

**Town of Jamestown, Rhode Island
Street Light Maintenance and LED Conversion
Bid Number – JTN-21-500**

February 10, 2021



**Presented by:
PowerSecure, Inc.**

Cover Letter

Town of Jamestown, Rhode Island
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Street Light Maintenance and LED Conversion
February 10, 2021

Jamestown Finance Director
93 Narragansett Ave.
Jamestown, RI 02835

February 10, 2021

Director,

PowerSecure is pleased to present the following proposal in response to the Town of Jamestown's Invitation to Bid for "Street Light Maintenance and LED Conversion" (JTN-21-500).

PowerSecure is a wholly-owned subsidiary of Southern Company, one of the nation's premier energy companies, with the ability to offer the Town of Jamestown an unmatched partner when considering financial strength, and safety culture; as well as both depth and breadth of experience.

Throughout North America, municipalities call on PowerSecure to replace their streetlights with LED because we have developed true expertise. These projects are more than one-for-one replacements, they require the integration of lighting science knowledge and field construction experience. As a true turnkey provider of LED street light replacements, our approach is a great fit for the Town of Jamestown.

We have nationwide capabilities, and we understand the importance of supporting and focusing on the local community affected by this project. A high-profile project in the community like this creates challenges, alongside the tremendous opportunity, and our team is well-equipped to manage the project and leave a lasting, positive impression throughout the community.

PowerSecure is confident that our experience, capabilities, and overall knowledge of the LED outdoor lighting landscape will qualify us uniquely to be your partner on this important project. By selecting PowerSecure within the Southern Company family, the Town of Jamestown can take comfort in knowing that it is undertaking this important project with a partner whose financial strength is unparalleled among proposers.

There are many reasons to select PowerSecure as the ideal partner for upgrading to energy efficient LED lighting. Most importantly is PowerSecure's proven track record in implementation. When it comes to taking a customer-oriented approach to lighting installation, PowerSecure is second to none. Our team thrives at problem solving and dependability, and we approach construction work with ingrained integrity and pride.

Communication is critical, and our team takes pride in the fact that all communication flows seamlessly through each phase of the project. Our approach emphasizes continuity and quality control through each project step. Our team is comprised of some of the most experienced lighting professionals in the industry who are committed to developing and delivering successful lighting solutions.

We believe that a construction project should build a relationship with our customers that is based on trust, dependability, and transparency. Our team has benefited greatly from years of word-of-mouth recommendations from client to client, and we are proud of our reputation as a customer-driven group of motivated professionals.

The following individuals are authorized to represent PowerSecure in any negotiations, and to sign any contract that may result:

David T. Condon, Sr. Vice President
Energy Efficiency Service
PowerSecure, Inc.
128 Talbert Rd., Mooresville, NC 28117
DCondon@powersecure.com
(336) 210-4536 cell
(336) 852-5656 office
(336) 852-7393 fax

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Dave Condon will serve as PowerSecure's executive point of contact.

Thank you for your consideration and for this opportunity to respond. We look forward to speaking with your team in greater detail.

Sincerely,

James G. Smith
Group Executive, DI & EES

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C. Description of Firm and Experience, including Project Team and Equipment

1. Provide a company profile and describe your firm's legal structure. Include:

a. Company Ownership

PowerSecure, Inc. is a Delaware Corporation that is a wholly-owned subsidiary of Southern Company, and was incorporated on August 31, 2000.

b. Location of company offices

PowerSecure maintains 24 office locations in 11 states across the country, these include:

<u>Corporate Office</u>	<u>Energy Efficiency Services</u>	<u>NE Regional Office</u>
1609 Heritage Commerce Ct. Wake Forest, NC27587 (919) 556-3056	128 Talbert Rd., Suite F Mooresville, NC 28117 (704) 746-3346	55 Pittsfield Road, 6A Lenox, MA 01240 (413) 358-8757

c. Number of Employees both locally and nationally

Nationally, PowerSecure is staffed at approximately 600 employees, and 12 employees out of the Massachusetts office.

d. Location(s) from which employees will be assigned

PowerSecure's Development and Operations functions for Energy Efficiency Services are both managed out of our Mooresville and Greensboro, NC offices. In addition, our long standing Northeastern Regional office located in Lenox, MA includes both developmental and operational staff. The assigned Project Manager will be based out of the Massachusetts office. These offices will be the primary support locations for this project.

e. Bidders point of contact

David T. Condon, Sr. Vice President
Energy Efficiency Service
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f. Company background/history

PowerSecure is a national leader in providing energy efficiency technologies to municipal, military, institutional, commercial, and industrial customers. PowerSecure provides products and services in the areas of Energy Efficiency Services and Interactive Distributed Generation® (IDG®).

PowerSecure is proud to hold certain “first-of-a-kind” street lighting implementations, these include:

- ✓ PowerSecure’s Plainville, Connecticut project is the first US project to integrate public access Wi-Fi into the luminaires.
- ✓ PowerSecure is the first company in the US to complete turnkey projects with advanced controls operating on both RF and wireless mesh systems, Mamaroneck, New York and Plainville, Connecticut, respectively.
- ✓ PowerSecure, in combinations with its parent organization, Southern Company, have already completed more than 200,000 LED street light luminaire replacements.

