

## **GRASPINNO**

Transnational model, strategies and decision support for innovative clusters and business networks towards green growth, focusing on green e-procurement in EE/RES for energy refurbishment of public buildings.

# **Deliverable: 3.9.1**

## **Internal Reports on the pilots**

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## 1. INTRODUCTION

The main objective of the pilots is to save electricity through interventions that will be covered entirely by the energy savings, and therefore it will be at zero cost to the property. This procedure is called operating lease and allows the contractor to redeem the asset at the end of the amortization.

## 2. PILOT SITES INITIAL CONDITION

### 2.1 Audits of pilot sites

The Comunità Montana Alto Basento (CMAB) has selected four public buildings to be used in the frame of GRASPINNO project pilot activities.

Specifically, the public buildings are:

- Palabasento, sport building in Potenza (Pz);
- Swimming pool of municipality of Campomaggiore (Pz);
- MCAB's headquarter in Potenza (Pz);
- Nursery School in Potenza (Pz), via Maestri del Lavoro 13

The main common features of those public buildings are:

- high public interest;
- district valence;
- high energy consumptions.

On february 9th, 2016, the MCAB has asked to the Società Energetica Lucana Spa (SEL - PP16), public Energy Company in Basilicata, to make a feasibility study on the abovementioned public buildings.



SEL has provided those information:

- main features of the public buildings;
- energy issues;
- possible actions to be implemented.

Main results of the audit:

Palabasento, sport building in Potenza (Pz)	<ul style="list-style-type: none"> <li>- Annual average consumption: 50.000 kw</li> <li>- Voltage: 15.000 V</li> <li>- Average operation: max 5-6 days per month (8-12 hours per day, depends on the kind of event, eg. sport, meetings, concerts)</li> </ul>
Swimming pool of municipality of Campomaggiore (Pz)	<ul style="list-style-type: none"> <li>- Annual average consumption: 30.070 kw</li> <li>- Voltage: 380 V</li> <li>- Average operation: 4 days per week (around 10 hours per day)</li> </ul>
CMAB's headquarter in Potenza (Pz)	<ul style="list-style-type: none"> <li>- Annual average consumption: 19.875 kw</li> <li>- Voltage: 380 V</li> <li>- Average operation: 5 days per week (12 hours per day)</li> </ul>
Nursery School in Potenza (Pz), via Maestri del Lavoro 13	<ul style="list-style-type: none"> <li>- Annual average consumption: 12.75 kw</li> <li>- Voltage: 380 V</li> <li>- Average operation: 5 days per week (6 hours per day)</li> </ul>

#### Pictures of the buildings:

Palabasento, sport building in Potenza (Pz)	
Swimming pool of municipality of Campomaggiore (Pz)	

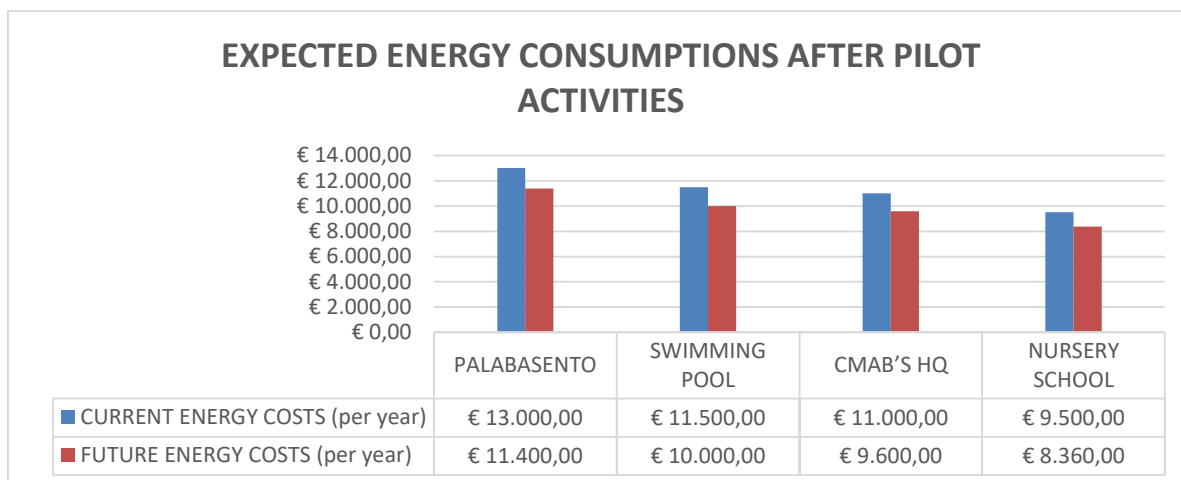
CMAB's headquarter in Potenza (Pz)	
Nursery School in Potenza (Pz), via Maestri del Lavoro 13	

