



COMMENT AND REVIEW
to the
REQUEST FOR PROPOSAL (RFP) #102424
Entitled
Facility Assessment and Planning with Related Services

The following advertisement was placed September 5, 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, September 5, 2024 and September 12, 2024 in the *USA Today* and *The Oklahoman*, and September 6, 2024 and September 8, 2024 in the *Salt Lake Tribune*, and September 6, 2024 in South Carolina’s *The State*, 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 Facility Assessment and Planning 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 October 24, 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:

2KB Energy Services LLC	Ameresco, Inc.
Accruent	AnbitAir Solutions Inc
ACE Telecom Consulting LLC	Apex Facility Solutions, LLC
Act Global	Armstrong Torseth Skold and Rydeen, Inc.
Adams and Reese	Arup
ADROIT STAFFING LLC	Athenian Group, LLC
Advetage Solutions LLC	ATS Automation Inc.
AECOM Canada Ltd.	Axias GA LLC
Aladaco Consulting Inc.	Balcom Environmental Services LLC, INC
All Environmental Inc. (dba AEI Consultants)	BetterGIS
ALPHA Facilities Solutions	Bidr Technologies Inc.
Alvarez & Marsal Public Sector Services LLC	Black Rook Corporation

BLDG Sci Advisory Inc.	Geographic Technologies Group
BLUEFIN, LLC d/b/a Mantis Facility Management Solutions ('Mantis')	Glumac
Brilliance Cyber Systems INC	Gordian
BTC Group Inc.	Green Earth Building Maintenance
BTY Consultancy Group Inc.	Green Light National
Building Maintenance Optimization Consultants, Inc	Green PI Inc.
Bureau Veritas Technical Assessments LLC	Greenman-Pedersen, Inc.
CDV SYSTEMS, INC.	Guidepost Solutions, LLC
Clauger Canada Inc	Hay Dobbs
CLEAResult Consulting, Inc.	HUSarchitecture, Inc.
Cloudpoint Geospatial	ICF Resources, LLC
Construction Industry Center	ICS Consulting Inc.
Coolsoft LLC	InfraMappa, Inc
Cornerstone Planning Group	ISES Corporation
CR-Building Performance Specialists, GBC	Jones Lang LaSalle Real Estate Services, Inc.
Custom Compliance & Consulting Group	JP Architects, Ltd.
Daniel Penn Associates, LLC	K & G Equity LLC
Deloitte LLP	Khanna Enterprises
Denver Electric LLC	Konica Minolta Business Solutions U.S.A., Inc.
DesignTeam Plus Inc	KPMG LLP
Dillon Consulting Limited	Lakes Country Service Cooperative
DJC Oregon Project Center	Level Consulting Engineers Ltd.
Dune Engineering Incorporated	Mackenzie Inc.
Eco-Alpha Engineering and Environmental Services, Inc	MALACHI TRANSPORTATION LLC
ECOH Management Inc.	Maritime Link Ltd
Egis Canada Ltd.	Marx Okubo
Energia USA, Inc.	McKinstry Essention LLC
EnergiGrid Solutions, Inc.	MGT of America Consulting, LLC
Energy Systems Group, LLC	MH Logistics Corp
Enviro-management Partners, LLC	MOCA Systems Inc.
Ernst & Young LLP	Mohagen Hansen Architectural Group
EVNA Engineering & Consulting Ltd.	N.K. BHANDARI Architecture & Engineering, P.C.
EXP Services Inc.	Nadine International Inc.
FEA	Navigate Building Solutions, LLC
FEH DESIGN	NV5 Consultants
FEH DESIGN/Architects & Engineers	Partner Assessment Corporation dba Partner Engineering and Science, Inc
FOS by CannonDesign	Pavion Corp
Framery Inc.	Pro-Team Foodservice Advisors, LLC
GDS Associates	Procore Technologies, Inc

