How are those designations defined in terms of number of lanes, lane width, pole setback, pole height, arm length, pole spacing, pole configuration, sidewalk width, median width, calculation areas etc..?
	A		ANSI/IES RP-8-18 is the standard to be utilized. Additional information regarding specifics will be shared at the time of final contract negotiation with the winning bidder. Refer to Sections 2.1, 2.7.2, and Exhibit 6 of Doc 1 of 3 of RFP for additional information.
2	Q	2.6 TECHNOLOGY BASED ENHANCEMENTS	What is City's fiber/network coverage? What is the number and location of existing gateways/access points?
	A		No additional information available at this time. If applicable data is available, it will be shared at the time of final contract negotiation with the winning bidder.
3	Q	2.7.2 LED Specifications	What is the product review process? How do we submit for compliance?
	A		The bidder should describe their process to assess, evaluate and present luminaire options that are approved DLC products. The City and selected partner will choose the best combination of luminaires together. We can imagine a scenario where 3-4 luminaire manufacturers' equipment would then be compared based on photometrics, performance and price. Limited field tests would be the final step before product decisions are made.
4	Q	Bid document 2 of 3	Could you clarify the Class Type legend in document #2? Some codes are not present from the STREET LIGHT BILLING SYSTEM table (B2, G1, G2, I1, LE, O, S, S1, S2, S3, X1, Y1, Y2, Y3, Y4). Could you also clarify the fixture types currently in the legend? Some of them describe the lighting technology but not the actual fixture type.
	A		This nomenclature is outdated and needs updating. This project will allow us to improve and update our database terminology. B2 – Merc Lum 770W on steel pole G1 – Incan Post Top on alum pole G2 – Merc Post Top on alum pole L1 – Merc Lum on wood pole (X-Way) LE – LED O – Incan Lum on wood pole S – Incan underpass

			<p>S1 – Incan underpass (others) S2 – Sodium underpass S3 – LED underpass X1 – Sodium Lum (X-Way) Y1 – Fluorescent Sign Y2 – Merc Lum Y3 – Merc Lum Y4 – Sodium Sign/Underpass. Refer to Section 2.7.2 of RFP Doc 1 of 3 for additional information regarding types of luminaires. See attached Light Codes at the end of the Q&A</p>
5	Q	2.7.2 LED Specifications	Specifications refer to RP-8-14 as the most current design standard. The most current IES design standard is RP-8-18. Which one do bidders utilize?
	A		Proposer should use RP-8-18 for the applicable lighting standard.
6	Q	1.3 / 2.7.2	1.3 PROJECT OBJECTIVES states “goal of achieving the most current ANSI/IES RP-8 standards” and 2.7.2 LED Specifications says “goal of achieving the most current ANSI/IES RP-8-14”. Considering the newer RP-8-18 standard is available which standard should bidders use?
	A		Proposer should use RP-8-18 for the applicable lighting standard.
7	Q	2.1.1	The City states that "if necessary, conduct on-site physical inspection of streetlights..." However, Section 2.1.1 requests specific details that can only be obtained from an in-field inspection. Further, in Section Project Objectives, the City states as one of its objectives: "Obtaining accurate digital GIS data for all converted streetlights using GPS technology;" This objective can only be achieved via a comprehensive GIS in-field inventory audit. Please confirm that the City understands this, is open to a comprehensive GIS audit, and is willing to include it in the project's scope of work, schedule, and budget.
	A		GIS data is final project outcome that may be performed during the development or installation phase. The City is requesting bidders to provide their best approach in the project development phase to meet the overall project goals and objectives. The City’s available GIS data will be shared at the time of final contract negotiation with the winning bidder.
8	Q	2.1.5	The replacement plan specifies needing to include “applicable electrical diagrams” can you please clarify if this indicates electrical diagrams of the proposed fixture or of the system as well? Also, will the City be able to help the proposer determine the voltage of the existing system?
	A		Applicable wiring diagrams are to include the proposed fixture as it relates to the system. All of the City of Memphis’ streetlights are 120-240V. Majority of the roadway lighting is 120V while the majority of the interstate system is 240V. Additional information regarding specifics will

			be shared at the time of final contract negotiation with the winning bidder.
9	Q	2.2	Please confirm the estimated number of meetings that this will involve and whether these meetings will be in-person.
	A		Number of meetings is not known at this time, but will be finalized at the time of final contract negotiation with the winning bidder.
10	Q	Addendum 1	From the pre-bid meeting, the City acknowledged two firms it has already been consulting with for this project. Please confirm that these firms will be precluded from bidding on this solicitation.
	A		The two firms consulting on this project as owner's representatives will not be bidders on this project.
11	Q	2.2.4.a	Can the City please explain typical elements of when police details are required and estimated hourly rates for police details?
	A		Details and rates pertaining to police will be shared at time of final contract negotiation with the winning bidder.
12	Q	2.2.5	"Install new energy-efficient LED roadway luminaires to replace the existing decorative luminaires." In section 2.7.2 the existing lights are described as being a combination of cobra head, shoebox, under-bridge, high mast, post top, and decorative. Is the language in section 2.2.5 about replacing "decorative luminaires" a typo, or is the City only expecting to replace decorative fixtures?
	A		This a typo. It should read "Install new energy-efficient LED roadway luminaires to replace the existing luminaires."
13	Q	2.2.5.d	Please confirm which will trigger the two-year warranty - the project acceptance or installation phase acceptance?
	A		Yes, a phased-in acceptance of the work product will be implemented in this project.
14	Q	2.2.10	Please describe what the "existing processes" are so bidders are aware of the City's compatibility requirements.
	A		The City of Memphis processes are standard and common to other cities. The City's existing processes will be shared at time of final contract negotiation with the winning bidder.
15	Q	2.3.1	Please define what "final project reporting to the City of Memphis' Office of Sustainability" will entail.
	A		The City's reporting requirements to the Office of Sustainability will be shared at time of final contract negotiation with the winning bidder.
16	Q	2.3.2	Please confirm that the City's expectation is that it will directly receive any available rebates for this project, and not the winning bidder (as is industry standard).

