



METROPOLITAN GOVERNMENT OF NASHVILLE AND DAVIDSON COUNTY

February 14, 2018

Ms. Whitney Schmidt
ChargePoint, Inc.
254 Hacienda Avenue
Santa Clara, CA 95008

Re: **RFQ # 953553, Electric Charging Stations**

Dear Ms. Schmidt:

The Metropolitan Government of Nashville and Davidson County (Metro) has completed the evaluation of submitted solicitation offer(s) to the above RFQ # 953553 for Electric Charging Stations. This letter hereby notifies you of Metro's intent to award to ChargePoint, 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 Terri Troup by email at terri.troup@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 Bryan Gleason, BAO Representative, at 615-862-6710 or at bryan.gleason@nashville.gov.

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.

**RFQ 953553 – Electric Charging Stations
Scoring and Justification**

ROUND 1				
	ClipperCreek Inc	ChargePoint, Inc.	Creative Parking Concepts, LLC	Green Power Technology, LLC
Project Experience (Pass/Fail)	Pass	Pass	Pass	Pass
ROUND 2				
	ClipperCreek Inc	ChargePoint, Inc.	Creative Parking Concepts, LLC	Green Power Technology, LLC
Minimum Qualification Requirements	Qualified	Qualified	No Response Received	Qualified
ROUND 3				
	ClipperCreek Inc	ChargePoint, Inc.	Creative Parking Concepts, LLC	Green Power Technology, LLC
Service and Maintenance (15 Points)	No Response Received	10	N/A	No Response Received
Product Demonstrations (15 Points)		15		
Methodology & Business Plan (45 Points)		30		
Total Round 3		55		
ROUND 4				
	ClipperCreek Inc	ChargePoint, Inc.	Creative Parking Concepts, LLC	Green Power Technology, LLC
Cost Criteria	N/A	28	N/A	N/A
Total Round 4		28		
	ClipperCreek Inc	ChargePoint, Inc.	Creative Parking Concepts, LLC	Green Power Technology, LLC
Total for All Rounds	N/A	83	N/A	N/A

RFQ # 953553 - Electric Charging Stations					
	Incentive Percentage	Incentive Calculator	Lowest Bid	MACP	
Offeror's Name	Bids	SBE	Cost Evaluation (28 Pt Max)	SBE/SDV Evaluation (7 Pt Max)	Total Cost Points (35 Pt)
ChargePoint	\$ 3,360,025.75	\$0	28.00	0.00	28.00

ChargePoint, Inc.

Strengths – Full Turnkey maintenance; proposed solution for credit card processing; proposed to rebrand and develop a role out of information about new and current chargers in Nashville.

Weaknesses – Requires an NDA in order to provide additional responses to requested questions; sell data; failed to mention the turnover time for parts supply chain.