

**Report
Recommendation of an Award
for an
Energy Savings Company
Dated: October 6, 2015**

This report is being prepared in accordance with the requirements of competitive contracting under the “Public School Contracts Law,” N.J.S.A. 18A:18A-4.1 *et seq.*, for reasons explained herein.

The School Business Administrator for the Board of Education of the Township of Delran in the County of Burlington, New Jersey with the assistance of the School District’s special counsel undertook the solicitation of proposals for an energy savings company. The requirement for these services was outlined in the Board of Education’s request for proposals (RFP) entitled, “Request for Proposals to Select an Energy Savings Company to Implement an Energy Savings Plan through an Energy Savings Implementation Program,” which will be referred to in this report as the “Program.” The solicitation was done in conformance with the competitive contracting process, pursuant to N.J.S.A. 18A:18A-4.1 *et seq.*

Request for proposals were advertised in the “Burlington County Times” on August 8, 2015 and were also included on the School District’s website. On July 28, 2015, a pre-proposal conference was held at the School District’s administrative offices, 52 Hartford Road, New Jersey for all prospective respondents. Representatives from the three companies that submitted responses to the RFP attended this meeting.

Proposals were received on September 17, 2015 in the office of the School Business Administrator. Proposals were received from the following three companies: Schneider Electric (“Schneider”), Johnson Controls, Inc. (JCI), and Honeywell.

The Board of Education established five criteria for the review of the proposals and to award the proposal to the entity that best met the requirements of these criteria and the weight assigned to each. The criteria and a short description of each of the criteria along with the points assigned are as follows (A full description of the criteria can be found on the School District’s website.):

- 1. Company Overview (20 pts.):** demonstrate strong capabilities, experience, expertise, financial strength, proven track record, favorable reputation for ESIP process; identified at least three projects within the last five years; provide organizational chart; provide financial information for the two most recent fiscal years.
- 2. Approach to Energy Savings Plan Development & Implementation (25 pts.):** include the proposer’s preliminary energy savings plan based on the B/E’s independent energy audit report; provide approach to energy savings plan project planning and development, savings analyses and calculation methodology; identify projects rebates.
- 3. Ability to Implement Project (15 pts.):** Preference will be given to proposals

demonstrating an ability to carry out the tasks and responsibilities outlined in the proposal, including the arrangement of any necessary financing, in a prompt and efficient manner with minimal disruption to the School District. It is the intent of the Board for all construction work to be fully completed no later than August 17, 2016.

4. **Project Comprehensibility & Energy Savings Projections: (25 pts.):** proposals will be compared based on the overall value of the proposal to the B/E in terms of projected program costs, energy savings, and environmental benefits.
5. **ESCO Fees (15 pts.):** fees shall be a function of all costs associated with the program that are required to fully develop and implement the energy savings plan.

The Board of Education’s facilities committee met on October 1, 2015 and conducted interviews with representatives from each of the three companies. Based on the five criteria, the committee’s composite score for each company was as follows:

<u>Criteria</u>	<u>Maximum Pts. Allowed</u>	<u>Schneider</u>	<u>JCI</u>	<u>Honeywell</u>
Company Overview	20	18	20	18
Approach to Energy Savings Plan	25	25	23	21
Ability to Implement Project	15	15	13	11
Project Comprehensibility	25	25	23	21
Fees	<u>15</u>	<u>13</u>	<u>15</u>	<u>11</u>
Totals	<u>100</u>	<u>96</u>	<u>94</u>	<u>82</u>

Since Schneider received the highest composite score, the committee is recommending the appointment of that company as the ESCO to create and implement the School District’s energy savings plan. This recommendation will be made to the Board of Education at its regular meeting of October 12, 2015 scheduled to occur in the cafeteria of the Delran Middle School, Delran, NJ at 7:30 p.m. A copy of the Schneider proposal is available for public inspection in the office of the School Business Administrator, 52 Hartford Road, Administration Building, Delran, New Jersey during normal business hours. That office’s phone number is 856-461-6800.