	A		The City expects any available rebates would stay with the City. How those will be accounted for as part of the project will be determined during the development phase.
17	Q	2.3.4	Providing “digital images of nameplates for each replaced fixture” is an unnecessary and costly requirement, which delays the installation process. Would the City consider deleting this requirement?
	A		Digital images of the luminaire nameplates will not be a requirement, but the City is interested in a QR code option on the luminaire that would provide similar or key information.
18	Q	2.5	What are the City's normal working hours? The pricing schedule does not list after hours or weekend / holiday for the labor rates
	A		The City of Memphis normal working hours are 8AM – 5PM, Monday-Friday. The schedule of holidays is available on the City’s website. RFP 52172 Streetlight Replacement Project - Document 3 of 3 asks for Overtime rates from prospective bidders. The City at the time of final contract negotiation with the winning bidder will settle on all the final rates.
19	Q	2.5	Would emergency streetlight services, specifically knockdown poles, be included in the maintenance proposal? It is not mentioned.
	A		Yes, emergency services relating to knockdowns are included in the optional maintenance proposal.
20	Q	2.5	How will emergency issues that occur after hours or on weekends be addressed and billed?
	A		RFP 52172 Streetlight Replacement Project - Document 3 of 3 asks for Overtime rates from prospective bidders. The City at the time of final contract negotiation with the winning bidder will settle on all the final rates.
21	Q	2.5	How should additional equipment used on site be quoted, if it is not listed on the pricing schedule? (e.g. arrow board or compressor)?
	A		Please add additional lines as needed in the pricing schedule.
22	Q	2.5	How should additional traffic control be quoted?
	A		Please add additional lines as needed in the pricing schedule.
23	Q	2.5	Who will be responsible for purchasing the required inventory to be kept on hand, such as fixtures, poles, or arms?
	A		The selected contractor will be responsible for project inventory.
24	Q	2.5	Is the 3-day response time listed in business days or calendar days?
	A		Normal response time is 3 business days, unless there are extenuating circumstances.

25	Q	2.5	Does the City have a specific, required format for the monthly outage reporting?
	A		Reporting tool must be compatible and able to interface with MLGWs daily operating software package (Oracle EBS12.2.9) as well as allow users the ability to download the data via an excel spreadsheet, pdf, etc.
26	Q	2.5	"System monitoring, including regular and proactive review of whether system components are functioning as expected" - What is the expected frequency and process associated with the systems monitoring?
	A		System monitoring must be compatible and able to interface with MLGWs daily operating software package (Oracle EBS12.2.9) as well as allow users the ability to download the data via an excel spreadsheet, pdf, etc. It also needs to be able to auto generate maintenance work orders for repairs. The RFP states monthly but more frequent would be ideal for our customers. More details to be provided in Phase 1 (Development phase) of the project.
27	Q	2.6.1	Please confirm that the City is not interested in bidders providing an approach and pricing for this in their proposals.
	A		The City does not expect pricing on technology enhancements as part of this proposal response but is interested in your firms' experience and approach to the inclusion of related technologies as part of the proposal.
28	Q	2.7.2	Many Cities do not own or maintain luminaires on interstate highways within the City limits, even when they are responsible for some associated costs. The time and costs involved to convert these lights would also likely have a disproportionate, negative impact on the project's return on investment. Is the City confident they own and operate these lights, and/or is the City open to removing the interstate highway system from the project scope?
	A		During the Phase 1 (Development Phase) of the project, the City will make a final determination of what lights are included for conversion. MLGW owns and maintains the luminaires on the interstate highway system.
29	Q	3.2.2	Please confirm that these statements will be considered confidential, as public disclosure of these for private companies bidding on this project could undoubtedly harm bidders.
	A		Liquidated damages are described in the RFP: EXHIBIT 3 – CITY OF MEMPHIS SERVICE AGREEMENT SAMPLE CONTRACT under PENALTIES AND LIQUIDATED DAMAGES. All contracts with the City of Memphis for Public Works improvement must contain liquidated damages clause. The City anticipates project delays and or liquidated damage clauses will be part of the final contract and will be negotiated with the selected contractor based on the final scope of work and construction schedule.

30	Q	3.7	Please confirm what permit fees will apply to this project and their estimated costs.
	A		The selected contractor will identify all required permits for their scope of work during the project development phase.
31	Q	4.6	Please confirm that the USPS address listed is the correct address to use for carriers such as UPS and FedEx. Also, please confirm the hours of operation at this address when packages are able to be received.
	A		Yes, the address listed is correct. Please refer to the RFP: 4.6 PROPOSAL SUBMISSIONS – PROPOSAL SUBMISSION AND DUE DATE. Normal working hours are M-F 8:30am-5:00pm, except during City emergencies.
32	Q	General Terms and Conditions	What, if any liquidated damages will be involved with this project?
	A		Liquidated damages are described in the RFP: EXHIBIT 3 – CITY OF MEMPHIS SERVICE AGREEMENT SAMPLE CONTRACT under PENALTIES AND LIQUIDATED DAMAGES. All contracts with the City of Memphis for Public Works improvement must contain liquidated damages clause. The City anticipates project delays and or liquidated damage clauses will be part of the final contract and will be negotiated with the selected contractor based on the final scope of work and construction schedule.
33	Q	M/WBE	How will the DBE/WBE participation credit be evaluated during the bidding phase? Considering that the Development Phase scope price will be significantly less than Installation scope price.
	A		The DBE/WBE goals apply to the overall project cost. The costs of the development phase will be embedded in the overall project costs.
34	Q	Financial	How will the Installation phase scope price be determined?
	A		The scope of the Installation phase and the associated price will be determined during the Phase 1 (Development phase) of the project. City intends on negotiating final contract terms, including cost, using an open book pricing model. Project cost categories will include, but are not limited to: design, engineering, pre-construction services, material, labor, construction management, permitting, commissioning, training, overhead, profit and customer-controlled contingency. Proposers are required to provide information on their firm’s history with open book pricing and describe the best value financial approach the firm recommends for the success of this project.
35	Q	Contract	Will there be a separate contract negotiated for the Phase 2 (installation scope) & Phase 3?
	A		The City of Memphis expects to have several Go/No-Go milestones in the final contract with the winning bidder, including acceptance of the work product. If the winning bidder meets the milestones, and the City accepts

