



MONTANA DEPARTMENT OF ADMINISTRATION

Director's Office

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NOTICE OF INTENT TO AWARD

Solicitation Title/Event Name:

Solicitation Number:

Solicitation Close Date:

Notice of Intent to Award Post Date:

Issuing Contracts Officer contact information:

The State intends to award a contract to the apparent successful offeror(s) of the above-mentioned solicitation. The Notice of Intent to Award shall not be considered a binding commitment by the state.

Under the Montana Procurement Act, the State has made the relevant scoring matrix/bid tab for the above-mentioned solicitation available for public inspection. Comments from the public regarding the proposed award must be submitted to the Contracts Officer listed above within this 7-day notice period.

Apparent Successful Offeror(s)

Unsuccessful Offeror(s)

FMO-RFP-2026-0148AB
Comprehensive Energy & Water Evaluations
SCORE SUMMARY WORKSHEET

Evaluated RFP Section	Total Possible Points	Bureau Veritas Technical Assessments, LLC	Cushing Terrell	Iconergy, Ltd	Nelson Engineering, a Salas O'Brien Company	Tetra Tech, Inc
Provision of Services						
Methods/Work Plan	850	720	505	799	820	850
Timeline	350	335	50	320	350	250
Photographs	250	180	250	180	200	180
Company Profile & Experience		0	0	0	0	0
Years in Business	400	400	400	370	400	400
Relevant Experience	400	400	400	350	400	400
Relevant Past Projects	850	630	700	650	700	850
Minimum five (5) years' audit experience	Pass/Fail	P	P	P	P	P
Summary of Qualifications						
Professional Engineer (PE)	Pass/Fail	P	P	P	P	P
Certified Energy Manager (CEM) or Certified Energy Auditor (CEA)	500	500	500	500	500	500
Past use of NGB/Other Life Cycle Cost Analysis (LCCA) Spreadsheet						
LCCA Process	400	240	240	400	400	400
References						
References provided	Pass/Fail	P	P	F	P	P
Cost Proposal						
Total for three (3) years	1000	1000	485	377	358	293
Equal Pay for Montana Women						
Equal Pay for Montana Women. Offerors who agree and certify compliance to Executive Order No. 12-2016, Equal Pay for Montana Women, will receive a bonus of 5% of the total points available. Offerors who do not comply will not receive bonus points	250	250	250	250	250	250
Provision of Services + Offeror Qualifications	4000	3405	3045	3569	3770	3830
References	Pass/Fail	P	P	F	P	P
Cost Proposal	1000	1000	485	377	358	293
Subtotal	5000	4405	3530	3946	4128	4123
Equal Pay for MT Women	250	250	250	250	250	250
Total for all Categories	5250	4655	3780	4196	4378	4373

FMO-RFP-2026-0148AB

Comprehensive Energy & Water Evaluations

Individual Scoring Matrix

The evaluator/evaluation committee will review and evaluate the offers according to the following criteria based on a total number of 5,000 points.

Offeror (Company) Name: Bureau Veritas Technical Assessments LLC **Total Points Awarded: 4655**

Category	Possible Points	Points Awarded	Mandatory Justification Comments for Points Awarded
Provision of Services			
Methods/Work Plan	850	720	They didn't call out specific methods in this section; the methods were unorganized, but did go into some detail regarding the approach.
Timeline	350	335	They provided a potential timeline for the first year, which seems reasonable, and the future work meets the timeline, but was limited in length.
Photographs	250	180	They had clear detail and was legible, the sample energy report was thorough encapsulation, and no thermal imaging examples were provided.
Company Profile & Experience			
Years in Business	400	400	The literature states that the company started in 2016, although the committee members also found that they have been in business for close to 40 years, but no specific place stating how long they have been in business.
Relevant Experience	400	400	The team listed 27 years in the qualifications. The project list goes back to 2016.
Relevant Past Projects	850	630	They listed 3 past projects that were detailed; there were 2 relevant projects with the Air Force and the State Department. The project with the State Department did not appear to have done any audits, although they did provide audits for the Air Force; no details were provided.
Minimum five (5) years' audit experience	Pass/Fail	P	They have experience that goes back to 2016 and have provided 27 examples.
Summary of Qualifications			
Professional Engineer (PE)	Pass/Fail	P	They did have a licensed Professional Engineer on the team, including Dr. Champion.
Certified Energy Manager (CEM) or Certified Energy Auditor (CEA)	500	500	They provided and have four members of the team had Certified Energy Manager certifications.

