Memorandum

MIAMI-DADE COUNTY

Date: February 2, 2016

To: Tara C. Smith
Director
Internal Services Department

Thru: Miriam Singer, CPPO
Sr. Assistant Director
Internal Services Department

From: Beth Goldsmith
Procurement Contracting Manager
Chairperson, Competitive Selection Committee

Subject: Report of Competitive Selection Committee for RFP-00297: Energy Policy Act of 2005 Consultant Services

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The County issued a competitive Request for Proposals (RFP) on November 2, 2015 to establish a contract for the Regulatory and Economic Resources Department to select a contractor to provide Energy Policy Act of 2005 Consulting Services. The selected contractor will assist the County to identify and take advantage of rebate revenues for various County projects that are available under §179D of the Internal Revenue Service Code, enacted under Section 1331 of the Energy Policy Act which allows firms to receive tax deductions for completing qualifying construction projects on property owned by local governments. The County is permitted to retain a portion of the deduction made available to the construction firm. Services under the resultant contract shall include determining eligibility of projects, achieving tax deductibility, conducting negotiations with construction firms, and identifying future projects that are eligible for tax deductions. The Competitive Selection Committee has completed the evaluation of proposals submitted in response to the solicitation as summarized below.

Review Committee meeting dates:
December 7, 2015 (Kickoff Meeting)
December 22, 2015 (Technical Discussion, Evaluation, and Final Scoring Meeting)

Verification of compliance with contract measures: Small Business Enterprise (SBE) measures were not included in this solicitation as it is revenue generating.

Verification of compliance with minimum qualification requirements and responsiveness:
The solicitation did not have any minimum qualification requirements.

Local Certified Veteran's Business Enterprise Preference:
Veteran's Preference was considered in accordance with the applicable ordinance. No Proposers qualified for the preference.

Summary of scores:
The Competitive Selection Committee was tasked with evaluating, scoring, and ranking the responsive proposals received in response to this solicitation. A technical discussion and evaluation meeting was held to review the experience and qualification of the Proposers as well as the ability to meet the needs of the County as outlined in the Request for Proposal (RFP) in addition to the proposed revenue share offered. After completion of this review, the Competitive Selection Committee conducted scoring in accordance with the criteria outlined within the RFP. The scores are as follows:

Proposer	***Technical Score*** *(max. 300)*	***Revenue Share Score*** *(max. 200)*	***Total Combined Score*** *(max. 500)*	***Proposed Percentage of Revenue to be Retained by Proposer***
1. Energy Efficiency LLC	255	200	455	20%
2. Energy Design Services Systems, LLC	228	90	318	50%

The Competitive Selection Committee decided not to hold oral presentations as the proposals did not require further clarification.

Local Preference:
Local Preference was considered in accordance with the applicable ordinance, but did not affect the outcome as neither Proposer was local.

Negotiations:
The Competitive Selection Committee recommends that the County enter into negotiations with Energy Efficiency LLC. The following individuals will participate in negotiations:

Beth Goldsmith, Internal Services Department
Patricia Gomez, Regulatory and Economic Resources
Ray Abrahante, Internal Services Department
Gyselle Pino, Seaport

Consensus Statement:
The Competitive Selection Committee determined that Energy Efficiency LLC has the necessary and relevant experience, qualifications, and technical capability to provide the requested services. The firm has substantial experience in providing Energy Policy Act Consulting Services on behalf of government entities, including a proven track record that has resulted in significant revenues to government clients as a result of successfully obtaining tax deductions and effectively negotiating with Designers. The proposal demonstrated a clear approach and strong understanding of the Internal Revenue Services' requirements to obtain tax deductions under the Energy Policy Act of 2005, as amended. Additionally, Energy Efficiency LLC proposed a revenue share that is favorable to the County. Upon approval, staff will seek to negotiate an increased percentage to be retained by the County to ensure the highest possible revenue to the County.

Copies of the score sheets are attached for each Competitive Selection Committee member, as well as a composite score sheet. Your approval of the Competitive Selection Committee recommendation is requested.

