



Notice of Intent to Award

Solicitation Number	353250	Award Date	4/19/2024 6:40 AM CDT
Solicitation Title	ASHRAE Commercial Building Energy Audits and Energy Conservation Consultation Services		
Buyer Name	Brad Wall	Buyer Email	brad.wall@nashville.gov
BAO Rep	Evans Cline	BAO Email	evans.cline@nashville.gov

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	Facility Diagnostics, LLC	Company Contact	Mike Haney
Street Address	1060 Morton Mill Rd		
City	Nashville	State	TN
		Zipcode	37221

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.

DR Supervisor (Initial)

Dennis Rowland
 Dennis Rowland
 Purchasing Agent & Chief Procurement Officer

RFQ #353250 - ASHRAE Commercial Building Energy Audits and Energy Conservation Consultation Services				
	2KB Energy Services LLC	Facility Diagnostics, LLC	Path Company LLC	Smith Seckman Reid Inc
Contract Acceptance	Accepted Metro's standard contract without exceptions	Accepted Metro's standard contract without exceptions	Accepted Metro's standard contract without exceptions	Accepted Metro's standard contract without exceptions
Cost/Pricing (30 Points)	6.47	23.09	30.00	18.28
Project Approach and Process (30 Points)	26.00	30.00	24.00	30.00
Experience and Qualifications (30 Points)	22.00	28.00	22.00	28.00
Diversity Practices (10 Points)	4.00	5.00	3.00	2.00
Total (100 Points)	58.47	86.09	79.00	78.28

2KB Energy Services LLC

Strengths - The offeror provided a detailed outline for energy and water assessments. The offeror provided a detailed approach to the audit and included examples of an energy management plan. The offeror provided a strong mixture of software and local pricing to evaluate potential cost savings and provided a QAQC process. The offeror has a program in place to promote the use of black and brown owned, women-owned, LGBT-owned, service disabled veteran-owned, or small businesses. The offeror noted a 50% utilization goal for all DBEs.

Weaknesses - The offeror's proposal lacked clarity on their capacity and approach to handling multiple facilities at once. The offeror's process for determining low-cost/no cost measures lacked detail in how they would be prioritized. Metro is unclear if the offeror will be using subcontractors. The offeror provided timelines for specific tasks but failed to correlate it to project milestones and lacked clarity on project scope and size. The offeror's proposal lacked detail demonstrating their understanding of Metro's scope of work for this solicitation. The offeror's proposal failed to specifically demonstrate previous project experience performing/conducting ASHRAE Levels I, II and III audits. The offeror's proposal failed to demonstrate their firm's specific experience surveying facilities ranging in size, specifically building equipment, site conditions, and operations. The experience of team members with key roles and high percentage of involvement is unclear. Metro is unclear about the use of subcontractors and the management process for the offeror's project implementation team. The offeror's reference projects didn't address the specific services being requested in the solicitation. The offeror did not attach policy documentation to demonstrate the use of black and brown owned, women-owned, LGBT-owned, service disabled veteran-owned, or small businesses. The offeror has a 7% time commitment for the administration of programs by their dedicated employee. The offeror does not participate in any government mentorship programs. The offeror does not offer training for MBE/WBE/SBE/SDVs.

Facility Diagnostics, LLC

Strengths - The offeror provided a detailed proposal that followed the ASHRAE standards. The offeror's team members cover a variety of disciplines. The offeror recognizes that Metro's needs span across multiple Departments; specifically; departments that don't currently track energy data. The offeror has a process for evaluations to ensure they are performed carefully and accurately. The offeror demonstrated a good reliance on local trade markets for cost savings. The offeror demonstrated a variety of experience when dealing with multiple systems and building sizes. The offeror demonstrated a good understanding of the project. The offeror demonstrated detailed experience conducting level I, II, and III audits. The offeror's proposal highlighted contact personnel with a significant time commitment. The offeror has a program in place to promote the use of MBE/WBE/SBE/SDV businesses. The offeror has a strong program focus on utilization goals.

Weaknesses - The offeror's relatively low experience of key audit personnel. The offeror's organizational chart was unclear on how the firm will accurately model the proposed modifications as part of a level III audit. The offeror has a low time commitment for the administration of programs by their dedicated employee. The offeror does not participate in any government mentorship programs. The offeror does not offer training for MBE/WBE/SBE/SDVs.

Path Company LLC

Strengths - No specific strengths noted.

Weaknesses - The offeror's proposal lacked detail to demonstrate their ability to handle multiple projects at once. The offeror's proposal lacked details on the specific method for energy and cost savings as well as their methods for evaluating utility data. The offeror's proposal lacked detail on the specific method used to determine energy conservation measure recommendations. The offeror lacked an overall understanding of the implementation phase. The offeror's proposal lacked detail in their understanding of Metro's scope of work for this solicitation. The offeror's reference projects lacked specific details on the type of performance audit services. The offeror's organizational chart as presented was unclear as how it aligns to the structure of the team members. The offeror does not have a program to promote the use of black and brown owned, women-owned, LGBT-owned, service disabled veteran-owned, or small businesses. The offeror demonstrated a lack of tangible utilization goals. The offeror lacked detail on the time commitment for the administration of programs by their dedicated employee. The offeror does not participate in government mentorship programs. The offeror's response regarding industry specific training for MBE/WBE/SBE/SDVs was vague.

Smith Seckman Reid Inc

Strengths - The offeror's proposal demonstrated the firm's capacity to complete the scope of services with local individuals familiar with Nashville. The offeror provided a detailed approach to the energy audit including energy modeling and benchmarking. The offeror utilizes a data set of potential cost savings from past projects. As part of their sample document for energy and cost projections, the offeror provided an energy savings to investment ratio. The offeror provided a clear and concise narrative on how they would complete each assessment phase for energy conservation services. The offeror demonstrated a good understanding of the solicitation. The offeror provided a diverse range of project examples as part of their reference projects. The offeror provided a wide range of services that is related to the solicitation. The offeror demonstrated ample experience with energy consulting services. The offeror participates in government-sponsored mentorship programs.

Weaknesses - Some of the team member project roles were unclear and level of involvement were low. The percentage of involvement of 30 percent is low for a point of contact. Metro is unclear who the project leader will be. The offeror does not have any programs to promote MBE/WBE/SBE/SDVs. The offeror does not have any program goals for MBE/WBE/SBE/SDVs. The offeror does not have a dedicated employee to administer programs. The offeror does not offer training for MBE/WBE/SBE/SDVs.

Enter Solicitation Title & Number Below

ASHRAE Commercial Building Energy Audits and Energy
Conservation Consultation Services; RFQ #353250

Lowest Bid

Total Cost Points

\$14,477,933.72**30.00**

Offeror's Name

Bids

Evaluation Amount

RFP Cost Points

2KB Energy Services LLC

\$67,148,031.80

\$67,148,031.80

6.47

Facility Diagnostics, LLC

\$18,807,525.00

\$18,807,525.00

23.09

Path Company LLC

\$14,477,933.72

\$14,477,933.72

30.00

Smith Seckman Reid Inc.

\$23,756,365.73

\$23,756,365.73

18.28