



**CHICAGO SMART LIGHTING PROJECT  
PART I – REQUEST FOR QUALIFICATIONS  
Questions and Answers  
May 18, 2016**

The following is a summary of the written questions received during the Pre-Submittal Conference on May 3, 2016 at Malcolm X College and via email at [smartlighting@chicagoinfrastructure.org](mailto:smartlighting@chicagoinfrastructure.org) as of May 17, 2016. The questions have been grouped together under topic headings and in many cases general answers are supplied to hopefully clarify multiple similar questions.

**Note: none of the information provided in this questions and answers document replaces or supersedes the Chicago Smart Lighting Project Request for Qualifications & Proposals (RFQ/P) dated April 18, 2016 or Addenda #1 dated May 11, 2016. Any changes to the RFQ/P will be officially made by the issuance of Addenda.**

**LIGHTING SPECIFICATIONS**

Lighting Specification Questions:

1. Q: Is there a desire for dark sky compliant fixtures?
2. Q: Will significant light pollution reduction be a stated goal of the smart lighting project?
3. Q: Much has been said about the goal of reduction of the orange glow on our city streets, but nothing has been mentioned about reducing Chicago's characteristic eggplant pink purple color of sky glow and replacing it with stars.
4. Q: How important is lighting quality? Intensity and uniformity?
5. Q: What about resident sleep hygiene/circadian health for people and wildlife?
6. Q: Is there criteria for reduction of sky glow and light trespass?
7. Q: Is there somewhere to find the specification of the lighting fixtures?
8. Q: Will the performance specification for fixtures / technology be issued in the Phase II RFP, so installing contractors will know what to expect from an installation standpoint?
9. Q: Is there a team to discuss fixture and optics technology with? Can I send spec sheets?
10. Q: Photometric considerations?

Lighting Specification General Answer:

A: The City is in the process of writing the draft Smart Lighting Project lighting specifications. The current timeline is to have draft lighting specifications completed by the time Short-listed Respondents are selected. The goal is to produce performance specifications that delineate the term "well-lit" for the "typical" Chicago contexts, e.g. residential, arterial, alley, etc. The lighting specification process will be led by highly qualified independent lighting engineers who will be informed by public and industry input. Proof of concept test installations will be part of the lighting specification process.

Lighting specification general guidelines are as follows:

- Light where needed
- Light when needed
- Shield light and direct it downward
- Select lighting with warmer colors
- Use minimum amount of light necessary where appropriate
- Select the most energy efficient and reliable fixture(s)
- Maximize color rendering

## **TECHNOLOGY**

### Technology Specification Questions:

1. Q: Do you foresee these devices connecting to a central software system?
2. Q: Technology system software – what is the standard?
3. Q: Are you expecting individual control (on/off/dimming) for each light?
4. Q: What types of systems and networks can we connect to?
5. Q: What standards and protocols do we need for communications?
6. Q: The best lighting controls will also include smart power metering to measure energy savings and monitor performance and schedule maintenance work. Will ComEd approve and accept metered electricity usage?
7. Q: Which utilities will you be meter reading water/gas/electricity?
8. Q: Can you provide more of a definition to Type II – provision of technology?
9. Q: Who is providing the specifications for aerial infrastructure requirements?

### Technology Specifications General Answer:

A: The CIT, City, and Parks are in the process of writing draft Smart Lighting Project technology specifications. The current timeline is to have draft specifications completed by the time Short-listed Respondents are selected. The goal is to produce functional and technical performance specifications for the minimum lighting management system as well as guidelines for additional technologies that might be added to the base system.

The Part I RFQ phase is designed to identify qualified entities that will be asked to participate in the Part II RFP phase. Part I RFQ responses should be geared toward chronicling past experience or unique qualifications that demonstrate why respondents are ideally suited to provide some or all of the technology services. Part I is not intended to evaluate the features or capabilities of a particular technology. Technologies will be evaluated during the Part II RFP phase. Part II technology proposals will include pricing along with descriptions on how the proposed technologies meet the required standards, functionality, and service levels defined in the technical specifications. No technology will be selected during the Part I phase.