Offeror (Company) Name: Bureau Veritas Technical Assessments LLC		Total Points Awarded: 4655	
Category	Possible Points	Points Awarded	Mandatory Justification Comments for Points Awarded
Past use of NGB/Other Life Cycle Cost Analysis (LCCA) Spreadsheet			
LCCA Process	400	240	Numerous mentions of lifecycle and energy savings, but it is not described as a process. They very briefly mentioned that the analysis will be conducted, but no other details; they didn't see any examples, but reported that they will use the forms.
References			
References provided	Pass/Fail	P	They provided 3 references.
Cost Proposal			
Total for three (3) years	1000	1000	
Equal Pay for Montana Women			
Equal Pay for Montana Women. Offerors who agree and certify compliance to Executive Order No. 12-2016, Equal Pay for Montana Women, will receive a bonus of 5% of the total points available. Offerors who do not comply will not receive bonus points	250	250	
Provision of Services + Offeror Qualifications	4000	3405	
References	Pass/Fail	P	
Cost Proposal	1000	1000	
Subtotal	5000	4405	
Equal Pay for MT Women	250	250	
Total for all Categories	5250	4655	

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Comprehensive Energy & Water Evaluations

Individual Scoring Matrix

The evaluator/evaluation committee will review and evaluate the offers according to the following criteria based on a total number of 5,000 points.

Offeror (Company) Name: Cushing Terrell			Total Points Awarded: 3780
Category	Possible Points	Points Awarded	Mandatory Justification Comments for Points Awarded
Provision of Services			
Methods/Work Plan	850	505	This seems reasonable, but would like more detail on the reporting and to address travel and lodging, etc. This was in the provision of services, but was a bare minimum section.
Timeline	350	50	They have an hourly breakdown of individual sites, but are not sure how helpful in the overall picture. They didn't provide a timeline, but the number of hours expected does not address driving or the ending of the report.
Photographs	250	250	They used general pictures and thermal imaging that were relevant.
Company Profile & Experience			
Years in Business	400	400	They were founded in 1938.
Relevant Experience	400	400	The resumes described they are qualified assessors but not an extensive product cited. They have relevant experience and most members of the audit team have 10+ years of experience.
Relevant Past Projects	850	700	They previously did the MTARNG audit and are the only experience doing this work for the military or guards; they provided a good list, and the DMA has significant experience.
Minimum five (5) years' audit experience	Pass/Fail	P	They have 5 years of audit experience, as detailed in the provided resumes.
Summary of Qualifications			
Professional Engineer (PE)	Pass/Fail	P	They have two professional engineers on staff.
Certified Energy Manager (CEM) or Certified Energy Auditor (CEA)	500	500	The operations team has one person with certifications.
Past use of NGB/Other Life Cycle Cost Analysis (LCCA) Spreadsheet			
LCCA Process	400	240	They mentioned using the LCCA in financial evaluation, and glancing mention in executive summary and other cost savings were mentioned, but no mention about the LCCA process.
References			
References provided	Pass/Fail	P	They gave 4 references.

