



GOVERNMENT OF THE DISTRICT OF COLUMBIA  
MURIEL BOWSER  
OFFICE OF PUBLIC-PRIVATE PARTNERSHIPS



Executive Summary – DC Smart Lighting Project		
Required Information		Proposer Submittal
1	Date Submitted	Technical - May 12, 2021 Financial - June 9, 2021
2	Applicant Name	Plenary Infrastructure DC (PIDC)
3	Authorized Contact Person	Stuart Marks, Director & Vice President, Plenary Americas
4	Address Line 1	555 W. Fifth Street
5	Address Line 2	Suite 3150
6	City	Los Angeles
7	State	California
8	Postal Code	90013
9	Phone Number	(424) 278-2173
10	Email Address	Stuart.Marks@plenarygroup.com
11	Name and address of all proposal team members	<ol style="list-style-type: none"><li>1. <b>Plenary Americas US Holdings, Inc.</b> - 555 W 5th St Ste 3150, Los Angeles, CA 90013</li><li>2. <b>Caisse de dépôt et placement du Québec</b> - 65 Rue Ste Christine, Québec, QC G1R 3X5, Canada</li><li>3. <b>Kiewit Development Company</b> – 1550 Mike Fahey Street, Omaha, NE, 68102</li><li>4. <b>Indigo Mid-Atlantic, LLC</b> – 1100 17<sup>th</sup> Street NW, Suite 1150, Washington DC 20036</li></ol>

		<ol style="list-style-type: none"> <li>5. <b>Engie Services US, Inc.</b> – 12980 Foster Street, Suite 400, Overland Park, KS 66213</li> <li>6. <b>Phoenix Infrastructure Group, LLC</b> - 2200 Pennsylvania Avenue NW, East Tower, Fourth Floor, Washington, DC 20037</li> <li>7. <b>VHB Metro DC, Inc.</b> - 1001 G Street NW, Suite 1125, Washington, DC 20001</li> <li>8. <b>Mass Electric Construction Company</b> – 400 Totten Pond Road, Suite 400, Waltham, MA 02451</li> <li>9. <b>Dynamic Concepts, Inc.</b> – 1730 17<sup>th</sup> Street, NE, Washington DC 20002</li> <li>10. <b>Tina Boyd &amp; Associates</b> - 1315 Irving St NW suite b, Washington, DC 20010</li> </ol>
12	Proposed role of each proposal teammember	<ol style="list-style-type: none"> <li>1. <b>Plenary Americas US Holdings, Inc.</b> – Equity Member</li> <li>2. <b>Caisse de dépôt et placement du Québec</b> – Equity Member</li> <li>3. <b>Kiewit Development Company</b> – Equity Member</li> <li>4. <b>Indigo Mid-Atlantic, LLC</b> - Public Communications Manager</li> <li>5. <b>Engie Services US, Inc.</b> – Design &amp; Construction (D&amp;C) Contractor and Asset Management Contractor (AM)</li> <li>6. <b>Phoenix Infrastructure Group, LLC</b> – Equity Member</li> <li>7. <b>VHB Metro DC, Inc.</b> - Lead Engineer</li> <li>8. <b>Mass Electric Construction Company</b> – D&amp;C and AM Subcontractor</li> <li>9. <b>Dynamic Concepts, Inc.</b> - D&amp;C and AM Subcontractor</li> <li>10. <b>Tina Boyd &amp; Associates</b> - Civil Rights Compliance Manager, Communication and Outreach Partner</li> </ol>
13	Project Description	<p>The services will include the design, construction and installation, financing, and asset management of upgrades to the existing street light network in the District, including upgrades of the entire street light network within the District that consists of approximately 75,000 primarily street and alley lights, as well as (i) select overhead guide signs, (ii) internal and external lighting for approximately 30 “Welcome to Washington, D.C.” signs located throughout the District, and (iii) navigation, underpass, bike trail, and tunnel lights.</p> <p>The project also includes the installation of smart city technology components, including wireless access points to leverage the street light system and the District’s significant fiber optic network, DC-Net, for ancillary uses and to deliver broadband Wi-Fi coverage that advances the District’s goal of city-wide broadband access.</p>
14	Type and Duration of Contract	Firm fixed price with performance based with incentives/disincentives with a term of 15 years from the date of award



15	Total Estimated Project Cost:	\$309,032,000 <sup>1</sup>
16	Impacted Wards	All wards in the District will be impacted
17	Proposed benefit to the residents of the District	<p>The District sought proposals for the DC Smart Lighting Project that included the design, construction and installation, financing, and asset management of the much-needed upgrades to the existing street light network in the District.</p> <p>The public-private partnership procurement method was utilized to achieve the following goals:</p> <ol style="list-style-type: none"> <li><b>1. Public Safety/Environmental Benefit/Cost Savings</b> - Upgrade the street lighting infrastructure in the District together with a 100% LED conversion of streetlights to achieve several direct policy objectives including increasing public safety and traffic safety through better lighting, lifecycle optimization, lowering the District's carbon production, and cost savings.</li> <li><b>2. Performance Based Contract</b> - Implement an improved pay-for- performance mechanism for the street lighting system.</li> <li><b>3. Risk Transfer</b> - Transfer project integration and other commercial risks to a private entity across the appropriate aspects of the Project beyond those currently transferred through traditional performance-based contracting mechanisms.</li> <li><b>4. Debt Cap Considerations</b> – Incorporates a project structure that minimizes the use of the</li> </ol>

