

## EWEB Board Consent Calendar Request

For Contract Awards, Renewals, and Increases

The Board is being asked to approve an increase to an existing contract with **CLEAResult Consulting, Inc.** for **EWEB's Residential LED Retail Buy-Down Program.**

Board Meeting Date: February 7, 2017

Project Name/Contract#: Residential LED Program/PSC #2401

Primary Contact: Mark Freeman Ext. 7061

Purchasing Contact: Tracy Davis Ext. 7468

### Contract Amount:

Original Contract Amount: \$ 126,000 (forecast for one year)

Additional \$ Previously Approved: \$ 770,000 (forecast for two years)

Invoices over last approval: \$ 102,000

Percentage over last approval: 12 %

Amount this Request: \$ \$254,000

**Resulting Cumulative Total:** \$ 1,150,000

### Contracting Method:

Method of Solicitation: Sole Source exemption #323

If applicable, basis for exemption: ORS279B.075 and EWEB Rule 3-0275

Term of Agreement: October 23, 2014 –January 31, 2017

Option to Renew? No

Approval for purchases "as needed" for the life of the contract Yes

Proposals/Bids Received (Range): N/A

Selection Basis: N/A

### Narrative:

The Board is being asked to approve a 28% increase to the existing contract with **CLEAResult Consulting, Inc.** of Austin, TX for the purchase of proposed goods or services already provided in December 2016 and January 2017, concluding this contract term. This request is due to Q4 sales that were unprecedented in the history of this program that took this program over budget. The Customer Solutions department is reviewing its portfolio of programs and may engage in a future contract with CLEAResult Consulting, Inc. which will be brought to the Board at a future date.

EWEB retained this service for use in its energy efficiency programs in part due to its cost effectiveness and to meet customer demand. CLEAResult accomplishes this through promotion and sales of Energy STAR® light emitting diodes (LEDs) bulbs and fixtures.

In 2014 Staff established a Sole Source for CLEAResult Consulting since they are the BPA approved consultant for the Simple Steps program. In October 2014, staff negotiated a contract with CLEAResult for market engagement and promotion, field services and monthly administrative support of the LED promotion program. This contract is now complete.

### ACTION REQUESTED:

Management requests the Board approve a 28% increase to the existing agreement with CLEAResult Consulting Inc. for services already rendered. Funds for these services were budgeted for 2017.

**SIGNATURES:**

Project Coordinator: \_\_\_\_\_

Manager: \_\_\_\_\_

Purchasing Manager: \_\_\_\_\_

Board Approval Date: \_\_\_\_\_