Approved

Tara C. Smith
Director

2/4/16
Date

RFP NO.: RFP-00297
ENERGY POLICY ACT OF 2005 (EPACT) CONSULTANT SERVICES
EVALUATION OF PROPOSALS

COMPOSITE

SELECTION CRITERIA / PROPOSERS	Maximum Points Per Member	Maximum Total Points (5 members)	Efficiency Energy	Energy Design Service Systems, LLC
Proposer's and subcontractor(s)'s (if applicable) relevant experience, qualifications, and past performance including the experience and qualifications of key personnel that will be assigned to this project.	40	200	162	148
Proposer's approach to providing the services requested in this Solicitation.	20	100	93	80
Total Technical Points	**60**	**300**	**255**	**228**
Proposer's proposed percentage of revenue to be retained.	**40**	**200**	**200**	**90**
TOTAL POINTS	**100**	**500**	**455**	**318**
Ranking			1	2

Signature: Beth Goldsmith
Print Name: Beth Goldsmith

Chairperson
Tracey Jones
Print Name: Tracey Jones

Reviewed By

Local Preference* *(Highest ranked proposer's total points - 5% = Local Preference range)*			N/A	N/A
Is any firm within 5% of the highest ranked? Y / N			N/A	N/A
Is highest ranked local? Y / N			No	No
Is firm within 5% local? Y / N			N/A	N/A

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EVALUATION OF PROPOSALS

Patricia Gomez

SELECTION CRITERIA / PROPOSERS	Maximum Points	Efficiency Energy	Energy Design Service Systems, LLC
Proposer's and subcontractor(s)'s (if applicable) relevant experience, qualifications, and past performance including the experience and qualifications of key personnel that will be assigned to this project.	40	35	30
Proposer's approach to providing the services requested in this Solicitation.	20	20	20
Total Technical Points	**60**	**55**	**50**
Proposer's proposed percentage of revenue to be retained.	**40**	**40**	**10**
TOTAL POINTS	**100**	**95**	**60**

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EVALUATION OF PROPOSALS

Gyselle Pino

SELECTION CRITERIA / PROPOSERS	Maximum Points	Efficiency Energy	Energy Design Service Systems, LLC
Proposer's and subcontractor(s)'s (if applicable) relevant experience, qualifications, and past performance including the experience and qualifications of key personnel that will be assigned to this project.	40	30	40
Proposer's approach to providing the services requested in this Solicitation.	20	20	20
Total Technical Points	**60**	**50**	**60**
Proposer's proposed percentage of revenue to be retained.	**40**	**40**	**20**
TOTAL POINTS	**100**	**90**	**80**

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Ray Abrahante

SELECTION CRITERIA / PROPOSERS	Maximum Points	Efficiency Energy	Energy Design Service Systems, LLC
Proposer's and subcontractor(s)'s (if applicable) relevant experience, qualifications, and past performance including the experience and qualifications of key personnel that will be assigned to this project.	40	35	27
Proposer's approach to providing the services requested in this Solicitation.	20	18	15
Total Technical Points	**60**	**53**	**42**
Proposer's proposed percentage of revenue to be retained.	**40**	**40**	**10**
TOTAL POINTS	**100**	**93**	**52**

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Corey D. Jones

SELECTION CRITERIA / PROPOSERS	Maximum Points	Efficiency Energy	Energy Design Service Systems, LLC
Proposer's and subcontractor(s)'s (if applicable) relevant experience, qualifications, and past performance including the experience and qualifications of key personnel that will be assigned to this project.	40	32	21
Proposer's approach to providing the services requested in this Solicitation.	20	18	15
Total Technical Points	**60**	**50**	**36**
Proposer's proposed percentage of revenue to be retained.	**40**	**40**	**25**
TOTAL POINTS	**100**	**90**	**61**

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EVALUATION OF PROPOSALS

Shannan Alissa Penaloza

SELECTION CRITERIA / PROPOSERS	Maximum Points	Efficiency Energy	Energy Design Service Systems, LLC
Proposer's and subcontractor(s)'s (if applicable) relevant experience, qualifications, and past performance including the experience and qualifications of key personnel that will be assigned to this project.	40	30	30
Proposer's approach to providing the services requested in this Solicitation.	20	17	10
Total Technical Points	**60**	**47**	**40**
Proposer's proposed percentage of revenue to be retained.	**40**	**40**	**25**
TOTAL POINTS	**100**	**87**	**65**