



Notice of Intent to Award

Solicitation Number	357289	Award Date	11/7/2023 3:43 PM CST
Solicitation Title	Solar Service Agreements - IDIQ		
Buyer Name	Zak Kelley	Buyer Email	zak.kelley@nashville.gov
BAO Rep	Christopher Wood	BAO Email	christopher.wood@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	Steve Seifried		
Street Address	520 West Summit Hill Drive, STE 401				
City	Knoxville	State	TN	Zipcode	37902

Company Name	Cherry Street Asset Management Holdings, LLC	Company Contact	Frank Gaudio		
Street Address	1086 Piedmont Avenue NE				
City	Atlanta	State	GA	Zipcode	30309

Company Name	LightWave Solar, LLC	Company Contact	Rob Bomar		
Street Address	3026 Owen Drive, STE 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

For site specific installations, the awarded supplier(s) will submit a signed copy of the letter of intent to perform for any and all minority-owned (MBE) or woman-owned (WBE) subcontractors. The letter(s) should be emailed to the referenced business assistance office (BAO) rep no more than two business days after the site specific installation 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.

 JK Supervisor (Initial)

Michelle A. Hernandez Lane

Michelle A. Hernandez Lane
Purchasing Agent & Chief Procurement Officer



RFQ 357289 – Solar Lease Agreements IDIQ

Company	Qualifications & Experience (60 Points)	Project Approach (40 Points)	Total Points (100)
Ameresco	57	35	92
Cherry Street Energy	52	36	88
LightWave Solar	50	31	81
SunVest	35	28	63

Ameresco	
Strengths	Weaknesses
<p>Examples of similar projects demonstrate a large, diverse portfolio relative to size/type and are significantly above expectations in this regard.</p> <p>Organizational chart is well organized, provides ample detail relative to previous experience on similar projects, and is above expectations in this regard.</p> <p>Organizational chart and project narrative jointly demonstrate elevated understanding of supply chain, detail superior plan to address long lead time, excellent relationship with suppliers, and are significantly above expectations in this regard.</p> <p>Project narrative details sophisticated approach to financing that minimizes risk to Metro and is above expectations in this regard.</p> <p>Plan to address roof and equipment warranties is highly detailed and above expectations in this regard.</p>	<p>Examples of similar projects lack project dollar value, some stop/start dates, and are below expectations in this regard.</p> <p>Description of litigation lacks detail and is below expectations in this regard.</p> <p>Project narrative lacks some detail relative to how proposer will coordinate, communicate, schedule work, integrate battery energy storage systems, and is slightly below expectations in this regard.</p>

Cherry Street Energy	
Strengths	Weaknesses
<p>Examples of similar projects are analogous to mix, size, and scope of Metro projects detailed in the feasibility study and are above expectations in this regard.</p> <p>Summary of challenges, risks, and opportunities for innovation are realistic, detailed, creative, and significantly above expectations in this regard.</p> <p>Summary of challenges, risks, and opportunities for innovation demonstrate elevated understanding of Metro’s approach to equity and inclusion and are above expectations in this regard.</p> <p>Project narrative relative to financing and transfer of tax credits is highly detailed and is above expectations in this regard.</p>	<p>Examples of similar projects lack some detail relative to project dollar value, contact person, and are below expectations in this regard.</p> <p>Organizational chart lacks detail relative to specific role on these projects and is below expectations in this regard.</p> <p>Volume of solar projects installed in the Tennessee Valley over the last three years is zero, does not demonstrate understanding of unique regulatory environment, and is below expectations in this regard.</p> <p>Project narrative lacks detail relative to how the proposer will minimize supply chain issues and is below expectations in this regard.</p> <p>Project narrative relative to operations and maintenance does not prioritize scheduling of outages and is below expectations in this regard.</p>

LightWave Solar	
Strengths	Weaknesses
<p>Organizational chart includes operations and maintenance personnel, is easy to read and comprehend, and is above expectations in this regard.</p> <p>Volume of solar projects installed in the Tennessee Valley over the last three years is significant, demonstrates elevated understanding of unique regulatory environment, and is significantly above expectations in this regard.</p> <p>Project narrative demonstrates adaptability/ingenuity relative to minimizing delays related to long lead time equipment and supply chain issues and is significantly above expectations in this regard.</p> <p>Project narrative relative to operations and maintenance emphasizes importance of inspection, testing, cleaning, and routine maintenance, and is above expectations in this regard.</p>	<p>Examples of similar projects lack detail relative to project dollar value, actual output, and are below expectations in this regard.</p> <p>Examples of similar projects are overly focused on ground mount, do not demonstrate prior experience with roof/canopy mounts, and are below expectations in this regard.</p> <p>Organizational chart lacks detail relative to previous experience on similar projects and is below expectations in this regard.</p> <p>Project narrative lacks detail relative to ensuring sufficient crew availability, integrating battery energy storage systems, financing, and is below expectations in this regard.</p> <p>Project narrative relative to operations and maintenance lacks detail for scheduling of outages and is below expectations in this regard.</p>

SunVest	
Strengths	Weaknesses
<p>Examples of similar projects demonstrate capacity to execute projects analogous in size to those detailed in Metro's feasibility study and are above expectations in this regard.</p> <p>Project narrative is detailed relative to tracking performance of solar arrays and environmental conditions via active monitoring center and is above expectations in this regard.</p> <p>Summary of challenges, risks, and opportunities for innovation are unique relative to the incorporation of meteorological and horticultural elements and are above expectations in this regard.</p>	<p>Proposal lacks attention to detail, is unformatted, unproofread, fails to present information in a coherent manner, and is significantly below expectations in this regard.</p> <p>Examples of similar projects lack detail relative to contact person, contact email address, brief descriptions of each project, and are below expectations in this regard.</p> <p>Organizational chart lacks cohesion relative to organizational structure and is below expectations in this regard.</p> <p>Volume of solar projects installed in the United States over each of the last three years is unclear and below expectations in this regard.</p> <p>Volume of solar projects installed in the Tennessee Valley over each of the last three years is unclear, does not demonstrate understanding of unique regulatory environment, and is below expectations in this regard.</p> <p>Experience modification rating lacks detail as to whom the rating applies and is below expectations in this regard.</p> <p>Project narrative lacks detail relative to coordination, communication, and scheduling of work, ensuring sufficient crew availability and installation capacity, integration of battery energy storage systems, and is significantly below expectations in this regard.</p> <p>Project narrative relative to operations and maintenance does not sufficiently address inspection, testing, cleaning, routine maintenance, scheduling of outages, and is significantly below expectations in this regard.</p> <p>Plan to address roof inspections lacks detail and is significantly below expectations in this regard.</p>