



# IAMU LED Street Lighting Joint Purchase Webinar



Iowa Association of Municipal Utilities





## Summary of topics:

- **Why** do LED streetlighting as a joint purchase with competitive bid?
- **How** do LED streetlighting joint purchase?
- IAMU Memorandum of Understanding
- **Next steps:** MOU due back to IAMU December 16





# Why do LED street lighting

- The whole community pays for street lighting, and in some cases street lights are as high as 25% of municipal energy use
- LED Energy savings are significant
- Longer life, and lower maintenance costs
- LED prices are dropping due to changes in technology





## Why joint purchase and competitive bid? :

- Choosing appropriate LED streetlights requires knowledge of the products and their applications
- Huge range of products and range of prices
- Vendor pressure
- Significant up-front costs for buying a few fixtures





## How: Joint Purchase

1. IAMU will work with lighting designer to write the request for bids
2. We'll use new Dept. of Energy Municipal Solid State Lighting Consortium specifications
3. Will require bidders to provide warranty
4. Will write RFB to enable qualification by more than one product AND more than one vendor that meets our requirements





## How: Joint Purchase costs

- IAMU and Mike Lambert will need to recover the costs of preparing the RFB.
- Costs will be recovered by a per-fixture participation fee. We estimate this to be in the range of \$30/fixture. Number will depend on total fixtures in the joint purchase





## How: Memorandum of Understanding

- Each city must complete and return the MOU (attached separately) by December 16, 2011.
- Each participating city must contribute \$200 deposit as “skin in the game”
- If you order fixtures, the \$200 will be credited towards your participation fee





## Existing fixture disposal?

- EECBG cities must have disposal plan for their existing fixtures.
- IAMU is investigating plan for joint disposal of these fixtures with appliance recyclers, or other waste-disposal firms.





# Questions?

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