

STATE OF WASHINGTON
 DEPARTMENT OF ENTERPRISE SERVICES
 FACILITES PROFESSIONAL SERVICES
 ENERGY PROGRAM

ESCO SELECTION
 PHASE 2 SCORING SHEET

This Scoresheet Becomes Public Record

Rate each firm below using a integer numerical rating for each of the following categories: ESCO's Experience (8 pts); Mangement Approach (24 pts); Project Approach (20 pts); Program Requirements (10 pts); Savings and Equipment Performance Guarantees (18 pts); Computation of Baseline and Post Installation Energy Use (20 pts). A minimum score of 80 would be considered eligible for the Interview Phase. Firms must have a minimum of 400 points combined from the Panel to Interview.

Project Description ESCO Services	
Dates of Evaluation 4.17.23 - 4.26.23	Project Number 23-185
Name of Committee Member Summary Sheet	

FIRM	CRITERIA	ESCO's Experience (8 pts)	Management Approach (24 pts)	Project Approach (20 pts)	Program Requirements (10 pts)	Savings and Equipment Performance Guarantees (18 pts)	Computation of Baseline and Post Installation Energy Use (20 pts)	Total SCORE	
1. University Mechanical Contractors		31	103	87	39	71	77	408	YES
2. Apollo Solutions Group		31	105	88	45	77	80	426	YES
3. Sunset Air		31	97	77	39	71	80	395	NO
4. Ameresco		31	104	89	43	78	84	429	YES
5. MacDonald-Miller Facility Solutions		36	112	94	46	83	90	461	YES
6. Willdan		35	106	90	43	79	84	437	YES
7. McKinstry Essention		33	99	83	41	78	80	414	YES
8. ATS Integration		36	110	88	41	81	90	446	YES
9. Trane		35	106	83	36	76	75	411	YES
10. Integrity Energy Services		33	101	83	35	78	81	411	YES
11. Millig Design Build		35	107	86	40	82	89	439	YES

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Project Description ESCO Services	
Date Range of Evaluation 4.17.23 - 4.26.23	Project Number 23-185
Name of Committee Member Kirsten G Wilson, PE	

FIRM	CRITERIA	ESCO's Experience (8 pts)	Management Approach (24 pts)	Project Approach (20 pts)	Program Requirements (10 pts)	Savings and Equipment Performance Guarantees (18 pts)	Computation of Baseline and Post Installation Energy Use (20 pts)	Total SCORE
1. University Mechanical Contractors		6	20	18	8	12	16	80
2. Apollo Solutions Group		6	22	18	9	14	14	83
3. Sunset Air		5	19	16	7	13	17	77
4. Ameresco		6	20	18	8	14	17	83
5. MacDonald-Miller Facility Solutions		6	23	19	10	16	18	92
6. Willdan		8	22	19	8	16	16	89
7. McKinstry Essention		6	20	16	8	15	17	82
8. ATS Integration		6	21	17	8	14	18	84
9. Trane		6	20	17	7	15	16	81
10. Integrity Energy Services		6	20	16	7	16	17	82
11. Millig Design Build		7	23	18	8	17	18	91

Kirsten G Wilson

Panel Member's Signature

4.26.23

Date

STATE OF WASHINGTON
 DEPARTMENT OF GENERAL ADMINISTRATION
 FACILITES PROFESSIONAL SERVICES
 ENERGY PROGRAM

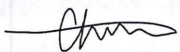
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Project Description ESCO Services	
Date Range of Evaluation 4.17.23 - 4.26.23	Project Number 23-185
Name of Committee Member Chris McCarthy	

FIRM	CRITERIA	ESCO's Experience (8 pts)	Management Approach (24 pts)	Project Approach (20 pts)	Program Requirements (10 pts)	Savings and Equipment Performance Guarantees (18 pts)	Computation of Baseline and Post Installation Energy Use (20 pts)	Total SCORE
1. University Mechanical Contractors		7	21	17	8	15	14	82
2. Apollo Solutions Group		7	22	16	9	16	16	86
3. Sunset Air		8	19	14	8	14	15	78
4. Ameresco		7	22	18	9	16	16	88
5. MacDonald-Miller Facility Solutions		7	22	18	9	17	18	91
6. Willdan		7	20	17	10	15	16	85
7. McKinstry Essention		8	20	16	8	16	16	84
8. ATS Integration		7	22	18	9	16	18	90
9. Trane		8	21	17	8	15	15	84
10. Integrity Energy Services		7	19	16	8	14	16	80
11. Millig Design Build		7	20	17	9	16	16	85



