



City of Tulsa Purchasing Department
175 E 2nd Street 15th Floor
Tulsa, OK 74103

TAC 1340
Solar Powered Lighting
Parks & Recreation Department
Bid Opening Date: January 16, 2025

Buyer: Julie Miller
jmiller@cityoftulsa.org
Please contact if you have
any questions

Delivery:

If your Bid is Accepted, state the number of Days You need to deliver the Supplies and/or to begin providing Services:

You must be able to deliver the Supplies and/or Services as specified in Your Bid. Failure to do so may result in City terminating the Agreement and pursuing collection under any performance bond, as well as seeking any other damages to which it may be entitled in law or in equity.

Pricing:

Item	Description	Fonroche Lighting America				Fonroche Lighting America				Fonroche Lighting America				Crawford Electric Supply Company, LLC			
		Estimated Annual QTY	Unit Cost	Extended Cost	Manufacturer & Part Number	Estimated Annual QTY	Unit Cost	Extended Cost	Manufacturer & Part Number	Estimated Annual QTY	Unit Cost	Extended Cost	Manufacturer & Part Number	Estimated Annual QTY	Unit Cost	Extended Cost	Manufacturer & Part Number
1	Stealth II 80W-23 or Acceptable Equivalent	20	\$2,162.00	\$43,240.00	190-2P,20'AB-190W Panel Includes Anchor Base Pole- Includes Wireless Networking	20	\$2,080.00	\$41,600.00	190-2P,20'DB-190W Panel Includes Direct Burial Pole- Includes Wireless Networking	20	\$1,800.00	\$36,000.00	190-2P,Retrofit No Pole -190W Panel- Includes Wireless Networking	20	\$1,095.00	\$21,900.00	Stealth II 80W-23
2	Stealth II 120W-23 or Acceptable Equivalent	32	\$2,341.00	\$74,912.00	190-3P,20'AB-190W Panel Includes Anchor Base Pole- Includes Wireless Networking	32	\$2,259.00	\$72,288.00	190-3P,20'DB-190W Panel Includes Direct Burial Pole- Includes Wireless Networking	32	\$2,079.00	\$66,528.00	190-3P,Retrofit No Pole -190W Panel- Includes Wireless Networking	32	\$1,750.00	\$56,000.00	Stealth II 120W-23
3	LiFePo4 48AH, 12.8V/614.4Wh Battery for Stealth II 80W-23 or Acceptable Equivalent	1	Included	\$0.00	Full Replacement of batteries is included under the 8 yr parts & labor warranty. Avg Retail Price \$475	1	Included	\$0.00	Full Replacement of batteries is included under the 8 yr parts & labor warranty. Avg Retail Price \$475	1	Included	\$0.00	Full Replacement of batteries is included under the 8 yr parts & labor warranty. Avg Retail Price \$475	1	\$450.00	\$450.00	LiFePo4 48AH
4	LiFePo4 36AH, 25.6V/921.6Wh Battery for Stealth II 120W-23 or Acceptable Equivalent	1	Included	\$0.00	Full Replacement of batteries is included under the 8 yr parts & labor warranty. Avg Retail Price \$476	1	Included	\$0.00	Full Replacement of batteries is included under the 8 yr parts & labor warranty. Avg Retail Price \$476	1	Included	\$0.00	Full Replacement of batteries is included under the 8 yr parts & labor warranty. Avg Retail Price \$476	1	\$670.00	\$670.00	LiFePo4 36AH
5	Driver for 80W-23	1	Included	\$0.00	Drivers are not sold separately but are integrated in the plug & play 365 power center. The entire power center is covered under the 8 yr parts & labor warranty.	1	Included	\$0.00	Drivers are not sold separately but are integrated in the plug & play 365 power center. The entire power center is covered under the 8 yr parts & labor warranty.	1	Included	\$0.00	Drivers are not sold separately but are integrated in the plug & play 365 power center. The entire power center is covered under the 8 yr parts & labor warranty.	1	\$335.00	\$335.00	Driver for 80W-23
6	Driver for 120W-23	1	Included	\$0.00	Drivers are not sold separately but are integrated in the plug & play 365 power center. The entire power center is covered under the 8 yr parts & labor warranty.	1	Included	\$0.00	Drivers are not sold separately but are integrated in the plug & play 365 power center. The entire power center is covered under the 8 yr parts & labor warranty.	1	Included	\$0.00	Drivers are not sold separately but are integrated in the plug & play 365 power center. The entire power center is covered under the 8 yr parts & labor warranty.	1	\$335.00	\$335.00	Driver for 120W-23
TOTAL EXTENDED COST NOT TO EXCEED: <i>(All costs must be included, or Your Bid will be disqualified)</i>		\$118,152.00				\$117,823.00				\$102,528.00				\$81,915.00			
Delivery:		Maximum 42 Days for SmartLight - Nano 98 Days				Maximum 42 Days for SmartLight - Nano 98 Days				Maximum 42 Days for SmartLight - Nano 98 Days				7-10 Days			
Annual Price Adjustment:		N/A				N/A				N/A				N/A			
Notes:		N/A				N/A				N/A				Total Includes Freight Charge of \$2225.00			