### Technology Miscellaneous Questions and Answers:

1. Q: How does U of C Internet of things sensor array which is street light mounted affect this project?

A: The Array of Things is separate project however the City is interested in identifying opportunities to coordinate efforts between these two projects (i.e. mounting of AOT nodes or transmitting AOT data).

2. Q: Can you further explain what is meant by “the bandwidth needed for Array of Things” and what would be needed to speed up the program?  
A: See answer above
3. Q: Is there a software that is being used now to manage streetlights? For instance, accepting work orders, deploying repair/maintenance scheduling, billing?  
A: The City currently uses its 311 system to support work order management.

## **PART I STATEMENT OF QUALIFICATION (SOQ) RESPONSES**

### Questions About SOQ Teams:

1. Q: Can a respondent participate in multiple response teams?
2. Q: Should a wireless controls manufacturer join a group or provide their own response?
3. Q: Should wireless network provider submit a Type II response on its own (Technology), will other respondents also be allowed to incorporate their technology into their bids?
4. Q: As a technology provider, can my company and team members appear on multiple third-party submissions?
5. Q: Can I submit a standalone technology response, and still support other bids that want to leverage my technology?
6. Q: Can a company that participates in a Type 1 submission, but not as a primary respondent also submit to his own Type 2 submission?
7. Q: Prime Team Member definition is a bit confusing, as it relates to others who may submit our technology in their response, can prime team members be on multiple teams?
8. Q: If a company were to reply as both a Type I and Type II respondent is it possible they could be paired up with other Type 1 or Type II providers by the CIT in the RFP stage? Or is the team locked in place after the RFQ submission?
9. Q: Can there be more than one prime team member within a respondent team?
10. Q: Page 31, Section 5.5. - This section outlines participation parameters specific to Prime Team Members, MBE/WBE Team Members and Key Individuals but does not directly address other team members. Can a company that is not a Prime Team Member nor a designated MBE/WBE company participate on more than one team?
11. Q: Due to the numerous amount of LED fixture (Type 1) and technology packages (Type 2) available, would the CIT consider separating Type 1 and Type 2 respondents, rather than allowing a response with both Type 1 and Type 2 included as a whole? We feel that this will give the CIT the most options to create a performance specification for the Phase II RFP.
12. Q: In connection with Section 5.5 of the RFQ, can a company that participates in a Type 1 submission, but does not satisfy the definition of “Respondent Prime Team Member” submit its own Type 2 submission?
13. Q: Is the Phase I RFQ geared towards submission by contractors? As we understand Section 5.5 regarding responding teams, it is in the fixture and/or technology manufacturer’s best interest to NOT participate in submitting as a PRIME, as this will exclude them from submitting as part of another TEAM for the Phase II RFP.
14. Q: Once we declare as a key participant or prime and submit a list of subs will we have the ability to substitute or change subs for the RFP?
15. Q: Does the CIT wish for respondents to specifically name subcontractors, suppliers, MBE / WBE partners, etc. within our response to the Phase I RFQ? If we do not specifically name the above in our submission, will this be viewed negatively in the selection process?

16. Q: Due to time constraints we may not have an opportunity to thoroughly vet or investigate all of the potential team partners (Subs).
17. Q: What type of respondent is the CIT expecting to respond (financier, engineering firm, contractor, fixture / technology manufacturer, etc.)?
18. Q: If a vendor / supplier submits as a PRIME in the Phase I RFQ and is NOT short-listed, is the vendor / supplier excluded from working as part of another TEAM for the Phase II RFP?
19. Q: If a contractor submits as a PRIME in the Phase I RFQ, and a supplier also submits as a PRIME in the Phase I RFQ and both ARE short-listed, does that exclude contractor and or supplier from participating in each other's Phase II RFP? This will greatly reduce the level of competitiveness of various bids, as contractors may not be able to collect pricing from all vendors and vice-versa.
20. Q: Please confirm that additional (non-prime) team members may be added to the team in the future as is deemed necessary and beneficial by the Prime Team Member(s).
21. Q: Is an engineering/consultant company required to be a part of the Respondent's team in order to qualify for Type I work?
22. Q: How do you intend to pair up the Type I and Type II prequalified respondents?
23. Q: What is the planned integration method between the successful respondents of the Type I and Type II work? Who is responsible for bringing the two companies together, aligning and agreeing on the coordination and detail of construction as well as how to best deliver the finished product?
24. Q: Will the recycling of the smart lamps be addressed in Type I of the RFQ?
25. Q: Are the luminaires considered part of Type I, or Type II, or both?
26. Q: Please clarify the definition of the term "Respondent". Does the definition just include the lead respondent or does it include the respondent prime team members and all other team members?
27. Q: Page 38, Definition of Respondent Prime Team Member We request clarification of what is included in the term "construction work". Is the intent of the phrase limited to the labor installation cost only or does it also include the procurement costs of the luminaires? Does it include the infrastructure repair and/or replacement? Does it also include project management and consulting that will likely be necessary when further project detail becomes available?
28. Q: Page 38, Definition of Respondent Prime Team Member - Provide clarification as to how to determine "total estimated construction costs" for Qualification purposes.
29. Q: Page 38, Definition of Respondent Prime Team Member Request for clarification as to how the "lead design role" is determined at this point.
30. Q: Please confirm that at this qualification stage, Type I work is limited to construction only and does not include fixture selection and cost.
31. Q: Innovation, speed, and cost containment evolves from the competition. With that in mind why limit your shortlist to 5?
32. Q: In order to assemble a team to competitively respond we need to understand what the RFP will look like and the scope of work.

