



**STATE OF MAINE
DEPARTMENT OF DEFENSE,
VETERANS AND EMERGENCY
MANAGEMENT**

**Brigadier General Diane L.
Dunn,
Commissioner**

**Janet T. Mills
Governor**

July 14, 2025

Ms. Sylvia Braley, Office Manager/Bookkeeper
XL Mechanical & Energy Management Services
572 Odlin Road
Bangor, ME 04401

**SUBJECT: Notice of Conditional Contract Award under RFP # 202503045,
HVAC & Plumbing/Preventive Maintenance & Emergency Repair**

Dear Ms. Braley:

This letter is in regard to the subject Request for Proposals (RFP), issued by the State of Maine Department of Defense, Veterans and Emergency Management for HVAC & Plumbing/Preventive Maintenance & Emergency Repair. The Department has evaluated the proposals received using the evaluation criteria identified in the RFP, and the Department is hereby announcing its conditional contract award to the following bidder:

- XL Mechanical & Energy Management Services

The bidder listed above received the evaluation team's highest ranking. The Department will be contacting the aforementioned bidder soon to negotiate a contract. As provided in the RFP, the Notice of Conditional Contract Award is subject to execution of a written contract and, as a result, this Notice does NOT constitute the formation of a contract between the Department and the apparent successful vendor. The vendor shall not acquire any legal or equitable rights relative to the contract services until a contract containing terms and conditions acceptable to the Department is executed. The Department further reserves the right to cancel this Notice of Conditional Contract Award at any time prior to the execution of a written contract.

As stated in the RFP, following announcement of this award decision, all submissions in response to the RFP are considered public records available for public inspection pursuant to the State of Maine Freedom of Access Act (FOAA). 1 M.R.S. §§ 401 et seq.; 5 M.R.S. § 1825-B (6).

This award decision is conditioned upon final approval by the State Procurement Review Committee and the successful negotiation of a contract. A Statement of Appeal Rights has been provided with this letter; see below.

Thank you for your interest in doing business with the State of Maine.

Sincerely,

A handwritten signature in black ink that reads "Sara Thompson". The signature is written in a cursive, flowing style.

Sara Thompson, Procurement Manager

STATEMENT OF APPEAL RIGHTS

Any person aggrieved by an award decision may request an appeal hearing. The request must be made to the Director of the Bureau of General Services, in writing, within 15 days of notification of the contract award as provided in 5 M.R.S. § 1825-E (2) and the Rules of the Department of Administrative and Financial Services, Bureau of General Services, Office of State Procurement Services [formerly the Division of Purchases], Chapter 120, § (2) (2).

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

RFP #: 202503045

RFP TITLE: HVAC Plumbing/Preventive Maintenance & Emergency Repair

BIDDER: XL Mechanical & Energy Management Services

DATE: July 2, 2025

SUMMARY PAGE

Department Name: Department of Defense, Veterans & Emergency Repair

Name of RFP Coordinator: Sara Thompson

Names of Evaluators: William VanWickler, Kenneth Merrifield, and Mark Turmelle

<u>Pass/Fail Criteria</u>	<u>Pass</u>	<u>Fail</u>
Section I. Preliminary Information (Eligibility)		
• Technicians Requirements	Pass	
•		
•		
<u>Scoring Sections</u>	<u>Points Available</u>	<u>Points Awarded</u>
Section II. Organization Qualifications and Experience	35	XX
Section III. Proposed Services	20	XX
Section IV. Cost Proposal	45	XX
<u>Total Points</u>	<u>100</u>	<u>XX</u>

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BIDDER: XL Mechanical & Energy Management Services

DATE: July 2, 2025

**OVERVIEW OF SECTION I
Preliminary Information**

Section I. Preliminary Information

Evaluation Team Comments:

Only one bid was received in response to this RFP. XL Mechanical is our current vendor for this service, they are very familiar with our facilities and equipment, and we currently have a good working relationship with them.

