

**CITY OF AUSTIN – PURCHASING DEPT.  
RECOMMENDATION FOR COUNCIL ACTION  
VENDOR NAME: SCHNEIDER ELECTRIC**

**AGENDA DATE: 4/26/2012**

**SUBJECT:** Authorize award, negotiation, and execution of Amendment No. 3 to the service agreement with SCHNEIDER ELECTRIC USA, INC., dba SQUARE D COMPANY, to expand the existing Energy Profiler Online (EPO) web portal to include the Load Curtailment module for Austin Energy and increase the contract in an amount not to exceed \$109,000 for the current option and in an amount not to exceed \$25,800 for each of the three remaining options, for a total contract amount not to exceed \$861,484.

**AMOUNT & SOURCE OF FUNDING:** Funding in the amount of \$109,000 is available in the Fiscal Year 2011-2012 Operating Budget of Austin Energy. Funding for the extension options is contingent upon available funding in future budgets.

**FISCAL NOTE:** There is no unanticipated fiscal impact. A fiscal note is not required.

**FOR MORE INFORMATION CONTACT:** Art Acuna, Senior Buyer/ (512) 322-6307

**PURCHASING:** Contract Amendment

**PRIOR COUNCIL ACTION:** 09/23/2010 – Approved 12-month contract with four 12-month extension options.

**BOARD AND COMMISSION ACTION:** To be reviewed by Electric Utility Commission on April 16, 2012 and Resource Management Commission on April 17, 2012.

**MBE/WBE:** This contract was awarded in compliance with Chapter 2-9C of the City Code (Minority-Owned and Women-Owned Business Enterprise Procurement Program). No subcontracting opportunities were identified; therefore, no goals were established for this solicitation.

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This proposed amendment No. 3 will allow for the addition of a Load Curtailment module to Austin Energy's existing Energy Profiler Online (EPO) web portal. The existing portal allows business customers of Austin Energy to monitor their daily electric usage over the Internet through a secure website. It allows customers to easily identify wasteful energy practices and verify improved conservation measures. The Load Curtailment module would provide enhanced demand response program services to Austin Energy's load co-op commercial and industrial (C&I) customers and support Austin Energy's aggressive program goals of increasing C&I demand response capability from its current load reduction of 2.5-3MW to 40-50 MW by the year 2020. The module will enable Austin Energy to notify load co-op customers of curtailment events, track and communicate participation in events, and produce reports to verify results and facilitate associated payment to participants. The module will enable Austin Energy staff to communicate demand response events via automated telephone, text or email messages generated by the web-based system. These messages would provide the principal means for informing customers that action is required to participate in a given event. Load co-op customers

will be able to opt in or out of any event and monitor their event participation via the internet through a secure website in a user friendly manner. The curtailment module will provide the principal means by which Austin Energy staff will verify curtailment levels attained by customers participating in its load co-op program and reconcile payments to customers. The new Load Curtailment module has a one time project cost of \$98,250 plus an increase in annual EPO subscription fees of \$25,800 per year. Participants at 54 facilities in Austin Energy's load co-op program contributed between 2.4-4.8 MW of peak demand savings during the 2011 peak demand season. Automation of the management of the program would enable Austin Energy to expand the program to include 500 participating facilities. This expansion could result in a peak demand reduction of over 30 MW, an annual value of over \$4,000,000 to Austin Energy customers.

This contract was awarded in October of 2010 as a sole source procurement. This Recommendation for Council Action is to approve Amendment No. 3 for the addition of the Load Curtailment module including ongoing subscription fees. The current year's subscription fee will be pro-rated to \$10,750 to reflect payment for May to September 2012. This additional module and subscription is proprietary to Schneider Electric and there are no other companies licensed to sell, support, or license this software.

Action	Description	Amount
Contract awarded 10/12/10	Original 12-month contract with four 12-month extension options	\$ 669,284.00
Amendment No.1 10/12/2011	Exercise the first extension option	\$ 0.00
Amendment No.2 3/21/2012	Administrative increase to the current contract period only	\$ 5,800.00
Proposed Amendment No. 3	Increase contract amount to the current contract period	\$109,000.00
	Increase contract amount of the three remaining extension options by \$25,800 per option	\$77,400.00
Total Revised Contract Amount		\$861,484.00