<sup>1</sup> Notes:

- This figure is the Net Present Value of the District's estimated overall project costs under the Project Agreement for the Smart Street Lighting Project (discounted at 3.60% to the Setting Date of April 12, 2021).
- Includes Availability Payments, Milestone Payments, Smart City Milestone Payments, Initial Reserve Funding Amount, MP Reserve Funding Amount, AP Reserve Funding Amount.
- Excludes District labor costs, IDCR charge, and all electricity costs (both legacy system electricity costs and converted system electricity costs).
- Availability Payments are subject to adjustment at Financial Close (as allowed under the Project Agreement). The AP Reserve Funding Amount is subject to Availability Payment sizing.


		<p>District's financing capacity as limited by District law, including the Limitation on Borrowing and Establishment of Operating Cash Reserve Act of 2008, as amended.</p> <p><b>5. Stakeholder Engagement</b> - Foster's stakeholder understanding and support throughout Project development and implementation.</p> <p><b>6. Smart City Technology</b> - Introduce functionality for the streetlight system to serve as a platform for ancillary uses including Wi-Fi technology.</p>
18	Proposal Scoring	See Exhibit A - Proposal Scoring Summary
19	Signature of Authorized Officer Agreeing to Terms of Information Release	 Jonathan Kayne Interim Director, Office of Public-Private Partnerships

Exhibit A

DC Smart Lighting Project Proposal Evaluation Rating/Scoring Sheet

Technical Proposal Evaluation	Total Points Allocated
	PIDC
Preliminary Management and Staffing Plan (Maximum 100 Points)	64
Preliminary Conversion Work Plan (Maximum 125 Points)	95
Preliminary Bundling and Phasing Plan (Maximum 150 Points)	90
Preliminary Systems Development Plan (Maximum 125 Points)	75
Preliminary Quality Management Plan (Maximum 100 Points)	60
Preliminary Traffic Management Plan (Maximum 100 Points)	50
Preliminary Asset Management Plan (Maximum 100 Points)	61
Preliminary Public Information and Communications Plan (Maximum 25 Points)	15
Conceptual Design Narrative and Visualizations (Maximum 100 Points)	60
Preliminary Project Baseline Schedule (Maximum 75 Points)	35
Preliminary Technical Proposal Score	605
Technical Proposal Points	181.5
Price Proposal Evaluation	
Cost Elements	PIDC Costs (NPV)
Milestone Payments	\$40,100,000.00
Availability Payments (Linked to Inflation)	\$130,000,000.00
Availability Payments (Not Linked to Inflation)	\$120,600,000.00
Smart City Payments	\$3,900,000.00
Electricity Costs	\$15,100,000.00
Total Price	\$309,700,000.00
Price Proposal Points	700
Total Proposal Score (Technical and Price)	881.5

Exhibit A



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Executive Summary – DC Smart Lighting Project		
Required Information		Proposer Submittal
1	Date Submitted	Technical - May 12, 2021 Financial - June 9, 2021
2	Applicant Name	MAB Smart Solutions (MAB)
3	Authorized Contact Person	Joni Fontoura, Senior Associate, Meridiam
4	Address Line 1	605 Third Avenue
5	Address Line 2	36 <sup>th</sup> Floor
6	City	New York
7	State	New York
8	Postal Code	10158
9	Phone Number	(212)798-1695
10	Email Address	j.fontoura@meridiam.com
11	Name and address of all proposal team members	1. <b>Meridiam</b> – 605 3rd Avenue, 36th floor, New York, NY 10158 2. <b>Ameresco</b> – 111 Speen Street, Framingham, MA 01701 3. <b>Ferrovial</b> – 10814 Jollyville Road, Ste. 800, Bldg. 4, Austin, TX 78759 4. <b>Parsons Transportation Group</b> – 100 M Street, SE, Suite 900, Washington, DC 20009 5. <b>C3M Power Systems</b> – 1030 Hampton Park Blvd., Ste. 700, Capitol Heights, MD 20743



