



**COMMENT AND REVIEW
to the
REQUEST FOR PROPOSAL (RFP) #071624
Entitled**

Energy Savings Performance Contracting with Related Services

The following advertisement was placed May 28, 2024, in and on the Sourcewell website www.sourcewell-mn.gov, Sourcewell Procurement Portal <https://proportal.sourcewell-mn.gov>, Biddingo, Merx, The New York State Contract Reporter www.nyscr.ny.gov, and PublicPurchase.com, May 28, 2024, and June 4, 2024 in the *USA Today* and May 29, 2024 in *The Oklahoman*, the South Carolina’s *The State*, the *Salt Lake Tribune*, the *Deseret News*, and in *Oregon’s Daily Journal of Commerce*:

Sourcewell, a State of Minnesota local government unit and service cooperative, is requesting proposals for Energy Savings Performance Contracting with Related Services to result in a contracting solution for use by its Participating Entities. Sourcewell Participating Entities include thousands of governmental, higher education, K-12 education, nonprofit, tribal government, and other public agencies located in the United States and Canada. A full copy of the Request for Proposals can be found on the Sourcewell Procurement Portal [<https://proportal.sourcewell-mn.gov>]. Only proposals submitted through the Sourcewell Procurement Portal will be considered. Proposals are due no later than July 16, 2024, at 4:30 p.m. Central Time, and late proposals will not be considered.

The solicitation process was conducted through the Sourcewell Procurement Portal. The following parties expressed interest in the solicitation by registering for this opportunity within the portal:

Alpha Contols & Services Inc.LC	ICS Consulting Inc.
Ameresco, Inc.	Johnson Controls Canada L.P.
Apex Facility Solutions, LLC	Johnson Controls Fire Protection LP
Apollo Solutions Group	Johnson Controls, Inc.
ATS Automation Inc.	Martin Mechanical Design Inc.
BERNHARD MCC LLC, EAASY US HOLDCO LLC DBA	McClure Company
Bluestem Energy Solutions	McKinstry Essention LLC
Centrica Business Solutions Services, INC	McKinstry Viridis LLC
CMTA	Millig, LLC
Communications Group Ltd. o/a Tridon Communications	New York Engineers P.C.
Control Concepts of Ohio LLC.	Noble Conservation Solutions
Core Facility Solutions	NOBLE CONSERVATION SOLUTIONS

Data Entry Outsourcing Services LLC	NORESCO, LLC
DCO Energy, LLC	Optimum Energy Co, LLC
Dillon Consulting Limited	OTB NY
DST Engineers LLC	Patrick Engineering
Ecosave LLC	Performance Services, Inc.
Ecosystem Energy Services Inc.	PWXPress
ELLIOTT AUTO SUPPLY CO INC	Regina Construction Association
EM Consulting Associates LLC	RevoBid LLC
Energia USA, Inc.	SAN TIMOTEO ENERGY ASSOCIATES LLC
Energy Systems Group, LLC	Siemens Industry, Inc.
ENGIE Services U.S. Inc.	SitelogIQ, Inc.
Entech Engineering, Inc.	Sled Consulting, LLC
G.R.P. Mechanical Company, Inc.	Stantec
GovZERO	Synergy Consulting Engineers, Inc.
Grant Capital Management, Inc.	The Brewer Garrett Company
GRP Mechanical Company, Inc. dba GRP WEGMAN Company	TM Montante Solar Developments LLC
Guth DeConzo Consulting Engineers	Veregy
Henderson Building Solutions, LLC	Veregy, LLC
HI Prevention LLC	Willdan Energy Solutions
Honeywell International, Inc.	

All Proposals remained sealed within the Sourcewell Procurement Portal until the scheduled due date and time. Proposals were electronically opened, and the list of all Proposers was made publicly available on the Sourcewell Procurement Portal, on July 16, 2024, at 4:30 pm CT. Proposals were received from the following:

Ameresco, Inc.
 Apex Facility Solutions, LLC
 Apollo Solutions Group
 ATS Automation, Inc.
 CMTA
 DCO Energy, LLC
 Ecosave, LLC
 Energy Systems Group, LLC
 ENGIE Services U.S. Inc.
 GRP Mechanical Company, Inc. dba GRP WEGMAN Company
 HI Prevention, LLC
 Honeywell International, Inc.
 Johnson Controls, Inc.
 McClure Company
 NOBLE CONSERVATION SOLUTIONS
 NORESCO, LLC
 Optimum Energy Co, LLC
 Siemens Industry, Inc.
 SitelogIQ, Inc.
 The Brewer Garrett Company

Veregy, LLC

Proposals were reviewed by the Proposal Evaluation Committee:

Brandon Town, NIGP-CPP, CPSM, CPSD, Senior Procurement Analyst
Julie Riebe, Procurement Analyst II
Ben James, Procurement Analyst II
David Gonzalez, Procurement Analyst

The findings of the Proposal Evaluation Committee are summarized as follows:

The Proposal Evaluation Committee applied the Sourcewell RFP evaluation criteria and determined that all proposal responses met the scope and mandatory submittal requirements and were evaluated.

Ameresco, Inc. is National Association of Energy Service Companies (NAESCO) accredited and has 60 offices throughout North America and Europe. With over 1,500 employees they manage and conduct audits, project development, procurement, project/construction management, and measurement and verification using in-house resources. Since their founding in 2000, Ameresco has developed and delivered over \$14 billion in comprehensive energy services and have helped customers secure more than \$3.5 billion in project financing through various sources.