**STATE OF MAINE
TEAM CONSENSUS EVALUATION NOTES**

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DATE: July 2, 2025

**EVALUATION OF SECTION II
Organization Qualifications and Experience**

	<u>Points Availabl e</u>	<u>Points Awarde d</u>
Section II. Organization Qualifications and Experience	35	XX

Evaluation Team Comments:

- I. Overview of the Organization
 - Licenses and certificates for various trades were included.
 - Vendor has been involved in Building Automation and Control Industry since 2004.
 - Premier provider of Open and Non-proprietary Tridium based Building Automation and Control Systems in New England.
 - Honeywell Webs dealer since 2008 and in 2014 achieved Honeywell ACI dealer status. – only one in Maine, New Hampshire and Vermont area.
 - Only Siemens Talon Distributor in Northern New England.
 - Daikin Authorized Service Provider since 2008.
- II. Subcontractors
 - Will use subcontractors for plumbing. Will work with the Department's Building Control Supervisor to make sure he gives approval for the plumbers that will do the work. The choice of plumber will vary depending on location.
- III. Organizational Chart
 - A complete organizational chart was provided by the vendor.
- IV. Financial Viability
 - Information was provided.
- V. Certificate of Insurances
 - An insurance certificate was provided.

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**EVALUATION OF SECTION III
Proposed Services**

	<u>Points Availabl e</u>	<u>Points Awarde d</u>
Section III. Proposed Services	20	XX

Evaluation Team Comments:

It was clear that the vendor read and understood the requirements of the RFP. They listed our regular hours and what our premium hours. They will provide labor commensurate with the work requested, more qualified help may be provided, however the rate billed will reflect the task. They have a list of suppliers whose inventory includes replacement parts for components in the systems listed in the RFP.

They will provide a copy of the PM Report(s) with the invoice and will supply all the necessary records that were requested in the RFP.

The bidder covered how they would handle preventive maintenance, emergency repairs, what equipment is included, parts and complete replacement. They are aware that they will need to work with the Department's Assistant Superintendent of Buildings to determine the course of action that will need to be taken when any issues come up and the need to coordinate services.

The proposal listed the Technicians that they have available to work with the Department. They understand that the people who work at our facilities will need to pass a background check.

Based on the information included in the proposal and the Department's dealing with the bidder, the reviewers feel that the vendor understands the needs of the Department and that they have the staff and ability to adequately do the work listed in the RFP. In our dealings with them under the current contract they can do the work that needs to be done and get the work done in a timely manner. They have staff available to meet the needs of the current contract and we feel that they will be able to continue to do the work in a timely manner and that the work will be done correctly.

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**EVALUATION OF SECTION IV
Cost Proposal**

Lowest Submitted Cost Proposal	,	Cost Proposal Being Scored	x	Score Weight	=	Score
1,684,165.30	,	1,684,165.30	x	45 points	=	

Evaluation Team Comments:

This price covers 5 years.



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AGREEMENT AND DISCLOSURE STATEMENT
RFP #: 202503045

RFP TITLE: HVAC & Plumbing/Preventive Maintenance & Emergency Repair

I, William VanWickler accept the offer to become a member of the Request for Proposals (RFP) Evaluation Team for the State of Maine Department of Defense, Veterans & Emergency Management. I do hereby accept the terms set forth in this agreement AND hereby disclose any affiliation or relationship I may have in connection with a bidder who has submitted a proposal to this RFP.

Neither I nor any member of my immediate family have a personal or financial interest, direct or indirect, in the bidders whose proposals I will be reviewing. "Interest" may include, but is not limited to: current or former ownership in the bidder's company; current or former Board membership; current or former employment with the bidder; current or former personal contractual relationship with the bidder (example: paid consultant); and/or current or former relationship to a bidder's official which could reasonably be construed to constitute a conflict of interest (personal relationships may be perceived by the public as a potential conflict of interest).

