

AGENDA



Thursday, November 4, 2010

**Purchasing Office
RECOMMENDATION FOR COUNCIL ACTION****Item No. 13**

Subject: Authorize award, negotiation, and execution of a 12-month requirements service contract with E SOURCE COMPANIES, LLC, Boulder, CO, for subscription services of independent data and analysis of retail energy markets, services, and technologies in an amount not to exceed \$145,870, with four 12-month extension options in an estimated amount not to exceed \$145,870 per extension option, for a total estimated contract amount not to exceed \$729,350. E Source Companies, LLC is the single source for these services.

Amount and Source of Funding: Funding in the amount of \$145,870 is available in the Fiscal Year 2010-2011 Operating Budget of Austin Energy. Funding for the extension options is contingent upon available funding in future budgets.

Fiscal Note: There is no unanticipated fiscal impact. A fiscal note is not required.

For More Information: Shawn Harris, Sr. Supervising Buyer, 505-7351

MBE/WBE: This contract will be awarded in compliance with Chapter 2-9C of the City Code (Minority Owned and Women Owned Business Enterprise Procurement Program). No subcontracting opportunities were identified; therefore, no goals were established for this solicitation.

Boards and Commission Action: Recommended by the Electric Utility Commission.

This contract is for a subscription service to provide independent research, advisory, and information services to Austin Energy. E Source provides member organizations with unbiased, independent analysis of retail energy markets, services, and technologies. Their clients include electric and gas utilities and other energy service providers, large corporate and institutional energy users, government agencies, energy service companies, manufacturers, consultants, research institutions, and other organizations in nearly two dozen countries worldwide.

The services they provide includes training, research, strategic consulting, industry surveys, and access to industry experts. Specifically, E Source provides Austin Energy a number of proprietary items not provided by other companies. They provide the Key Accounts Gap & Priority Survey, which is a benchmarking survey of the largest customers of a number of utilities nationwide that Austin Energy uses for comparative purposes. In addition, E Source provides information collected from a proprietary survey of 32,000 households nationwide that Austin Energy uses for evaluating potential new products/services as well as information on appliance saturation. E Source also provides a number of proprietary databases with information on demand response programs, rate case outcomes, etc.

A review of companies that offer similar kinds of services show that they are not comparable. This purchase constitutes a single source purchase on the following grounds: 1) the research information and data created by the company analysts are unique in nature and not available elsewhere; 2) the work products provided are copyrighted; and 3) the research studies and work papers are unique to E Source.