



Intergovernmental Cooperative Purchasing Group

MEETING AGENDA

Wednesday January 14, 2015, 11:30 AM – 1:00 PM

Location

Tualatin Valley Fire & Rescue

11945 SW 70th Ave

Tigard, OR 97223

1. ICP members self-introduction and identify pending/recently awarded Bids or Proposals
2. 11:45 Guest Speakers – we have a panel discussion/educational presentation planned, hosted in part by Kelly Stevens-Malnar from DAS:
 - Shirley Smith, Procurement Analyst DAS PS
 - Brandon Adams, North Coast Electric
 - Daniel Abrahms, North Coast Electric
 - Edgar Wales, Energy Trust of Oregon

The changes in lighting technology have been both exciting and drastic, but what the next several years hold is even more up in the air. The replacement lighting business is on its way to extinction, and the LED market is constantly improving upon itself, both in efficiency and in price point. North Coast Electric is an electrical distributor with long standing ties to state agencies and political sub groups. North Coast currently services the state's lighting needs on a replacement lamp and ballast contract. This contract has become less relevant over time with the introduction of low cost LED lighting. As this market shift occurs it becomes more important than ever for state agencies to identify well qualified vendor partners with expertise in the field.

While there are numerous sources for an LED product, the state should be looking for partners who can provide a range of services, product lines, and data analysis in order to install the best possible product for their specific application. There are hundreds of LED manufacturers in this emerging market, and decisions need to be made on much more than price. There are lighting companies closing their doors as fast as they open. Working with an established brand and an established distributor is essential to ensure support throughout the life of the fixture.

Whereas replacement lighting was really an exercise in catalog purchasing, the LED market is far more nuanced. State agencies and local governments should be looking for partners who can perform energy savings analysis, lighting photo metrics, propose product, and even perform an investment grade audit. Most importantly, there is a large pool of money for incentive to be realized by state agencies and local governments that without proper support may go unclaimed.

The shift in lighting represents an exciting time to be involved in this industry. Every day, decisions are made that can save state agencies thousands of dollars in energy savings and maintenance. On the other hand, mistakes are being made that set agencies back years in their lighting. North Coast Electric would like to play a role in this shift, both as an outlet for education and as a partner.

Please feel free to invite your agency Facilities and/or Sustainability staff – if you do, please RSVP the total number of attendees to Eric.Wicks@tvfr.com

3. Next Scheduled ICP Meeting: March 11, 2015 11:30 AM at TVF&R