



Accountant General – Assets, Procurement and Logistics Division

Government Facilities Administration

Request for Information (RFI) – Air Conditioning and Lighting as a service for Government Office Buildings

1. General

1.1 The Government Facilities Administration is a unit within the Assets, Procurement and Logistics Division of the Accountant General at the Ministry of Finance, appointed by the State of Israel to be responsible for the following fields:

- Management of structures and properties used by and/or held by government offices and supporting units, excluding the Ministry of Defense and governmental hospitals.
- Provision of services and support for the various government offices in the field of real estate.

The Government Facilities Administration is responsible for approximately 5,600 buildings located in over 1,000 complexes over an area of above 2 million m².

1.2 The Israeli Government, through the Government Facilities Administration at the Assets, Procurement and Logistics Division of the Accountant General (hereinafter: "the Applicant" or "the State") is interested in examining the possibilities for changing their custom of procuring air conditioning and lighting units – and as a result their ownership of them – with an agreement with a supplier for the provision of lighting and air conditioning services on the basis of performance indices while the equipment remains in the supplier's ownership (hereinafter: "purchasing services"). There are a number of examples of services of this kind in the world, for example, <https://www.philips.com/a-w/about/sustainability/sustainable-planet/circular-economy/light-as-a-service.html>, <http://www.navitas-technology.net/lumen-as-a-service.html>, <https://www.zureli.com/product/kaer-water>. Recently, services for all of a building's energy needs have become available in the United States, and include energy storage, charging of electric vehicles, combined with the building management system to perform demand management in order to minimize energy consumption from the grid <https://www.sparkfund.com/press/shell-energy-inside-partnership>.

1.3 In this publication, the Government is interested in receiving information on this market in Israel, and examine the capabilities of suppliers. The Government invites suppliers to respond to this request for information (hereinafter - "Application").

1.4 Technological improvements of recent years, as well as innovative building monitoring and control methods, give equipment providers greater confidence in their technological capabilities to deliver the required performance. Thus, opportunities are opened for new business models in which the payment is for achieving an end result (user welfare) when operation and ownership of the product remain with the supplier. In such a transaction the supplier can, for example, place the most up-to-date equipment, and save on the cost of providing the service (the costs of meeting the performance standards determined) while continuing to charge a fixed fee for compliance with the indices. In fact, the more cost-effective technology a supplier has, the greater the price gap between the cost of the inputs he pays and the price of providing the services he charges, and hence - the ability to generate more profits.

1.5 The Government sees potential for economic savings for the country by transferring the responsibility for maintaining and preserving the life span of the product to the supplier, since they are those who know the equipment best. The government also sees potential for environmental savings due to a reduction of waste that will be the result of the supplier now having an interest in extending the life of the product and its full recycling. One of the government's stated goals is to create, by means of a

- business-operational model, an alignment between the interests of the supplier and of the customer (the government) to place the most efficient, durable and most recyclable equipment in its facilities .
- 1.6 In an agreement for such a service the supplier will ensure compliance with performance indicators, complete maintenance, replacement of components so that the performance indicators will be maintained at all times, and will be responsible for end-of-life actions that will strive for maximum recycling at recycling facilities in Israel or abroad.
 - 1.7 performance indicators for services can be, for example, the determination of LUX units for each area of the building (which the supplier can supply in any way he deems fit), determining the ton-cooling or BTU to be provided for the building, or setting the temperature or humidity level in each building area, time-periods to reach desired temperatures, etc.
 - 1.8 This request is not an invitation to bid and is not part of tender procedures, therefore it does not create any obligation towards any of the Respondents. The RFI is intended for information only and following it the applicant will consider the continuation of his activities in accordance with professional and relevant considerations. It is hereby clarified that the purpose of this procedure is to obtain information from entities that see the possibility of establishing and/or adapting and/or operating and/or granting licenses to operate systems or services and/or providing equipment that will enable operational leasing of the services described above (hereinafter: the Respondents) and that this proceeding does not create any obligation on the part of the Applicant to hold a tender or to engage with one party or another in a future tender if and when it is published and that this process does not create a commitment or promise towards the participants and/or any person and/or any entity. This procedure does not prevent the government from establishing the system in any other way, including self-development, the use of existing tools, etc.
 - 1.9 In the event a tender process is held in the future, the Applicant will be entitled to change or add conditions and requirements – all in accordance with their professional discretion and in accordance with their needs.
 - 1.10 The Applicant reserves the right to contact, as necessary, any person who has responded to this request with a request to complete information and provide clarifications, to present presentations and demonstrations, to visit customer sites and to visit the supplier's website.
 - 1.11 The Applicant shall be entitled to make any use of the information provided in response to the request, and the respondent shall not have any copyright claims.
 - 1.12 In the event that a tender is held, bidders will be required to submit all documents required in the tender documents and to comply with all conditions set out in the tender documents and information submitted by a bidder (if submitted) in response to this request shall not be considered as information submitted in response to the tender.
 - 1.13 All expenses entailed in preparing and submitting the response to the attached questionnaire are the sole responsibility of the Respondents providing information. It should be emphasized that Respondents will not be entitled to any compensation or indemnification or refund and/or any payment from the Government for submitting responses to this request.
 - 1.14 Subject to that stated in clause 1.12, it is hereby clarified that the Applicant may make any use of the information that will be given to him in response to the questionnaire at their sole discretion.
 - 1.15 The Applicant shall be entitled to use the information received from the Respondents who have provided information, free of charge, for any purpose they wish at their sole discretion, including for the purpose of preparing a tender or at the stage of engagement with the winners of the Tender, insofar as it is published, and shall be entitled at their sole discretion to forward the information received to a body for legal purposes. Insofar as the information provided in the questionnaire includes elements that are classified as a trade secret or a professional secret of the Respondent, this shall be stated explicitly, noting the confidential part.
 - 1.16 Respondents shall be prohibited from addressing the Applicant or anyone to whom the information has been forwarded with any claim or demand relating to any rights relating to and/or arising from

their response to this request or from the material or information attached to the request (including the use thereof).