With experience in applying ANSI/IES RP-8 in retrofit applications, this team is a vendor of choice for LED replacements, statewide, for the Connecticut Conference of Municipalities; and the national choice of the public power industry’s leading energy services entity, Hometown Connections.

g. Length of time bidder has been providing services described in this ITB

Since 1990 PowerSecure’s Energy Efficiency Services (EES) has provided lighting design services by our own in-house lighting experts. PowerSecure has installed these projects historically through a combination of both in-house and subcontracted crews as best served the individual project needs. (PowerSecure acquired the Applied Energy Management Company, founded in 1990, in 2013). PowerSecure has been designing and installing roadway lighting projects as described in this ITB since 2015.

h. Resumes for key staff

PowerSecure’s key management team includes the following personnel with an average of over 20 years of energy efficiency and construction management experience. This integrated team with an extensive period of collaboration is remarkably stable in personnel while continually seeking and developing exceptional new team members.

David Condon – Senior Vice President, Energy Efficiency Services – Mr. Condon leads national delivery for PowerSecure’s lighting projects. His project experience includes implementing large-scale construction programs and energy efficiency street light replacement projects throughout North America. Mr. Condon has been instrumental in developing and continuing to oversee and direct all elements of PowerSecure’s technical approach to development and construction, as well as safety and training. Mr. Condon

will be the executive-in-charge of the Town of Jamestown project.

Lucas Weyant – Director of Operations, Energy Efficiency Services – Mr. Weyant has previously overseen solution development for PowerSecure’s past LED street light replacement projects, as well as a variety of other projects with lighting applications. Having completed the AGi32 Roadway Emphasis course, Mr. Weyant is a full-time PowerSecure subject matter expert on AGi32’s use. He also has extensive experience in applying luminaire photometry, human vision, RP-8, the Luminaire Classification System, BUG Ratings and other critical data points to selection of optimal luminaires during design phase.

Tim Bean – Director of Technical Solutions, Energy Efficiency Services – Mr. Bean holds current Electrical Master and Electrical Contractor Licenses in over twenty states and provides over 30 years of experience in the construction, estimation, design, and installation of electrical systems for commercial, government, institutional, and industrial facilities. He is a seasoned estimator performing constructability reviews and construction management for the electrical systems and lighting installation group.

Alexandra Fastige – Director Solutions Development, Energy Efficiency Services – Ms. Fastige has over 15 years of Energy Conservation Measure design experience including extensive work in multi-measure roles, coordinating and designing water, lighting, and building envelope projects. Lexy has a proven ability to apply cutting edge innovations to real world applications. As the leader of our growing development team, she oversees all project design and development.

Eric Stewart - Safety Manager – Mr. Stewart has been in the electrical industry for 15 years and has extensive experience in training on and implementing safety programs for large-scale construction. He is PowerSecure Energy Efficiency Services division’s dedicated, full-time safety professional. He provides OSHA recordkeeping and reporting, leads monthly safety training, OSHA 10, OSHA 30 (for Construction and General Industry), powered industrial truck, and Smith System driver training.

2. **Describe areas of expertise and other information that would be helpful in characterizing the firm. Describe the firm’s internal procedures and/or policies associated or related to work quality and cost control. Describe the resource availability, which may include the various levels of experience of the personnel to be provided and vehicles and equipment to be used, to perform the work for the duration of the project.**

PowerSecure’s Energy Efficiency Services group has developed and installed lighting, mechanical, water, and building envelope projects throughout the country and internationally for over 25 years. These projects cross all sectors including municipalities, hospitals, school districts, colleges and university campuses, military bases, commercial and industrial sites.

This breadth and depth of experience has provided continual, on-going feed-back through our development and operations teams. We apply lessons learned based on the requirements of different sectors throughout our operating procedures as applicable. Through this process our

safety standards and procedures, which have always been the first priority, have maintained the highest industry standards. This allowed for an easy transition into the Southern Company team which as a large utility company emphasizes safety, quality, and reliability.

PowerSecure has performed area lighting, garage lighting, and street lighting projects across the United States, as well as in Canada and Korea. These have been municipal, federal, and military projects. PowerSecure has performed turnkey lighting, engineering, mechanical and transformer projects with numerous ESCO partners over the past 25 years.

PowerSecure has an experienced, dedicated, integrated, nationally diverse, work force that spans all project functions from site survey and design, material acquisition, installation operations, and final closeout. We have the ability to integrate all professional trades and support functions.

Resources for the Town of Jamestown's Streetlight LED Conversion and Maintenance project will be drawn from our integrated, experienced team across all functional areas. Most directly this will include the EES Development and Operations Teams. The directors of these two critical teams are co-located within the same office in order to ensure clear, and consistent communication throughout the project. The resources dedicated to this project include development specialists, material procurement specialists, utility rebate specialists, and project management.

Our site survey team will conduct the GIS survey of the existing lighting inventory and gather all necessary additional location specific information as identified in the ITB in order to provide the town with a comprehensive and detail update, and to provide the development team with the necessary information to provide location by location recommendations for the best solution based on actual conditions. These teams will remain involved until the project completions.

The operations team will transition in with a CLA of the project which will include the assigned project PM. The PM will be the primary on site contact for the town to coordinate scheduling, material shipments, police escorts as necessary, oversee the subcontractor, reporting, and closeout functions.

Our cost control measures include having a diverse network of both vendor and subcontracting partners. This allows us to competitively price materials while exploring new technologies and maintaining the reliability of proven partnerships. Equally, our network of local subcontractors allows us to price the most competitive installation option with partners with mutual trust and minimal risk.

3. Briefly describe other engagements by your firm that demonstrate relevant experience and that best characterize the firm's capabilities, work quality, and cost control.

