

September 7th 2018

Attn: Mark Carroza
Contract Specialist, Department of Administrative Services
Reply to DAS RFP #18PSX0104

Dear Mark,

On behalf of Environmental Systems Corporation, I would like to thank you for the opportunity to submit our qualifications and pricing structure to be qualified as a service provider under the Energy Efficiency Retrofits and Energy Cost-Saving Services for Existing Buildings Contract.

Based on the information provided in your RFP and our extensive experience in providing energy conservation improvements for State, local governmental agencies and private industry, we believe we can be a very effective supplier under this contract.

Thank you for your consideration.

Sincerely,



Michael Mullin
Vice President

1. Proposer's Qualifications and Capability

- Type of firm
- Number of years in the energy business
- Number and value of similar contracts
- Number of full-time personnel
- Accreditations or other pre-qualifiers (ie., NAESCO, U.S. Dept. of Energy, U.S. Dept. of Defense, etc.)

Environmental Systems Corp. **(ESC) is organized as an S-Corporation** that has been based in Connecticut since its founding in 1972. ESC installs and services building system technologies and has been **performing energy conservation projects for over 42 years**. Through those years, ESC has worked with facility owners and managers to enhance building performance by identifying, planning and integrating solutions that improve energy efficiency and optimize comfort. As a privately-owned business based in West Hartford, ESC has built a reputation as a leading-edge provider of state-of-the-art solutions delivered with a high focus on customer service and satisfaction.

Most of ESC's clients are based in the New England states with a high concentration in Connecticut. ESC is a major player in all vertical markets including secondary education, K-12, municipal, healthcare, commercial, industrial, governmental and distributed sites for utilities.

Over the last 3 years, ESC has performed 64 energy conservation projects for governmental and private customers. The total cost of those projects was \$14,325,000. ESC secured \$5,772,000 of utility incentives to help fund those projects for our customers. As a result, these projects produced annual electrical savings of 13,176,615 kwh and natural gas savings 531,501 ccf for an annual savings of \$2,716,845.

To satisfy the workload of our diverse client base, ESC has grown to over **136 full-time**, talented employees, focused on delivering high-quality products and services. Approximately **25 of those employees work on energy conservation projects**. Seven of those are dedicated to energy project development; field survey, audit, engineering, estimation and approximately 18 to energy project implementation. That number is approximated because our implementation teams move between energy projects and non-energy installations and services based on workload.

ESC does not hold any governmental accreditations for energy conservation.

2. Proposer's Experience

- Types of services being offered and expertise in various systems. *Summarize the scope of services (auditing, installation, service, monitoring, etc.) available from your company.*
- A brief description of the energy contracts or projects that the firm has managed in the past three (3) years that includes:

b. *Name and type of project*

c. *Project size*

d. *List of operational improvements that details the type of retrofit(s) employed and the annual cost savings realized by the customer*

e. *Audit, monitoring and savings verification methodologies*

f. *References for work performed including contact information*

ESC is a design/build energy solutions provider. We offer a full turn-key solution by managing all phases of an energy project. We perform the auditing, design, engineering, coordination of utility incentives and manage the implementation of energy conservation measures. Energy conservation measures that ESC can implement include:

- HVAC Mechanical Systems
- Domestic HW Systems
- Energy Management Systems, Building Automation Systems
- Indoor and outdoor lighting & Lighting Controls
- Kitchen Hoods, Laundry Systems, Pools
- Water and Sewage Systems
- Building Envelope
- Steam Systems
- Central Plant Optimization
- EMS System Analytics / Monitoring
- Air Compressor Systems

ESC will self-perform the implementation of many of the conservation measures and sub-contract those that would be better performed by others. ESC can work on all brands and types of automation systems, mechanical systems, lighting and other energy regulating or consuming systems. We focus on electric, natural gas, propane, oil and water conservation measures.

We believe that ESC's comprehensive, turn-key process for energy conservation produces higher quality results, faster and at a lower cost, yielding the maximum payback for the customer.

