



Notice of Intent to Award

Solicitation Number	389381	Award Date	6/6/2025 7:30 AM CDT
Solicitation Title	Building Energy Modeling 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	Smith Seckman Reid Inc.	Company Contact	Clark Denson
Street Address	2995 Sidco Drive		
City	Nashville	State	TN
		Zipcode	37204

Company Name	TLC Engineering Solutions, Inc	Company Contact	Cory Duggin
Street Address	12 Cadillac Drive		
City	Brentwood	State	TN
		Zipcode	37027

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.

 Assistant Purchasing Agent (Initial)

Dennis Rowland
Dennis Rowland
Purchasing Agent & Chief Procurement Officer

RFQ #389381 Building Energy Modeling Services					
	Jones Lang LaSalle Americas, Inc.	Smith Seckman Reid Inc.	TLC Engineering Solutions, Inc	The Epsten Group, Inc.	Willdan Energy Solutions
Cost/Pricing (30 Points)	27.31	25.99	27.07	30.00	23.19
Qualifications and Experience (35 Points)	25.00	32.00	33.00	26.00	23.00
Project Approach (35 Points)	30.00	33.00	35.00	28.00	27.00
Total (100 Points)	82.31	90.99	95.07	84.00	73.19

Jones Lang LaSalle Americas, Inc.
Strengths - The software’s the offeror proposed to use are open-source software. Weaknesses - Metro is unclear what role certain subconsultants will perform. The bio format provided failed to include timelines outlining experience performing energy modeling services. The offeror’s proposal didn’t clearly demonstrate years of experience providing energy modeling services for LEED certified projects that are 5,000 square feet in size or greater. The offeror lacked detail in their proposal to demonstrate their net zero energy experience. The offeror’s description of how their firm uses building energy modeling to reduce energy loads lacked detail. Two (2) out of the five (5) reference projects submitted were not of similar scope to what Metro seeks in the resulting contract. The offeror failed to provide their list of major contractors/subcontractors for their five (5) reference projects submitted. The offeror’s proposal lacked detail on how they assess data output and provide recommendations for energy conservation measures.

Smith Seckman Reid Inc.
Strengths - The offeror’s proposal clearly demonstrated their years of experience providing energy modeling services for LEED certified projects that are 5,000 square feet in size or greater. The offeror provided substantial information in their proposal to demonstrate their net zero energy experience. The offeror provided a clear description of how they utilize their building energy modeling software and its capabilities, along with examples of outputs their software provides. The offeror provided a large number of examples of LEED certified and Net Zero Energy projects. Weaknesses - Based on the offeror’s proposed team, Metro is unclear who the core energy modeling individual or team would be on a typical Metro project. The offeror’s description of how they will maintain a positive working relationship with Metro lacked specific details.

TLC Engineering Solutions, Inc
Strengths - The offeror clearly laid out a well-qualified core energy modeling team that would be involved on a typical Metro project. The offeror’s proposal clearly demonstrated their years of experience providing energy modeling services for LEED certified projects that are 5,000 square feet in size or greater. The offeror provided a relatable and logical process for energy modeling on projects pursuing LEED certification. The offeror provided detailed information on how they utilize their building energy modeling software. Weaknesses - Metro is unclear what role certain subconsultants will perform. The offeror failed to provide the contact name, address, phone number, and email address for their five (5) reference projects submitted.

The Epsten Group, Inc.
Strengths - The offeror provided a detailed overview of their firm and a clear understanding of the building energy modeling services being requested by the Metropolitan Government of Nashville and Davidson County “Metro”. Weaknesses - Based on the offeror’s proposed team, Metro is unclear who the core energy modeling individual or team would be on a typical Metro project. The offeror’s proposal didn’t clearly demonstrate in detail the years of experience providing energy modeling services for LEED certified projects that are 5,000 square feet in size or greater. The offeror’s description listed within their proposal to demonstrate their net zero energy experience lacked detail. The offeror failed to specifically provide a description of their firm’s experience working with project team members and their description of reducing energy loads was generic. The offeror’s process of how they will approach the development of building energy models and ensure that the owner’s (Metro’s) project requirements will be met for the building energy model lacked detail. The offeror’s description of their ability to produce multiple building energy models for multiple projects at once lacked detail. The offeror’s description of how they will maintain a positive working relationship with Metro lacked detail.

Willdan Energy Solutions
Strengths - Weaknesses - The offeror’s overview failed to demonstrate how the subconsultant firms will support the overall proposed project team. Based on the offeror’s proposed team, Metro is unclear who the core energy modeling individual or team would be on a typical Metro project. The offeror’s resumes don’t clearly demonstrate significant experience with energy modeling. The offeror’s proposal lacked detail describing their experience providing energy modeling services for LEED certified projects that are 5,000 square feet in size or greater. The offeror lacked detail in their proposal to demonstrate their net zero energy experience. The offeror’s reference projects do not demonstrate experience working with climate zones in the southeast. The offeror’s proposal lacked clarity on what roles will be performed by the offeror and the project subconsultant team. The offeror’s proposal is unclear how their project team will develop recommendations for energy conservation measures specific to Metro’s projects.

