



Proposal to the Municipality of Temagami

GIS Inventory Survey Services

August 23, 2019

O-1647

Primary Contact

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COVER LETTER

August 23rd, 2019

Municipality of Temagami
P.O. Box 220
Temagami, ON P0H 2H0

Dear Mr. Davidson,

Thank you for your inquiry into our audit services for an LED streetlight upgrade. RealTerm Energy (RTE) is pleased to propose its GIS Streetlight Survey services to the Municipality of Temagami.

The Scope of Work includes:

1. GIS Inventory Survey

- 1.1. Conduct a GIS inventory survey of the Municipality's existing Cobrahead and decorative streetlights (if any).
- 1.2. Produce an electronic streetlight map (inventory file) and database that is accessible through common GIS software, web-based ArcGIS Online, Google Earth KMZ and exportable to a Microsoft Excel.

The pricing for the above services can be found on **page 6**.

Our team appreciates this opportunity to present this proposal and looks forward to working with the Municipality of Temagami. We are passionate about what we do and want you to feel the same way about this project's results.



Sean Neely, President
sneely@realtermenergy.com

GIS INVENTORY SURVEY

RealTerm Energy's Esri streetlight application is the key ingredient in completing a high-quality GIS audit, one of the most important aspects of an LED streetlight conversion project.

In upgrading over 250 communities and utilities, we have found that inaccurate records of streetlight assets are a commonplace. Most client's records are either outdated or inaccurately maintained, resulting in a poor inventory of what is an extensive and highly visible asset base. At RealTerm Energy, the GIS audit is a foundational component of our approach. Our experienced survey team collects geospatial and descriptive data pertaining to all important streetlight attributes to create a comprehensive picture of your current streetlight network and reveals any gaps and errors that might exist in the inventory data. Using this approach helps the remaining steps in the conversion process run more efficiently.

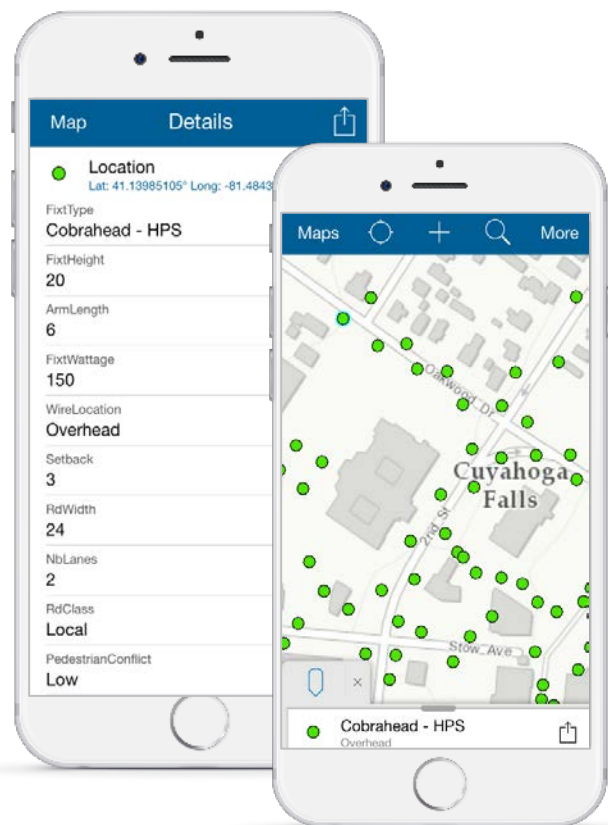
Our customized Esri application captures and records detailed data from streetlights and their surroundings and enables us to document as many attributes per data point as the Municipality's requests, including information about the location, type and pole condition.