Offeror (Company) Name: Cushing Terrell			Total Points Awarded: 3780
Category	Possible Points	Points Awarded	Mandatory Justification Comments for Points Awarded
Cost Proposal			
Total for three (3) years	1000	485	
Equal Pay for Montana Women			
Equal Pay for Montana Women. Offerors who agree and certify compliance to Executive Order No. 12-2016, Equal Pay for Montana Women, will receive a bonus of 5% of the total points available. Offerors who do not comply will not receive bonus points	250	250	
Provision of Services + Offeror Qualifications	4000	3405	
References	Pass/Fail	P	
Cost Proposal	1000	1000	
Subtotal	5000	4405	
Equal Pay for MT Women	250	250	
Total for all Categories	5250	4655	

FMO-RFP-2026-0148AB

Comprehensive Energy & Water Evaluations

Individual Scoring Matrix

The evaluator/evaluation committee will review and evaluate the offers according to the following criteria based on a total number of 5,000 points.

Offeror (Company) Name: Iconergy, Ltd.			Total Points Awarded: 4196
Category	Possible Points	Points Awarded	Mandatory Justification Comments for Points Awarded
Provision of Services			
Methods/Work Plan	850	799	They have a decent workplan laid out, it was detailed but no mention of travel or lodging. This was a good overview and scope breakout.
Timeline	350	320	They detailed and addressed 4 years of commitment. There is a 3-month assumption and milestone approximately to completion. They provided a general rough timeline, to show the audit process that takes 3-months a year but they did reference being available for the next 4-year cycle.
Photographs	250	180	The photos were excellent, but they didn't provide thermal imaging. There are examples of how the photos were labeled and were detailed.
Company Profile & Experience			
Years in Business	400	370	They have been in business since 2011. There were 10+ years in business.
Relevant Experience	400	350	They have lots of current and relevant experience, demonstrating significant experience in 15 cited projects. The team members each have 5-6 projects listed under experience, but are unclear on how long each project took.
Relevant Past Projects	850	650	They cited 15 projects, and they were of good quality. Only one energy audit for military or MTARNG; there are lots of relevant projects, and specifically, level 2 projects.
Minimum five (5) years' audit experience	Pass/Fail	P	They had certifications from the business department in Colorado, but have been doing energy audits for most of their business life. They have projects going back to 2010.
Summary of Qualifications			
Professional Engineer (PE)	Pass/Fail	P	Provided 3 Professional Engineers' resumes.
Certified Energy Manager (CEM) or Certified Energy Auditor (CEA)	500	500	They listed 3 employees with certifications.

Offeror (Company) Name: Iconergy, Ltd.			Total Points Awarded: 4196
Category	Possible Points	Points Awarded	Mandatory Justification Comments for Points Awarded
Past use of NGB/Other Life Cycle Cost Analysis (LCCA) Spreadsheet			
LCCA Process	400	400	They briefly stated "similar to the example provided" but no examples were provided. It was very detailed and mentions the LCCA and using it, they say they have specifically adapted agency templates. They specifically mention it and have provided a good description of the process.
References			
References provided	Pass/Fail	F	They only gave 2, even though 3 were requested. They were able to provide 2 additional references, if necessary.
Cost Proposal			
Total for three (3) years	1000	377	
Equal Pay for Montana Women			
Equal Pay for Montana Women. Offerors who agree and certify compliance to Executive Order No. 12-2016, Equal Pay for Montana Women, will receive a bonus of 5% of the total points available. Offerors who do not comply will not receive bonus points	250	250	
Provision of Services + Offeror Qualifications	4000	3405	
References	Pass/Fail	P	
Cost Proposal	1000	1000	
Subtotal	5000	4405	
Equal Pay for MT Women	250	250	
Total for all Categories	5250	4655	

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Comprehensive Energy & Water Evaluations

Individual Scoring Matrix

The evaluator/evaluation committee will review and evaluate the offers according to the following criteria based on a total number of 5,000 points.

