

REQUEST FOR PROPOSAL DOCUMENT



The Interlocal Purchasing System (TIPS)

A Cooperative Purchasing Program available for membership by Government and Other Entities in Alabama, Alaska, Arizona, Arkansas, California, Colorado, Connecticut, Delaware, District of Columbia, Florida, Georgia, Hawaii, Idaho, Illinois, Indiana, Iowa, Louisiana, Kansas, Kentucky, Maine, Maryland, Massachusetts, Michigan, Minnesota, Mississippi, Missouri, Montana, Nebraska, New Hampshire, Nevada, New Jersey, New Mexico, New York, North Carolina, North Dakota, Ohio, Oklahoma, Oregon, Pennsylvania, Rhode Island, South Carolina, South Dakota, Tennessee, Texas, Utah, Vermont, Virginia, Washington, West Virginia, Wisconsin and Wyoming.

Lead Agency



Region VIII Education Service Center

Address:

4845 US Hwy. 271 North
Pittsburg, Texas 75686

Toll-free (866) 839-8477 Fax (866) 929-4402

Website: www.tips-usa.com E-mail: bids@tips-usa.com

NOTICE TO BIDDERS

DEADLINE DATE FOR ALL PROPOSALS TO BE RECEIVED ELECTRONICALLY:

<https://tips.ionwave.net>

Friday, April 17, 2015 at 3:00 p.m.

FOR THE CATEGORY –

QUALIFIED RETAIL ELECTRIC BROKER SERVICES

RFP- QUALIFIED RETAIL ELECTRIC BROKER SERVICES – Due Friday, April 17, 2015 at 3:00 p.m.

About TIPS

TIPS is available for use by all public and private schools, colleges, universities, cities, counties and other government entities in the States of Alabama, Alaska, Arizona, Arkansas, California, Colorado, Delaware, District of Columbia, Connecticut, Florida, Georgia, Hawaii, Idaho, Illinois, Indiana, Iowa, Louisiana, Kansas, Kentucky, Louisiana, Maine, Maryland, Massachusetts, Michigan, Minnesota, Mississippi, Missouri, Montana, Nebraska, Nevada, New Hampshire, New Jersey, New Mexico, New York, North Carolina, North Dakota, Ohio, Oklahoma, Oregon, Pennsylvania, Rhode Island, South Carolina, South Dakota, Tennessee, Texas, Utah, Vermont, Virginia, Washington, West Virginia, Wisconsin and Wyoming.

It is the intention of TIPS to establish vendor awarded contracts to satisfy the procurement needs of participating member entities in this particular category. These awarded contracts will enable member entities to purchase on an "as needed" basis from competitively awarded contracts with high performance vendors. Bidders are requested to submit a proposal for offering their line of available products that are commonly purchased by government agencies, cities, counties and educational entities.

- Awards will be made to the successful bidder(s) for the products submitted. (Unless bidder has submitted inappropriate items for the category. Those items will not be awarded.)
- Awarded contracts will be automatically renewed on the annual contract award date for two consecutive year terms (as listed in the original awarded contract), if sales have been successfully reported to TIPS and if both parties agree. (Exception: There are two categories: General Services; and Trades, Labor and Materials that will not have an automatic renewal. These categories will be rebid annually and will not be subject to a renewal.)
- TIPS reserves the right to award multiple vendors if vendors offer items that are unique or serve different geographic regions and have best value to TIPS participating entities.
- This proposal is requested for the benefit of the attached list of members and other new members as they execute Interlocal Agreements.

Member List: <http://www.tips-usa.com/assets/documents/docs/membership.pdf>

Benefits of TIPS

- Provide government entities opportunities for greater efficiency and economy in acquiring goods and services through competitively bid vendor contracts.
- Provide comprehensive purchasing practices with the assurance of the most competitive contracts.
- Provide competitive priced solicitation and bulk purchasing for multiple government entities that yields economic benefits unobtainable by the individual entity.
- Provide quick and efficient delivery of goods and services by contracting with "high performance" vendors.
- Equalized purchasing power for smaller entities.
- Assist government entities in maintaining the essential controls for budget and accounting

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- purposes.
- Maintain credibility and confidence in business procedures by maintaining open competition for purchases and by complying with purchasing laws and ethical business practices.
 - Provide document retention for competitively bid process for all TIPS Awarded Contracts.