PowerSecure, in combinations with its parent organization, Southern Company, have already completed more than 200,000 LED street light luminaire replacements.

PowerSecure not only installs street lighting projects, we design our projects at a fixture by fixture level with existing conditions to guide an appropriate solution. These include existing

mounting height, fixture type, distribution, and road conditions. PowerSecure has experience matching utility inventory with the physical stock identified and GIS mapped in the field. We upload the data to ArcGIS and create maps that will provide near real time updates during construction.

PowerSecure has worked with a couple dozen utility and municipal rebate programs for interior and exterior lighting retrofits. PowerSecure has assisted municipalities to negotiate the purchase of the existing utility fixtures and poles. And PowerSecure is proud to have performed these first-of-a-kind advanced exterior control systems in the U.S.

PowerSecure's Plainville, Connecticut project is the first US project to integrate public access Wi-Fi into the luminaires. PowerSecure is the first company in the US to complete turnkey projects with advanced controls operating on both RF and wireless mesh systems, Mamaroneck, New York and Plainville, Connecticut, respectively.

4. Describe your firm's familiarity and experience working with utility and other incentive programs. Please note that a minimum of 3 years prior experience is expected.

PowerSecure has a dedicated Rebate Administrator that will perform the application process and procurement of incentives for the project. Ms. Tonya Szentmiklosy has extensive experience with rebate administration. Tonya has over 10 years of experience in the field, 8 years in rebate administration, and she has administered a total of over 100 rebates. In 2020 alone, Tonya procured over \$1 million in rebates. She has worked several times specifically on these relevant RI rebates.

PowerSecure is well versed in mediation between customers and utilities and has worked with utilities nationwide, including NGRID, through the rebate administration process from project start to completion. These have included roadway as well as commercial, municipal and military projects throughout New England and nationally.

The estimated rebates will be based on the NGRID Incentives for Streetlight program in conjunction with the Rhode Island Office of Energy Resources Street Light Incentives program. Rebates are subject to availability and need pre-approval to secure funding. Rebates are dependent on the product being DLC listed at the time of pre-approval.

5. Provide the approximate number of people and how many crews will be assigned to the LED conversion and maintenance sections of this project. Describe your firm's workforce, including the prior experience of all qualified certified journeymen lineman on staff, who are capable of performing as Qualified Electrical Workers as described in this ITB.

There will be approximately six on-site personnel including our PowerSecure PM, our local sub-contractor, and two 2-person road crews. These will be supported by additional PowerSecure operational and development team members including our Senior Project Manager, our Director of Operations, and our Director of Development.

The certified journeyman linemen for this project will be drawn from our sub-contractor. PowerSecure will utilize one or both of our selected local sub-contractor partners for both the fixture conversions and maintenance portions of the project.

- a. Names of key team members, including those of any subcontractors, who will be performing the work on this project
- b. Their responsibilities on this project
- c. Current assignments and location
- d. Experience on similar or related projects
- e. Unique qualifications
- f. Percentage of their time that will be devoted to the project

Stephen Randall

- a. PowerSecure EES, Manager Development Solutions
- b. Steve is the primary bid responder for this project. Upon selection, he will develop the proposed design based on the CLA/GIS site survey.
- c. Steve is currently assigned to all roadway and area lighting development, he is located in the Greensboro, NC office.
- d. Steve has 25 years of experience in the energy efficient lighting field, and has been focused on developing roadway lighting projects and their GIS mapping for the past four years.
- e. Steve is a Certified Energy Manager (CEM), has earned a PhD in Energy and Environmental Modeling, and an MS in Energy Management & Policy. Steve served previously as the Energy and Sustainability Manager for the City of Greensboro, NC.
- f. Steve's time will be dedicated 80% to this project during the development and reconciliation portions of the project, and 20% during the construction phase.

Louis Alfano

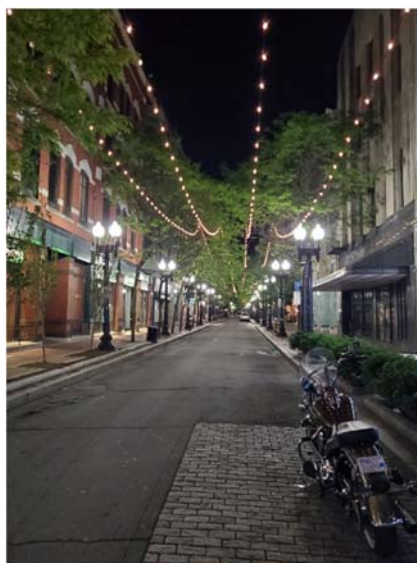
- a. PowerSecure EES, Project Manager
- b. Lou will be the onsite project manager for this project.
- c. Lou is currently assigned to a Florida university project.
- d. Lou had 25 years of experience as a PM for energy efficiency lighting projects, and has managed 6 street lighting projects for the team.
- e. Lou has over 30 years of industry experience.
- f. Lou will dedicate 100% of his time to this project during the construction phase.

From our network of local electrical contractors we have selected one to serve as the primary installation and maintenance teams of this project. If needed, we would easily bring additional contractors forward for your review to potentially participate in the project as well. Our selected local contracting team is lead by Rob Kelman of C&K Electric who have extensive electrical and roadway lighting experience. Rob and Andre Therien, their PM, both have over 20 years of experience.

In addition, C&K recently performed as General Contractor for a state of the art LED lighting project at the RI State House (<https://www.providencejournal.com/news/20180419/ri-state-house-aglow-as-groups-take-advantage-of-new-digital-lighting-system?template=ampart>). This local high profile project included thousands of multi-colored LED fixtures installed with a web-based control system.