			the work product, the City does not expect to negotiate a new contract each time.
36	Q	Scope	Does the City have LED fixtures installed currently? If so what are the manufacturer and model numbers?
	A		The City of Memphis recently completed a pilot LED conversion project. Details of that project, including measured outcomes, and future plans for those LED luminaires will be shared at time of final contract negotiation with the winning bidder. Refer to Section 2.7.2 of RFP Doc 1 of 3 for additional information.
37	Q	Scope	On the prebid meeting it was mentioned that there are two styles of fixtures- vertical and horizontal. Is it safe to assume that the vertical are decorative post tops and the horizontal are cobrahead style fixtures?
	A		Details on current fixtures, including their style, are provided in the RFP: EXHIBIT 5 – MEMPHIS STREETLIGHT INVENTORY (PDF ATTACHMENT).
38	Q	Scope	How many different vertical style fixtures are included in the inventory?
	A		Details on current fixtures, including their style, are provided in the RFP: EXHIBIT 5 – MEMPHIS STREETLIGHT INVENTORY (PDF ATTACHMENT).
39	Q	Scope	Are any streetlight circuits more than 240V?
	A		Details on current fixtures, including their style, are provided in the RFP: EXHIBIT 5 – MEMPHIS STREETLIGHT INVENTORY (PDF ATTACHMENT). All of the City of Memphis’ streetlights are 120-240V. Majority of the roadway lighting is 120V while the majority of the interstate system is 240V.
40	Q	Installation	Will the City provide a mobilization site for the LED installation phase?
	A		The City of Memphis has a limited number of options of mobilization sites. Their availability and suitability will be determined at time of final contract negotiation with the winning bidder.
41	Q	Installation	What is the City inspection and acceptance process? Would the City allow for partial acceptance of work during the installation phase?
	A		The City’s inspection and acceptance processes will be shared at time of final contract negotiation with the winning bidder. Yes, a phased-in acceptance of the work product will be implemented.
42	Q	Scope	Please provide any existing streetlight inventory data that exists.
	A		Details on current fixtures, including their style, are provided in the RFP: EXHIBIT 5 – MEMPHIS STREETLIGHT INVENTORY (PDF ATTACHMENT).
43	Q	Scope	The RFP includes a Photocell specification but also includes language about the integration of wireless lighting controls- what are the decision making factors for the City in considering the lighting control scope?

	A		Decisions regarding lighting control will be made during Phase 1 (Development phase) of the project.
44	Q	Scope	Does the City require physical pilot lighting installation as part of the development phase? If so, how many locations should be considered for pricing?
	A		Yes, pilot lighting installations are required during Phase 1 (Development phase) of the project. Additional details on this are in the RFP: 2.1 PHASE 1: PROJECT DEVELOPMENT.
45	Q	Financial	Has the City secured funding for this program? If so, what is the projected budget?
	A		The total project budget will be decided once the scope of the project is finalized. Project financing will be determined at that time.
46	Q	Financial	Would the City consider project financing as part of the program?
	A		Yes, prospective bidders can submit project financing proposals as part of their bid package.
47	Q	Scope	Does the City have City owned fiber? If so, will connection points be made available for the project? Please provide a map of the fiber locations.
	A		No additional information available at this time. If applicable data is available, it will be shared at the time of final contract negotiation with the winning bidder.
48	Q	RFP Section 3.4.1	Section 3.4.1 requests proposal information that includes: "total cost of the project offset....." Without a detailed inventory of existing equipment there cannot be an accurate calculation of this information. In addition, there is a significant variation between photometric performance and energy consumption based on the actual roadway configuration and design considerations. Considering these factors, we request that either the City provide more information to allow for a more accurate analysis by contractors or remove this requirement.
	A		Details on current fixtures, including their style, are provided in the RFP: EXHIBIT 5 – MEMPHIS STREETLIGHT INVENTORY (PDF ATTACHMENT). Details on the current cost are also provided in the RFP: EXHIBIT 4 – MEMPHIS STREET LIGHTING COST SUMMARY. Refer to Section 2.7.2 of RFP Doc 1 of 3 for further explanation regarding LED specifications.
49	Q	RFP Section 4.6	Will the City allow electronic submission of proposals?
	A		Hard copies are standard requirements for the City of Memphis. Additional details on this are in the RFP: 4.6 PROPOSAL SUBMISSIONS - PROPOSAL SUBMISSION AND DUE DATE.
50	Q	M/WBE	Is the 30% M/WBE goal / good faith effort only applicable for Phase 1 of the bid or will it also be applicable for the other phases? (30% DBE goal for

			execution phase where up to 75% of the costs will be material costs is very difficult to achieve)
	A		The DBE/WBE goals apply to the overall project cost. The costs of the development phase will be embedded in the overall project costs.
51	Q	RFP Section 1.2	What kind of digital photometric analysis report? There are several options - some very costly - for photometric analysis. Can you provide more details / sample, so we clearly know the expectations?
	A		Refer to Sections 2.1, 2.7.2, and Exhibit 6 of RFP Doc 1 of 3 for information.
52	Q	General	Are there any Tennessee DOT streetlights included in the approx. 84,000 streetlights to be converted to LED?
	A		No.
53	Q	RFP Section 2.7.2	Are the high mast luminaries fitted with high mast roll-down devices or do we need high man-lifts/cranes to access the luminaries?
	A		There are no high-mast luminaries associated with this project.
54	Q	RFP Section 2.7.2	The RFP requests that the proposed lighting meet or exceed RP-8. If the existing lighting currently exceeds RP-8 can the proposed light levels be reduced to meet RP-8?
	A		Proposer should use RP-8-18 for the applicable lighting standard.
55	Q	RFP Section 2.1	Can any existing lighting GIS or light location data be provided so that bidders can better assess how many representative areas may be required for the photometric analysis?
	A		GIS data is final project outcome that may be performed during the development or installation phase. The City is requesting bidders to provide their best approach in the project development phase to meet the overall project goals and objectives. The City's available GIS data will be made available at the time of final contract negotiation with the winning bidder.
56	Q	RFP Exhibit 6	In exhibit 6 the street light specifications indicate that a 4000K color temperature is preferred, but also requires dark sky compliance, which would infer 3000K or less. Is the city standard 3000K or 4000K?
	A		The City will make final color temperature decisions as part of Phase 1 (Development Phase) of the project, upon evaluating the available options with all our stakeholders.
57	Q	RFP Section 2.1.2	Can the information to be submitted to the City be only digital and hard copies could be waived ? or well is it acceptable to submit hard copies as a final package once all digital info is agreed as final?
	A		Hard copies are standard requirements for the City of Memphis. Additional details on this are in the RFP: 4.6 PROPOSAL SUBMISSIONS - PROPOSAL SUBMISSION AND DUE DATE.