Customer Service

- TIPS staff is available to members for assistance in viewing/contacting awarded vendors for categories to make purchases and contract decisions.
- TIPS provides a way for government entities to avoid the time and expense of seeking competition for purchases on an agency-by-agency basis.
- TIPS enables vendors to become more efficient and competitive by reducing the number of bids and proposals that require responses to be made to individual districts.

Financing of TIPS

- The total cost of the TIPS program is funded through a Two Percent (2%) participation fee paid to TIPS by the participating vendors. The fee is based on actual vendor invoiced sales.
- TIPS does not charge any fees to participating school districts or government entities.

Purchasing Procedures

- Contracts are established through open competition as described by the laws of the State of Texas and are available for piggy-back by other states. Purchase orders are issued by participating governmental entities directly to the Vendor or vendor assigned dealer. Purchase orders are sent to the TIPS office where they are reviewed and edited by the TIPS staff and forwarded to the Vendor within one working day.
- Vendors deliver goods/services directly to the participating agency and then invoice the participating agency. The Vendor receives payment directly from the participating agency.

It is the intention of TIPS to establish a contract to furnish and/or deliver **QUALIFIED RETAIL ELECTRIC BROKER SERVICES**. Proposers are requested to submit a proposal for offering their total line of available products and services that are commonly purchased by governmental entities and school districts.

TIPS expects to contract with responsible vendor(s) to provide **QUALIFIED RETAIL ELECTRIC BROKER SERVICES** to its members. The work includes installation, repair, rehabilitation and alteration services for a wide variety of colleges and universities, schools, cities, counties, healthcare and other government and non-profit agencies.

SCHEDULE OF AWARD OR RELATED EVENT:

Posting Date	Thursday, March 5, 2015
Proposal Advertising	Thursday, March 5, 2015 – April 17, 2015
Proposal Deadline	Friday, April 17, 2015 at 3:00 PM CST
Proposal Opening	Friday, April 17, 2015 beginning at 3:01 PM
Proposals Review/Scoring	Monday, April 20, 2015 through May 21, 2015
Proposals Award	May 22, 2015
Award Notifications	Begin posting to TIPS Website 5/27/2015
	Vendor may call for results after 5/22/2015
	Award letters will be made available online to all Awarded Vendors.
	Non Award letters will be mailed to vendors with No Awards.

Proposal Instructions

1. Only electronically sealed proposals are accepted. **Faxed or mailed proposals will not be accepted.**
2. Proposals must be submitted on any or all items, related to the category, unless stated otherwise. TIPS reserves the right to reject any or all proposals and to accept any proposal deemed most advantageous to the participants in TIPS and to waive any informality in the proposal process.
3. Deviations to any Terms, Conditions and/or Specifications shall be clearly noted in writing by the vendor and shall be included with the proposal.
4. Withdrawal of proposals will not be allowed for a period of 90 days following the opening unless approved by TIPS.
5. Addenda, if required, will be issued by TIPS to all those known to have received a complete set of RFP documents at least five working days prior to the opening. The vendor shall acknowledge on the Signature Form any addenda that have been received.

PROPOSAL FORMAT - BIDDERS PAY CLOSE ATTENTION TO DETAILS LISTED.

All responses should be direct, concise, complete, and unambiguous. With regard to those items that cannot be answered in the affirmative, clearly explain the precise portion to which you disagree and why you disagree.

Felony Conviction Notice (Required in Texas) -Notification of Criminal History "A person or business entity that enters into a contract with a school district must give advance notice to the district if the person or an owner or operator of the business entity has been convicted of a felony. The notice must include a general description of the conduct resulting in the conviction of a felony. A school district may terminate a contract with a person or business entity if the district determines that the person or business entity failed to give notice as required or misrepresented the conduct resulting in the conviction. The district must compensate the person or business entity for services performed before the termination of the contract." This notice is not required of a publicly held corporation. Texas Education Code § 44.034.