Pryco Global Inc.	Sunshine Pacific Group America inc
PWXPress	Synergy Consulting Engineers, Inc.
Regina Construction Association	Terracon Consultants, Inc.
Remedy HealthCare Consulting	Tetra Tech
Ridgeline GIS Solutoins	The Boston Consulting Group, Inc.
Roppe Holding Company	The Gordian Group
Roth IAMS	Tract Consulting Inc.
RP Technology	Trimble Inc
Sazan Group	UPL1FT Consulting Inc.
Sia Partners Inc.	Willdan Group, Inc.
SitelogIQ, Inc.	William L. Doolittle
Stantec	WSKF Architects
Stephenson Engineering Ltd.	WSP Canada Inc
STV, 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 October 24, 2024, at 4:30 pm CT. Proposals were received from the following:

Accruent, LLC
 Aladaco Consulting Inc.
 ALPHA Facilities Solutions, LLC
 Ameresco, Inc.
 Apex Facility Solutions, LLC
 Armstrong Torseth Skold and Rydeen, Inc.
 Athenian Group, LLC
 Axias, Inc.
 BLDG Sci Advisory Inc.
 Building Maintenance Optimization Consultants, Inc.
 Bureau Veritas Technical Assessments LLC
 CR-Building Performance Specialists, GBC
 ECOH Management Inc.
 Egis Canada Limited
 Energia USA, Inc.
 Ernst & Young LLP
 Facility Engineering Associates, P.C.
 Facility Optimization Solutions, LLC
 FEH Design
 Hay Dobbs, PA
 HUSarchitecture, Inc.
 Legence Holdings LLC
 ISES Corporation
 Level Consulting Engineers Ltd.
 McKinstry Essention LLC

MGT Impact Solutions, LLC
Navigate Building Solutions, LLC
NV5 Consultants, Inc.
Procore Technologies, Inc
Pro-Team Foodservice Advisors, LLC
Pryco Global Inc.
Roth IAMS LLC
Stephenson Engineering Limited
Terracon Consultants, Inc.
Tetra Tech, Inc
The Boston Consulting Group, Inc.
The Gordian Group, Inc.
The Visual Thinking Company
UPL1FT Consulting Inc.

Proposals were reviewed by the Proposal Evaluation Committee:

Brandon Town, NIGP-CPP, CPSM, CPSD, Senior Procurement Analyst
Joshua Young, CPPB, NIGP-CPP, Procurement Analyst II
Julie Riebe, Procurement Analyst II
Nicole Lueth, Procurement Analyst

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

Accruent, LLC is a global software company with a proven track record of over two decades, offering innovative, industry-leading cloud-based software and services that optimize real estate, facilities, and asset management. Accruent's solutions include facility condition assessments, energy and sustainability management, and project management. Additionally, Accruent offers extensive training programs, and a strong focus on sustainability and environmental responsibility. Accruent currently services over 10,000 global customers and has operations in more than 150 countries, showcasing their ability to provide for their client base.

ALPHA Facilities Solutions, LLC is comprised of a growing 100+ person team operating out of more than 12 states. They are bringing environmental planning software solutions for the building environment and workforce readiness management supported by a wide array of professional services including facility asset management, capital planning, facility condition assessment, environmental assessments and planning, maintenance management, energy audits, investment strategy, space planning, information technology assessments and planning, and workforce readiness services. Able to serve all the United States and Canada, they are providing a price list that incorporates an effective rate reduction based on economies of scale for portfolios with large square footage values and discounted software pricing.

Armstrong Torseth Skold and Rydeen, Inc. is highly experienced in the education and public sectors with experience regionally, nationally, and internationally. They have numerous LEED professionals and energy modeling to assist participating entities with their green initiatives. Armstrong Torseth Skold and Rydeen, Inc. offers a generous discount of standard pricing with larger projects and combined services receiving additional discounts.