58	Q	RFP Section 2.1.5	Regarding Pole GIS data requirement of collection during development or installation, please elaborate and define the scope of data to be collected.
	A		GIS data is final project outcome that may be performed during the development or installation phase. The City is requesting bidders to provide their best approach in the project development phase to meet the overall project goals and objectives. The City's available GIS data will be made available at the time of final contract negotiation with the winning bidder.
59	Q	Financial	Is a bid security required with proposal submission? If yes, please specify the value and if there is a customer specific form.
	A		No, bid security is not required with the proposal submission. However, proposals in response to this RFP shall remain valid for six (6) months from the Proposal due date. The City may request an extension of time if needed.
60	Q	Financial	Will the City require any bonds during contract execution? If yes, please specify the type, value, and if there are customer specific forms.
	A		Bonding requirements are listed in the RFP: 2.8 INSURANCE REQUIREMENTS.
61	Q	Financial	The flexibility for contractors to propose more cost-efficient forms of contract performance security would balance the actual project risk to be covered while offering best value for money, for instance, a corporate guaranty from the bidder's affiliate company could offer savings. Would the City expand the RFP to consider corporate guaranties instead of bonds?
	A		Bonding requirements are listed in the RFP: 2.8 INSURANCE REQUIREMENTS.
62	Q	RFP Section 2.3	Regarding Letter of Acceptance, please define/confirm Acceptance criteria.
	A		The City of Memphis expects to have several Go/No-Go milestones in the final contract with the winning bidder, including acceptance of the work product. The City will share the work product acceptance criteria with the winning bidder prior to start of Phase 2 (Implementation phase) of the project.
63	Q	Mandatory Pre-Proposal Conference.	Is there available the Minutes of Meeting from the Mandatory Pre-Proposal Conference? If so, please provide.
	A		Minutes of the Mandatory Pre-Proposal Conference, including list of attendees, is available of the City of Memphis website.

64	Q	RFP Section 5.2	Regarding Project Schedule, Detailed Timeline.- please elaborate the specific milestones the city is looking for between the award of the contract and project completion dates.
	A		The City requests respondents to provide a detailed schedule in the RFP: Section 2.7.8 - Preferred Schedule . The City will evaluate the submitted schedule and use it to finalize the Go/No-Go milestones in the final contract with the winning bidder.
65	Q	Document 2 of 3	Document 2 of 3 shows the City’s street lighting utility bill and has quantities of streetlights based on fixture code and what we assume to be wattages. Do you have photos of each fixture code or additional documentation that would allow us to accurately estimate spec/pricing? Identifying each fixture type based on cobra head, shoebox, wall pack, post-top, high-mast, etc.
	A		Details on current fixtures, including their style, are provided in the RFP: EXHIBIT 5 – MEMPHIS STREETLIGHT INVENTORY (PDF ATTACHMENT).
66	Q		What is the timeline for selection and award?
	A		This described in the RFP: 4.7 FINALIST SELECTIONS (OPTIONAL) and 4.3 SCHEDULE OF ACTIVITIES
67	Q	Section 1.2 (Doc 1 of 3)	Page 5 (five) of the RFP “Document 1-of-3” states the City “reserves the right to exclude specific areas of lighting from this project as the City deems appropriate.” Have any excluded areas been defined, and if so, are they included in the light count found in Document 2 of 3?
	A		During the Phase 1 (Development Phase) of the project, the City will make a final determination of what lights are included for conversion.
68	Q	Exhibit 4 (Doc 1 of 3)	The table shows a total cost of \$9,554,785, but the paragraph states that “MLGW will collect the nearly \$13 million it costs to operate Memphis’ 84,499 streetlights on utility bills according to the fee schedule;” are these number contradictory or is the \$13m including other charges not shown in the table?
	A		EXHIBIT 4 – MEMPHIS STREET LIGHTING COST SUMMARY only shows the charges relevant to this RFP, and does not include all charges.
69	Q	Doc 2 of 3	Can you provide the light type and pole type for Light Classes S3, Y1, Y2 and Y3?
	A		This nomenclature is outdated and needs updating. This project will allow us to improve and update our database terminology. B2 – Merc Lum 770W on steel pole G1 – Incan Post Top on alum pole G2 – Merc Post Top on alum pole L1 – Merc Lum on wood pole (X-Way) LE –LED O – Incan Lum on wood pole

