

Council Meeting Date: 02/15/2018

**Posting Language**

Authorize negotiation and execution of a multi-term contract with Resource Action Programs Inc., or one of the other qualified offerors to Request For Proposals 1100 RMJ0313 REBID, to develop a school-based energy conservation program, for up to five years for a total contract amount not to exceed \$1,000,000.

(Note: This solicitation was reviewed for subcontracting opportunities in accordance with City Code Chapter 2-9C Minority Owned and Women Owned Business Enterprise Procurement Program and subcontractor goals were applied to the solicitation. The recommended contractor provided sufficient evidence of good faith efforts and the resulting contract will include 6.00% WBE participation).

**Lead Department**

Purchasing Office.

**Client Department(s)**

Austin Energy.

**Fiscal Note**

Funding in the amount of \$116,667 is available in the Fiscal Year 2017-2018 Operating Budget of Austin Energy. Funding for the remaining contract term is contingent upon available funding in future budgets.

**Purchasing Language:**

The Purchasing Office issued a Request for Proposals (RFP) 1100 RMJ0313 REBID for these services. The solicitation issued on November 20, 2017 and it closed on December 12, 2017. Of the four offers received, the recommended contractor submitted the best evaluated responsive offer. A complete solicitation package, including a response list, is available for viewing on the City's Financial Services website, Austin Finance Online. Link: [Solicitation Documents](#).

**Prior Council Action:****For More Information:**

Inquiries should be directed to the City Manager's Agenda Office, at 512-974-2991 or [AgendaOffice@austintexas.gov](mailto:AgendaOffice@austintexas.gov)

NOTE: Respondents to this solicitation, and their representatives, shall continue to direct inquiries to the solicitation's Authorized Contact Person: Sandy Brandt, at 512-322-6594 or [Sandy.Brandt@austinenergy.com](mailto:Sandy.Brandt@austinenergy.com).

**Council Committee, Boards and Commission Action:**

January 22, 2017 - To be reviewed by the Electric Utility Commission.

**Additional Backup Information:**

The contract will provide development of a school-based energy conservation program at local schools throughout Austin Energy's service territory. Through engaging, hands-on activities, the program aims to instill awareness of energy efficiency; identify verifiable energy savings measures; introduce students, parents, and school staff to Austin Energy's energy efficiency programs; and stimulate interest in environmentally-oriented subjects. The program will include student kits and workbooks in English and Spanish designed to promote student-parent learning; classroom energy investigation kits to facilitate classroom-based activities directly tied to Texas Essential Knowledge and Skills academic standards; and an interactive educational

website for students, teachers, and parents. The program is aligned with Austin Energy’s demand side goal to serve hard-to-reach customers and will be provided at no cost to participants.

An evaluation team with expertise in this area evaluated the offers and scored Resource Action Programs Inc. as the best to provide these services based on system concept and solution, prior experience, personnel qualifications, cost, local business presence, and service-disabled veteran enterprise status.

This request allows for the development of a contract with a qualified offeror selected by Council. If the City is unsuccessful in negotiating a satisfactory contract with the selected offeror, negotiations will cease with that provider. Staff will return to Council so that another qualified offeror may be selected, authorizing new contract negotiations.

This is a new contract resulting from a successful pilot project. The contract amount is based on costs to develop the program and reach approximately 4,500 sixth grade students per year. Austin Energy has conducted outreach to schools to identify preliminary interest, and those schools have made plans to incorporate energy conservation curriculum during the 2017-2018 school year. If execution of the contract is delayed, Austin Energy will be unable to deploy the program this school year.

**Contract Detail**

	<b><u>Contract Term</u></b>	<b><u>Contract Amount</u></b>	<b><u>Contract Amendment</u></b>	<b><u>Revised Amount</u></b>
Initial Term	1	\$ 200,000	n/a	n/a
Extension Option 1	1	\$ 200,000	n/a	n/a
Extension Option 2	1	\$ 200,000	n/a	n/a
Extension Option 3	1	\$ 200,000	n/a	n/a
Extension Option 4	1	\$ 200,000	n/a	n/a
<b>TOTAL</b>	<b>5</b>	<b>\$1,000,000</b>	<b>\$ -</b>	<b>\$ -</b>

**EVALUATION MATRIX**  
**RFP 1100 RMJ0313 REBID**  
**School Based Kits for Energy Conservation Program**

<b>EVALUATION FACTORS</b>	<b># Possible Points</b>	<b>Resource Action Programs Inc.</b>	<b>GDS Associates, Inc.</b>	<b>EnviroMedia, Inc.</b>	<b>Mothership Energy Group/Disco Learning Media, Inc.</b>
System Concept and Solutions	<b>40</b>	<b>35</b>	<b>29</b>	<b>15</b>	*
Cost Proposal	<b>27</b>	<b>27</b>	<b>23</b>	<b>16</b>	*
Local Business Presence	<b>10</b>	<b>2</b>	<b>4</b>	<b>8</b>	*
Prior Experience	<b>10</b>	<b>10</b>	<b>9</b>	<b>4</b>	*
Personnel Qualifications	<b>10</b>	<b>10</b>	<b>10</b>	<b>5</b>	*
Service-Disabled Veteran Business Enterprise	<b>3</b>	<b>0</b>	<b>0</b>	<b>0</b>	*
<b>Total</b>	<b>100</b>	<b>84</b>	<b>75</b>	<b>48</b>	*

\*Deemed Non-Responsive - Did not meet the requirements of the solicitation related to the Minority Owned and Women Owned Business Enterprise Procurement Program.

NOTE: As per Section 252.049 of the local government code, contents of a proposal shall remain confidential until a contract is awarded. Therefore, the matrix will include points awarded for price but exact pricing will not be disclosed.

**M/WBE Summary**

Participation goals stated in the solicitation were 2.51% MBE and 2.88% WBE. The recommended contractor's M/WBE Compliance Plan provided sufficient evidence of Good Faith Efforts with 6.00% WBE participation and was approved by the Small and Minority Business Resources Department.

**NON - MBE/WBE TOTAL - PRIME** **94.00%**

Resource Action Programs Inc., Sparks, NV

**WBE TOTAL – SUBCONTRACTOR** **6.00%**

(FW) Blue Ocean Energy LLC, Austin, TX  
(Energy conservation consulting)