In addition, our geospatial team takes precise measurements to ensure our lighting design team can specify the appropriate fixture types and wattages. The most critical of these observations are:

- Pole height
- Fixture height
- Road width
- Existing wattage
- Road class
- Fixture type

Some advantages of the streetlight application include:

- Access survey data online
- Export all data to MS-Excel, KML/KMZ, Shapefile or File Geodatabase formats
- Compatible with virtually any smart phone and tablet
- The Municipality's key team members receive online login access, ensuring full transparency of the project from start to finish.
- Post-audit, your staff will be able to identify each light in the system and view its history and attributes.



Click the following link to explore a sample of RealTerm Energy's detailed street light survey: [ArcGIS Map](#)

REQUIRED FROM THE MUNICIPALITY

- Pre-survey Meeting: Prior to commencing the survey, our GIS Field Survey Supervisor will meet with the Municipal staff to review and confirm the scope of work for the inventory survey.
- The most current data from the existing layer of utility poles with all attributes, and inventory of streetlights with all attributes (if available).
- Review of RealTerm Energy's updated inventory data (post-collection) to ensure that all necessary areas have been covered and that ownership is properly attributed (e.g. no portions of adjacent municipalities have been included in error).

COST PROPOSAL

Craig Davidson
Treasurer/Administrator
Municipality of Temagami
P.O. Box 220
Temagami, ON P0H 2H0

Prices for services being offered as described in the previous sections and based on a quantity of approximately 117 fixtures, is summarized below.

Note that the final price will be based on the actual fixture quantity audited within the Municipality of Temagami. The total price is estimated based on the unit price and estimate fixture quantity.

Item	Description	Estimated Quantity	Unit Price per fixture	Total Price (Excluding HST)
1	GIS Inventory Survey	117	\$30.90	\$3,615.30

Should you have any questions about any of the information contained within this proposal, please do not hesitate to call us.

By signing below, the Municipality of Temagami is authorizing RealTerm Energy to proceed with the items summarized within this GIS Inventory Survey offering.

Authorized Signature

Name (please print)

Title (please print)

Date

COMPANY OVERVIEW

RealTerm Energy

RealTerm Energy is an international leader in providing energy-efficient turnkey LED streetlighting conversions for utilities and municipalities of all shapes and sizes. Our team of lighting specialists is dedicated exclusively to designing and executing high-quality and cost-effective LED street light conversions. Our GIS, Design, Project Management, Client Services, and Community Relations departments work seamlessly to ensure projects surpass each of our clients' goals.

With hundreds of projects ranging from 15 lights to over 40,000 lights, we have encountered a wide range of situations and network deficiencies that required unique and creative problem-solving abilities to overcome.

Company Mission

RealTerm Energy's mission is to deliver future-ready "Smart" solutions that allow forward-thinking utilities and communities to reduce energy costs, improve the quality of life of citizens, and protect the environment. RealTerm Energy's primary focus is on the design, implementation, financing and management of municipal LED streetlighting and adaptive technology control systems. Our photometric-based LED streetlighting designs are based on the latest ANSI/IES RP-8-2014 standards and our adaptive technology control offerings deliver unmatched energy and maintenance savings to our clients.

Government Partners

RealTerm Energy has been selected as a preferred LED Streetlight Integrator by four government associations: Local Authority Services (LAS) of the Association of Municipalities of Ontario, the Connecticut Conference of Municipalities (CCM), the Metropolitan Area Planning Council (MAPC) of Massachusetts, and the Ohio Municipal League (OML).



Proud to be recognized by the World Bank.

RealTerm Energy's "remarkable" partnership in the joint-procurement model developed with LAS and the Association of Municipalities of Ontario has been recognized by the World Bank as being among the most successful delivery models in the world.