References

The proposal response should contain a minimum of Three (3) references of customers you have served that would be considered eligible for membership in TIPS (i.e. K-12 School Districts, College/Universities, and/or City/County Government Entities). In addition to the name of the entity, a contact name and phone number shall be included. The references document must be downloaded from the "Attachments" section, completed and uploaded to the "Response Attachments" REFERENCES section.

Resellers/Dealers

Vendors with Resellers/Dealers must download the Resellers/Dealers document from the "Attachments" section, complete and uploaded to the "Response Attachments" RESELLERS/DEALERS section.

Vendor Certifications

Vendor certifications will include applicable D/M/WBE, HUB and manufacturer certifications for sales and service (if applicable). Certificates must be scanned and uploaded to the "Response Attachments" D/M/WBE, HUB and/or ALL OTHER CERTIFICATES section.

Bonding (If applicable)

Bonding capabilities documentation must be scanned and uploaded to the "Response Attachments" BONDING section.

Vendor Contract

Vendor Contract must be downloaded from the "Attachments" section, completed and uploaded to the "Response Attachments" VENDOR CONTRACT section.

Contract Signature Form

Contract Signature Form must be downloaded from the "Attachments" section, completed, signed, scanned and uploaded to the "Response Attachments" CONTRACT SIGNATURE FORM section.

Warranty (If applicable)

Warranty documentation must be scanned and uploaded to the "Response Attachments" WARRANTY section.

Supplementary Catalogs and Information (If applicable)

Supplementary Catalogs and Information documentation must be scanned and uploaded to the "Response Attachments" SUPPLEMENTARY section.

AWARD OF CONTRACT TO NONRESIDENT BIDDER - "A governmental entity may not award a governmental contract to a nonresident bidder unless the nonresident underbids the lowest bid submitted by a responsible resident bidder by an amount that is not less than the amount by which a resident bidder would be required to underbid the nonresident bidder to obtain a comparable contract in the state in which the nonresident's principal place of business is located." *Texas Government Code § 2252.002.*

ATTACHMENTS - All PDF files are Fillable PDF Forms. You have to download the file to your computer, fill out the form, save the form, and upload the form to the "response attachments" section. If a signature is required you have to fill out the form, print the form, sign the form, scan the form, and upload the form to the "response attachments" section.

Note: If Adobe Reader is used to complete the forms the document cannot be saved. The file must be downloaded, completed, printed, scanned and uploaded to the "response attachments" section.

Proposal Scoring

Scoring of Proposal: Criteria and Relative Weights

A Review Committee will evaluate and score all proposals. Recommendations for award of contracts will be made to the Region 8 Education Service Center Board of Directors. Awards will be granted or denied at the monthly stated meeting of the Region 8 ESC Board of Directors. TIPS will base a recommendation for contract award on several factors. The factors which will be considered are weighted points in each area as follows:

1. **Purchase price.** (Pricing factors as determined by TIPS using a market basket study of randomly selected items.) (30%)
2. **Reputation** of the vendor and the vendor's goods or services. References may be contacted. (10%)
3. **Quality** of the vendor's goods or services. (Including quantity of line items available that are commonly purchased by the entity and electronic on-line catalog, order entry use by and suitability for the entity's needs and quality of catalog(s) for use by entity's employees that do not have electronic access.) (10%)
4. Extent to which the goods or services **meet criteria** outlined in RFP category submitted. (15%)
5. Vendor's **past relationship** with TIPS. (15%)
6. The total **long-term cost** to TIPS to acquire the vendor's goods or services. Length of price guaranty. (10%)
7. **Delivery time** to the member entity for goods/services. (10%)

BIDDERS FALLING BELOW AN 80% THRESHOLD WILL NOT BE CONSIDERED FOR AN AWARD.

SAMPLE SCORING GRID

The Interlocal Purchasing System (TIPS)
Bid Criteria and Relative Weights

BID CATEGORY: Appropriate Category will be listed here.

THIS PAGE WILL BE COMPLETED BY TIPS REVIEW COMMITTEE

Company Name	Purchase Price	Vendor Reputation	Quality of Goods	Meets Criteria	Past Relationship	Long-Term Cost	Delivery Time	Total Points Scored
1.								
2.								
3.								
4.								
5.								
6.								
7.								
8.								
9.								
10.								