Rob Kelman

- a. C&K Electric, Sub-contractor (Labor)
- b. Rob will be responsible for the conversion and maintenance labor portion and will work with Lou to coordinate all installation.
- c. C&K current assignments are primarily in and around Providence including their on-going Providence Decorative Maintenance & Repair project
- d. The picture below of Westminster St. in downtown Providence shows a small piece of a 1,300 decorative fixture LED conversion recently performed by C&K Electric. This included creating a numbering system and data logging with information such as GPS coordinates, nearest street location and notation of any items to be addressed. In addition, C&K currently holds a contract with the City of Providence to maintain & repair their decorative lighting inventory.



Here is a picture of the Point Street Bridge in Providence,
C&K Electric replaced LED floods here.



- e. C&K is a Providence, RI based full service electrical contractor established in 1923. They provide commercial, Industrial, Residential and Roadway services.
- f. Rob will dedicate 50% of his time to this project during construction.

6. Provide a list and descriptions of the vehicle(s) and equipment to be used including important features such as the main vehicle (bucket truck) which is equipped with Type D Arrow Board for mobile operation.

The primary vehicles which will be dedicated to this project will be the 35 and 42 foot utility-grade bucket trucks, with Type D Arrow Board, owned/operated by our local installation sub-contractors. There will be smaller commercial vehicles such as vans and pick-up trucks for material, man-power, and management transportation as required throughout the project. PowerSecure maintains all required equipment which is available to backup and to enhance our sub-contractors inventory.



D. Project Approach and Understanding – Conversion

1. Describe how you will work with the Town to determine appropriate wattages, lumen output, color temperature, color rendering, and overall quality of light. Describe your process for choosing and installing sample fixtures for visual review within the pilot program area in the Town.

All aspects of the design are driven by the project specific needs, requirements, and wishes of the customer. PowerSecure is manufacturer agnostic. This allows us to individually select the best available fixtures and equipment to meet the needs and specification requirements of the project. We have worked with all the major manufacturers with proven track records of performance and durability.

To the extent it is applicable, and to the extent it is consistent with the customer's project goals, we incorporate the intent of RP-8-14 as an input toward the basis of design. However, bearing in mind that this guidance is intended for the design of a new roadway lighting system, and is explicitly not intended for the retrofit of an existing system there are limitations to its application in a retrofit scenario. In an existing system, too many primary design considerations have already been established to make this possible such as existing pole location, orientation, spacing, and height.

That said, there are significant design contributions that can be incorporated from the guidance into an existing roadway lighting system. The most obvious of these include roadway classifications, potential pedestrian conflict areas, light distribution, light quality including glare, and light trespass among others. However, you cannot overcome issues such as fixture spacing or pole mounting heights by simply boosting lumens and light levels hoping to "reach" to the next fixture. This may only in fact aggravate an existing problem by increasing the hot and cold spots that the driver encounters.

Lumen output and wattages are both essentially a means to an end. You need the watts to generate the lumens to provide foot-candles (fc) on the road. LED fixtures are generally designed to meet or exceed the light output of the various existing HID options. Although there are significantly more LED output options, a starting point is often to meet or exceed the HID. This only indirectly takes into account assumed existing road conditions, and that the current/future desirable light level has not changed.

For the pilot program, representative samples of the existing fc readings are taken at both broadly representative locations as well as at "critical" locations such as at intersections and at low visibility sites. These measurements, with the fixture specifics (mounting height, and lanes of traffic, etc.), are used to create AGi32 models of the existing and proposed fixtures.

The appropriate color temperature for roadway lighting is debatable, and ultimately is a choice

of the Town. Both cool white (+/- 4000 Kelvin) and warm white (+/- 3000 Kelvin) color temperatures have advantages which can be discussed in detail. The Color Rendering Index (CRI) is less controversial. All else equal, the greater CRI provides better color clarity but at an incremental cost that in most cases does not provide sufficient additional benefits to justify the additional costs. Roadway lighting simply does not require the higher CRI rating.

2. Describe your strategy for using control systems to maximize incentives and limit on-going utility costs.

As in any municipal roadway application, both the NGRIS and the State of Rhode Island benefits will be maximized for both the lighting and the control opportunities. The lighting rebate benefits requires that careful attention is paid to be certain that the final utility wattage meets the maximum rebate available while maintaining the design lumen output. All major manufacturers have the ability to adjust their output to meet these needs. This is but one of the advantages of LED vs. HID technology.

Control based incentives are more complicated because the starting assumption is that there will be a photocell on all fixtures. Rebate benefits for advanced controls typically require more than a dimming schedule which could be undone on an individual fixture or an entire system without notice. These rebates require a careful plan in coordination with the utility.

3. Describe storage and staging areas you will require during the project. You may include a discussion of how your firm will make personnel adjustments if project goals and standard are not being attained. Provide a short description of how traffic control will be handled on residential streets and on arterial streets.