Offeror (Company) Name: Nelson Engineering, a Salas O'Brien Company			Total Points Awarded: 4378
Category	Possible Points	Points Awarded	Mandatory Justification Comments for Points Awarded
Provision of Services			
Methods/Work Plan	850	820	They have a well-thought-out work plan that was very detailed, clear, and concise.
Timeline	350	350	They included a timeline for the whole 4-year period. They were very specific and addressed travel. This was comprehensive and quite good.
Photographs	250	200	The examples are clear with a good capture process and description of the process. They go into a little more detail on the photo section, but no reference to thermal imaging.
Company Profile & Experience			
Years in Business	400	400	They started doing this work in 1993, have been doing this for 33 years, but have been in business for over 50+ years.
Relevant Experience	400	400	They have multiple people on the team who have 15+ years of experience. They detailed the experience of multiple people, and mentioned they were one of the first audit energy companies in the 1970s.
Relevant Past Projects	850	700	They have 5 relevant past projects listed, which are relevant and detailed. They have plenty of audit experience from other industries and non-military clients, and are currently doing other work for the MTARNG, but it is not in the audit-guard experience.
Minimum five (5) years' audit experience	Pass/Fail	P	They have 5 or more years of audit experience.
Summary of Qualifications			
Professional Engineer (PE)	Pass/Fail	P	They have 2 Professional Engineers listed.
Certified Energy Manager (CEM) or Certified Energy Auditor (CEA)	500	500	They had 2 employees listed who have a CEM or CEA.

Offeror (Company) Name: Nelson Engineering, a Salas O'Brien Company		Total Points Awarded: 4378	
Category	Possible Points	Points Awarded	Mandatory Justification Comments for Points Awarded
Past use of NGB/Other Life Cycle Cost Analysis (LCCA) Spreadsheet			
LCCA Process	400	400	This was a good overview and specifically mentions it. They discuss the use of LCCAs, but no mention is made of having to do so for military or National Guard Bureaus; they have many tools and can adapt.
References			
References provided	Pass/Fail	P	They listed 5 references.
Cost Proposal			
Total for three (3) years	1000	358	
Equal Pay for Montana Women			
Equal Pay for Montana Women. Offerors who agree and certify compliance to Executive Order No. 12-2016, Equal Pay for Montana Women, will receive a bonus of 5% of the total points available. Offerors who do not comply will not receive bonus points	250	250	
Provision of Services + Offeror Qualifications	4000	3405	
References	Pass/Fail	P	
Cost Proposal	1000	1000	
Subtotal	5000	4405	
Equal Pay for MT Women	250	250	
Total for all Categories	5250	4655	

FMO-RFP-2026-0148AB			
Comprehensive Energy & Water Evaluations			
Individual Scoring Matrix			
The evaluator/evaluation committee will review and evaluate the offers according to the following criteria based on a total number of 5,000 points.			
Offeror (Company) Name: Tetra Tech			Total Points Awarded: 4373
Category	Possible Points	Points Awarded	Mandatory Justification Comments for Points Awarded
Provision of Services			
Methods/Work Plan	850	850	This was an extensive, well-thought-out, and detailed work plan.
Timeline	350	250	This was detailed and multi-faceted, with a yearly breakout and annual breakdown. The proposed timeline is set for 3-years, and is detailed and reasonable.
Photographs	250	180	The example photograph section was provided, but no thermal imaging examples were provided. They were clear and appropriate.
Company Profile & Experience			
Years in Business	400	400	They were founded in 1966, with 60 years of business experience.
Relevant Experience	400	400	They have 25+ years of energy auditing, the project manager has 17 years of experience and has worked for the military and National Guard Bureau. This was detailed.
Relevant Past Projects	850	850	They completed energy audits for 7 National Guard Bureaus and multiple military entities. These were detailed and relevant projects. They were plain and had highly similar scopes of work.
Minimum five (5) years' audit experience	Pass/Fail	P	They have been doing energy audits since 2007.
Summary of Qualifications			
Professional Engineer (PE)	Pass/Fail	P	They cited 1 Professional Engineer on staff.
Certified Energy Manager (CEM) or Certified Energy Auditor (CEA)	500	500	They have multiple people on the team with CEM certifications, who were listed.
Past use of NGB/Other Life Cycle Cost Analysis (LCCA) Spreadsheet			
LCCA Process	400	400	They state they "will use the LCCA process utilized by ARG," they mentioned specifically in an 8-point description, and claim to have utilized the template for other states.
References			
References provided	Pass/Fail	P	They were provided.
Cost Proposal			
Total for three (3) years	1000	293	