## 2.2 Identification of KPIs

1. FUTURE ENERGY COSTS
2. FUTURE ENERGY CONSUMPTIONS

## 2.3 KPIs implementation

BUILDING	CURRENT ENERGY COSTS (per year)	KPI 1 FUTURE ENERGY COSTS (per year)	CURRENT ENERGY CONSUMPTION (per year)	KPI 2 FUTURE ENERGY CONSUMPTION (per year)
PALABASENTO	€ 13.000,00	€ 11.400,00 (- € 1.560,00)	50.000 KW	44.000 KW
CAMPOMAGGIORE'S SWIMMING POOL	€ 11.500,00	€ 10.000,00 (-€ 1.380,00)	30.070 KW	26.462 KW
CMAB'S HQ	€ 11.000,00	€ 9.600,00 (- € 1.320,00)	19.875 KW	17.490 KW
Nursery School	€ 9.500,00	€ 8.360,00 (- € 1.140,00)	12.750 KW	11.220 KW



### 3. TENDERS

#### 3.1 Preparation using the eGPP platform

Regional and national legislation impose the use of a national or local e-procurement platform. Anyway, the platform was useful in the assessment phase, through the use of the LCC tool.

#### 3.2 Publication of the real tender

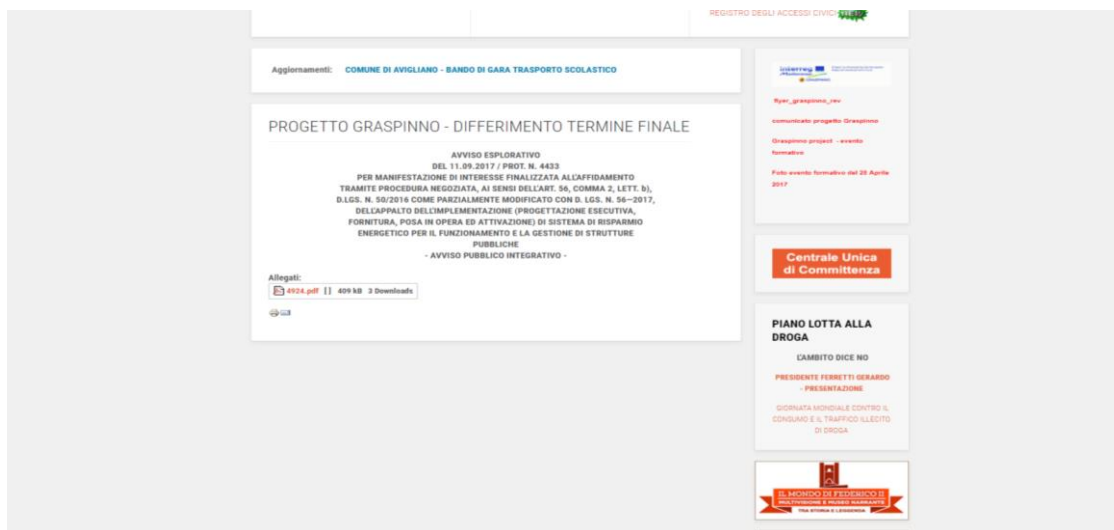
##### THE CALL FOR EXPRESSION OF INTEREST

The Public Procurer was the CMAB – Central Purchasing body of Area Programma Basento Bradano Camastra.

On 11th of September 2017 was opened the Call for expression of interest which was addressed to the ESCOs qualified under the Long List of the Central Purchasing Body of the Area Programma Basento Bradano Camastra. Info at: <http://bit.ly/2jk5jx0>

On the 2nd of October 2017 the deadline was postponed to the 6th of October 2017. Info at: <https://goo.gl/PaAf2L>

Below is pasted a screenshot of the Call for Expression of Interests on the CMAB's website.