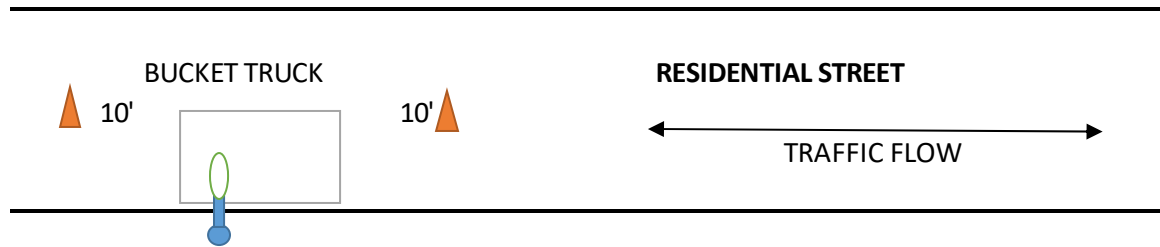
Based on the size of this project a relatively small staging area is required for the duration of the mobilization, installation, and close-out phases of this project. It would require room for up to two storage trailers, as well as recycling and waste disposal containers.

With our network of local electrical contractors we have the ability, in case of construction or other delays, to add field support, crews, and/or contractors to the project. We have selected our material suppliers in part based on their ability to respond quickly and dependably to any material issues.

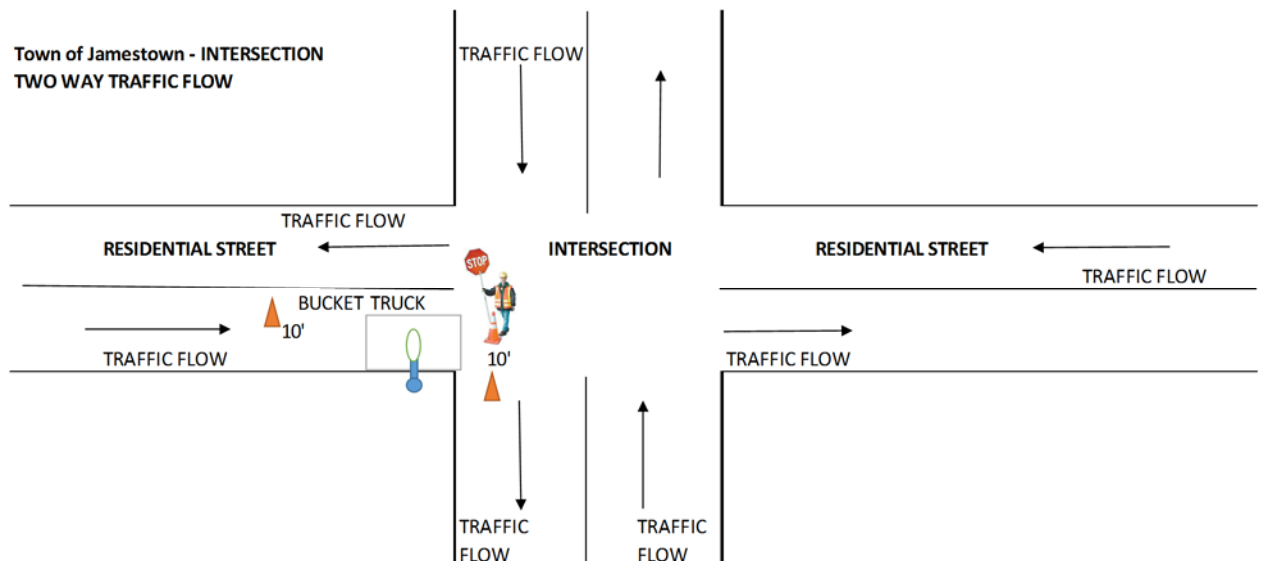
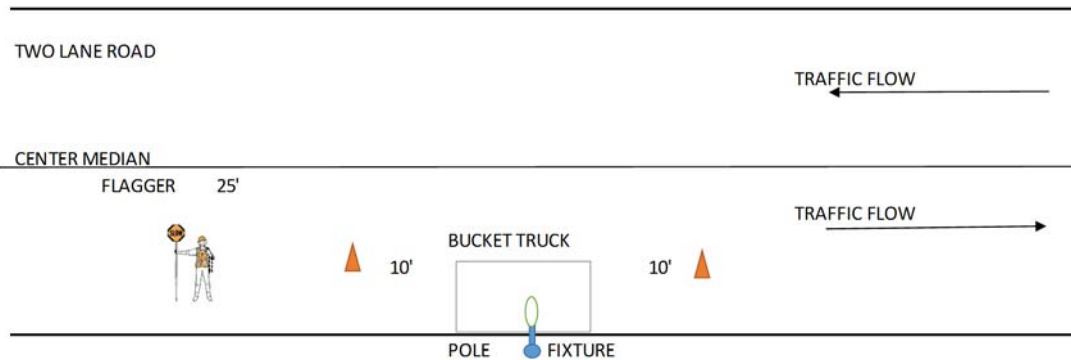
PowerSecure will submit a movement of traffic plan to the Town to be reviewed and finalized including addressing residential and arterial streets, intersections, and police escort requirements and coordination. All efforts will be made to minimize the impact on traffic flow through the impacted area.

The plan will be based on the Manual of Uniform Traffic Control Devices, and all local and state requirements. Signs and barricades will be deployed as necessary, and the bucket trucks will be equipped with a Type D Arrow Board. Diagrams included to visualize the common scenarios.

Town of Jamestown - RESIDENTIAL STREET



Town of Jamestown - Flagger/Cone Layout for Arterial Street Lighting



4. Describe the type of handheld devices to be used by your crews and how you will furnish and utilize these devices in the field to verify and update the municipalities' streetlight databases as the conversion to LEDs, perhaps with network controls, is completed.

PowerSecure performs audits with military-grade handheld equipment that incorporates a sub meter GPS locator, laser range finder, digital camera and Inclinator in an integrated package. This package allows a trained auditor to capture all data necessary in a single trip to each pole. All data captured is tagged to the GPS coordinates of the pole to provide an easily accessed and complete inventory in a single location.