### General Answer to SOQ Teaming Questions

A: The questions above all fall under theme of “how best to form teams” for the Part I RFQ. The answer below attempts to clarify and reiterate the intent of the two-part procurement process in order to address these questions.

#### Intent:

Part I of the RFQ/P procurement process was designed to solicit qualifications and provide enough information for an evaluation committee to thoughtfully pare down the list of interested parties to a more manageable subset. Reducing the list of project participants before having a fully defined project scope of work has its inherent challenges and ambiguities but a smaller group of respondents is seen as a critical ingredient for success in (i) formulating Part II RFP(s), (ii) receiving high quality comprehensive proposals, and (iii) being able to efficiently and effectively evaluate and award contracts.

#### Direction:

- As clarified in Addendum #1 dated May 11, 2016, if you are a Prime Team Member you can choose to either join one team or submit a stand-alone statement of qualifications.
- A Prime Team Member is generally described as having principal participation (>30%) in the delivery of the envisioned project. Supporting team members, (i.e. smaller subcontractors or consultants) having a role that is less than 30% can participate on multiple teams. It is up to the Respondent to clarify the project assumptions they using to make the distinction between prime and supporting.
- Shortlisted Type I Respondents may be afforded the opportunity to partner with Shortlisted Type II Respondents as part of the RFP process.
- Although Respondents should have bona fide team members selected as part of their SOQ submission, it is also envisioned that Shortlisted Respondents will be allowed to add and/or replace supporting team members when responding to RFPs.
- Since the lighting and technical specifications will be released after shortlisting has occurred it is envisioned that Shortlisted Respondents will have the ability to choose from a variety of luminaire and/or hardware manufacturers to assemble the best mix of products that meet or exceed the specification requirements and provide the best overall value. Material suppliers will not considered as Prime Team Members in the SOQ evaluation process.

## **PART II RFP STRUCTURE**

### RFP Structure Questions:

1. Q: How many different luminaire manufacturers will be approved to be used?
2. Q: Will the contract be split into a number of smaller contracts?
3. Q: Will there be multiple bid packages?
4. Q: Do you intend to award multiple contracts to multiple respondents?
5. Q: How many teams does the CIT intend to select to complete the work? Will it be a single team, or multiple? If multiple, how many teams?
6. Q: Will there be a single award to a single respondent for Type I work?
7. Q: You have repeatedly stated that you expect this initiative to be completed in multiple phases, but have not articulated proposed phases. Can the teams propose citywide and neighborhood specific lighting approaches that address the opportunity to use street

lighting to define commercial districts and reflect the special service areas desire to have street lighting that is specific to Chicago's varying neighborhood typologies (example – Chinatown, – Argyle, – Fulton market, etc.).

8. Q: The RFP timeline refers to a draft RFP being issued, can you clarify if there will be any deadlines for respondents to issue a draft RFP response? Or is the response date of October 2016 the only RFP response required?
9. Q: Please provide a breakdown of streetlight fixtures installed on arterial vs. residential streets.
10. Q: Can you get us a copy of the City's fiber map?
11. Q: Does the City have a wireless ordinance? If so, could you provide a copy to the bidders?