TIPS Authorized Review Representative Signature

Date

Approved by Region VIII ESC Board of Directors

Date

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and are in good standing with the Public Utility Commission of each state (if applicable).

- In order to be able to respond in a timely manner to all electricity quote requests from TIPS members, broker company must have at least one full-time employee dedicated to the support of sales personnel and at least 10 active and trained sales brokers of electricity that reside in the State(s) which are being submitted in this proposal.
- Electricity broker must provide utility bill auditing services to TIPS members as part of the service requirements.
- Electricity broker must be capable of providing energy consulting services to the members as part of the service requirements.
- Electricity broker must assist the members in providing an energy reduction plan in accordance with Senate Bill's or House Bill's required for each state being submitted.
- Electricity broker must assist the members in providing power factor correction an analysis as necessary.
- Electricity broker must assist the members in analyzing any meter consolidation opportunities to reduce TDSP charges and increase energy efficiency.
- Electricity broker must have brokered a volume of electricity that exceeds 100,000,000 kWh currently under contract.

If you, as a Broker currently have contracts with a municipality, please provide a copy of these contracts and the estimated savings you provided that municipality. If you have not served these types of customers, provide a sample proposal of savings that you propose to be used for TIPS members.

I. A representative of the brokerage company who is authorized to contractually bind the company must sign the proposal and provide a letter of authorization and draft proposal of services to be provided for TIPS members.

II. Electricity brokers submitting proposals MUST submit their response to the request for proposal that includes the following information:

1.1. Experience and Qualifications

1. Describe the duration and extent of your experience providing quotes and broker services for electricity to retail customers in each state, your years in business, date of first signed contract and volume, and experience in providing these services.

2. Retail Electrical Providers Represented

Provide a list of the Retail Electric Providers (REPS) that you represent from which you may or may not solicit quotes on behalf of TIPS members.

3. Process and Contracts

Please describe the process for which TIPS members obtain quotes for electricity services. For account additions, how flexible will the represented REP be to include additional accounts at the contract price? What penalties, increased cost will be imposed for deleting accounts from the contract?

4. Indicative Pricing

Provide an indicative price, which includes a low and high for electricity services at any given time depending on annual consumption of kWh. Please submit an indicative price for a one year and two year contract, as described below:

CONSUMPTION:

1,000,000 kWh – 10,000,000 kWh

10,000,001 kWh – 25,000,000 kWh

25,000,001 kWh – 50,000,000 kWh

50,000,001 kWh – 100,000,000 kWh

Over 100,000,001 kWh

COSTS AND PRICING:

TIPS requests qualified electricity brokers provide pricing from REPS using the following pricing structures:

Price 1: Fixed Energy Charge, Non-time Differentiated -1-Year Contract Term. Price based on historic usage and description of loads and operational characteristics for a 1-year contract, starting with the first meter read through the last meter read for the month during a one-year term. Pricing should indicate all pass through charges.

Price 2: Fixed Energy Charge, Non-time Differentiated -2-Year Contract Term. Price based on historic usage and description of loads and operational characteristics for a 2-year contract, starting with the first meter read through the last meter read for the month during a two-year term. Pricing should indicate all pass through charges.

Price 3: Fixed Energy Charge, Non-time Differentiated 5-Year Contract Term. Price based on historic usage and description of loads and operational characteristics for a 5-year contract, starting with the first meter read through the last meter read for the month during a five-

year term. Pricing should indicate all pass through charges.

Respondents may propose alternative pricing structures that may present cost savings to TIPS members. Options may include indexing to "Price-To-Beat" (PTB), seasonal prices, or separate pricing for consumption (kWh) and demand_(kW or kVA).

Additional Services:

Bidder should list in the excel spreadsheet all other related services offered for this contract. Offering must be related to this category. No inappropriate offerings will be considered.

All work shall be performed in accordance with the requirements set forth in the resulting contract and each mutually agreed upon work request or purchase order issued by TIPS participating members.

Pricing document must be uploaded to the "Response Attachments" PRICING section.