This highly detailed data collection method not only makes for an accurate representation of existing lighting system conditions, it also provides a smooth transition to the implementation phase of the project. By getting the right information up front, design and implementation teams can be better positioned to adjust the design as necessary for financial or other requirements.

With the photographs taken throughout the audit, the tool allows fixture height, style, pole type, and on-site field notes to all be heavily weighed and considered throughout the design process, in order to minimize potential fit and form issues. PowerSecure's approach and use of this technology are field-tested and are proven to limit disruptions to the schedule.

PowerSecure incorporates ArcGIS software into our process to ensure accurate GPS coordinates and to track in near real time progress of the installation. This includes a cloud interface allowing the city to view the current status, and updates to the data. At the end of the project this data will be downloaded and provided to the city in standard formats to allow the city to update their own internal mapping and maintenance data.

This product allows for detailed mapping which will help ensure the highest quality installation. One of the many benefits of this state-of-the-art mapping tool is the ability to export into usable information, and our team will provide all the support necessary to assist the customer in updating all the required databases throughout the project duration, right through close-out and the generation of as-built documentation.

5. Provide a proposed project schedule to complete the work within the required timeframe as described in this ITB.

Upon Notice to Proceed, PowerSecure will begin the site GIS survey within one week of the following Monday. This survey will be completed within two weeks, and Pilot sites will be recommended to the Town for their approval based on this survey. Fixture recommendations for the pilot sites will be evaluated, forwarded to the Town with two weeks of the completion of the GIS survey.

Upon approval of the selected fixtures pilot fixtures will be ordered with an estimated eight week delivery scheduled. Upon completion of the pilot tests, final designs will be established and submitted for approval within two weeks. Delivery of selected material scope is estimated at approximately eight weeks. The LED conversion installation will be accomplished within four weeks of substantial material delivery.

Delays in delivery of materials past the estimated schedule is beyond the control of PowerSecure. These delivery schedules for the pilot and final scope materials account for over 60% of the entire project schedule. PowerSecure can not be held responsible for delays in these material schedules beyond the estimated eight weeks, but will make all reasonable efforts to advance these material deliveries.

6. Describe your firm's safety policies and procedures as they relate to handling high-pressure sodium lamps and other hazardous items.

Safety is a core value at PowerSecure, and in accordance with our Target Zero safety policy, the guidance of our designated safety personnel, and the responsibility of our operations team, we modify our standard Site Safety and Health Plan to meet the needs of each individual project. As a result, we follow all standards for safe removal of high intensity discharge technology.

We use a professional disposal service to guarantee that all hazardous waste will be removed in accordance with OSHA requirements. We know how to recycle these materials safely and in compliance with state and federal recycling and hazardous waste guidelines. PowerSecure will provide the customer with a certificate of recycling for all street lights removed.

7. Describe how you propose to commission the streetlights and controls including provision of commissioning reports.

Whether the project involves a high-end network controls system, or basic daylighting controls, commissioning is an important aspects of every roadway lighting project. PowerSecure's team is experienced in compiling required system data, energy usage and other pre and post-installation information for the successful savings reconciliations and commissioning of the system. This includes taking advantage of incentives, by providing the documentation necessary for the filing and receipt of rebates.

PowerSecure understands that careful documentation of installed equipment is the key to a successful and organized project. Our process is designed to ensure that data is captured, stored and easily accessible when the time comes for project close out, helping us to meet all the needs of the customer.

Should a network controls system option be selected, PowerSecure will work closely with the manufacturer of the system to ensure the customer gets proper support and documentation throughout the installation process for the commissioning of the system. This includes training of customer personnel at the end of the process, providing post-installation support information, and fine-tuning the system to meet savings goals.

8. Describe your firm's approach to training of municipal staff on the network control software.

PowerSecure understands that training town personnel will be critical to maintaining savings goals long after project completion. Our operations team will hold training sessions at the end of the project for key municipal staff. This will include extensive training with the support of the controls system manufacturer, should a network controls option be selected. In addition, our team and the controls manufacturer will be available for continued support to ensure that safe and efficient operation of the system carries on long after PowerSecure technicians have left the job site.

9. Include any other information you feel will be helpful in assessing your firm's ability to meet the LED conversion requirements of this ITB.

Project Management

In order to ensure excellent work quality, PowerSecure will have a full time, dedicated, on-site project manager. Their function is to:

- Ensure superior communication with the community and other stakeholders,
- Uphold the highest level of safety standards, and
- Streamline the installation to maintain the production schedule.

PowerSecure is driven by emphasizing its core values of safety and efficiency in conducting all energy efficiency projects. Once our team receives an NTP, scheduling discussions are initiated during the kickoff meeting, and a Site Safety and Health Plan and the Movement of Traffic plan are drawn up for the project in coordination with the municipality. Additionally, storage, logistics, and material procurement directives are established for proper planning of the installation.

E. Project Approach and Understanding – Pre and Post-Conversion Maintenance

PowerSecure with Southern Company and its several corporate entities have installed and are maintaining tens of thousands of LED Roadway Lighting fixtures in numerous municipalities throughout Southern Company's service territories. This includes the same maintenance service as requested in this RFP for both routine and emergency services, coordinated through a utility rated 24 hour emergency call service center.

Direct, clear communication and a smooth, error-free installation are critical to the success of the Town of Jamestown's project. PowerSecure recognizes that when the last light is commissioned and trainings are completed with city staff, the project's *performance* is only just beginning.