RFP Structure General Answer:

A: The decision on whether and how to subdivide the RFP process has not been made yet. There are many interdependent considerations associated project phasing. The draft RFP supplied to Shortlisted Respondents will incorporate a suggested Project phasing plan which will be finalized after receiving industry and financing input. Shortlisted Respondents will also be provided access to a virtual "Data Room" that will contain City and Parks inventory information and other information needed to complete an RFP response.

**RFP SCOPE OF WORK**

RFP Scope of Work Questions:

1. Q: Will the City of Chicago or Parks Department have any involvement in the installation of fixtures / technology?
2. Q: Will labor need to be included for warranty work? If so, if the pole in question has no power, will that labor be reimbursed?
3. Q: How does the city intend to handle the long-term performance of the system? For example, if the energy savings doesn't materialize, who is accountable?
4. Q: What will be the long-term maintenance obligations were performance could be due to either poor installation or poor maintenance? Who will determine the accountability both in the near-term and in the longer-term (i.e. past warranty period)? As an example, in the case of premature component failure.
5. Q: Will removed light structures be recycled, salvaged, reuse, or destroyed?
6. Q: Will Professional Engineering services be required as part of the Phase II RFP?
7. Q: Is there consideration as to how to handle LED end of life from a maintenance perspective?
8. Q: Will the CIT seek to procure materials on their own, leaving a "labor only" procurement for installation of fixtures / technology?

RFP Scope of Work General Answer:

A: Scopes of work will be defined in the draft RFP given to Shortlisted Respondents, who will have an opportunity to provide comments on the draft, and then be invited to submit proposals on resulting final RFP(s).

**CONTRACT TERMS AND CONDITIONS**

Contract Terms and Conditions Questions:

1. Q: Will payments be made to the successful team through the CIT?



2. Q: What type of payment terms can the successful team expect? We would expect, at least, a monthly invoicing cycle.
3. Q: Will a full Payment & Performance Bond (material & labor) be required of the selected team?
4. Q: Will the contract be executed as a Design-Build?
5. Q: Page 36, Section 5.19, D. A ten year warranty for installation is particularly onerous. Please consider changing this language to standard City workmanship warranties particularly for Type I work.
6. Q: Will the City allow the prime contractor for Type 1 or Type 2 scope to apply a mark-up to work performed or material supplied by a subcontractor? If so, will the City determine 'not to exceed' mark-ups and communicate to respondents at the RFQ stage?
7. Q: Will there be local hiring initiatives required?
8. Q: Would all participants in a joint venture be required to bond the entire project?
9. Q: Will there be any work hour restrictions?
10. Q: Will there be a blanket permit to occupy a traffic lane or will individual street permits be necessary?

Contract Terms and Conditions General Answer:

A: A contract template containing the main terms and conditions included in final Smart Lighting Project agreements will be given to Shortlisted Respondents, who will have an opportunity to review and provide comments. All Smart Lighting proposals, submitted in response to RFPs, will likely be required to acknowledge receipt and acceptance of the general terms and conditions in order to be considered as a compliant proposal.

**PROJECT PARTICIPATION REQUIREMENTS**

Minority Participation Questions:

1. Q: Do your MBE/WBE requirements apply to the design phase services or just construction and or installation services?
2. Q: Will there be penalties for not meeting residency requirements?
3. Q: Are MBE/WBE requirements evaluated differently for Type II materials and components?
4. Q: Are there any goals for veteran owned firms? If not, is it possible this may be added?
5. Q: Will technology providers be held to the WBE and MBE percentages?
6. Q: Is indirect MBE/WBE compliance acceptable?
7. Q: What are the VBE Goals?
8. Q: It is CIT's intention that Type II bidders have the same WBE/MBE requirements as Type I?
9. Q: Will be MBE/WBE participation requirements for technology and materials be evaluated differently than installation efforts?
10. Q: Does a woman owned business meet the requirements for both MB and WBE?
11. Q: Will Veteran Business participation be added to the RFQ? If so, please provide the percentage requirement.
12. Q: Section 6 - Definitions regarding participation guidelines lists Chicago resident participation. What is the goal for the Chicago resident participation?
13. Q: Please confirm that an employee with City of Chicago residency and working anywhere within the project limits can be counted toward the residency participation goal?