Documents annexed to the report:

- Call\_for\_expression\_of\_interest
- Call\_for\_expression\_of\_interest\_postponed

As specified in the intermediate report on the pilots projects, the fourth building / pilot project (Nursery School) was included in the call for the expression of interests but it will not be implemented because of the lack of financial resources.

The assessment against administrative, exclusion and eligibility criteria was completed on the **11th January 2018**. The three companies have met the minimum requirements for direct award, according to the, art. 36, comma 2, let. a), D.Lgs. 50/2016, as subsequently amended and supplemented.

It's important to consider that the CMAB's annual budget for the financial year 2018 has been approved with **Decree N.2 on the 31 of January 2018**, according to the Italian regulation for the public administrations.

CMAB, as specified before, despite not having a specific cost line for pilot activities in its annual budget 2017, decided to activate the procedure for the call for expression of interest in September 2017,

according to the national law for Public Procurement (art. 98 D. Lgs. 50/2016). This solution enabled a kind of pre-selection of eligible participants and allowed CMAB to save time for the finalisation of the tender administrative procedures, which otherwise, would've been finalised too late and with a timing not compatible with GRASPINNO timeline.

### THE NEGOTIATED PROCEDURE

- on the **05th of February 2018** CMAB started the negotiated procedure (invitation to the SMEs which applied to the call for expression of interest)
- on the **05th of March 2018** CMAB received one economic proposal received (Ecoclima SAS di Vincenzo Mattiace & Co.)
- on the **06th of March 2018** CMAB started the assessment against the received economic proposal
- on the **06th of March 2018** CMAB approved the economic proposal (eur 36.897,39)
- on the **09th of March 2018** the contract was awarded
- on the 13th of March 2018 the company Ecoclima SAS di Vincenzo Mattiace & Co. started the on-site inspections in order to start the installations

### 3.3 Tenders evaluation system

The selected criteria to award the contract, according to D.Lgs. 50/2016, is “**tender offering best value for money**”:

Distribution between technical quality and price  
70% QUALITY <-> 30% PRICE



### 3.4 Results of the tenders

Number of participants in the call for expression for interest (D.Lgs. 50/2016, art. 75, comma 1)	<i>Applications submitted: 3</i>
<b>Number of participants in the negotiated procedure</b>	<i>Applications submitted: 1</i>
Number of valid participants	<i>1</i>
Number of participants satisfying each one of the requested green criteria	<i>1</i>
Expression of interest: winners	✓ ECOCLIMA SAS DI VINCENZO MATTIACE & CO.
Description of the tender winner offer	The company works in the field of the design, installation and maintenance of technologies for EE and RES. More info at: <a href="http://www.ecoclimapotenza.com/">http://www.ecoclimapotenza.com/</a>
Time plan for the implementation/installation of the procured products	Installation should be completed in April 2018.

## 4. INSTALLATION OF SUPPLIED PRODUCT/ SERVICES

*For the pilots completed in time, partners will have to describe the procedures of the installation of the supplied products/ services and record the pilot data collected from the pilot sites.*

Installation will be finalised indicatively in April 2018, according to the work-plan that the companies will submit to the CMAB - Central Purchasing Body. Maybe even before, excluding technical and administrative inconveniences.

Anyway, according to the technical proposal of the awarded company, the product supply includes some additional technical solutions which were not requested by CMAB, and specifically:

- Energy consumption monitoring system

- Electricity remote control
- GAS consumption monitoring system
- Energy Savings Certificate (ESC) – Financial incentives

These solutions ensure a big added value to the CMAB and to the energy / gas management of the public buildings.

## 5. CONCLUSION

It's not easy to ensure a quick implementation of the pilot projects through public procurement. Anyway, the technical and administrative arrangements made by the CMAB allowed to save a lot of time and to not affect the GRASPINNO Project proper implementation.

Accurate and further information will be provided as soon as possible regarding the installation of the procured products.

Finally, during the GRASPINNO project implementation CMAB acquired a strong awareness about the importance to set up an innovative joint management of the EE / RES energy policies and interventions, given that CMAB works on behalf of several small and rural villages which can't plan and manage mid and long term EE / RES strategies (because of the lack of funds and the lack of specific competences).

That's why CMAB will start to work to identify and to establish a permanent **Energy Manager** with district valence. The energy manager will take care of:

- Energy consumptions monitoring on behalf of the associated municipalities
- Feasibility studies
- EE / RES strategies
- Financial incentives

This important challenge will be discussed during the Living Lab implementation.