# EVALUATION AND AWARD CRITERIA:

## EVALUATION CRITERIA: EVALUATION PROCESS: 100 points THIS PROCESS IS USED IN ORDER TO GET TO THE COMPANIES THAT ARE INVITED IN TO BE INTERVIEWED. THIS WILL BE A PANEL EVALUATION.

**40 points**

The references presented in regard to relevant Energy and water savings projects and how they relate to our request

# 20 points

Personnel and staffing and their skills and similar experience and ability to respond

# 40 points

Approach to the project, suggested ECMS, potential for savings, calculations of savings, process for measurement and verification and funding

**AWARD:** Selection shall be made of two or more offerors deemed to be fully qualified and best suited among those submitting proposals on the basis of the evaluation factors included in the Request for Proposals, including price, if so stated in the Request for Proposals. Negotiations shall be conducted with the offerors so selected. Price shall be considered but need not be the sole determining factor. After negotiations have been conducted with each offeror so selected, the agency shall select the offeror which, in its opinion, has made the best proposal, and shall award the contract to that offeror. The Commonwealth may cancel this Request for Proposals or reject proposals at any time prior to an award and is not required to furnish a statement of the reasons why a particular proposal was not deemed to be the most advantageous (*Code of Virginia,* § 2.2-4359D). Should the Commonwealth determine in writing and in its sole discretion that only one offeror is fully qualified, or that one offeror is clearly more highly qualified than the others under consideration, a contract may be negotiated and awarded to that offeror. The award document will be a contract incorporating by reference all the requirements, terms and conditions of the solicitation and the contractor’s proposal as negotiated.