

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

**RFP TITLE:** Energy Savings Performance Contract (ESCO) – State of Texas – ESC Region 19 Allied States Cooperative

**RFP NUMBER:** 18-7302

**RFP OPENING DATE:** July 17, 2018

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

**FUNDING SOURCE:** Various

**RFP's ISSUED:** 430

**RESPONSES:** 5

**ADVERTISEMENT DATES:** El Paso Times: May 7, 2018 & May 14, 2018

**BOARD MEETING DATE:** October 18, 2018

**RECOMMENDED FOR AWARD** **ABM Building Services, LLC**  
**Johnson Controls, Inc.**  
**LocBit, Inc.**  
**NORESCO, LLC**

**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. Dylan CHP, LLC was not awarded as they could not meet Special Conditions listed in the original solicitation. 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 - ESC Region 19

Rebecca Hernandez – ESC Region 19

Debra Oropeza - ESC Region 19

## **Special Conditions**

1. This contract is for the state of Texas only.
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.

**Contact Information:**

**ABM Building Services, LLC**

John Yeats  
4221 Friedrich Lane, Suite 170  
Austin, Texas 78744  
P: (512) 918-2781

[John.Yeats@abm.com](mailto:John.Yeats@abm.com)

[HTTP://www.abm.com](http://www.abm.com)

[Company Information Link](#)

**Services Provided:** Energy Efficiency, HVAC Maintenance, Renewable Energy and Facility Management Outsourcing

**Johnson Controls, Inc.**

Rusty McLellan  
3021 W Bend Drive  
Irving, Texas 75063  
P: (225) 614-6360

[Rusty.W.McLellan@jci.com](mailto:Rusty.W.McLellan@jci.com)

[HTTP://www.jci.com](http://www.jci.com)

[Company Information Link](#)

**Services Provided:** Energy Auditing, Design and Engineering, Energy Construction Management, Energy Procurement of Equipment, Electrical and Plumbing, Lighting, Controls and HVAC Installation, Follow-up Monitoring

**LocBit, Inc.**

Tahnee Richison  
9750 Miramar Road, Suite 133  
San Diego, California 92126  
P: (619) 384-7107

[tahnee.richison@locbit.com](mailto:tahnee.richison@locbit.com)

<http://www.locbit.com>

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

**Services Provided:** Motion Detection Energy Savings, HVAC and Water Detection. As of 8/28/18 additional services to be energy auditing and analysis, design, energy remodeling, energy construction management, energy equipment sales, plumbing, electrical, lighting, project development, monitoring services, controls, motion detection, water detection, performance and savings management, and all post energy construction maintenance and support.

**NORESKO, LLC**

John Reece  
10607 Haddington Drive, Suite 100  
Houston, Texas 77043  
P: (682) 305-8129

[jreece@noresko.com](mailto:jreece@noresko.com)

[HTTP://www.noresko.com](http://www.noresko.com)

[Company Information Link](#)

**Services Provided:** Project Development, Energy Auditing/Analysis, Engineering and Design, Energy Modeling, Energy Construction, Performance Management/Savings Guarantee, Operations and Maintenance, Warranty, ASC Member/Staff Training and Post-Energy Construction Maintenance Support

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

Dr. Armando Aguirre – Executive Director  
Dr. Armando Aguirre – Executive Director  
Dr. Armando Aguirre – Executive Director  
Dr. Armando Aguirre – Executive Director

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

(August 21, 2018)  
(July 8, 2019)  
(June 3, 2020)  
(May 26, 2021)