I have not advised, consulted with or assisted any bidder in the preparation of any proposal submitted in response to this RFP nor have I submitted a letter of support or similar endorsement.

I understand and agree that the evaluation process is to be conducted in an impartial manner without bias or prejudice. In this regard, I hereby certify that, to the best of my knowledge, there are no circumstances that would reasonably support a good faith charge of bias. I further understand that in the event a good faith charge of bias is made, it will rest with me to decide whether I should be disqualified from participation in the evaluation process.

I agree to hold confidential all information related to the contents of Requests for Proposals presented during the review process until such time as the Department formally releases the award decision notices for public distribution.

Signature

Date



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AGREEMENT AND DISCLOSURE STATEMENT
RFP #: 202503045

RFP TITLE: HVAC & Plumbing/Preventive Maintenance & Emergency Repair

I, Kenneth Merrifield accept the offer to become a member of the Request for Proposals (RFP) Evaluation Team for the State of Maine Department of Defense, Veterans & Emergency Management. I do hereby accept the terms set forth in this agreement AND hereby disclose any affiliation or relationship I may have in connection with a bidder who has submitted a proposal to this RFP.

Neither I nor any member of my immediate family have a personal or financial interest, direct or indirect, in the bidders whose proposals I will be reviewing. "Interest" may include, but is not limited to: current or former ownership in the bidder's company; current or former Board membership; current or former employment with the bidder; current or former personal contractual relationship with the bidder (example: paid consultant); and/or current or former relationship to a bidder's official which could reasonably be construed to constitute a conflict of interest (personal relationships may be perceived by the public as a potential conflict of interest).

I have not advised, consulted with or assisted any bidder in the preparation of any proposal submitted in response to this RFP nor have I submitted a letter of support or similar endorsement.

I understand and agree that the evaluation process is to be conducted in an impartial manner without bias or prejudice. In this regard, I hereby certify that, to the best of my knowledge, there are no circumstances that would reasonably support a good faith charge of bias. I further understand that in the event a good faith charge of bias is made, it will rest with me to decide whether I should be disqualified from participation in the evaluation process.

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Kenneth Merrifield
Signature

July 2025
Date



Janet T. Mills
Governor

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MANAGEMENT**

Brigadier General Diane L.
Dunn,
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AGREEMENT AND DISCLOSURE STATEMENT

RFP #: 202503045

RFP TITLE: HVAC & Plumbing/Preventive Maintenance & Emergency Repair

I, Mark Turmelle accept the offer to become a member of the Request for Proposals (RFP) Evaluation Team for the State of Maine Department of Defense, Veterans & Emergency Management. I do hereby accept the terms set forth in this agreement AND hereby disclose any affiliation or relationship I may have in connection with a bidder who has submitted a proposal to this RFP.

Neither I nor any member of my immediate family have a personal or financial interest, direct or indirect, in the bidders whose proposals I will be reviewing. "Interest" may include, but is not limited to: current or former ownership in the bidder's company; current or former Board membership; current or former employment with the bidder; current or former personal contractual relationship with the bidder (example: paid consultant); and/or current or former relationship to a bidder's official which could reasonably be construed to constitute a conflict of interest (personal relationships may be perceived by the public as a potential conflict of interest).

I have not advised, consulted with or assisted any bidder in the preparation of any proposal submitted in response to this RFP nor have I submitted a letter of support or similar endorsement.

I understand and agree that the evaluation process is to be conducted in an impartial manner without bias or prejudice. In this regard, I hereby certify that, to the best of my knowledge, there are no circumstances that would reasonably support a good faith charge of bias. I further understand that in the event a good faith charge of bias is made, it will rest with me to decide whether I should be disqualified from participation in the evaluation process.

I agree to hold confidential all information related to the contents of Requests for Proposals presented during the review process until such time as the Department formally releases the award decision notices for public distribution.

DocuSigned by:
Mark Turmelle
Signature

30 June 2025

Date