

**REQUEST FOR PROPOSAL**  
**Infrastructure Upgrades via Self-Funded Program for Dodge County**  
**Schools:**  
**RFP Item #01-01**

Dodge County School District is hereby requesting proposals from qualified companies to conduct utility efficiency and infrastructure upgrades using results-based funding solutions. The scope of work will include turnkey results-based contracting services to make needed upgrades to the District's facilities and infrastructure with the intent to reduce utility consumption, reduce operating costs, find additional funding opportunities and gain efficiencies in operations.

There will be a mandatory pre-bid conference on **March 18<sup>th</sup>** at 1:30 PM  
**Dodge County Schools**  
**720 College Street**  
**Eastman, GA, 31023**

All proposals should be submitted to the attention of: Rick Rogers

Proposals may not be withdrawn for a period of one hundred and twenty (120) days from the date of the submission deadline.

Dodge County School District reserves the right to accept or reject any proposal or item listed therein.

**1. Objective**

The objective in issuing this Request for Proposals is to solicit proposals and qualifications from companies that have the experience, capability and track record to provide guaranteed paid from savings upgrades to existing facility and infrastructure through a results-based contracting methodology. The selected results-based contractor shall develop and implement utility savings measures, develop cost reduction strategies and identify any available funding opportunities for Dodge County School District. The funding generated from such strategies shall be utilized to provide infrastructure improvements and upgrades. The selected firm shall:

- a) Design and implement infrastructure improvements that utilize proven technologies to provide a state-of-the art environment that will serve the District's present and future needs;

- b) Provide training of personnel in the operation and maintenance of installed systems;
- c) If requested, assist with securing a viable financing mechanism acceptable to the District;
- d) Be able to provide a written guarantee that total program costs shall be, if required by the District, one hundred percent (100%) covered by the performance enhancements of the system and operating cost reductions based in utility unit reductions, funding opportunities and agreed upon operational savings.
- e) Provide a contract that includes a provision for measuring and verification of any guaranteed savings or funding. Provide a contract life of the program not to exceed twenty (20) years. Dodge County School District intends to structure the program's implementation schedule in a manner to minimize capital needs.

All utility conservation measures or infrastructure enhancements proposed by qualified results-based contracting service provider shall be proven, commercially available and verifiable.

## **2. Proposal Content**

Proposal submissions should contain the following information and be limited to no more than fifty (50) pages with a minimum font size of 12. Provide three (3) electronic copies on a CD or USB media (such as a flash drive) of the following:

- Firm profile with organizational structure of Energy Service Division leadership
- Guaranteed Energy Service Project (GESP) sales
  - Georgia sales - GESP only – 5 years
  - U.S. sales - GESP - Lifetime
- The official name and official address of the results-based contracting service provider. (Provide the web-link/address to contracting service provider's website).
- Evidence of financial stability (financial statements may be provided in an appendix and do not count toward the page limit). Financial statement must be for the entity responding to this RFQ.
- Firm's results-based contracting experience

- State whether already pre-approved as an ESCO for the state of Georgia. List any projects performed as a state qualified ESCO.
- Level of NAESCO (National Association of Energy Service Companies) Accreditation
- Firm must provide a review of the firm's *overall* results-based contracting experience with a focus on team members that will be involved in this project.
- List ALL customers (nationwide for all vertical markets), with contact information, that have past or pending lawsuits, arbitration or litigation regarding a results-based contract savings guarantee (list reason).
- Project team qualifications and experience.
  - Firm must provide pertinent team members resumes and experience.
  - Firm must provide five (5) national results-based contracting references that have used the results-based contracting vehicle on projects of school systems / municipalities. Provide clarification on how much capital cost avoidance and / or other funding was used for each project.
- Unique Benefits or Approach.
  - Please describe any unique offering or approach that may benefit the District as part of this offering.
- Dodge County School District is interested in benefiting from an unbiased, value based program to address its needs through a vendor-neutral Energy Service Company. Therefore, the Energy Service Company must demonstrate its willingness, organizational independence (if applicable) and past experience in providing projects that deploy solutions incorporating equipment, controls and related products and field services independent of its own specific business portfolio. In some cases, the District may have already chosen a preferred provider and the chosen ESCO may be asked to work with that provider. Please state whether your company provides any facility services, is a vendor, or a utility provider.
- Pricing
  - Provide the cost of the Investment Grade Audit payment required of the District if the program is not implemented.

### **3. Contract Award**

The Contract will be awarded to the firm which, in the District's opinion, has submitted the best overall proposal. Criteria to be used in the evaluation process will include, but not be limited to, qualifications and experience of the firm, as well as, specific team members to be assigned to the project; financial stability, financing options and resources of the firm. The District reserves the right during the solicitation process to request additional information or seek clarification for any aspect of the proposal from any and all firms.

- When services and fees are agreed upon, the selected firm shall be offered a contract subject to the District's approval.
- Should negotiations be unsuccessful, the District may enter into negotiations with the next, highest ranked firm. The process may continue until an agreement is reached with a qualified firm.
- This RFQ does not commit the District to pay for any direct and/or indirect costs incurred in the preparation of a response.

Scoring Criteria:	Points:
Firm Profile	5
Financial Stability	10
Energy Services Contracting Experience	10
Firm Experience	20
Team Experience	10
Project References	10
Additional Benefits for Schools	10
Pricing	20
Vendor/product Neutrality	5
Total	100

#### **4. Submission of Proposals**

All proposals responding to this solicitation should be submitted to the following address by no later than **2:00 pm EST on April 23, 2019:**

Director of Technology, Rick Rogers  
Dodge County Schools  
720 College Street  
Eastman, GA, 31023  
[rrogers@dodge.k12.ga.us](mailto:rrogers@dodge.k12.ga.us)  
478 374 3783

#### **THE “RESTRICTED PERIOD”**

During the “restricted period” (defined below), prospective firms, (including any representative, lobbyist or any of the firm’s customers) are **PROHIBITED** from attempting to influence the governmental procurement by contacting anyone other than the designated District contact at [rrogers@dodge.k12.ga.us](mailto:rrogers@dodge.k12.ga.us)

The “restricted period” is essentially a blackout period which **begins** with the earliest written notice of a government solicitation of bids and **ends** upon approval and public disclosure of the most qualified firm for the District.

The Dodge County Board of Education reserves the right to accept or reject any or all bid submissions.