		6. <b>Monrad Engineering</b> – 1926 East Fort Lowell Road, Suite 200, Tucson, AZ 85719 7. <b>S2N Technology Group</b> – 75 Old Georgetown Road, Bethesda, MD 20814 8. <b>Lyons Manufacturing</b> - 8900 Forney Road Dallas, TX 75227 9. <b>Wholesale Electric</b> - 803 S Robison Rd. Texarkana, TX 75501 10. <b>Tina Boyd &amp; Associates</b> - 315 Irving St NW, Ste. b, Washington, DC 20010
12	Proposed role of each proposal teammember	1. <b>Meridiam</b> – Equity Member 2. <b>Ameresco</b> – Lead Contractor 3. <b>Ferrovial</b> - Lead AM Contractor 4. <b>Parsons Transportation Group</b> – Lead Engineer 5. <b>C3M Power Systems</b> – Design & Construction Contractor 6. <b>Monrad Engineering</b> – Streetlighting Specialist 7. <b>S2N Technology Group</b> - Design & Construction Contractor 8. <b>Lyons Manufacturing</b> - Luminaire Supplier 9. <b>Wholesale Electric</b> - Design & Construction Contractor 10. <b>Tina Boyd &amp; Associates</b> - Community Engagement Lead
13	Project Description	<p>The services will include the design, construction and installation, financing, and asset management of upgrades to the existing street light network in the District, including upgrades of the entire street light network within the District that consists of approximately 75,000 primarily street and alley lights, as well as (i) select overhead guide signs, (ii) internal and external lighting for approximately 30 “Welcome to Washington, D.C.” signs located throughout the District, and (iii) navigation, underpass, bike trail, and tunnel lights.</p> <p>The project also includes the installation of smart city technology components, including wireless access points to leverage the street light system and the District’s significant fiber optic network, DC-Net, for ancillary uses and to deliver broadband Wi-Fi coverage that advances the District’s goal of city-wide broadband access.</p>
14	Type and Duration of Contract	Firm fixed price with performance based with incentives/disincentives with a term of 15 years from the date of award


15	Total Estimated Project Cost:	\$482,911,000 <sup>1</sup>
16	Impacted Wards	All wards in the District will be impacted
17	Proposed benefit to the residents of the District	<p>The District sought proposals for the DC Smart Lighting Project that included the design, construction and installation, financing, and asset management of the much-needed upgrades to the existing street light network in the District.</p> <p>The public-private partnership procurement method was utilized to achieve the following goals:</p> <ol style="list-style-type: none"> <li><b>1. Public Safety/Environmental Benefit/Cost Savings</b> - Upgrade the street lighting infrastructure in the District together with a 100% LED conversion of streetlights to achieve several direct policy objectives including increasing public safety and traffic safety through better lighting, lifecycle optimization, lowering the District's carbon production, and cost savings.</li> <li><b>2. Performance Based Contract</b> - Implement an improved pay-for- performance mechanism for the street lighting system.</li> <li><b>3. Risk Transfer</b> - Transfer project integration and other commercial risks to a private entity across the appropriate aspects of the Project beyond those currently transferred through traditional performance-based contracting mechanisms.</li> </ol>

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		<p><b>4. Debt Cap Considerations</b> – Incorporates a project structure that minimizes the use of the District’s financing capacity as limited by District law, including the Limitation on Borrowing and Establishment of Operating Cash Reserve Act of 2008, as amended.</p> <p><b>5. Stakeholder Engagement</b> - Foster’s stakeholder understanding and support throughout Project development and implementation.</p> <p><b>6. Smart City Technology</b> - Introduce functionality for the streetlight system to serve as a platform for ancillary uses including Wi-Fi technology.</p>
18	Proposal Scoring	See Exhibit A - Proposal Scoring Summary
19	Signature of Authorized Officer Agreeing to Terms of Information Release	 Jonathan Kayne Interim Director, Office of Public-Private Partnerships

## DC Smart Lighting Project Proposal Evaluation Rating/Scoring Sheet

Technical Proposal Evaluation	Total Points Allocated
	MAB
Preliminary Management and Staffing Plan (Maximum 100 Points)	52
Preliminary Conversion Work Plan (Maximum 125 Points)	75
Preliminary Bundling and Phasing Plan (Maximum 150 Points)	90
Preliminary Systems Development Plan (Maximum 125 Points)	65
Preliminary Quality Management Plan (Maximum 100 Points)	60
Preliminary Traffic Management Plan (Maximum 100 Points)	60
Preliminary Asset Management Plan (Maximum 100 Points)	60
Preliminary Public Information and Communications Plan (Maximum 25 Points)	15
Conceptual Design Narrative and Visualizations (Maximum 100 Points)	50
Preliminary Project Baseline Schedule (Maximum 75 Points)	45
Preliminary Technical Proposal Score	572
Technical Proposal Points	171.6
Price Proposal Evaluation	
Cost Elements	MAB Costs (NPV)
Milestone Payments	\$40,000,000.00
Availability Payments (Linked to Inflation)	\$215,500,000.00
Availability Payments (Not Linked to Inflation)	\$201,000,000.00
Smart City Payments	\$3,100,000.00
Electricity Costs	\$15,300,000.00
Total Price	\$474,900,000.00
Price Proposal Points	456.5
Total Proposal Score (Technical and Price)	628.1