



**Before the Senate Commerce Committee  
Testimony of Paul Snider  
In Support of Senate Bill 107  
February 17, 2015**

Madame Chairwoman and members of the Committee, thank you allowing me the opportunity to visit with you about a small business issue. Brightergy is a small, but fast growing, energy company based in Kansas City. We partner with commercial customers to help turn one of their biggest liabilities, their energy bill, into an asset. We do this by offering physical products like solar and high efficiency lighting and also energy intelligence and energy supply consulting.

A large segment of our business is work with tax-exempt entities such schools and cities, which is why we asked for SB 107 to be introduced. Simply put, the request for proposal (RFP) process creates challenges for smaller companies like Brightergy and often doesn't result in better outcomes for cities and schools.

Legislators have heard this before: businesses need certainty. RFP requirements differ for class of cities, counties and schools. And similarly situated organizations may interpret and administer requirements differently. This creates real challenges for small businesses, which often don't have lawyers and robust staff to evaluate requirements.

Oftentimes smaller organizations don't have the internal resources to follow-through and administer an RFP, so money-saving projects are left undone. In other circumstances, deadlines for rebates or tax benefits can't be met because of timelines required for RFPs.

SB 107 helps Kansas move beyond inefficient, cumbersome and outdated RFP requirements and opens the door to smaller companies doing business in Kansas. It provides the opportunity for government entities to better control their energy expenditures and empowers staff to make recommendations.

Importantly, the bill protects organizations' ability to require RFPs, there just wouldn't be a state requirement to do so. And, elected officials still need to affirmatively approve, in a transparent manner, any contracts.

SB 107 is easy to understand, easy to implement and retains key protections. I appreciate the opportunity to discuss it with you.

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