The World Bank Group estimates that 20% of global electricity is consumed by lighting that widespread adoption of LED lighting can reduce that to 7%. We are proud to join the World Bank's efforts to increase energy efficiency and lower greenhouse gas emissions as we continue to expand to new jurisdictions. Access our homepage to view the complete case study:

<http://www.realtermenergy.com/>

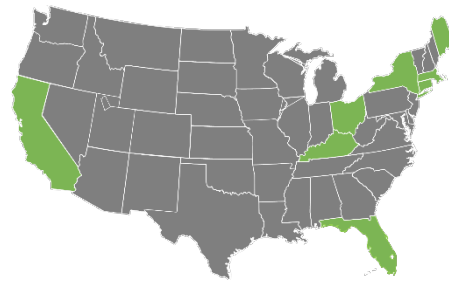


Experience

We have extensive experience completing streetlight retrofits across North America, including in 8 US states and 3 Canadian provinces. The table below provides an overview of all our past and current LED streetlighting projects, now totaling more than \$100 M. This experience has allowed us to refine and perfect virtually every aspect of our service offering, ensuring the quality and value for each Municipality.



3 Canadian Provinces



8 US States

NOTABLE PROJECTS			
Canadian Client	Fixture Count	US Client	Fixture Count
City of Brampton, ON	40,000	San Diego Gas & Electric, CA	30,000
City of Guelph, ON	13,500	City of New Britain, CT	8,394
City of Oshawa, ON	12,408	City of Pittsfield, MA	5,856
City of Barrie, ON	10,622	City of Haverhill, MA	4,611
City of Kelowna, BC	10,563	City of Biddeford, ME	2,325
City of London, ON	10,000	Town of Tewksbury, MA	1,711
City of Niagara Falls, ON	8,394	City of South Portland, ME	1,597
City of Pickering, ON	7,265	City of Newark, NY	1,500
City of Peterborough, ON	7,000	Town of Windham, ME	1,320
City of Victoria, BC	6,458	City of Auburn, ME	1,253
County of Norfolk, ON	4,172	City of Amesbury, MA	1,242
City of Timmins, ON	3,984	Town of Watertown, CT	1,160
City of Innisfil, ON	3,308	Town of Seymour, CT	1,133
County of Haldimand, ON	2,882	Town of York, ME	821
City of Quinte West, ON	2,787	Town of Rockland, ME	704
City of Aurora, ON	2,692	City of Presque Isle, ME	700
City of Collingwood, ON	2,334	Town of Rumford, ME	648
City of Kawartha Lakes, ON	2,300	Town of Falmouth, ME	597
Town of Wasaga Beach, ON	2,112	City of Caribou, ME	525

LED Conversion Project References

<p>Client Contact:</p> <p>City of Guelph, ON</p> <p>Bryan Ho-Yan Supervisor, Traffic Streetlight</p> <p>(519) 822-1260 Bryan.ho-ya@guelph.ca</p>	<p>Start / End Date: July 2018- Ongoing</p> <p>No. of Fixtures: 13 500</p> <p>Type of Solution: City-wide LED streetlight Turnkey Conversion Project</p>
<p>Client Contact:</p> <p>City of Brampton, ON</p> <p>Shane Beirnes Supervisor, Traffic Streetlight</p> <p>(905) 874-2553 shane.beirnes@brampton.ca</p>	<p>Start / End Date: November 2017 – Ongoing</p> <p>No. of Fixtures: 40 000</p> <p>Type of Solution: Turnkey LED Streetlight Conversion</p>
<p>Client Contact:</p> <p>City of Oshawa, ON</p> <p>Glenn Simmonds Director of Operations, Town of Whitby</p> <p>(905) 430-4333 glennsimmonds@whitby.ca</p>	<p>Start / End Date: Feb.2016 - Nov.2016</p> <p>No. of Fixtures: 12 408</p> <p>Type of Solution: Turnkey LED Streetlight Conversion</p>
<p>Client Contact:</p> <p>Town of Innisfil, ON</p> <p>Meredith Goodwin Capital Project Manager</p> <p>(705) 436-3740 x 3220 mgoodwin@innisfil.ca</p>	<p>Start / End Date: November 2015 – March 2016</p> <p>No. of Fixtures: 3 308</p> <p>Type of Solution: LED Streetlight Turnkey Conversion Project</p>