			<p>S – Incan underpass S1 – Incan underpass (others) S2 – Sodium underpass S3 – LED underpass X1 – Sodium Lum (X-Way) Y1 – Fluorescent Sign Y2 – Merc Lum Y3 – Merc Lum Y4 – Sodium Sign/Underpass. Refer to Section 2.7.2 of RFP Doc 1 of 3 for additional information regarding types of luminaires. See attached Light Codes at the end of the Q&A</p>
70	Q	Doc 2 of 3	Can we assume that all lights not labeled as “Post Top” or “Underpass” are Cobra Head/Roadway Lights, and if not, is there a further breakdown of these fixture types?
	A		The majority of our current assets are cobra head fixtures. Additional information will be shared at the time of the final contract negotiation with the winning bidder.
71	Q	Doc 2 of 3	Can you provide the model/style of the desired decorative/post top light replacement?
	A		This information will be shared at the time of final contract negotiation with the winning bidder. Refer to Section 2.7.2 of RFP Doc 1 of 3 for further explanation regarding LED specifications.
72	Q	Ownership	What entity currently has ownership of the street lighting infrastructure that is to be converted in RFP #52172?
	A		A Memphis city ordinance (Ordinance 5515) passed in June 2013 changed the way streetlight billing worked in the City of Memphis, effective January 1, 2014. Prior to this ordinance, Memphis Light Gas and Water’s (MLGW) billed the City of Memphis directly for energy and other costs related to street lighting inside the City. The City passed these fees onto the City of Memphis residents through property taxes. Starting in January 2014, MLGW began billing streetlight fees to utility customers within the city limits. This is a joint project between both parties, the City of Memphis and MLGW. Additional information will be shared at the time of the final contract negotiation with the winning bidder, if deemed necessary, for the application of this contract.
73	Q	Change orders	Does the City have measures in place to prevent excessive change orders once the RFP is awarded?
	A		This information will be shared at the time of final contract negotiation with the winning bidder.
74	Q	RFP	Is there more data in the system than what has been provided such as; pole numbers, streets, and or quantities by street?

	A		EXHIBIT 5 – MEMPHIS STREETLIGHT INVENTORY (PDF ATTACHMENT) is Document 2 of 3 of the RFP. It contains all of the available information regarding existing streetlights at this time.
75	Q	RFP	Can a sample map and City record be provided that will be used to finalize the list of streetlights for replacement?
	A		EXHIBIT 5 – MEMPHIS STREETLIGHT INVENTORY (PDF ATTACHMENT) is Document 2 of 3 of the RFP. It contains all of the available information regarding existing streetlights at this time.
76	Q	RFP	Is there any existing electronic mapping related to pole locations within the City?
	A		EXHIBIT 5 – MEMPHIS STREETLIGHT INVENTORY (PDF ATTACHMENT) is Document 2 of 3 of the RFP. It contains all of the available information regarding existing streetlights at this time.
77	Q	RFP	Is a post-installation photo required?
	A		Digital images of the luminaire nameplates will not be a requirement, but the City is interested in a QR code option on the luminaire that would provide similar or key information.
78	Q	2.7.2	Can you define LED Rated Wattage (W) vs. LED System Wattage (W) as it relates to tariff schedule, min/max wattage allowance, etc.?
	A		Details on fixture wattage, system wattage, etc. are provided in the RFP: EXHIBIT 5 – MEMPHIS STREETLIGHT INVENTORY (PDF ATTACHMENT). Details on the current cost are also provided in the RFP: EXHIBIT 4 – MEMPHIS STREET LIGHTING COST SUMMARY. The City will make a final determination on this matter during Phase 1 (Implementation phase) of the project.
79	Q	2.7.2	In the RFP, it mentions a minimum LPW target of 80 LPW. Today’s LED technology significantly exceeds that criteria. Is there an updated/desired LPW target?
	A		Details on lumens per watt targets are provided in the RFP: EXHIBIT 6 - MEMPHIS LED STREETLIGHT SPECIFICATIONS.
80	Q	2.7.2	Can typical lumen outputs for each LED equivalent be provided? This information could either be an established lumen output defined by MGLW or by providing examples of the LED fixtures currently be installed in their system (i.e., manufacturer and part number that they are currently buying for each HPS equivalent). Or perhaps the luminaires/lumen outputs used in the pilot that was discussed in the call last week.?
	A		Details on lumens per watt targets are provided in the RFP: EXHIBIT 6 - MEMPHIS LED STREETLIGHT SPECIFICATIONS.
81	Q	2.7.2	Is there a CCT and CRI requirement desired by the City?

	A		Details on CCT and CRI requirements are provided in the RFP: EXHIBIT 6 - MEMPHIS LED STREETLIGHT SPECIFICATIONS.
82	Q	2.3	Sections 2.3 para 4.3 and section 2.6.1 mention "...the City's and MLGW's existing asset management systems Oracle and ESRI..." Could you confirm that these are two separate independent systems, and, for section 2.6.1 that asks for "interface efficiently" – does that mean integration to each of them required (i.e. two integrations)? Does this then also imply that MLGW would be an additional customer entity (needing ongoing support services etc.) in the provision of a connected lighting capability?
	A		Details on the City’s asset management system will be shared at time of final contract negotiation with the winning bidder.
83	Q	Exhibit 5	Given the asset management systems, Oracle and ESRI, we assume that coordinates of the 84,000 lights exists. Will you please provide an inventory including the coordinates of lights as part of this scope? “EXHIBIT 5 - MEMPHIS STREETLIGHT INVENTORY (PDF ATTACHMENT)”, refers to an inventory, but we cannot locate that document. Will you clarify this please? If an inventory with coordinates is not available, is it a fair assumption to say that the 84k lights are distributed evenly within the city limits?
	A		EXHIBIT 5 – MEMPHIS STREETLIGHT INVENTORY (PDF ATTACHMENT) is Document 2 of 3 of the RFP. It contains all of the available information regarding existing streetlights at this time.
84	Q	Exhibit 5	Within an inventory, do you have a breakdown of which fixtures are traditional cobra-heads and/or are there any decorative fixtures as part of this scope?
	A		EXHIBIT 5 – MEMPHIS STREETLIGHT INVENTORY (PDF ATTACHMENT) is Document 2 of 3 of the RFP. It contains all of the available information regarding existing streetlights at this time.
85	Q	2.6/5.2	Evaluation. How are proposals for Technology Based Enhancements such as 2.6.1. Connected Lighting factored into the evaluation given in section 5.2 ?
	A		Please refer to the RFP: 3.8 ENHANCED TECHNOLOGY & ADDED VALUE SERVICES.
86	Q	Rebates	There are several mentions of receiving rebates from TVA and MLGW. Could you expand on what you expect these to be? Presumably MLGW have tariffs that cover LED fixtures - is this one of the rebates you anticipate?
	A		Details on rebates will be determined at the time of Phase 1 (Development phase) of the contract.
87	Q	Metering	In addition to rebates , does MLGW have a metered street lighting tariff available, and one that allows the metering data used in billing to come