Minority Participation General Answer:

A: The CIT has committed to following the City's participation guidelines throughout the Smart Lighting procurement. The general goal of 26% MBE and 6% WBE was stated in the Part I RFQ. Additional goals and/or exceptions applied to particular scopes of work will be defined in final RFP(s). As part of all SOQ submissions, Respondents are asked to (i) acknowledge that they understand City of Chicago participation requirements will be part of the Project, (ii) confirm their commitment to achieving and exceeding participation objectives, (iii) describe past experience with utilizing minority firms and Chicago residents.

**FUNDING / FINANCING**

Funding Questions:

1. Q: What is the expected acceptable ROI in years for this project?
2. Q: Will there be a total accounting of all costs associated with maintenance and reliability? Will the savings be applied to the amount of the payment the City of Chicago apply to the cost?
3. Q: Has the project financing model been decided upon by CIT, since it was removed from this RFQ/P?
4. Q: Please provide a detailed description of the financing model. Without this information, respondents cannot accurately determine if we can meet the level of "responsiveness" desired, if we do not know we will be compensated and over what period of time. We cannot accurately determine the resources that will be required for the project without this information.
5. Q: In the Phase I RFQ, are respondents required to submit financing as part of our team?
6. Q: Please explain the municipal revenue stream associated with utility meter reading capabilities.
7. Q: Could the City provide additional details on the timing and potential sourcing (municipal bond, lease, etc.) for the anticipated procurement of financing for the Smart Lighting project?
8. Q: The RFQ/P mentions that Project funding/financing will be procured separately. What is the timeline for that procurement and will Chicago Smart lighting Project participants providing Type I or II Services also be eligible to pursue that?
9. Q: While we assume that there may be some need for energy calculations based on engineering for the Type I work, we request confirmation that there will be no guarantees of energy usage in the scope of the Type I work.

Funding / Financing General Answer:

A: As stated in the RFQ/P, the Project funding and/or financing will be obtained through a separate parallel process. While energy savings will certainly play a prominent role in Project financing, the structure of the financing has yet to be finalized. Additional revenue streams are being analyzed. The current plan is to finalize and secure Project funding in advance of seeking City Council Project approval.



## **COMMUNICATIONS/ PUBLIC OUT REACH / COMMUNITY INPUT**

1. Q: There are youth in the city of Chicago who have a great interest in making a lighting pollution change. How would the Chicago smart lighting project use the young talent to assist in this lighting project?
2. Q: With lighting, what else would you like to see to create citizen engagement and to improve city services?
3. Q: Will there be community involvement?

### Public Participation General Answer:

A: As stated in the Smart Lighting Pre-Submission Conference presentation on May 3, 2016, the CIT, the City, and the Chicago Park District are committed to including a community outreach and public communication process that will not only keep Chicago residents informed throughout the project development and installation phases, but will also provide a conduit for the expression of public preferences. Those preferences will inform decisions on lighting and technology specifications as well as Project roll-out.

## **TARGETED INFRASTRUCTURE REPAIRS / ASSET CONDITION ASSESSMENT**

### Lighting Infrastructure Questions:

1. Q: Who will determine if infrastructure (poles, conduit, wiring, etc.) will need to be upgraded for various reasons (public safety, voltage issues, etc.) to accommodate LED fixtures?
2. Q: What is the current plan for the lighting infrastructure condition assessment?
3. Q: Grounding issues, how will they be handled?
4. Q: Who is providing the specification or parameters for the CDOT infrastructure assessment?

### Lighting Infrastructure General Answer:

A: The identification, prioritization, and phasing of the Smart Lighting targeted infrastructure repairs is being managed by the Chicago Department of Transportation (CDOT). CDOT is currently in the process of finalizing its strategy for supplementing its streetlight database with accurate information on the current condition of poles and wiring. Some of the asset assessment work and/or targeted repairs may be included in the draft RFP(s) scope of work.