Description of ESC's turn-key process:

The first step is to capture 12-24 months' worth of customer utility bills and incorporate them into our benchmarking tool. This will allow us to understand the consumption of energy on a month to month basis. Our next step is to interview the site team and get a better understanding of the facility uses. Next, we will perform a site survey, looking at the various systems and identifying potential measures

that would fit into the financial criteria being set forth by the facility team. Understanding the operations, sequences and building control strategies is a key component to uncovering measures that would enhance the performance of the building.

After the energy conserving measures (ECM's) have been identified, ESC will produce an ASHRAE level 1 financial model using budget savings and budget pricing on each one of the measures. This will allow the ESC team to have a detailed discussion with the facility team about each proposed measure.

After the presentation and discussion of energy conservation measures, the facility team will review and choose the measures they would like to implement.

ESC will then perform an ASHRAE level 2 audit and provide **firm fixed pricing for each ECM** that the customer's facility team approves for implementation. This information will be presented to the customer's facility team for final approval and go-ahead to proceed to implementation. **ESC could also work in an alternative cost-plus pricing model** where the cost elements would be itemized, and ESC would mark up the cost 10% for overhead and 10% profit.

The **steps listed above are included in the \$.06/square ft. audit charges**. These charges include an ASHRAE level 1 and level 2 audit.

Based on the ECM's selected by the customer's facility team, ESC will do the following;

- submit the project to the local utility for incentive consideration and be responsible for securing the maximum allowable incentive for the project
- produce construction documents, including timeline, scopes of work and specifications
- after approval of construction documents and project timeline, ESC will mobilize and perform the installation and commissioning of the energy conservation measures.
- facilitate a utility and customer walk-through to verify that all measures are performing as designed
- provide training on all new systems to the customer's facility staff
- provide as-built drawings and system manuals as part of the close out process
- provide a 1 year warranty on all supplied equipment and workmanship

Non-turn-key option:

This design build model is our preferred model because it returns savings to the customer faster with better quality and at a lower cost. However, if a customer would like ESC to perform the implementation phase only, ESC would be willing to provide **firm fixed pricing based on a specified scope of work**. ESC could also work in an **alternative cost-plus pricing model** where the cost elements would be itemized, and ESC would mark up the cost 10% for overhead and 10% profit.

The following are 3 samples of projects that ESC has completed:

(1) Simsbury Waste Water Treatment Facility, Simsbury, CT

Contract Cost: \$ 204,000

Projected Savings: \$28,000, or 10% of their total consumption

Team members involved: Mike Amedeo, Ruth Gay, P.E.

The facility includes a 17,000 square foot main building used for offices, workshop, laboratory and sludge processing, and other areas.

ESC performed an ASHRAE Level II Survey for the Town of Simsbury at their Waste Water Treatment Facility located at 36 Drake Hill Road in Simsbury, CT and developed a list of measures to improve facility operation while reducing operating expenses.

The survey identified a \$204,000 energy project. ESC recommended energy conservation measures that produced \$28,000 in annual electric and gas energy savings or 10% of their total consumption.

Measures ESC implemented included: energy management system controls, add controls to automate the odor scrubber, and variable frequency drives for top mixers. This project was recognized by the New England Water Environment Association (NEWEA) where ESC, along with the client, were awarded best project and our lead engineer was given an opportunity to speak on the projects behalf.

Project Contact: Tony Piazza, Superintendent, Simsbury Waste Water Treatment
36 Drake Hill Road, Simsbury, CT, (860) 658-3258, apiazza@simsbury-ct.gov

(2) Day Kimball Hospital, Putnam, CT

Contract Cost: \$1,339,000

Projected Savings: or \$210,000 in annual electric and gas energy savings, 13% of total consumption

Team members involved: Mike Amedeo, Kenny Wallach

Day Kimball Hospital is a 104-bed acute care community hospital in Northeast Connecticut offering high-quality, comprehensive medical services delivered by skilled medical professionals close to home. The facility at 320 Pomfret Street, Putnam, CT 06260 is about 250,000 square feet and the original facility was built over 120 years ago.