			from a connected lighting system? If they do have such a tariff, what would be the process and requirements for having a connected lighting system approved by MLGW? If they do not have this type of tariff (yet), can we assume that it will be something that the city will be wanting and campaigning for with MLGW?
	A		Details on metering will be determined at the time of Phase 1 (Development phase) of the contract. Refer to Exhibit 4 of RFP Doc 1 of 3 for additional information regarding metering.
88	Q	1.3	The project objectives in 1.3 include “Minimizing energy consumption and maximizing energy cost savings;” and “Minimizing future costs to maintain and replace converted streetlights”. In modelling the use of a Connected Lighting system to drive these policies, can it be assumed that all reasonable forms of energy savings, including dimming, are being considered by the City?
	A		Details on connected lighting will be determined at the time of Phase 1 (Development phase) of the contract.
89	Q	OLN	If Memphis decides to implement an outdoor lighting network (OLN), what would be the preference for hosting the Central Management System (CMS): on-premise or cloud-based? If cloud-based, are there any restrictions such as in-country hosting, etc.?
	A		Details on connected lighting will be determined at the time of Phase 1 (Development phase) of the contract.
90	Q	2.1 PHASE 1: PROJECT DEVELOPMENT, 2. Photometric Analysis	Does the City intend to provide sample locations or detailed applications scenarios by roadway classification, for photometric analysis and luminaire selection, or is that the responsibility of the selected company upon award?
	A		No additional information available at this time. If applicable data is available, it will be shared at the time of final contract negotiation with the winning bidder. Refer to Sections 2.1 and 2.7.2 of RFP Doc 1 of 3 for additional information.
91	Q	RFP-52172-Streetlight-Replacement-Project-Document-3-of-3, Main Pricing Sheet	Will luminaire pricing be required for the RFP response, or will that come later once the successful company provides their photometric analysis and luminaire recommendations?
	A		Luminaire pricing will be determined at the time of Phase 1 (Development phase) of the contract. Refer to Section 2.7.2 of RFP Doc 1 of 3 for further explanation regarding LED specifications.

92	Q	1.3	Regarding “accurate digital GIS data,” does the City have an existing GIS database? Regarding the GIS data to be obtained, what street light attributes would the City like collected, e.g. location, type, condition, post color, damage, photos, etc.?
	A		GIS data is final project outcome that may be performed during the development or installation phase. The City is requesting bidders to provide their best approach in the project development phase to meet the overall project goals and objectives. The City’s available GIS data will be shared at the time of final contract negotiation with the winning bidder.
93	Q	2.1	Does the City have any existing outdoor/community lighting codes, standards, or guidelines that our design team should be aware of?
	A		Details are provided in the RFP: EXHIBIT 6 - MEMPHIS LED STREETLIGHT SPECIFICATIONS.
94	Q	2.1-1	Can the City elaborate on the kinds of existing maps and records that will be available?
	A		GIS data is final project outcome that may be performed during the development or installation phase. The City is requesting bidders to provide their best approach in the project development phase to meet the overall project goals and objectives. The City’s available GIS data will be shared at the time of final contract negotiation with the winning bidder.
95	Q	Exhibit 7	For the Construction Phase, the City is asking for percentage rates for overhead and profit. As these to be understood as percentage markups on yet-to-be-determined unburdened construction costs (meaning direct labor and materials for installation)?
	A		Yes, this understanding is accurate.
96	Q	Document 2-of-3 (Billing System Data)	Can the City provide cutsheets or model numbers for a standard post-top (class T1) and a standard teardrop fixture?
	A		EXHIBIT 5 – MEMPHIS STREETLIGHT INVENTORY (PDF ATTACHMENT) is Document 2 of 3 of the RFP. It contains all of the available information regarding existing streetlights at this time. Refer to Section 2.7.2 of RFP Doc 1 of 3 for further explanation.
97	Q	Document 2-of-3 (Billing System Data)	Can the City provide a quantity of ornamental teardrop fixtures and specify how they are classified in the billing data?
	A		EXHIBIT 5 – MEMPHIS STREETLIGHT INVENTORY (PDF ATTACHMENT) and EXHIBIT 4 – MEMPHIS STREET LIGHTING COST SUMMARY contains all of the available information regarding existing streetlights at this time. Refer to Section 2.7.2 of RFP Doc 1 of 3 for further explanation.

98	Q	Document 2-of-3 (Billing System Data)	Can the City provide cutsheets or model numbers for a standard highway light (class X1) and a standard underpass light (class S2 and Y4)?
	A		EXHIBIT 5 – MEMPHIS STREETLIGHT INVENTORY (PDF ATTACHMENT) is Document 2 of 3 of the RFP. It contains all of the available information regarding existing streetlights at this time. Refer to Section 2.7.2 of RFP Doc 1 of 3 for further explanation.
99	Q	Document 2-of-3 (Billing System Data)	Can the City provide descriptions for billing classes S3, Y1, Y2 and Y3 for which there is no description in the billing data?
	A		<p>EXHIBIT 5 – MEMPHIS STREETLIGHT INVENTORY (PDF ATTACHMENT) is Document 2 of 3 of the RFP. It contains all of the available information regarding existing streetlights at this time.</p> <p>This nomenclature is outdated and needs updating. This project will allow us to improve and update our database terminology.</p> <p>B2 – Merc Lum 770W on steel pole G1 – Incan Post Top on alum pole G2 – Merc Post Top on alum pole L1 – Merc Lum on wood pole (X-Way) LE –LED O – Incan Lum on wood pole S – Incan underpass S1 – Incan underpass (others) S2 – Sodium underpass S3 – LED underpass X1 – Sodium Lum (X-Way) Y1 – Fluorescent Sign Y2 – Merc Lum Y3 – Merc Lum Y4 – Sodium Sign/Underpass.</p> <p>Refer to Section 2.7.2 of RFP Doc 1 of 3 for additional information regarding types of luminaires. See attached Light Codes at the end of the Q&A</p>

(END OF QUESTIONS & ANSWERS)

