**Cut-and-Paste Acquisition Language for Commercial Water Heaters [Product Solicitation]**

**Statement of Work [*Include in solicitation AND contract language*]**

According to [*your organization’s*] goals to optimize energy performance at [*your site*], the Vendor shall ensure that all commercial water heaters supplied are [ENERGY STAR ®](https://www.energystar.gov/productfinder/) certified products.

**Technical Specifications [*Include in solicitation AND contract language*]**

The Vendor shall supply ENERGY STAR ® water heaters. View a list of all ENERGY STAR ® certified water heaters at the link below: <https://www.energystar.gov/productfinder/product/certified-commercial-water-heaters/results>

Commercial water heaters that are not ENERGY STAR ® certified **will not** be considered for the bid.

**Document Requirements [*Include in solicitation AND contract language*]**

The Vendor shall submit manufacturer cut sheets for each model of commercial water heater supplied indicating ENERGY STAR ® certification.

**Evaluation Criteria**

[*Option 1*] The Vendor will be evaluated based on the Vendor’s ability to verify that all commercial water heaters supplied under this contract are ENERGY STAR ® certified products.

[*Option 2*] The Vendor will be evaluated based on Best Value as assessed through life cycle cost analysis. Vendors are required to provide the cost for each commercial water heater using the life cycle cost formula below:

LCC = I + Repl − Res + E + W + OMR + X

where:

LCC = Total LCC in present-value dollars of a given alternative

I = Present-value investment costs

Repl = Present-value capital replacement costs

Res = Present-value residual value (resale value, scrap value, salvage value) less disposal costs

E = Present-value energy costs

W = Present-value water costs

OMR = Present-value non-fuel operating, maintenance, and repair costs

X = Present-value other costs (benefits treated as negative costs)

For more information on how to calculate life cycle cost, refer to <https://nvlpubs.nist.gov/nistpubs/hb/2020/NIST.HB.135-2020.pdf>

Reference: SF Tool Green Procurement Compilation - <https://sftool.gov/greenprocurement>