



METROPOLITAN GOVERNMENT OF NASHVILLE AND DAVIDSON COUNTY

June 8, 2018

Jeremy Kelly
CMTA, Inc.
10411 Meeting Street
Louisville, KY 40059

Re: **RFQ # 1030657, ASHRAE Commercial Building Energy Audits**

Dear Mr. Kelly:

The Metropolitan Government of Nashville and Davidson County (Metro) has completed the evaluation of submitted solicitation offer(s) to the above RFQ # 1030657 for ASHRAE Commercial Building Energy Audits. This letter hereby notifies you of Metro's intent to award to CMTA, Inc., contingent upon successful contract negotiations.

Depending on the file sizes, the responses to the procurement solicitation and supporting award documentation can be made available either by email, CD for pickup, or in person for inspection. If you desire to receive or review the documentation or have any questions, please contact Scott Ghee by email at scott.ghee@nashville.gov Monday through Friday between 8:30am and 3:30pm.

If the Procurement Nondiscrimination Program requirements were a part of this solicitation, the awardee must forward a signed copy of the "Letter of Intent to Perform as Subcontractor/Subconsultant/Supplier/Joint Venture" for any minority/women-owned business enterprises included in the response to the Business Assistance Office within two business days from this notification. Should you have any questions concerning this requirement, please contact Jeremy Frye, BAO Representative, at jeremy.frye@nashville.gov or at 615-862-6638.

Thank you for participating in Metro's competitive procurement process.

Sincerely,

A handwritten signature in blue ink that reads "Michelle A. Hernandez Lane".

Michelle A. Hernandez Lane
Purchasing Agent

Cc: Solicitation File
Other Offerors

Pursuant to M.C.L. 4.36.010 Authority to resolve protested solicitations and awards.

A. Right to Protest. 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.

Award Justification for RFQ 1030657 - ASHRAE Commercial Building Energy Audits

Solicitation Title & Number	RFP Cost Points	RFP SBE/SDV Points	Total Cost Points
RFQ 1030657 - ASHRAE Commercial Building Energy Audits	28	7	35

Offeror's Name	Total Bid Amount	SBE/SDV Participation Amount	RFP Cost Points	RFP SBE/SDV Points	Total Cost Points
CMTA, Inc.	\$2,770,000.00	\$0.00	28.00	0.00	28.00
EMG	\$4,090,625.00	\$409,062.50	18.96	0.27	19.23
Live Oak Company	\$24,654,738.88	\$10,729,742.36	3.15	7.00	10.15

	CMTA, Inc.	EMG	Live Oak Company
Cost (35 points)	28	19.23	10.15
Experience and Qualifications (30 points)	26	24	27
Project Approach and Process (35 points)	33	24	25
Total	87	67.23	62.15

CMTA, Inc.
<p>Strengths – Firm provided a detailed approach to how each audit will be approached to ensure each audit is completed in accordance with the scope of work. Firm demonstrated their ability to handle audits at multiple facilities simultaneously. Firm demonstrated how they would recommend quality, maximum payback energy-reducing measures and operations. Firm demonstrated experience working with other Metro agencies. Firm demonstrated experience surveying facilities ranging in size, building equipment, site conditions, and operations. Firm demonstrated experience on five (5) projects of similar scope.</p> <p>Weaknesses - Firms understanding of the project lacked specific detail.</p>

EMG
<p>Strengths – Firm provided a detailed approach to how each audit will be approached to ensure each audit is completed in accordance with the scope of work. Firm provided a detailed over view of the company and their understanding of the project. Firm demonstrated experience with a Metro agency. Firm demonstrated experience on five (5) projects of similar scope.</p> <p>Weaknesses – Firm failed to demonstrate their ability to conduct audits at multiple facilities simultaneously. Firm’s process for reviewing and analyzing utility data to calculate the energy use index of each facility lacked detail. Firm failed to demonstrate how they will maintain a positive working relationship with Metro.</p>

Live Oak Company

Strengths – Firm demonstrate a good approach conducting level II and III energy audits. Firm demonstrated experience on five (5) projects of similar scope. Firm demonstrated experience with a Metro agency. Firm demonstrate their experience survey facilities ranging in size, specially building equipment, site conditions and operations.

Weaknesses – Firm’s project approach and process lacked specific detail. Firm’s approach to each audit to ensure they are completed in accordance with the scope of work lacked detail.

PNP Compliance Results Form

Department Name: General Services RFP/ITB Number: 1030657 Procurement Name: ASHRAE Commercial Building Energy Audits		
Primary Contractor	PNP Compliant (Yes/No)	Determination Comments/% of Participation Proposed or Bid
CMTA, Inc.	Yes	CMTA, Inc successfully completed GFE outreach to three certified MWBEs: S. L. King Technologies (WBE), Gobbell Hays Partners, LLC (WBE), and Pinnacle Construction Partners (MBE) were all declinded due to no offer being initiated.

*Denotes Contractor with whom follow up was required
 Date :05/16/2018
 Metro Buyer: Scott Ghee
 BAO Rep:Jeremy Frye

BAO Small Business Assessment Sheet

BAO Specialist: Jeremy Frye
Contract Specialist: Scott Ghee
Date: 05/16/2018

Department Name: General Services
RFP/ITB Number: 1030657

Project Name: ASHRAE Commercial Building Energy Audits

Primary Contractor*	Prime Bid Amount	Total Proposed SBE (\$)	SBE Subs approved?	SBE (%)	Comments
CMTA, Inc	\$ 2,770,000.00	\$ -	No	0%	The prime is not an approved SBE, propose to self-perform 100% of work. Did not propose to use any SBE/SDV subcontractors.
	\$ -	\$ -			
	\$ -	\$ -			
	\$ -	\$ -			
	\$ -	\$ -			

Column Headings
 Shaded cells in columns E and G are formula driven and should not be changed
 White cells with text are fields that you can edit.
Gray cells with bold text contain formulas that can not be changed.

From: [Mike Haney](#)
To: [Ghee, Scott \(Finance - Procurement\)](#)
Subject: RE: Proposal for RFQ 1030657 - ASHRAE Commercial Building Energy Audits
Date: Friday, April 20, 2018 9:28:10 AM
Attachments: [2018-04-13 Live Oak Audits Project Approach.pdf](#)

Scott,

Yes that is the correct cost spreadsheet. See attached Project Approach document.

Thanks,

Mike Haney, P.E.
Live Oak Company
Engineering Consulting
615-594-4452
3504 Central Ave.
Nashville, TN 37205

From: Ghee, Scott (Finance - Procurement) <Scott.Ghee@nashville.gov>
Sent: Friday, April 20, 2018 9:23 AM
To: Mike Haney <m.haney@liveoak-eng.com>
Subject: Proposal for RFQ 1030657 - ASHRAE Commercial Building Energy Audits
Importance: High

Good Morning Mike,

After reviewing your proposal it appears that the document titled "Project Approach and Process – Energy & Cost Projections" has been corrupted and it is not allowing me to open it. Can you please email me that document so that I can save it to your proposal. Also as part of the review process I am reaching out to confirm that the attached cost spreadsheet is accurate and reflects the costs from Live Oak Company. Please respond with this information no later than today, April 20th at 4:00 pm central time.

Thanks,

Scott Ghee
Procurement Officer
Department of Finance
Procurement Division
Metropolitan Nashville Davidson County
730 2nd Avenue South, Ste. 101
Nashville, TN 37210
Office- 615.880.3130