



Notice of Intent to Award

Solicitation Number	337274	Award Date	3/22/2023 3:23 PM CDT
Solicitation Title	Direct Buy Solar Installations		
Buyer Name	Zak Kelley	Buyer Email	zak.kelley@nashville.gov
BAO Rep	Jeremy Frye	BAO Email	jeremy.frye@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	Ameresco	Company Contact	Tracy Noel		
Street Address	111 Speen Street, Suit 410				
City	Framingham	State	MA	Zipcode	01701

Company Name	Cherry Street Energy	Company Contact	Michael Chanin		
Street Address	1086 Piedmont AVE NE				
City	Atlanta	State	GA	Zipcode	30309

Company Name	Lightwave Solar, LLC	Company Contact	Robert Bomar		
Street Address	3026 Owen Drive Suite 104				
City	Antioch	State	TN	Zipcode	37013

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.

MLL Supervisor (Initial)

Michelle A. Hernandez Lane

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Purchasing Agent & Chief Procurement Officer



RFQ 337274 – Direct Buy Solar Installations

Company	Qualifications & Experience (60 Points)	Project Approach (40 Points)	Total Points (100)
Ameresco	54	36	90
Cherry Street Energy	53	37	90
LightWave Solar	56	36	92

Ameresco	
Strengths	Weaknesses
<p>Examples of similar projects demonstrate ability to work in broad range of regulatory environments across the United States and are above expectations in this regard.</p> <p>Organizational chart features a highly qualified team with more than sufficient capacity to perform work and is above expectations in this regard.</p> <p>Description of litigation, formal complaints, liquidated damages, or bankruptcies is thorough and above expectations relative to other offers.</p> <p>Project narrative demonstrates elevated understanding of communication relative to coordination throughout the construction process and is above expectations in this regard.</p> <p>Project narrative demonstrates superior plan to manage long lead times and supply chain disruptions and is above expectations in this regard.</p>	<p>Examples of similar projects do not emphasize previous experience with Metro’s regulatory environment and are slightly below expectations in this regard.</p> <p>Examples of similar projects do not precisely correspond to the requested specifications and are slightly below expectations in this regard.</p> <p>Project challenges, risks, and opportunities for innovation lack detail and are below expectations in this regard.</p> <p>Project narrative lacks detail on integration of battery energy storage systems and is below expectations in this regard.</p>

Cherry Street Energy	
Strengths	Weaknesses
<p>Examples of similar projects demonstrate depth of experience with public sector clients like Metro and are above expectations in this regard.</p> <p>Organizational chart demonstrates more than sufficient capacity to perform work and is above expectations in this regard.</p> <p>Project narrative demonstrates elevated understanding of communication relative to the importance of project kick-off and establishing channels of communication and is above expectations in this regard.</p> <p>Project narrative demonstrates elevated understanding of project management relative to punch lists and is above expectations in this regard.</p> <p>Project narrative demonstrates superior plan to integrate battery energy storage systems and is above expectations in this regard.</p>	<p>Examples of similar projects lack some detail relative to installation sizing and are slightly below expectations in this regard.</p> <p>Examples of similar projects are disproportionately focused on roof mount installations and are slightly below expectations in this regard.</p> <p>Examples of similar projects do not detail experience in the Tennessee Valley and are below expectations in this regard.</p> <p>Organizational chart does not clearly identify a project manager and is slightly below expectations in this regard.</p>

LightWave Solar	
Strengths	Weaknesses
<p>Examples of similar projects demonstrate an elevated understanding of the regulatory environments in both Metro and the Tennessee Valley and are significantly above expectations in this regard.</p> <p>Organizational chart demonstrates more than sufficient capacity to perform work and is above expectations in this regard.</p> <p>Project approach more than adequately addresses ability to mitigate long lead times with advanced engineering and is above expectations in this regard.</p> <p>Project challenges, risks, and opportunities for innovation demonstrate elevated understanding of the solicitation relative to other offers and are above expectations in this regard.</p>	<p>Organizational chart lacks some detail relative to previous experience on similar projects and is slightly below expectations in this regard.</p> <p>Organizational chart does not clearly identify a project manager and is slightly below expectations in this regard.</p> <p>Project narrative lacks detail relative to scheduling of work with Metro and is slightly below expectations in this regard.</p>