

MARIN GENERAL SERVICES AUTHORITY

555 Northgate Drive, San Rafael, CA 94903

Phone: (415) 446-4428

www.maringeneralservicesauthority.com

MEMORANDUM

DATE: May 14, 2015
TO: MGSA Board of Directors
FROM: Paul Berlant, Executive Officer
SUBJECT: AGENDA ITEM: F: Streetlight Maintenance Services Agreement

Recommended Action: Authorize the Executive Officer to execute a Special Services Agreement for streetlight maintenance services between MGSA and DC Electric Group, Inc., 823 Gravenstein Highway South, Cotati, California.

Background

In May 2012, the MGSA Board approved the extension of an agreement for streetlight maintenance services with Republic Electric ITS (Republic). That contract extension was for a term of three years, with optional additional extensions upon agreement of the MGSA and Republic. Republic was purchased by Siemens Industry, Inc. (Siemens) shortly after the commencement of the extension. After more than two years of service from Siemens and numerous issues reported by MGSA members, I concluded that MGSA and its members would be best served by seeking proposals from different streetlight maintenance companies to see if an alternate service provider could perform the maintenance services for us.

Beginning last fall, with the assistance of Andrew Poster and a committee of County and city/town public works staff members, and after meetings with the full MPWA, Mr. Poster and I prepared an RFP that was issued in February. Three proposals were submitted on March 11th. These proposals were reviewed by me, Mr. Poster, and the public works committee members. Members of the committee and I also conducted interviews of two of the firms on April 1st. As a result of the review of written proposals and interviews, DC Electric (DCE) became the unanimous choice for streetlight maintenance services.

Below is a tabulation of the scoring of the proposals based on the specific services requested in the RFP by the reviewers from member agencies who assisted in evaluating the proposals.

MGSA Member Jurisdiction Staff

Firm	County	San Rafael	Novato	San Anselmo	MGSA	Total	Average	Ranking 3=Best
Siemens	16	9	8	10	10	53	10.6	1
DC Electric	24	23	22	23	22	114	22.8	3
St. Francis Electric	20	18	16.5	22	16	92.5	18.5	2

A draft agreement with DCE which tracks the RFP has been prepared (attached). The agreement is for a period of one year, with two, two-year extensions at the discretion of the parties. The agreement calls for four levels of services (A – D) from which each MGSA member is to select the level it desires. The first three levels are similar to the current arrangement under which the maintenance firm provides a greater level of service progressing from Level A to Level C. The primary benefit of Level C is the inclusion of “knock down replacement,” under which the service provider replaces a pole knocked down by a third party (typically an auto accident). Level D is a minimal level of service, designed to serve those members which have converted all of their streetlights to LED or Induction fixtures. For the term of the proposed agreement, LED and Induction fixtures will continue to be covered by a manufacturer’s warranty. Thus, most of any anticipated needed repairs for LED/Induction fixtures would be covered by warranty. Jurisdictions selecting Level D will be paying the lowest fee per light in order to be included in the database management, receive night inspections, dispatch service, and on-call service for repairs. Price comparison tables are attached.

The agreement also calls for an office and yard in Marin County, a locally staffed call center during business hours (8:00 am to 5:00 pm) as well as a 24 hour toll-free number operational 365 days per year to report outages, database management of the entire inventory of MGSA streetlights, night time checks on major arterials and collectors, and a web-based mapping system to be linked to MarinMap which tracks location and servicing of streetlights. Reported lighting issues are to be repaired within seven calendar days.

The conclusion reached by me and the public works personnel is that DCE can best provide the streetlight maintenance services requested. Many of the DCE staff are former Republic employees who have worked in Marin County providing streetlight and signal installation and maintenance services for the last several years (before and since Republic was sold to Siemens). The reports from DCE customers, including some of the local public works staff members, indicated a high level of satisfaction with their service. In addition, the fees proposed by DCE were the lowest in almost all categories of service, and in some cases, substantially lower.

Attached is an estimate of the cost to each MGSA member, broken down by the number and type of streetlights each agency has and the current Level of Service selected. I understand that the City of Novato will have converted all of its streetlights to LED by the time the new contract goes into effect and that assumption has been built into the table. The total annual cost to all MGSA members under these assumptions is estimated at \$227,008. Actual costs will be determined and refined as each member agency selects the level of service it desires and the new service provider commences work and refines the inventory data.

Summary

It is recommended that the Executive Officer be authorized to execute an agreement with DC Electric for streetlight maintenance services.

Attachments

- Price Comparison Tables
- Estimated Member Costs
- Draft Agreement
- Draft Resolution