Apr 26, 2023

Panel Member's Signature

Date

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Project Description ESCO Services	
Date Range of Evaluation 4.17.23 - 4.26.23	Project Number 23-185
Name of Committee Member Steve Butros	

FIRM	CRITERIA	ESCO's Experience (8 pts)	Management Approach (24 pts)	Project Approach (20 pts)	Program Requirements (10 pts)	Savings and Equipment Performance Guarantees (18 pts)	Computation of Baseline and Post Installation Energy Use (20 pts)	Total SCORE
1. University Mechanical Contractors		6	20	18	7	14	16	81
2. Apollo Solutions Group		5	19	18	9	15	17	83
3. Sunset Air		7	20	16	8	15	15	81
4. Ameresco		5	20	18	9	17	17	86
5. MacDonald-Miller Facility Solutions		7	22	19	9	16	18	91
6. Willdan		7	22	18	9	16	18	90
7. McKinstry Essention		6	20	17	8	15	16	82
8. ATS Integration		8	23	18	9	17	18	93
9. Trane		8	23	16	6	15	13	81
10. Integrity Energy Services		7	21	17	7	16	15	83
11. Millig Design Build		8	22	18	8	17	19	92

Steve Butros

Apr 26, 2023

Panel Member's Signature

Date

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Project Description ESCO Services	
Date Range of Evaluation 4.17.23 - 4.26.23	Project Number 23-185
Name of Committee Member Bei Zhang	

FIRM	CRITERIA	ESCO's Experience (8 pts)	Management Approach (24 pts)	Project Approach (20 pts)	Program Requirements (10 pts)	Savings and Equipment Performance Guarantees (18 pts)	Computation of Baseline and Post Installation Energy Use (20 pts)	Total SCORE
1. University Mechanical Contractors		7	20	18	8	15	15	83
2. Apollo Solutions Group		7	20	18	9	15	17	86
3. Sunset Air		7	19	17	9	15	15	82
4. Ameresco		6	20	17	9	15	16	83
5. MacDonald-Miller Facility Solutions		8	21	18	9	16	16	88
6. Willdan		7	20	17	9	16	16	85
7. McKinstry Essention		7	19	17	9	16	15	83
8. ATS Integration		8	21	17	8	16	16	86
9. Trane		6	20	18	9	15	15	83
10. Integrity Energy Services		7	20	18	8	16	16	85
11. Millig Design Build		7	20	18	8	16	17	86

Bei Zhang

Apr 26, 2023

Panel Member's Signature

Date

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Project Description ESCO Services	
Date Range of Evaluation 4.17.23 - 4.26.23	Project Number 23-185
Name of Committee Member Ryan Sheehan	

FIRM	CRITERIA	ESCO's Experience (8 pts)	Management Approach (24 pts)	Project Approach (20 pts)	Program Requirements (10 pts)	Savings and Equipment Performance Guarantees (18 pts)	Computation of Baseline and Post Installation Energy Use (20 pts)	Total SCORE
1. University Mechanical Contractors		5	22	16	8	15	16	82
2. Apollo Solutions Group		6	22	18	9	17	16	88
3. Sunset Air		4	20	14	7	14	18	77
4. Ameresco		7	22	18	8	16	18	89
5. MacDonald-Miller Facility Solutions		8	24	20	9	18	20	99
6. Willdan		6	22	19	7	16	18	88
7. McKinstry Essention		6	20	17	8	16	16	83
8. ATS Integration		7	23	18	7	18	20	93
9. Trane		7	22	15	6	16	16	82
10. Integrity Energy Services		6	21	16	5	16	17	81
11. Millig Design Build		6	22	15	7	16	19	85

Ryan Sheehan
 Ryan Sheehan (Apr 26, 2023 14:52 PDT)

Apr 26, 2023

Panel Member's Signature

Date