

**EDUCATION SERVICE CENTER REGION 19 ALLIED STATES COOPERATIVE**  
**RFQ AWARD SUMMARY**

**RFQ TITLE:** Energy Savings Performance Contract (ESCO) - Nationwide –  
ESC Region 19 Allied States Cooperative

**RFQ NUMBER:** 19-7319

**RFQ OPENING DATE:** October 9, 2018

**CONTRACT TERM:** Date of award until October 31, 2019 with the option to extend in one year increments annually for an additional four (4) years.  
**(Extended by Region 19 until October 31, 2020)**  
**(Extended by Region 19 until October 31, 2021)**  
**(Extended by Region 19 until October 31, 2022)**  
**(Extended by Region 19 until October 31, 2023)**

**FUNDING SOURCE:** Various

**RFQ's ISSUED:** 523

**RESPONSES:** 5

**ADVERTISEMENT DATES:** Washington Post - September 10 & September 17, 2018  
El Paso Times – September 10 & September 17, 2018

**BOARD MEETING DATE:** December 20, 2018

**RECOMMENDED FOR AWARD** **ABM Building Services, LLC**  
**Ameresco, Inc.**  
**LocBit, Inc.**  
**Noresco, LLC**  
~~**Siemens Industry, Inc.**~~ \*terminated for breach of contract 10/30/18

**TOTAL (estimated)** **\$500,000,000.00 / year**

**EXPLANATIONS:**

Award of this contract will enable ESC Region 19 Allied States Cooperative to establish a contract for all energy savings performance aspects for those procurements that must comply with the new Federal EDGAR requirements when federal funds are being utilized. The evaluation committee utilized a point system with weight factors of 40% performance capabilities, 40% qualifications and experience and 20% references. Price links are not available for this contract as pricing is on individual bases due to the number of variances that exist on an ESCO contract. All awarded vendors and company information links are listed below.

**SPECIFICATIONS, PREPARATION AND EVALUATION PROVIDED BY:**

Royce Cleveland –  
Procurement Director ESC Region 19

Rebecca Hernandez –  
Purchasing Manager ESC Region 19

Renae Lawrence –  
Purchasing Analyst ESC Region 19

## **Special Conditions**

1. This contract is nationwide.
2. Vendor should have the ability to design, install, manage and guarantee the implementation of a comprehensive turn-key ESCO in which the cost of the improvement shall be paid for by documented energy savings in existing and future budgets guaranteed by the vendor.
3. Vendor should have ESCO experience with a proven record of performance and savings.
4. Vendor must be accredited with NAESCO (National Association of Energy Service Companies).
5. Vendor may be required to provide a payment and/or performance bond to member. Bonding is a pass-through cost and should be itemized on the job quote. Any required permit is also a pass-through cost and should be itemized on the quote.
6. Members retain the ability to negotiate all aspects of the contract including energy audit, recommendations and verification.
7. Vendor should upload information regarding experience, proven results and personnel into the bid system. Number of pages should not exceed 25 pages.
8. Vendor should provide information regarding any manufacturer(s)/distributor(s) commonly recommended for installation.
9. Potential ESCO categories include but are not limited to: Operations & Maintenance, Utility/Rate Conversions/Purchasing Options, Architectural, Electrical, Kitchen, Landscaping, Lighting, Plumbing and HVAC Controls, Heat Planting, Systems, Equipment and Chiller Plants.
10. The negotiated change of electrical rate per kw/h to a lower rate shall not be included in calculating the cost savings as part of this energy performance contract.
11. Vendor is responsible for obtaining all necessary permits, fees and licenses required by law. Vendor must also verify compliance with any local laws before beginning any work.
12. The ASC member reserves the right to determine how to negotiate the final agreement with the vendor. This includes methods for savings and payment by the member to the vendor.
13. ASC's administrative fee for this contract is due once a contract with the ASC member is signed. The fee is based on the estimate of savings to the member.
14. Member may require vendor to provide an independent third party audit of the potential savings at the expense of the vendor.
15. Members retain the right to add terms and conditions to this contract to comply with local, state or federal requirements.

**Contact Information:**

**ABM Building Services, LLC.**

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[Daniel.Dowell@abm.com](mailto:Daniel.Dowell@abm.com)  
[www.abm.com](http://www.abm.com)

[Company Information Link](#)

**Ameresco Inc.**

Vincent Drieling or Sarah Price \*added 10/15/19  
7929 Brookriver Drive, Suite 250  
Dallas, TX 75247  
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[vdrieling@ameresco.com](mailto:vdrieling@ameresco.com) / [sprice@ameresco.com](mailto:sprice@ameresco.com)  
[www.Ameresco.com](http://www.Ameresco.com)

[Company Information Link](#)

**LocBit, Inc.**

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<http://www.locbit.com>

[Company Information Link](#) \*updated 2/18/19

**NORESCO, LLC**

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[Company Information Link](#)

**Siemens Industry, Inc.** \*terminated for breach of contract 10/30/18

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[Company Information Link](#)

Approved by: \_\_\_\_\_

Date: \_\_\_\_\_

(Armando Aguirre – Executive Director)  
(Sonica Eubanks – Associate Executive Director)  
(Sonica Eubanks – Associate Executive Director)  
(Armando Aguirre – Executive Director)  
(Armando Aguirre – Executive Director)

(October 23, 2018)  
(August 9, 2019)  
(August 11, 2020)  
(July 15, 2021)  
(August 1, 2022)