Enter Solicitation Title & Number Below		
Building Energy Modeling Services; RFQ #389381	Min. SBE/SDV Requirement	Total Cost Points
	11.00%	30.00
Offeror's Name	Bids	RFP Cost Points
Jones Lang LaSalle Americas, Inc	\$4,839,757.35	27.31
Smith Seckman Reid Inc	\$5,086,152.11	25.99
The Epsten Goup, Inc	\$4,406,582.72	30.00
TLC Engineering Solutions, Inc	\$4,884,404.95	27.07
Willdan Energy Solutions	\$5,700,000.00	23.19



Statement of M/WBE Utilization **A&E ONLY**

Proposer's/Firm's Name: Smith Seckman Reid, Inc.	Proposer's Phone #: 615.306.0821
Solicitation Title: Building Energy Modeling Services	Proposer's Email Address: esheffer@ssr-inc.com
Solicitation #: 389381	Total Bid Amount: TBD
EBO Goal (%) : <u>11.00</u> MBE% <u>0</u> WBE%	EBO Goal Met? (Y/N) N

The following MWBE* subcontractor(s)/supplier(s) will be utilized for the performance of this project:

	MBE/WBE Firm Name	MBE/WBE Firm Address	Phone/E-Mail	Certificate Type (MBE or WBE)	* MBE/WBE Group Type *	Code # UNSPS/NAICS	Description of Work
1	Energy Electives, LLC.	PO Box 151 Whites Creek, TN 37189	615.669.3671/jason@energyelect	MBE	1	541614	On-site renewable energy design and cost estimating
2				Select	Select		
3				Select	Select		
4				Select	Select		
5				Select	Select		
6				Select	Select		
7				Select	Select		

I am the duly authorized representative and certify the facts and representations contained in this form and supporting documents are true and correct.

Authorized Representative (Printed Name/Title/Signature)

Eric Sheffer/Principal

Date

02/11/2025

*Note: MWBE is defined as business enterprise maintaining a significant business presence in the Program Area & performing a commercial useful function that is owned by one or more of the following: (1) African Americans (2) Native Americans, (3) Hispanic Americans, (4) Asian Americans, and (5) Women.

Has Prime Acknowledged EBO Goals Achievement? Yes



For Internal Office Use ONLY

If No, Good Faith Efforts Met?

BAO Only



BAO Representative : Evans Cline

Metro Buyer: Brad Wall

Project Manager: _____

Date: 06/04/25

BAO Notes:

Prime acknowledges they can achieve both M/WBE subcontracting goals. Consistent with the procurement code, actual dollar amounts and percentages will be confirmed during contract negotiations.



Statement of M/WBE Utilization **A&E ONLY**

Proposer's/Firm's Name: Ted Hood/TLC Engineering Solutions, Inc	Proposer's Phone #: 615-297-4554
Solicitation Title: Building Energy Modeling Services	Proposer's Email Address: ted.hood@tlc-eng.com
Solicitation #: 389381	Total Bid Amount: 4,884,404.95
EBO Goal (%): 6.00 MBE% 4.00 WBE%	EBO Goal Met? (Y/N) Y

The following MWBE* subcontractor(s)/supplier(s) will be utilized for the performance of this project:

MBE/WBE Firm Name		MBE/WBE Firm Address	Phone/E-Mail	Certificate Type (MBE or WBE)	* MBE/WBE Group Type *	Code # UNSPS/NAICS	Description of Work
1	Paladin	121 Old Lafayette Ave, Lexington, KY 40502	859.252.3047 x 8873	WBE	1	81101513	4%
2	Moody Nolan	1624 Broadway 4th Floor, Nashville, Tn 37203	615-386-6438	MBE	2	81101508	6%
3				Select	Select		
4				Select	Select		
5				Select	Select		
6				Select	Select		
7				Select	Select		

I am the duly authorized representative and certify the facts and representations contained in this form and supporting documents are true and correct.

Authorized Representative (Printed Name/Title/Signature) Ted Hood, Principal		Date 02/11/2025
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*Note: MWBE is defined as business enterprise maintaining a significant business presence in the Program Area & performing a commercial useful function that is owned by one or more of the following: (1) African Americans (2) Native Americans, (3) Hispanic Americans, (4) Asian Americans, and (5) Women.

Has Prime Acknowledged EBO Goals Achievement?	Yes	☐	For Internal Office Use ONLY If No, Good Faith Efforts Met?	BAO Only
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BAO Representative :	Evans Cline	Metro Buyer:	Brad Wall
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Project Manager:		Date:	06/04/25
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BAO Notes:

Prime acknowledges they can achieve both M/WBE subcontracting goals. Consistent with the procurement code, actual dollar amounts and percentages will be confirmed during contract negotiations.

BAO SBE Assessment Sheet**BAO Specialist: Evans Cline****Contract Specialist: Brad Wall****Date: 6/3/25****Department Name: General Services****RFP/ITB Number: 389381****Project Name: Building Energy Modeling Services (A&E)**

SBE/SDV Requirement Acknowledged?		
Primary Contractor	SBE/SDV Requirement Acknowledged?	Comments
Smith Seckman Reid, Inc.	Yes	Proposer acknowledged the 11% SBE/SDV participation expectation over the life of the project as required by the solicitation. The prime is not an approved SBE and proposed the engagement of SBE firm Energy Electives LLC
TLC Engineering Solutions	Yes	Proposer acknowledged the 11% SBE/SDV participation expectation over the life of the project as required by the solicitation. The prime is not an approved SBE and proposed the engagement of SBE firms Moody-Nolan and Paladin, Inc.