Utilizing a dedicated Telephone Response Center (TRC) and Computer-based Maintenance Management System (CMMS), PowerSecure can assume primary responsibility for responding to all maintenance, emergency repair, and outage calls. All calls will be logged and routed to the CMMS which will also generate work-orders for addressing reported outages and all other maintenance functions.

Throughout the term of any maintenance agreement, PowerSecure will maintain a 24-hour telephone response system. The TRC will consist of a software-based call reception and routing interface with toll-free number and on-call alert to notify maintenance response teams of items that require attention, with triage information. In addition to the call reception functionality, all calls and emails will be logged and routed to PowerSecure's CMMS.

PowerSecure will utilize a CMMS system that is fully integrated with the Call Center telephone response system to record, track, and report on all maintenance performed on the community-owned street lights. PowerSecure will coordinate with the Town of Jamestown on the features of the system and the format and frequency of reporting.

Upon Notice to Proceed, PowerSecure will assume responsibility for both the pre-installation routine and emergency maintenance of the existing HID roadway lighting scope. PowerSecure's sub-contractors will perform the maintenance labor and PowerSecure will manage the call center operations, coordination, and reporting functions. This function will continue uninterrupted, and transition into the post-installation maintenance scope of work. This will include the installation warranty year as well as the years 2 through 5 of the post installation period.

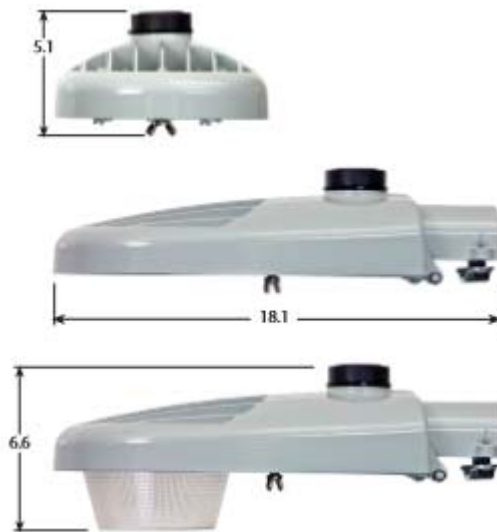
The Call Center will receive phone and internet based service calls, enter them into a Maintenance work order system identifying the type and priority of the service as well as the requesting individual and all other relevant information. Reports will be generated to identify all calls reported and the schedule of the responses. Emergency Services will be coordinated with the Town, and authorized calls will be responded to within two hours and coordinated with the utility as necessary.

F. Proposed LED Luminaires and Controls Manufacturer Warranties and Cut-Sheets

1) LED Luminaires

Option 1 – Acuity Lighting

PowerSecure recommends the Acuity cobra head fixture option as the best overall value, the best fixture, and the best match to the bid specifications and intentions. Acuity Brands is the leading supplier of roadway lighting in the United States. They have over 100 years of experience in roadway lighting, represented by such well-known brands as Holophane and American Electric Lighting. The selected Autobahn fixture meets or exceeds all bid specifications.



The housing and door are die-cast from a corrosion resistant aluminum alloy ensuring long life and a consistent fit. There are no plastic parts. All external hardware is stainless steel, the housing and door have a corrosion resistant polyester paint finish which achieves a scribe creepage rating of 8 (per ASTM D1654) after over 5000 hours of exposure to a salt fog (chamber operated per ATSM B117).

Includes standard lineman-friendly features such as tool-less entry, 3-station terminal block and quick disconnects. A bubble-level is located within the electrical compartment for easy leveling at installation. Acuity's own Extreme Level Surge Protection Device (SPD) (20kV/10kA per ANSI 136.2) offers induction filtering, reducing the pass-through surges to the driver and the LEDs versus standard commercially available alternatives.

Acuity Brands has a long history and the financial resources to ensure a stable future. The Autobahn luminaire meets or exceeds all stated product requirements and will provide the desired lighting performance over a long product life. Acuity Brands has unmatched manufacturing capabilities. All this combined make the Autobahn from Acuity Brands the best choice for the Town of Jamestown.

PowerSecure recommends the Jaykal G3 Flood fixture option as the best overall value to replace existing HID floods. This fixture meets all the bid specifications at the best competitive price.



Option 2 – Cooper Lighting

PowerSecure recommends the Cooper Lighting cobra head fixture option as our first choice alternate based on its overall value, the high quality fixture performance, and the excellent match to the bid specifications and intentions. Cooper Lighting is also a leading supplier of roadway lighting in the United States. The Cooper Archeon streetlight fixture meets or exceeds all bid specifications.



The housing and door are die-cast from a corrosion resistant aluminum alloy ensuring long life and a consistent fit. There are no plastic parts. All external hardware is stainless steel, the housing and door have a corrosion resistant polyester paint finish which achieves a scribe creepage rating of 8 (per ASTM D1654) after over 5000

hours of exposure to a salt fog (chamber operated per ATSM B117).

Includes standard lineman-friendly features such as tool-less entry, 3-station terminal block and quick disconnects. A bubble-level is located within the electrical compartment for easy leveling at installation. Acuity's own Extreme Level Surge Protection Device (SPD) (20kV/10kA per ANSI 136.2) offers induction filtering, reducing the pass-through surges to the driver and the LEDs versus standard commercially available alternatives.



PowerSecure recommends the GE Evolve Flood fixture option as the best alternate to replace existing HID floods. This fixture meets all the bid specifications at the best competitive price.

