



### Notice of Intent to Award

Solicitation Number	191238	Award Date	8/22/2022   3:31 PM CDT
Solicitation Title	Consulting Services for On-going Purchase of Natural Gas		
Buyer Name	Brad Wall	Buyer Email	brad.wall@nashville.gov
BAO Rep	N/A	BAO Email	N/A

### Awarded Supplier(s)

In reference to the above solicitation and contingent upon successful contract negotiation, it is the intent of the Metropolitan Government of Nashville and Davidson County to award to the following supplier(s):

Company Name	StoneX Financial Inc	Company Contact	Bridgette Hooper		
Street Address	1251 NW Briarcliff				
City	Kansas City	State	MO	Zipcode	64116

Company Name		Company Contact			
Street Address					
City		State		Zipcode	

Company Name		Company Contact			
Street Address					
City		State		Zipcode	

### Certificate of Insurance

The awarded supplier(s) must submit a certificate of insurance (COI) indicating all applicable coverage required by the referenced solicitation. The COI should be emailed to the referenced buyer no more than 15 days after the referenced award date.

### Equal Business Opportunity Program

Where applicable, the awarded supplier(s) must submit a signed copy of the letter of intent to perform for any and all minority-owned (MBE) or woman-owned (WBE) subcontractors included in the solicitation response. The letter(s) should be emailed to the referenced business assistance office (BAO) rep no more than two business days after the referenced award date.

Yes, the EBO Program is applicable.

No, the EBO Program is not applicable.

### Monthly Reporting

Where applicable, the awarded supplier(s) will be required monthly to submit evidence of participation and payment to all small (SBE), minority-owned (MBE), women-owned (WBE), LGBT-owned (LGBTBE), and service disabled veteran owned (SDV) subcontractors. Sufficient evidence may include, but is not necessarily limited to copies of subcontracts, purchase orders, applications for payment, invoices, and cancelled checks.

Questions related to contract compliance may be directed to the referenced BAO rep.

Yes, monthly reporting is applicable.

No, monthly reporting is not applicable.

### Public Information and Records Retention

Solicitation and award documentation are available upon request. Please email the referenced buyer to arrange.

A copy of this notice will be placed in the solicitation file and sent to all offerors.

### Right to Protest

Per MCL 4.36.010 – any actual or prospective bidder, offeror, or contractor who is aggrieved in connection with the solicitation or award of a contract may protest to the purchasing agent. The protest shall be submitted in writing within ten (10) days after such aggrieved person knows or should have known of the facts giving rise thereto.

MLL Supervisor (Initial)

Michelle A. Hernandez Lane  
Michelle A. Hernandez Lane  
Purchasing Agent & Chief Procurement Officer

**RFQ #191238 - Consulting Services for On-going Purchase of Natural Gas**

	<b>StoneX Financial Inc</b>
Contract Acceptance	Offeror accepted Metro's standard contract without exceptions
Cost (30 Points)	30.00
Business Plan and Project Approach (30 Points)	27.00
Corporate Experience, Capacity, and References (40 Points)	34.00
<b>Total (100 Points)</b>	<b>91.00</b>

**StoneX Financial Inc**

**Strengths** - The offeror will utilize their internal pricing database to provide detailed budgets in advance of each fiscal year to assist the Metropolitan Government of Nashville and Davidson County ("Metro") in the development of the natural gas portion of DES's annual budget. At a minimum, the offeror will provide monthly calls to confirm volumes used in natural gas nominations. The offeror can provide daily or even hourly monitoring of gas usage and the monitoring will be done via the Know-Risk Energy™ platform where personnel will use reports to track trends in historical usage and identify variances monthly. The offeror provided a clear description on how gas supply and transportation invoices will be reviewed monthly. The provided a detailed description of their process to notify Metro of any invoice errors. The offeror will take into consideration Metro's risk tolerance, historical pricing, futures markets, and budgetary considerations when advising Metro of gas purchases. The offeror provided a detailed quality assurance plan. The offeror provided a project specific example to demonstrate their experience comparing gas usage to historic use projections. The offeror demonstrated experience estimating gas usage. The offeror demonstrated experience forecasting gas pricing. The offeror's resumes of the key personnel were adequate. The offeror's reference projects were of the same scope of work as to what Metro is seeking to procure in the resulting contract.

**Weaknesses** - The offeror didn't provide specific deadlines for deliverables and service responses. The offeror didn't specifically address their process for making adjustments to gas use projections to reflect the addition or loss of a customer. The offeror provided an overview of the major tasks and subtasks but no specific detail or plan of approach to completing these tasks. The offeror's description of their experience monitoring gas usage lacked detail. The offeror's proposal lacked detail demonstrating their experience in the review and approval of price lock agreements. The offeror failed to provide the proposed and actual budgets for their reference projects.

Enter Solicitation Title & Number Below		
Consulting Services for On-going Purchase of Natural Gas; RFQ #191238		Total Cost Points
		30.00
Offeror's Name	Bids	RFP Cost Points
StoneX Financial Inc	\$297,000.00	30.00