

EVALUATION CRITERIA SCORE SHEET

RFP No. 22-500610 Clean Energy Transportation Transition Plan (Annual Contract With 3 Options to Renew)

Criteria	<i>SOUTHFACE ENERGY INSTITUTE, INC.</i>
Technical Approach	<ul style="list-style-type: none"> • Detailed work plan with tools such as the Energy Insight Algorithm (EIA) to achieve the target goals for 2025, 2035, 2045 and 2050. • Industry leader • Local presence • Submitted very detailed information providing procedures and responsibilities.
Project Management	<ul style="list-style-type: none"> • Satisfactory deliverables and work schedule
Organizational Qualifications	<ul style="list-style-type: none"> • Local with office location is within 100-mile radius • Has lots stakeholder and community engagement. • Has partnerships with GAHBA, CBEEO, ABBC, City of Atlanta, Athens, Fulton County, City of Decatur and several public agencies. • Would have liked to see more experience with vehicle procurement strategy.
Financials	<ul style="list-style-type: none"> • Financial Summary by Bob Atkins, County Treasurer: <ul style="list-style-type: none"> - Small firm; financials are okay - Started in 2002; around a “long” time. - Minor Concerns: <ul style="list-style-type: none"> ○ Much of cash/equity is restricted ○ At this point, are their 2021 financials completed? • Provided Financial docs of independent auditor reports 2017 - 2020 and subcontractor documents

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Personnel	<ul style="list-style-type: none"> • Satisfactory personnel for prime and subcontractors • 4 Subcontractors: <ol style="list-style-type: none"> 1. IB Environmental (<i>LSBE-MSA Certified</i>) 2. Energetics 3. Clean Cities Georgia 4. Cherry Street Energy • Satisfied all requirements; provided resumes, background and qualifications of all personnel on the project team
References	<ul style="list-style-type: none"> • Favorable reference reports received for both Prime and 4-Subs. • Minor complaint reported as staff turnover (per Reliability and Quality of Service categories) • Letters of Recommendation received from Fulton County and City of Decatur
LSBE	<ul style="list-style-type: none"> • Meets LSBE Participation 20% Subcontractor LSBE-MSA-certified Sub 'IB Environmental'
Cost	<p>Total Extended Price: \$250,000</p> <p>(= Firm Fixed monthly fee for 12 months: \$20,833.34)</p>
Interview	<ul style="list-style-type: none"> • Eval. Committee deemed not required. Most familiar with Southface satisfactory services.