2. Streetlight Controls

a. Option 1 – Network Dimming

PowerSecure recommends Verizon's Light Sense Node for the network connected system option with a complete package of data analysis, notifications, and programmable controls such as scheduling.

Verizon's cellular system has a greater ability to connect with each control compared to a mesh type system which relies on "bouncing" signals from one pole to the next. The mesh based systems struggle on linear roadway systems relative to condense campus style applications. The Verizon Intelligent Lighting system includes the lighting control nodes, automatic connectivity to the Verizon wireless network, and the NetSense cloud based portal. No gateways are required.

Node commissioning of the Light Sense nodes is streamlined and straightforward because these nodes are designed to automatically connect to the Verizon network and communicate with the app within a few minutes of turning them on.

Scheduling options on the system are numerous, and can be applied to various, potentially overlapping groups. These groups could include geographic regions such as individual streets/ neighborhoods, and/or types of fixtures such as decorative, floods or cobra heads. Schedules can include progressive dimming depending on the time and expected pedestrian and vehicle traffic.

The system also includes energy metering and reporting functions, asset management including GIS map locations, and asset features such as the type of light and pole, etc. Alert notifications such as power fault detection, and connectivity are included along with diagnostic reports.

Both energy and maintenance savings can be achieved through the scheduling and monitoring of the assets. And public safety can be improved by the automatic alert driven notifications.

b. Option 2 – Smart Controls

PowerSecure does not recommend this level of advanced controls at this time. The advantages of these controls are not typically sufficient to offset the additional costs. This option is not included. However, upon selection, PowerSecure would discuss in detail the options available and the Town's interests to determine if a cost-effective option would meet the Town's goals.

c. Option 3 – Photocell Controls

PowerSecure recommends Acuity Lighting DDL127F photo control for this option. This photocell includes all the project bid specifications including extreme surge protection of 20kV/10kA. This photocell meets the specification at an excellent price providing a great value option.

3. Decorative / Post Top Fixtures

a. Option 1 – Fixture Replacement

PowerSecure recommends the Cooper Lighting LXF Lexington series to replace the existing pedestrian fixtures. These high quality, long-life fixtures have outstanding efficiency and optics. To the extent that new fixtures are financially viable, they are desirable. New fixtures allow for superior photometric performance, and eliminate any age or maintenance related issues that would impact the performance and life expectancy of the existing HID fixture.



b. Option 2 – Fixture Retrofit

PowerSecure recommends, pending the Construction Level Audit to confirm fit and function, the Light Efficient Design A21 High Output Lamp. This LED screw-in replacement functions well in most exterior fixtures. However, no screw-in or LED kit replacement is designed for all existing fixtures.



References

LED Roadway Lighting Conversion Projects

1) Town of Bradford, Ontario

PowerSecure replaced or retrofitted 2,609 cobra head and decorative street lights saving the Town of Bradford over 1 million kWh annually. The project included conducting GIS survey, reconciliation with the utility inventory, roadway lighting design, utility rebate management, installation and commissioning.

Project Starting: December 2015

Project Ending: July 2016

Contact: Kyle Whittle, Honeywell PM
Kyle.Whittle@Honeywell.com

Contract Amount: \$1,377,515.00 CAD

2) Town of Clinton, Connecticut

As part of a comprehensive multi-measure competitive bid project, PowerSecure replaced or retrofitted 19,714 interior fixtures, and 695 cobra head and exterior decorative street lights. The roadway portion of the project alone saved the town over 250,000 kWh annually. The project included conducting GIS survey, reconciliation with the utility inventory, roadway lighting design, utility rebate management, installation and commissioning.

Project Starting: July 2016

Project Ending: January 2017

Contact: Peter Neff, Dir of Public Works
Town of Clinton, CT
(860) 664-1100

Contract Amount: \$409,148.00

3) Town of Enfield, Connecticut

Replaced or retrofit 3,695 cobra head, floods, and decorative post top fixtures saving the town approximately 1.5 million kWh annually with over \$400,000 in utility rebates. The project included conducting GIS survey, reconciliation with the utility inventory, roadway lighting design, utility rebate management, installation and commissioning.

Project Starting: August 2017
Project Ending: March 2018

Contact: Robert Platt, Honeywell PM
Robert.Platt@Honeywell.com
(973) 455-6999

Contract Amount: \$1,828,438

Roadway Lighting Maintenance Projects

PowerSecure's parent company Southern Company, through their various utility operating subsidiaries, maintain hundreds of thousands of leased municipal street lighting fixtures, PowerSecure's roadway lighting model typically utilizes our network of subcontractors to fulfill the post-installation maintenance scope. This helps to keep our subcontractors strong, and to reinforce our mutual supportive relationship. For the Town of Jamestown, we will utilize an integrated strategy which will mirror our installation strategy. PowerSecure will manage the project and operate the call center while our sub-contractor will operate the field installation.

PowerSecure is actively engaged in on-going even long term lighting maintenance projects for a mix of interior and exterior projects. The single most significant is a long term maintenance project for Tinker Air Force Base. In addition, PowerSecure is maintaining numerous energy efficiency projects that were originally installed by Southern Company utility subsidiaries including outdoor lighting throughout the Southeast region.

Bid Forms and Price Proposal Forms

See attached.

Note: The Coastal Paint unit pricing on the Options 1 & 2 Tab were formatted blocked from entry. However, this was not impactful because all specified fixtures enclosed include the Coastal Painting option as is..