

Mt. Diablo USD

**RFQ#1896 District-Wide Controls, HVAC and Lighting**

February 2nd, 2022



# Schneider Electric approach to RFQ# 1896 for Mt. Diablo Unified School District



- Introduction
- Recap
- Utilizing Government Code 4217
- Schneider Electric Team
- Project Management Plan
- Design Fee Structure
- Benefits
- Questions/Answers

# 1 Recap – Mt. Diablo Partner Selection

## Objective:

Identify a Design-Build Energy Services Company to deliver turn-key capital improvement projects that save money of District utility costs.

### RFQ Solicitation



RFQ Solicitation : 8/23/2021  
Interviewed: 10/20/2021

### Partnership



Awarded to Schneider Electric  
on 10/27/2021

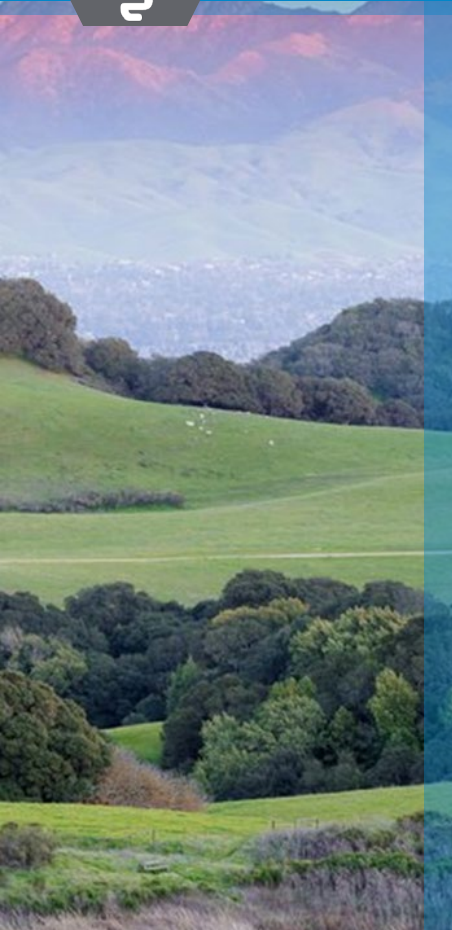
### Contract Agreement



Board consideration on 2/2/22



## Utilizing Government Code 4217 for Turnkey Contract Delivery



- Government Code 4217 authorizes local school districts to enter into an energy services contract as a result of energy savings delivered from the project.
- Allows MDUSD to enter into a Design-Build contract with Schneider Electric where the anticipated cost(s) for the energy project or efficiency services is less than the anticipated energy cost savings to be derived from those services over the life cycle of the project.

# 2

## Meet the Schneider Team

**Elliott Feldman**



**Mt. Diablo USD  
Program Manager**

12 years in CA Energy market

Managed over \$50M+ in Projects Delivered to School Districts

**Daniel Cotten**



**Project Development  
Manager**

8 Years working for Schneider

Supported Development and performance for over \$50M in K-12 Energy Projects

**Marc Starkey**



**Mt. Diablo USD  
Program Manager**

15 Years in Energy Services

Managed over \$150M+ in Projects Delivered to School Districts

**Jose Carrasco**



**Energy Engineering  
Manager**

6 Years in CA ESCO market

Developed over \$50M in Energy Savings Projects

**John Stancliffe**



**Project Manager**

8 Years with Schneider Electric

Responsible for Project Managing the Construction Phase





## NAVIGANT

A Guidehouse Company

# #1

## ESCO 2017 - 2021

### Top ESCO Leaderboard

1. **Schneider Electric**
2. Siemens
3. Ameresco
4. Johnson Controls
5. Honeywell
6. Trane
7. NORESKO
8. Energy Systems Group
9. Con Edison Solutions
10. McKinstry



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# 3

## Execution Plan and Schedule

### Project Scope 1: LED Lighting Internal/External

Audit - Jan  
2022

- Detailed lighting  
Assesment

Design - Feb -  
March 2022

Install - Summer  
2022

### Project Scope 2: Non-DSA HVAC and Controls

Audit - Jan -  
April 2022

- Evaluate current  
state

Design - Feb -  
May 2022

Install - Late  
2022 and  
Spring/Summer  
2023

### Project Scope 3: DSA Permitted HVAC + New Units

Audit - Jan -  
April 2022

Includes adding  
HVAC at MPRs and  
Kitchens

Design/DSA  
Approval Feb  
2022 - Feb 2023

Install - Summer  
2023

# 4

## Design Fee

Total Design Fee: \$385,000

- Covers Development for all three Project Tracks into Shovel-Ready projects
- Complete Site Auditing and Investigation
- Energy Analysis and Savings Performance Reports
- Lighting Photometric Study
- Mechanical/Structural/Electrical Plans of DSA approved drawings
- Application Submission/Management of qualified grants, rebates and incentive programs
- Design fee “rolled into” final turn-key project construction price







# 5

## Benefits

- ❑ Anticipated Utility Savings \$1,300,000 annually
- ❑ Improved Indoor Air Quality
- ❑ Enhanced Learning Environments through high quality lighting and increased comfort
- ❑ Improved Safety and Security
- ❑ Standardized Controls and HVAC
- ❑ Training and Support/Warranty Services

# Thank You

Life Is On

**Schneider**  
Electric