## **MISCELLANEOUS**

### Miscellaneous Questions and Answers:

1. Q: How does this project dovetail with the LFP (Lighting Framework Plan) projects?  
A: There is no connection between the two initiatives.
2. Q: Has the Evaluation Committee been established? If so, who are the members of the Evaluation Committee?  
A: The Evaluation Committee will be comprised of senior level managers from various City departments and the Park District, along with non-voting independent subject matter experts.
3. Q: Could you please clarify if a prime contractor for the Type 1 (LED retrofit) scope or the Type 2 (Add-on technology) scope must be a licensed electrical contractor to submit a

response to the RFQ and be considered among those firms shortlisted for the RFP? It is assumed that all subcontractors performing the installation of fixtures and controls must be licensed electrical contractors, but it is unclear if the prime contractor must also hold an electrical contractor's license.

A: Not all Prime Team Members need to be licensed contractors, only those who are anticipated to be involved in installation services.

4. Q: On insurability, please further explain how evidence of insurability should apply to all team members of a respondent. Can any parts be waived?

A: Only Prime Team Members need to provide evidence of insurability and bonding capacity for the Part I SOQ response. It is anticipated that supporting subcontractors and consultants may change in Part II when the scope of work and corresponding insurance / bonding requirements are finalized in the RFP(s).

5. Q: RFQ Section 3.5.4.2: For large global corporations that have been in business for several decades what level of detail do you want in regards to corporate history (mergers and acquisitions)?

A: Narrative summary of corporate history that includes dates of all merger and acquisitions occurring the last fifteen years.

6. Q: RFQ Section 3.5.4.3: For large corporations with multiple divisions – do you want legal actions for all divisions or only the specific division responding to the RFQ?

A: All divisions.

7. Q: RFQ Section 3.5.4.4: For large corporations responding – is the R-10 financial statement in the annual reports sufficient?

A: Yes

8. Q: If you have a current City EDS on file, is this sufficient for the purposes of responding to this RFQ Volume II?

A: If you want it considered it must be included in the submittal package, no information linked to outside sources will be considered.

9. Q: Are teams without Form A organization (i.e. joint venture) allowed to bid? RFQ appears oriented to Form A organization (i.e. EDS submission). Forming a joint venture will likely depend on what ultimate scope awarded will be.

A: Respondents are not required to form a joint venture to respond to the RFQ. Respondents are not required to submit completed EDS forms as part of the SOQ submittal.

10. Q: On the Required Content checklist as there seems to be a duplicate request for the Team Organization. The Team Organization content is listed third from the top of the checklist and is listed again second from the bottom on Volume 1. Can you please verify if these are duplicate documents?

A: No. These requirements are not duplicate requests, but the identical labeling is admittedly confusing. The first Team Organization on the checklist refers to the one page

written narrative that describes the team structure (Section 3.5.3.3). The other Team Organization checkbox should read Team Organization Chart as described in (Section 3.5.3.4). Note: This is separate and different from the Staff Organization Chart (Section 3.5.3.6).

11. Q: Page 16, Section 3.5.3.5, 9. and Attachment 2.1 Please confirm that one reference for each project is sufficient and three references, if applicable, will be the maximum required.

A: That is correct, minimum of one reference, maximum of three for each past project.

12. Q: Section 1.3 of the Chicago Smart Lighting Project Request For Qualifications & Proposals (RFQ/P) (“RFQ”) designates a number of “Additional Project Objectives” covering very broad topics such as improving public safety, improving communications technology infrastructure, promoting economic development through job creation, etc. (p. 7). May Respondents have communications about these topics with city departments or city officials other than the designated Contact Person identified in the RFQ?

A: All questions regarding the Smart Lighting Program should be submitted in writing using the process defined in the RFQ/P document, i.e. emailed to [smartlighting@chicagoinfrastructure.org](mailto:smartlighting@chicagoinfrastructure.org).

13. Q: Would communications regarding the Additional Project Objective topic areas themselves be subject to the communications restrictions in Section 4.6 of the RFQ?

A: Yes. All questions regarding the Smart Lighting Program should be submitted in writing using the process defined in the RFQ/P document, i.e. emailed to [smartlighting@chicagoinfrastructure.org](mailto:smartlighting@chicagoinfrastructure.org).

END OF QUESTION AND ANSWER DOCUMENT