Facility Optimization Solutions, LLC (FOS of Cannon Design) is a wholly owned subsidiary of CannonDesign. FOS of Cannon Design is integrated throughout CannonDesign's 17 offices strategically located across the United States and Canada with 75 total employees, 32 directly involved with FCA (facility condition assessment) work. FOS provides a software as a service (SaaS) web-based tool for condition assessment, cost estimating, capital planning, project planning, budget development, 'what-if' scenario planning, custom key performance indicators evaluation tools, and total cost of ownership module. They intend to serve the continental United States and parts of Canada. Facility condition assessments are defined and priced in terms of cost per square foot and software is by subscription. Pricing varies based on the selected level of detail and is discounted as the size of the project increases.

Legence Holdings LLC, has over a 110-year history of transforming and creating healthy, efficient, and sustainable facilities. They are offering a wide range of facility assessment services and with a sales and service force of over 3,000, they will be well equipped to assist participating entities throughout the United States. Legence Holdings LLC is offering a competitive discount off their standard published rates.

McKinstry Essention LLC is equipped with 700+ staff throughout the United States for sales and service support. They have 23 regional offices, and staff are located in 30 states allowing them to be within a 4-hour travel time of participating entities. McKinstry Essention LLC offers a significant discount off their standard prices. Through their vendor diversity program, they are committed to supporting small, disadvantaged, and minority businesses. McKinstry Essention LLC is a green company with a goal to halve their greenhouse gas emissions by 2025 (based on 2019 data) and be net zero by 2030.

Roth IAMS LLC operates in the United States as Roth IAMS LLC and in Canada as Roth IAMS Ltd. They were formed to provide facility and infrastructure assessments and asset management services for large and/or geographical diverse portfolios across North America. They are also offering facility maintenance software. With a team of over 120 staff, they are offering the best rates to Sourcewell participating entities.

Terracon Consultants, Inc. offers a wide range of facility assessment categories and subcategories. Terracon Consultants, Inc. brings a database of historical geotechnical and environmental data, partnered with proprietary Geographic Information Systems (GIS) technology, to assist in projects. They have over 180 offices available to serve participating entities in the United States and Canada. Terracon Consultants, Inc. is offering a competitive range of discounts off standard labor rates.

Tetra Tech, Inc is a national leader in environmental planning, water resources management, asset management, and real property master planning, with over 55 years of experience. Leveraging advanced technologies and innovative solutions to enhance their service offering, Tetra Tech uses their Field Assessment Support Tool (FAST) to streamline data entry procedures resulting in a 30% gain in field efficiency. With over 28,000 staff and operations in more than 550 offices worldwide, Tetra Tech's commitment to customer success is evident through their robust support services, extensive training programs, and a strong focus on sustainability and environmental responsibility.

The Gordian Group, Inc., has over 30 years of industry experience and staff of over 1,000 that will be committed to supporting participating entities. They have a strong North American presence and can provide a full range of facility assessment services throughout the United States and Canada. Through use of their Gordian Cloud Platform, there is access to various tools for data collection, processing, and review and analysis. Participating entities will receive a competitive discount off their standard rates.

For these reasons, the following awards of Sourcewell Master Agreement #102424 are recommended:

Accruent, LLC	#102424-ACN
ALPHA Facilities Solutions, LLC	#102424-ALP
Armstrong Torseth Skold and Rydeen, Inc.	#102424-ATR
Facility Optimization Solutions, LLC	#102424-FOS
Legence Holdings LLC	#102424-ICC
McKinstry Essention LLC	#102424-MCK
Roth IAMS LLC	#102424-RTH
Terracon Consultants, Inc.	#102424-TRC
Tetra Tech, Inc.	#102424-TTT
The Gordian Group, Inc.	#102424-GGI

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

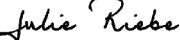
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Joshua Young, CPPB, NIGP-CPP, Procurement Analyst II

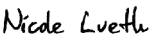
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Julie Riebe, Procurement Analyst II

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Nicole Lueth, 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 **RFP #102424 for Facility Assessment and Planning with Related Services**.

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 **January 21, 2025**.

Signed by:


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