



ENERGY SOLUTIONS
Executive Summary

Lead Agency: Region 4 Education Service Center

Solicitation: 22-15

RFP Issued: November 16, 2022

Pre-Proposal Date: December 1, 2022

Response Due Date: June 27, 2023

Proposals Received: #11

Awarded to: Schneider Electric Buildings Americas, Inc.

Region 4 Education Service Center issued RFP 22-15 on November 16, 2022, to establish a national cooperative contract for Energy Solutions.

Overview -

- Energy Solutions. Each Awarded Offeror may offer their complete product and service offering, or balance of line.
- Should an Awarded Offeror utilize distributors, dealers, and/or subcontractor, Participating Public Agencies may choose to issue work directly to the distributor, dealer, or subcontractor if allowed by the Awarded Offeror and Participating Public Agency.

Cooperative Language -

The solicitation included cooperative purchasing language in Section I. Scope of Work and Appendix D: *Region 4 ESC, as the Principal Procurement Agency, defined in APPENDIX D, has partnered with OMNIA Partners, Public Sector (“OMNIA Partners”) to make the resultant contract (also known as the “Master Agreement” in materials distributed by OMNIA Partners) from this solicitation available to other public agencies nationally, including state and local governmental entities, public and private primary, secondary and higher education entities, non-profit entities, and agencies for the public benefit (“Public Agencies”), through OMNIA Partners’ cooperative purchasing program. Region 4 ESC is acting as the contracting agency for any other Public Agency that elects to utilize the resulting Master Agreement. Use of the Master Agreement by any Public Agency is preceded by their registration with OMNIA Partners (a “Participating Public Agency”) and by using the Master Agreement, any such Participating Public Agency agrees that it is registered with OMNIA Partners, whether pursuant to the terms of a Master Intergovernmental Cooperative Purchasing Agreement, a form of which is attached hereto on APPENDIX D, or as otherwise agreed to. APPENDIX D contains additional information about OMNIA Partners and the cooperative purchasing program.*

Advertisement -

Notice of the solicitation was sent to potential offerors, as well as advertised in the following:

- Region 4 Education Service Center website
- OMNIA Partners website
- USA Today, nationwide
- Arizona Business Gazette, AZ
- San Bernardino Sun, CA
- Honolulu Star-Advertiser, HI
- The Advocate – New Orleans, LA
- New Jersey Herald, NJ
- Times Union, NY
- Daily Journal of Commerce, OR
- The State, SC
- Houston Community Newspapers, Cy Creek Mirror, TX
- Deseret News, UT
- Richmond Times, VA
- Seattle Daily Journal of Commerce, WA
- Helena Independent Record, MT
- Kennebec ME Journal

Socio-economic Outreach -

To encourage participation of small businesses, minority owned businesses and women owned businesses, Texas Historically underutilized Businesses were notified of the Request for Proposal.

Procurement Details -

On June 27, 2023 proposals were received from the following offerors:

- DCO Energy
- Energia
- ENGIE Services U.S. Inc.
- ForeFront Power, LLC
- Honeywell International Inc.
- Luminace
- McKinstry
- RoofConnect Logistics, Inc.
- Schneider Electric Buildings Americas, Inc.
- Trane, Inc.
- Veregy

The proposals were evaluated by an evaluation committee. Using the evaluation criteria established in the RFP, the committee elected to enter into negotiations with Schneider Electric Buildings Americas, Inc. and proceeding with contract award upon successful completion of negotiations.

Geographic Preferences: No geographic preferences were included in the evaluation of the responses.

Region 4 Education Service Center, OMNIA Partners, and Schneider Electric Buildings Americas, Inc. negotiated a contract, and Region 4 Education Service Center executed the agreement with a contract effective date of July 1, 2023.

Solutions include (but are not limited to):

- Battery energy storage systems
- Energy transition services
- Energy As A Service (EaaS) and other as a Service offerings
- Fleet Electrification
- E-mobility energy management solutions
- Infrastructure asset management, utility and IT solutions, grid modernization, and other solutions to improve Participating Public Agencies undertaking sustainable and inclusive development
- Energy savings performance contracting products, services, and solutions
- Comprehensive turn-key energy solutions where the cost of the improvement may be paid for by documented energy savings and/or operational cost avoidance in existing and future budgets guaranteed by the Contractor
- Renewal and energy storage solutions (e.g. solar photovoltaic, wind or water)
- Integrated Digital Platforms (Connected Devices, Edge Control, Analytics & Services)
- Energy and Sustainability Services: Buildings
 - Heating Systems
 - Water Management Systems
 - Energy Services
 - Cooling Systems
 - Lighting Systems
 - Renewable Energy
 - HVAC Systems
 - Control/Automation Systems
 - Miscellaneous
- Energy and Sustainability Services: Water
 - Treatment Plants
 - Distribution System
 - Water Meters
- Energy and Sustainability Services: Wastewater
 - Treatment Plants
 - Collection System
 - Cogeneration

Federal Funds Certifications -

The Supplier provided federal funds certifications. The signed federal certifications and contract provisions can be found in Exhibit F of the Supplier's response, incorporated by reference into the Master Agreement, available on the OMNIA Partners website for review.

Term -

Initial three-year agreement from July 1, 2023 through June 30, 2026 with the option to renew for two (2) additional one-year periods through June 30, 2028 The anticipated full term of the contract is five (5) years.

Version August 19, 2020

The Contractor shall have the right to enter local “service” agreements with Participating Public Agencies accessing the contract through OMNIA Partners, so long as the effective date of such agreement is prior to the expiration of the Contract. All local agreements may have a full potential term (any combination of initial and renewal periods) not to exceed five years. Any tasks or project agreements executed against this Master Agreement during the effective term may survive beyond the expiration of the Master Agreement as established and agreed to by both parties.

Pricing/Discount -
Available Upon Request.