Offeror (Company) Name: Tetra Tech		Total Points Awarded: 4373	
Category	Possible Points	Points Awarded	Mandatory Justification Comments for Points Awarded
Equal Pay for Montana Women			
Equal Pay for Montana Women. Offerors who agree and certify compliance to Executive Order No. 12-2016, Equal Pay for Montana Women, will receive a bonus of 5% of the total points available. Offerors who do not comply will not receive bonus points	250	250	
Provision of Services + Offeror Qualifications	4000	3405	
References	Pass/Fail	P	
Cost Proposal	1000	1000	
Subtotal	5000	4405	
Equal Pay for MT Women	250	250	
Total for all Categories	5250	4655	

FMO-RFP-2026-0148AB
Comprehensive Energy & Water Evaluations

SCORING GUIDE

In awarding points to the evaluation criteria, the evaluator/evaluation committee will consider the following guidelines:

Superior Response (95-100%): A superior response is an exceptional reply that completely and comprehensively meets all of the requirements of the RFP. In addition, the response may cover areas not originally addressed within the RFP and/or include additional information and recommendations that would prove both valuable and beneficial to the agency.

Good Response (75-94%): A good response clearly meets all the requirements of the RFP and demonstrates in an unambiguous and concise manner a thorough knowledge and understanding of the project, with no deficiencies noted.

Fair Response (60-74%): A fair response minimally meets most requirements set forth in the RFP. The offeror demonstrates some ability to comply with guidelines and requirements of the project, but knowledge of the subject matter is limited.

Failed Response (59% or less): A failed response does not meet the requirements set forth in the RFP. The offeror has not demonstrated sufficient knowledge of the subject matter.

Score	100	250	350	400	500	850	1000
Superior (95-100%)	94 - 100	235 - 250	329 - 350	376 - 400	470 - 500	799 - 850	940 - 1000
Good (75-94%)	74 - 94	185 - 235	259 - 329	296 - 376	370 - 470	629 - 799	740 - 940
Fair (60-74%)	59 - 74	147.5 - 185	206.5 - 259	236 - 296	295 - 370	501.5 - 629	590 - 740
Failed (0-59%)	0 - 59	0 - 147.5	0 - 206.5	0 - 236	0 - 295	0 - 501.5	0 - 590

**FMO-RFP-2026-0148AB
Comprehensive Energy & Water Evaluations**

Cost Worksheet

Lowest overall cost receives the maximum allotted points. All other proposals receive a percentage of the points available based on their cost relationship to the lowest. Example: Total possible points for cost are 300. Offeror A's cost is \$20,000. Offeror B's cost is \$30,000. Offeror A would receive 300 points. Offeror B would receive 200 points ($\$20,000/\$30,000 = 67\% \times 300 \text{ points} = 200$).

Cost				
Points Available	1000			
Lowest Cost	\$114,670.00			
Vendor Name	Proposed Cost	Points Earned		Notes:
Bureau Veritas Technical Assessments, LLC	\$114,670.00	1000.0		
Cushing Terrell	\$236,280.00	485.3		
Iconergy, Ltd	\$303,920.00	377.3		
Nelson Engineering a Salas O'Brien Company	\$320,122.89	358.2		
Tetra Tech, Inc	\$391,093.00	293.2		