- 1.17 Respondents who submit information in response to this request undertake that the information submitted and/or any use made of it as above, causes no infringement to any third-party rights, including copyrights. The Respondent alone will bear responsibility for any demand or claim arising from the allegation that the rights of such third party have been infringed and that he will indemnify the Applicant immediately upon demand for any amount required and/or will be required to pay due to any claim or demand due to a claim or demand as aforesaid, including expenses and legal fees and experts.
- 1.18 Application forms are the property of the Applicant and are lent to the Respondents for preparation and submission only. The Respondents may not copy or use these documents for any other purpose.
- 1.19 The Applicant reserves the right to consult with any of the respondents in writing or verbally, including through a conference or presentation, in order to obtain further information in the field and the details of the consultation will be published on the Government Procurement Administration website. We draw the attention of respondents to the fact that in order to receive notices from the site it is necessary to register and approve the receipt of notices.
- 1.20 It is hereby clarified that a response to an early request for information will not constitute a condition for participating in the tender or in the pursuant process of a contract and will not grant an advantage to a person responding to a request only because he has responded to the request.
- 1.21 It should be noted that this invitation does not constitute a tender or an invitation to make proposals, but an early request for information, pursuant to Regulation 14A of the Mandatory Tenders Regulations, 5753-1992.

2. Submitting a response

- 2.1 Responses will be submitted in writing only in the format of the questions detailed in this document.
- 2.2 Responses will be sent to the e-mail greenpro@mof.gov.il by February 15, 2019 at 1 pm and an email confirming receipt will be sent in reply. Applicants are responsible for ensuring they received an email confirming that the response they sent has been received.
- 2.3 The subject of the mail shall read: "Responses to Request for Information (RFI) Supply of Air Conditioning and Lighting as a Service".
- 2.4 RFI contact person: Avi Blau – by email greenpro@mof.gov.il
- 2.5 Bidders may refer questions pertaining to this RFI to the contact person until January 18, 2019 at 13:00.
- 2.6 Replies to questions and clarifications will be in writing only and will be published in a central file on the Government Procurement Administration's website at www.mr.gov.il under the heading "Responses to Request for Information (RFI) Supply of Air Conditioning and Lighting as a Service".
- 2.7 respondents must refer to the Government Procurement Administration's website as of January 24, 2019, in order to read the answers to clarification questions.
- 2.8 The Tenders Committee may, at any time, postpone the deadline for submission of replies or of clarification questions or the publication of the response thereto, and also change provisions and conditions relating to this proceeding, all at its absolute discretion.

Questionnaire

Respondent's name (company/other)	
Respondent's representative	Mr./Mrs. _____
Representative's role	
Respondent's address	
Respondent's ID (Private company/other ID)	Private company: _____ Other: _____
Respondent's contact details:	<p>Address: _____</p> <p>_____</p> <p>Email: _____</p> <p>Telephone: _____</p> <p>Mobile phone: _____</p> <p>Website: _____</p>

1. The Respondent

- A. Basic business details and description of operations in the field of the RFI.
- B. Is the respondent the solution manufacturer, integrator, importer, design and build contractor ?
- C. Please specify your experience in providing this type of service, in Israel or around the world. Do the systems already exist or do they require development?

2. Measurement method and operation conditions

- A. Proposed parameters for measuring performance. Please answer separately for lighting and HVAC.
- B. required operational conditions (required infrastructure, specific building conditions, other systems that have to be in place).
- C. Is the solution suitable for a new building or only an existing building?
- D. which entities can be tasked with performing maintenance – solely the manufacturer/supplier? or other entities such as the building maintenance company.
- E. How will responsibilities or accrued benefits/costs be allocated between the service provider and the existing maintenance company in the building, whose responsibilities also include replacement of defective equipment (bulbs or air conditioning units).

- F. in government buildings maintenance services are currently provided on-call and immediately by permanent personnel in the building. How will maintenance be provided in the case of an external supplier of HVAC/lighting services?
 - G. Means of monitoring and controlling the service.
 - H. Monitoring method – what method of control will be used to determine whether the desired performance and quality goals have been achieved? For example, close supervision, random checks, periodic inspections, etc.
3. contractual issues that the respondent wishes to bring to the attention of the Applicant
- A. Insurance.
 - B. Ownership of the equipment.
 - C. Guarantees that are required for installation of equipment at applicant's facilities, without purchasing it.
 - D. Contract models.
 - E. Duration of contract and exit stations, including reference to the fair market value method at each exit station and at the end of the contract, as well as a mechanism for extending the contract.
 - F. Please specify advantages and disadvantages in transferring the electricity bill to the supplier's responsibility (i.e. the supplier will provide the services and pay the electricity bill, and include these charges in the cost of services).
 - G. Who will be the body supervising compliance with performance indices?
 - H. How will performance indices be ensured and what steps will be taken in case of non-compliance?
 - I. Which accounting issues you would like to bring to the attention of the Applicant?
4. What are the benefits for the Applicant with the proposed contractual method – economic, environmental, and operational benefits
5. Additional suggested methods to achieve the government's energy efficiency goals through the contractual method that is the subject of this RFI (e.g. services other than air conditioning or lighting which you wish to bring to the attention of the Applicant, etc.)

Additional comments:

In this section, the Respondent may add additional relevant references to the subject which are not reflected in the above questions.