Class	Wattage	Description	Cat Typ	Lt Typ	Kwh Rate	Activity Date	User Id
Y3	454	Merc Sign Lights	T	M		08-JUN-2005	A000745
Y4	205	Sodium Sign/Underpass	S	S		08-JUN-2005	A000745
Z	60	Zone Flasher Signal	Z	S		08-JUN-2005	A000745
Z	150	Zone Flasher Signal	Z	S		08-JUN-2005	A000745
ZA	1392	12 IN LENS 116 WATT RED INCAN LAMP	Z	S	1.392	28-AUG-2009	A000745
ZB	1392	12 IN LENS 116 WATT YELLOW INCAN LAMP	Z	S	1.392	28-AUG-2009	A000745
ZC	126	12 IN LENS 10.5 WATT RED LED LAMP MODULE	Z	S	0.126	28-AUG-2009	A000745
ZD	264	12 IN LENS 22 WATT YELLOW LED LAMP MODULE	Z	S	0.264	28-AUG-2009	A000745
ZE	720	8 IN LENS 60 WATT RED INCAN LAMP	Z	S	0.720	28-AUG-2009	A000745
ZF	720	8 IN LENS 60 WATT YELLOW INCAN LAMP	Z	S	0.720	28-AUG-2009	A000745
ZG	60	8 IN LENS 5 WATT RED LED LAMP MODULE	Z	S	0.060	28-AUG-2009	A000745
ZH	156	8 IN LENS 13 WATT YELLOW LED LAMP MODULE	Z	S	0.156	28-AUG-2009	A000745

Save

Quit

Class	Wattage	Description	Cat Typ	Lt Typ	Kwh Rate	Activity Date	User Id
X1	480	Sodium Lum (X-Way)	S	S		08-JUN-2005	A000745
X1	1130	Sodium Lum (X-Way)	S	S		08-JUN-2005	A000745
Y1	95	Florescent Sign Lights	T	F		30-SEP-2005	A000745
Y1	125	Florescent Sign Lights	T	F		30-SEP-2005	A000745
Y1	190	Florescent Sign Lights	T	F		30-SEP-2005	A000745
Y1	440	Florescent Sign Lights	T	F		30-SEP-2005	A000745
Y1	500	Florescent Sign Lights	T	F		30-SEP-2005	A000745
Y1	570	Florescent Sign Lights	T	F		30-SEP-2005	A000745
Y1	690	Florescent Sign Lights	T	F		30-SEP-2005	A000745
Y1	750	Florescent Sign Lights	T	F		30-SEP-2005	A000745
Y1	940	Florescent Sign Lights	T	F		30-SEP-2005	A000745
Y2	455	Merc Sign Lights	T	M		08-JUN-2005	A000745

Save

Quit

Class	Wattage	Description	Cat Typ	Lt Typ	Kwh Rate	Activity Date	User Id
U	1130	Sodium Lum & Conc Std	S	S		08-JUN-2005	A000745
V	150	Sodium Lum & Steel Pole	S	S		08-JUN-2005	A000745
V	205	Sodium Lum & Steel Pole	S	S		08-JUN-2005	A000745
V	252	Sodium Lum & Steel Pole	S	S		30-SEP-2005	A000745
V	318	Sodium Lum & Steel Pole	S	S		30-SEP-2005	A000745
V	480	Sodium Lum & Steel Pole	S	S		30-SEP-2005	A000745
V	1130	Sodium Lum & Steel Pole	S	S		30-SEP-2005	A000745
X	294	Merc Lum (X-Way)	S	M		08-JUN-2005	A000745
X	455	Merc Lum (X-Way)	S	M		08-JUN-2005	A000745
X	7704	Merc Lum (X-Way)	S	M		08-JUN-2005	A000745
X1	252	Sodium Lum (X-Way)	S	S		08-JUN-2005	A000745
X1	318	Sodium Lum (X-Way)	S	S		08-JUN-2005	A000745

Save

Quit

Class	Wattage	Description	Cat Typ	Lt Typ	Kwh Rate	Activity Date	User Id
S1	294	Incan Underpass (Others)	S	I		08-JUN-2005	A000745
S2	150	Sodium Underpass	S	S		08-JUN-2005	A000745
S2	189	Sodium Underpass	S	S		08-JUN-2005	A000745
S2	205	Sodium Underpass	S	S		08-JUN-2005	A000745
T	150	Sodium Lum & Conc Std	S	S		08-JUN-2005	A000745
T	205	Sodium Lum & Conc Std	S	S		08-JUN-2005	A000745
T	252	Sodium Lum & Conc Std	S	S		08-JUN-2005	A000745
T	318	Sodium Lum & Conc Std	S	S		08-JUN-2005	A000745
T1	108	Sodium Post Top Lum	S	S		08-JUN-2005	A000745
T1	150	Sodium Post Top Lum	S	S		08-JUN-2005	A000745
T1	205	Sodium Post Top Lum	S	S		08-JUN-2005	A000745
U	480	Sodium Lum & Conc Std	S	S		08-JUN-2005	A000745

Save

Quit

Class	Wattage	Description	Cat Typ	Lt Typ	Kwh Rate	Activity Date	User Id
P1	150	Post Top Wood Pole	S	S		30-APR-2008	A000745
R	480	Sodium Lum & Wood Pole	S	S		08-JUN-2005	A000745
R	1130	Sodium Lum & Wood Pole	S	S		08-JUN-2005	A000745
S	40	Incan Underpass	S	I		08-JUN-2005	A000745
S	60	Incan Underpass	S	I		08-JUN-2005	A000745
S	100	Incan Underpass	S	I		08-JUN-2005	A000745
S	150	Incan Underpass	S	I		08-JUN-2005	A000745
S	189	Incan Underpass	S	I		08-JUN-2005	A000745
S	200	Incan Underpass	S	I		08-JUN-2005	A000745
S1	150	Incan Underpass (Others)	S	I		08-JUN-2005	A000745
S1	189	Incan Underpass (Others)	S	I		08-JUN-2005	A000745
S1	207	Incan Underpass (Others)	S	I		08-JUN-2005	A000745