CMTA is NAESCO accredited and has received numerous American Society of Heating, Refrigerating and Air-Conditioning Engineers (ASHRAE) Technology awards. They have 44 offices in 16 states and 1,040 employees. With hundreds of past project experience, they offer a wide range of solutions available to all 50 states. CMTA offers detailed training ranging from equipment to safety and sustainability. High-performance design is engrained in their company culture.

Energy Systems Group LLC (ESG) is a vendor-neutral service company that is backed by Oaktree Capital Management L.P. ESG partners with 65 utility territories across the U.S. ESG is licensed and ready to work in the U.S. ESG's 380 employees prides themselves in helping customers solve their energy efficiency, resiliency, and sustainability challenges. They have expanded their capabilities by recently acquiring two energy companies to enhance capacity and service in their industry.

GRP Mechanical Company, Inc. dba GRP WEGMAN Company, has secured over \$210 million in energy services contracts in the past three years. They are an ESCO with a full in-house HVAC service division, as well as in-house sheet metal, plumbing, and electrical divisions. Performance contract excess savings are retained by the client, and pricing is transparent, with most Investment Grade Audits costing 3-5% of anticipated construction costs. They provide in-depth training at no cost and use AI and machine learning to determine additional savings opportunities.

Honeywell International, Inc. (HII), is a multinational Energy Service Corporation (ESCO) that provides, among other things, energy conservation measures (ECM) and energy service performance contracting (ESPC) to public and private entities. HII is a member of NAESCO, has been "Super-ESCO" certified by the Departments of Defense and Energy, and its ECM/ESPC project teams are staffed by LEED accredited professionals. Each ESPC is guaranteed financially by HII to minimize risk, and in many cases return savings to participating entities. They are offering Sourcewell participating entities firm, fixed pricing for ECM/ESPC projects, at rates which are negotiable based on project value.

Johnson Controls, Inc. is a 139-year-old manufacturer and service provider across multiple sectors, including energy savings performance contracting and building automation. NAESCO has recognized Johnson Controls as an accredited ESCO since 1997 and an Accredited Energy Service Provider since 2003. Johnson Controls serves the United States and Canada via a network of 160 offices and 92 distribution and warehouse facilities. The Sustainable Infrastructure organization, which contains the Energy Services operation, has more than 100 sales resources, more than 300 engineering and operations resources, and is backed by Johnson Controls’ North American workforce of more than 28,000 employees.


McClure Company is a service company with offices on the east coast but have a sales and service team that will travel to provide services to participating entities across the United States and Canada. They are NAESCO accredited and while not certified as a small or diverse business entity, are committed to utilizing local sub-contractors and have a significant spend with minority, small, and disadvantaged suppliers.

Siemens Industry, Inc. has been in business for over 175 years with more than 1,300 guaranteed energy savings projects as performance contracts over the past 30 years. They are NAESCO accredited at the highest level of Energy Service Provider. Siemens Industry Inc has over 9,000 sales and support personnel located in 98 sales offices throughout the United States and Canada. Their training programs are specifically tailored to the facility, system, and the client’s needs. Siemens Industry Inc is also involved in a variety of climate and carbon partnerships throughout the world.

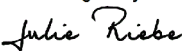
Veregy, LLC is a service provider that operates in the United States. Their large size and national presence allow them to have large buying power. Veregy’s approximately 100 employees are structured regionally across the country. Veregy provides energy efficiency, facility improvements, design-build, construction management, and ongoing services to clients.

For these reasons, the following awards of Sourcewell Master Agreement #071624 are recommended:

Ameresco, Inc.	071624-AMC
CMTA	071624-CMA
Energy Systems Group, LLC (ESG)	071624-ENE
GRP Mechanical Company, Inc.	071624-GRP
Honeywell International, Inc.	071624-HNY
Johnson Controls, Inc.	071624-JHN
McClure Company	071624-MCE
Siemens Industry, Inc.	071624-SIE
Veregy, LLC	071624-VER

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Brandon Town, NIGP-CPP, CPSM, CPSD, Senior Procurement Analyst

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Julie Riebe, Procurement Analyst II

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Ben James

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Ben James, Procurement Analyst II

Signed by:

David Gonzalez

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David Gonzalez, Procurement Analyst


STATEMENT OF COMPLIANCE

As Chief Procurement Officer for Sourcewell, I have reviewed the recommendation of the Evaluation Committee and the accompanying support materials documenting the process followed for Energy Savings Performance Contracting with Related Services RFP #071624.

The committee accepted, deemed responsive, evaluated, and recommended proposals for award. Under authority granted to the Chief Procurement Officer in Sourcewell's bylaws, the recommendations set forth above are approved.

I hereby certify:

1. Sourcewell is a government agency, created and authorized by Minnesota law to provide cooperative procurement master agreements.
2. The procurement process and resulting master agreements have been awarded in compliance with the laws of the State of Minnesota (Minnesota Statutes Chapter 471 and Minnesota Statutes Section 123A.21), and in conformity to Sourcewell's Procurement Policy.
3. The awards listed were made based on the results of the competitive solicitation process.
4. The awards listed were ratified by the Sourcewell Board of Directors on October 15, 2024.

Signed by:

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Jeremy Schwartz, CSSBB, CPPO, NIGP-CPP
Sourcewell Chief Procurement Officer