ESC performed an ASHRAE Level II Survey for the Day Kimball Hospital. The survey identified a \$1,339,000 energy project. ESC recommended energy conservation measures that garnished in \$210,000 in annual electric and gas energy savings or 13% of their total consumption. Measures ESC implemented included: replace steam traps, energy management system controls, exterior parking lot and interior LED lighting, steam trap repairs, kitchen hood system and insulate steam traps & steam valves.

Project Contact: Greg Harubin, Director of Facilities, Day Kimball Hospital
320 Pomfret Street, Putnam, CT 06260, (860) 963-6313 ext 2316, Gharubin@daykimball.org

(3) Connecticut Spring and Stamp, Farmington, CT

Contract Cost: \$1,0154,000

Projected Savings: or \$157,000 in annual electric and gas energy savings, 9% of total consumption

Team members involved: Mike Amedeo, Jamie Sykora

Connecticut Spring and Stamp occupies two facilities in Farmington CT, both located on Spring Lane totaling 170,000 square feet of mostly production space.

ESC performed an ASHRAE Level II Survey for the two locations. The results of the survey resulted in a \$1,0154,000 energy project. ESC recommended energy conservation measures that garnished in \$157,000 in annual electric and gas energy savings or 11% of their total consumption. Measures ESC implemented included: upgrades duct collection system, energy management system controls, LED lighting, and roof top unit replacement.

Project Contact: Joe Torvell, Director of Facilities, Ct. Spring and Stamp
48 Spring Lane, Farmington, CT 06032, (860) 667-1341 ext 241 jtorvell@css.com

Selection of other ESC state and municipal energy clients: New Canaan Public Schools, Westport Public Schools and Town, CCSU, Tunxis CC, Middlesex CC, Naugatuck Valley CC, Norwalk CC, Trumbull Public Schools and more.

3. Pricing and Fees

PROPOSERS NOTE - It is understood that energy cost savings programs may be quoted on a site-specific basis. A list of buildings and facilities is not available. Please complete this section in the following manner:

- Describe the pricing structure for the type of retrofit projects/services being proposed.
 - g. *Specify costs that are fixed/variable*
 - h. *Specify if there is an initial capital cost outlay; if not, is that option available?*
- Describe all cost markups and how they may be applied
- Describe all other costs such as maintenance and monitoring and how they are applied.
- Describe any potential rebates and incentives that can be made available to the users of this contract.

ESC's standard energy conservation project model is based on a full turn-key solution with the two major elements listed below:

- ESC will perform an ASHRAE level 1 and level 2 survey for \$.06/sqft which will provide a menu of energy conservation measures for the client to choose from.
- Our project model doesn't require an initial capital cost outlay. Our model is based on progress payments and follows an AIA billing method.

- If the ECM to be implemented is produced by ESC's ASHRAE level 2 survey, we will provide either firm fixed pricing to implement the ECM or perform it a cost-plus basis using the 10% overhead and 10% profit model.
- If the ECM is defined by others, ESC will use the plans and specifications for those ECM's and provide firm fixed pricing or a cost-plus basis using the 10% overhead and 10% profit model.
- ESC will submit and manage the process to secure all utility incentives. All incentives will be directly applied to the project.

4. Form RFP-16 (Exhibit B)

On the RFP-16 Price Schedule (Exhibit B) of this RFP package, provide a summary of your company and the types of goods/services it provides. This will serve as the descriptive reference of your company for users of the contract who are seeking to purchase from it.

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| ESC will self-perform the implementation of many of the conservation measures and sub-contract those that would be better performed by others. ESC can work on all brands and types of automation systems, mechanical systems, lighting and other energy regulating or consuming systems. We focus on electric, natural gas, propane, oil and water conservation measures. |
| We believe that ESC's comprehensive, turn-key process for energy conservation produces higher quality results, faster and at a lower cost, yielding the maximum payback for the customer. |
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Also submitted on Form RFP-16 to BizNET.