Save

Quit

Class	Wattage	Description	Cat Typ	Lt Typ	Kwh Rate	Activity Date	User Id
N1	294	Merc Lum & Steel Pole (X-Way)	S	M		08-JUN-2005	A000745
N1	445	Merc Lum & Steel Pole (X-Way)	S	M		08-JUN-2005	A000745
O	100	Incan Lum & Wood Pole	S	I		08-JUN-2005	A000745
O	200	Incan Lum & Wood Pole	S	I		08-JUN-2005	A000745
P	68	Sodlum Lum & Wood Pole	S	S		08-JUN-2005	A000745
P	108	Sodlum Lum & Wood Pole	S	S		08-JUN-2005	A000745
P	150	Sodlum Lum & Wood Pole	S	S		08-JUN-2005	A000745
P	205	Sodlum Lum & Wood Pole	S	S		08-JUN-2005	A000745
P	252	Sodlum Lum & Wood Pole	S	S		08-JUN-2005	A000745
P	318	Sodlum Lum & Wood Pole	S	S		08-JUN-2005	A000745
P	480	Sodlum Lum & Wood Pole	S	S		13-JUN-2007	A000745
P1	150	Post Top Wood Pole	S	S		30-APR-2008	A000745

Save

Quit

Class	Wattage	Description	Cat Typ	Lt Typ	Kwh Rate	Activity Date	User Id
L	770	Merc Lum & Conc Std	S	M		08-JUN-2005	A000745
LE	45	LED Luminaire Horizontal Tenon Mounted	S	L		28-MAR-2017	A001845
LE	89	150 W LED EQ Wallpack	S	L		28-MAR-2017	A001845
LE	90	100W LED EQ Streetlight	S	L		28-MAR-2017	A001845
LE	123	150W LED EQ Streetlight	S	L		28-MAR-2017	A001845
LE	151	200W LED EQ Streetlight	S	L		28-MAR-2017	A001845
N	207	Merc Lum & Steel Pole	S	M		08-JUN-2005	A000745
N	294	Merc Lum & Steel Pole	S	M		08-JUN-2005	A000745
N	455	Merc Lum & Steel Pole	S	M		12-OCT-2005	A000745
N	770	Merc Lum & Steel Pole	S	M		08-JUN-2005	A000745
N1	207	Merc Lum & Steel Pole (X-Way)	S	M		08-JUN-2005	A000745
N1	294	Merc Lum & Steel Pole (X-Way)	S	M		08-JUN-2005	A000745

Save

Quit

Class	Wattage	Description	Cat Typ	Lt Typ	Kwh Rate	Activity Date	User Id
H	500	Incan Lum & Wood Pole	S	I		08-JUN-2005	A000745
H1	300	Incan Lum & Wood Pole (X-Way)	S	I		08-JUN-2005	A000745
I	207	Merc Lum & Wood Pole	S	M		08-JUN-2005	A000745
I	294	Merc Lum & Wood Pole	S	M		08-JUN-2005	A000745
I1	207	Merc Lum & Wood Pole (X-Way)	S	M		08-JUN-2005	A000745
I1	294	Merc Lum & Wood Pole (X-Way)	S	M		08-JUN-2005	A000745
J	455	Merc Lum & Wood Pole	S	M		08-JUN-2005	A000745
J	770	Merc Lum & Wood Pole	S	M		08-JUN-2005	A000745
J1	455	Merc Lum & Wood Pole (X-Way)	S	M		08-JUN-2005	A000745
K	207	Merc Lum & Conc Std	S	M		08-JUN-2005	A000745
K	294	Merc Lum & Conc Std	S	M		08-JUN-2005	A000745
L	455	Merc Lum & Conc Std	S	M		08-JUN-2005	A000745

Save

Quit

Class	Wattage	Description	Cat Typ	Lt Typ	Kwh Rate	Activity Date	User id
FF	44	8IN 2ALT 60W Y INCAN LAMP	Z	S	0.044	28-AUG-2009	A000745
FG	10	8IN 2ALT 13W Y LED LAMP MODULE	Z	S	0.010	28-AUG-2009	A000745
G	100	Incan Post Top Lum	S	I		08-JUN-2005	A000745
G	200	Incan Post Top Lum	S	I		08-JUN-2005	A000745
G	300	Incan Post Top Lum	S	I		08-JUN-2005	A000745
G1	150	Incan Post Top Lum & Alum Pole	S	I		08-JUN-2005	A000745
G2	100	Merc Post Top Lum & Steel Pole	S	M		08-JUN-2005	A000745
G2	150	Merc Post Top Lum & Steel Pole	S	M		08-JUN-2005	A000745
G2	207	Merc Post Top Lum & Steel Pole	S	M		08-JUN-2005	A000745
H	300	Incan Lum & Wood Pole	S	I		08-JUN-2005	A000745
H	500	Incan Lum & Wood Pole	S	I		08-JUN-2005	A000745
H1	300	Incan Lum & Wood Pole (X-Way)	S	I		08-JUN-2005	A000745

Save

Quit

Class	Wattage	Description	Cat Typ	Lt Typ	Kwh Rate	Activity Date	User Id
A2	770	Merc Lum & Ornamental Steel	S	M		08-JUN-2005	A000745
B2	455	Merc Lum & Steel Pole	S	M		08-JUN-2005	A000745
B2	770	Merc Lum & Steel Pole	S	M		08-JUN-2005	A000745
C	1500	No Description	I	S		08-JUN-2005	A000745
C1	116	No Description	I	S		08-JUN-2005	A000745
CC	200	Controller Cabinet	T		0.200	23-AUG-2007	A003709
D2	455	Merc Lum & 20 FT B.D. Conc	S	M		08-JUN-2005	A000745
E	300	Incan Lum & Conc Std	S	I		08-JUN-2005	A000745
E	500	Incan Lum & Conc Std	S	I		08-JUN-2005	A000745
FA	172	12IN 2ALT 116W Y INCAN LAMP/116W Y INCAN SGI	Z	S	0.172	28-AUG-2009	A000745
FB	102	12IN 2ALT 22W Y LED LAMP MOD/116W Y INCAN S	Z	S	0.102	28-AUG-2009	A000745
FC	24	12IN 2ALT 22W Y LED LAMP MOD/22W Y LED SGN	Z	S	0.024	28-AUG-2009	A000745

Save

Quit