		IKIO LED Lighting				BA Supply, LLC dba Lighting, Inc.				BA Supply, LLC dba Lighting, Inc.				Mel Northey			
Item	Description	Estimated Annual QTY	Unit Cost	Extended Cost	Manufacturer & Part Number	Estimated Annual QTY	Unit Cost	Extended Cost	Manufacturer & Part Number	Estimated Annual QTY	Unit Cost	Extended Cost	Manufacturer & Part Number	Estimated Annual QTY	Unit Cost	Extended Cost	Manufacturer & Part Number
1	Stealth II 80W-23 or Acceptable Equivalent	20	\$650.00	\$13,000.00	IK-SG-80WPIR 4070-7304-PT-BL	20	\$1,094.445	\$21,888.90	SAME	20	\$817.858	\$16,357.16	ECOSOLARLIGHTS ECO-TST-80	20	\$1,282.00	\$25,640.00	N/A
2	Stealth II 120W-23 or Acceptable Equivalent	32	\$699.00	\$22,368.00	IK-SG-120W-PIR- 4070-T304-PT-BL	32	\$1,750.000	\$56,000.00	SAME	32	\$1,327.443	\$42,478.18	ECOSOLARLIGHTS ECO-TST-120	32	\$1,890.00	\$60,480.00	N/A
3	LiFePo4 48AH, 12.8V/614.4Wh Battery for Stealth II 80W-23 or Acceptable Equivalent	1	\$222.40	\$222.40	80W-IK-25-6V-24AH	1	\$444.445	\$444.45	SAME	1	\$257.143	\$257.14	ECOSOLARLIGHTS MGF-DD-80W BATTERY 25.6V/24Ah	1	\$480.00	\$480.00	N/A
4	LiFePo4 36AH, 25.6V/921.6Wh Battery for Stealth II 120W-23 or Acceptable Equivalent	1	\$333.60	\$333.60	120W-IK-25-6V-36AH	1	\$666.667	\$666.67	SAME	1	\$428.572	\$428.57	ECOSOLARLIGHTS MGF-DD-120W BATTERY 25.6V/42Ah	1	\$720.00	\$720.00	N/A
5	Driver for 80W-23	1	\$149.99	\$149.99	80W-EBV-100S024V	1	\$333.334	\$333.33	SAME	1	\$57.143	\$57.14	ECOSOLARLIGHTS MGF-DD-80W DRIVER	1	\$360.00	\$360.00	N/A
6	Driver for 120W-23	1	\$189.99	\$189.99	120W-EBV-150S024V	1	\$333.334	\$333.33	SAME	1	\$71.429	\$71.43	ECOSOLARLIGHTS MGF-DD-120W DRIVER	1	\$360.00	\$360.00	N/A
TOTAL EXTENDED COST NOT TO EXCEED: <i>(All costs must be included, or Your Bid will be disqualified)</i>		\$36,263.98				\$82,682.27				\$59,649.62				\$88,040.00			
Delivery:		90 Days From PO				30 Days				60 Days				60 Days			
Annual Price Adjustment:		N/A				N/A				N/A				6% Fixed			
Notes:		N/A				N/A				N/A				N/A			

		Mel Northey				Drew Investment Group, LLC				SELS USA, LLC			
Item	Description	Estimated Annual QTY	Unit Cost	Extended Cost	Manufacturer & Part Number	Estimated Annual QTY	Unit Cost	Extended Cost	Manufacturer & Part Number	Estimated Annual QTY	Unit Cost	Extended Cost	Manufacturer & Part Number
1	Stealth II 80W-23 or Acceptable Equivalent	20	\$958.00	\$19,160.00	BYQJ-200	20	\$1,329.75	\$26,595.00	SLI	20	\$1,600.00	\$32,000.00	STL105W-BL 72Ah-12.8
2	Stealth II 120W-23 or Acceptable Equivalent	32	\$1,194.00	\$38,208.00	BYQJ-300	32	\$2,126.25	\$68,040.00	SLI	32	\$2,370.00	\$75,840.00	STL140W-BL 82Ah-12.8
3	LiFePo4 48AH, 12.8V/614.4Wh Battery for Stealth II 80W-23 or Acceptable Equivalent	1	\$400.00	\$400.00	N/A	1	\$540.00	\$540.00	N/A	1	\$650.00	\$650.00	72Ah-12.8
4	LiFePo4 36AH, 25.6V/921.6Wh Battery for Stealth II 120W-23 or Acceptable Equivalent	1	\$600.00	\$600.00	N/A	1	\$810.00	\$810.00	N/A	1	\$725.00	\$725.00	82Ah-12.8
5	Driver for 80W-23	1	\$300.00	\$300.00	N/A	1	\$405.00	\$405.00	N/A	1	\$110.00	\$110.00	Mppt Controller
6	Driver for 120W-23	1	\$300.00	\$300.00	N/A	1	\$405.00	\$405.00	N/A	1	\$110.00	\$110.00	Mppt Controller
TOTAL EXTENDED COST NOT TO EXCEED: <i>(All costs must be included, or Your Bid will be disqualified)</i>		\$64,640.00				\$96,795.00				\$109,435.00			
Delivery:		60 Days				45 Days				N/A			
Annual Price Adjustment:		3% Fixed				5% Fixed				N/A			
Notes:		N/A				N/A				N/A			

THE CITY DOES NOT GUARANTEE ANY SPECIFIC QUANTITY OR NUMBER OF PURCHASES, IF ANY, THAT WILL BE MADE DURING THE AGREEMENT TERM.