



# Response

11/10/2021

*Architect:*

*Consulting Engineer:*

*General Contractor:*

*Mechanical Contractor:*

*ATC/BAS Contractor:*



**BUILDING AUTOMATION - BUILDING ANALYTICS - ENERGY MANAGEMENT  
ENERGY SERVICES - SECURITY**



**Engineered Services, Inc | Southern Region**  
**2101 N Hamilton St**  
Richmond, VA 23230  
Phone: 804-285-8000 | Fax: 804-282-6740  
[www.engineeredservices.com](http://www.engineeredservices.com)

**Virginia Military Institute**  
Lexington, Virginia 24450-0304

REQUEST FOR QUALIFICATIONS

RFP# V211-19-074-04

Issue Date: 13 October 2021

Title: On-Demand Construction, Renovation and Repair Services  
SET-ASIDE FOR SBSO Certified SWaM VENDORS ONLY

Due Date: 11 November, 2021 at 2:00 PM EST (mailed or hand delivered to VMI Procurement Services)

Commodity Code: 91200 – Construction Services, General

Issuing Agency: Virginia Military Institute  
Procurement Services  
330 Parade Avenue  
Smith Hall, Room 314  
Lexington, VA 24450

Period of Contract: Date of Award through 31 December 2022 (Annually Renewable Thereafter for one, one-year renewal). Contractors not initially awarded a contract through this solicitation may submit proposals annually after public solicitation following the prescribed method for submission found herein.

Proposals should be mailed or hand delivered to Virginia Military Institute, Procurement Services, 330 Parade Avenue, Smith Hall – Room 314, Lexington, VA 24450.

IDENTIFICATION OF BID ENVELOPE: The signed bid should be returned in a separate envelope or package, sealed and identified as instructed in Section IX, paragraph H. The envelope should be addressed as directed in the heading of this Page of the solicitation. No other correspondence or other bids should be placed in the envelope.

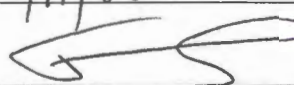
All Inquiries for Information Should Be Directed To: MAJ Lynn Carmack, VMI Procurement Services at [carmacklw@vmi.edu](mailto:carmacklw@vmi.edu). The Understanding of Requirement Form (Attachment A) must be used for questions concerning specifications or statements of needs.

In Compliance With This Request For Proposal And To All The Conditions Imposed Therein And Hereby Incorporated By Reference, The Undersigned Offers And Agrees To Furnish The Goods/Services In Accordance With The Attached Signed Proposal Or As Mutually Agreed Upon By Subsequent Negotiation.

Name and Address Of Firm:

Engineered Services, Inc  
2101 N HAMILTON ST  
Richmond VA Zip Code: 23230

Date: 11/11/2021

By: 

Name: JEFF WILLIAMS (Signature in Ink)

Title: ACCOUNT EXECUTIVE (Please Print)

EVA Vendor ID or DUNS number E5898

Phone: (804) 285 8000

E-mail: jwilliams@engineeredservices.com Fax: (804) 282 6740

Note: This public body does not discriminate against faith-based organizations in accordance with the Code of Virginia, § 2.2-4343.1 or against a bidder or offeror because of race, religion, color, sex, national origin, age, disability, sexual orientation, gender identity, political affiliation, or veteran status or any other basis prohibited by state law relating to discrimination in employment.

DUNS 057950057

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# RFQ Response/Qualifications and Experience

11/10/2021

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ENERGY SERVICES • SECURITY**



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**2101 N Hamilton St**  
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ORIGINAL

2101 North Hamilton Street  
Richmond, VA 23230  
Phone 804.285.8000  
DCJS #No. 11-3077



**VMI PROJECT #V211-19-074-04**

**About Engineered Services, Inc.**



**ON-DEMAND CONSTRUCTION**  
**Rolling Enrollment**



### Who is ESI?

Engineered Services, Inc. established in 1972, has grown to specialize in the more exacting varieties of Building Automation Systems and Services such as digital facility automation, access control, systems integration, graphical user interfaces, design build projects and much more.

ESI operates with a fully equipped, factory trained staff of over 72 people serving thousands of customers in the District of Columbia, Maryland and Virginia. ESI has facilities in Sterling Virginia, and Richmond Virginia. Our technicians live and work throughout our service area. We can be onsite quickly to fix your problem anywhere in our coverage area.

ESI is lucky enough to have great employees. We are in a technical business and the skills and background of our employees has meant value to our customers. To this end, we have a robust and continuous training programs in the areas of new products, skill refreshers, and safety. We also provide customer service skills, and Microsoft Office productivity training company wide.

ESI represents two premier products; Schneider Electric Controls and Delta Controls in the region. We are also Tridium Qualified, and a Belimo Platinum Dealer.

In the building-controls market, an evolution is taking place. Industry-wide standards are being adopted from industry best practices and a new breed of controls contractors, the Master Systems Integrator (MSI), is emerging. Device-level manufacturers and software-based applications allow their products to talk with other products from other manufacturers without the need for custom design, re-engineering, or closed tool-sets. In the same way as computers have evolved from proprietary solutions into open systems, so control systems are evolving into open systems that are made to work by the MSI.

As an MSI, ESI offers a host of system-specific knowledge, with deep understanding of HVAC controls, lighting controls, or energy monitoring in any number of combinations.

ESI works with many clients who rely on us to provide building automation systems for their mission critical facilities. Data Center clients include Terramark, and QTS Data Centers. Government clients include Fairfax County Schools, and Freddie Mac. Hospital/medical clients include Sentara, Novant, Innova, Shady Grove Adventist Hospital and Virginia Commonwealth University Health Systems.

We have also provided systems for mission critical facilities for landline and cellular telecom companies. These clients include Verizon, Verizon Wireless, and AT&T Mobility.

Please take a moment to review the three attached project profiles that highlight our experiences and capabilities that we believe relate to the project that is the subject of this RFQ.

43670 Trade Center Place  
Suite 100  
Sterling, VA 20166  
Phone 703.471.6310

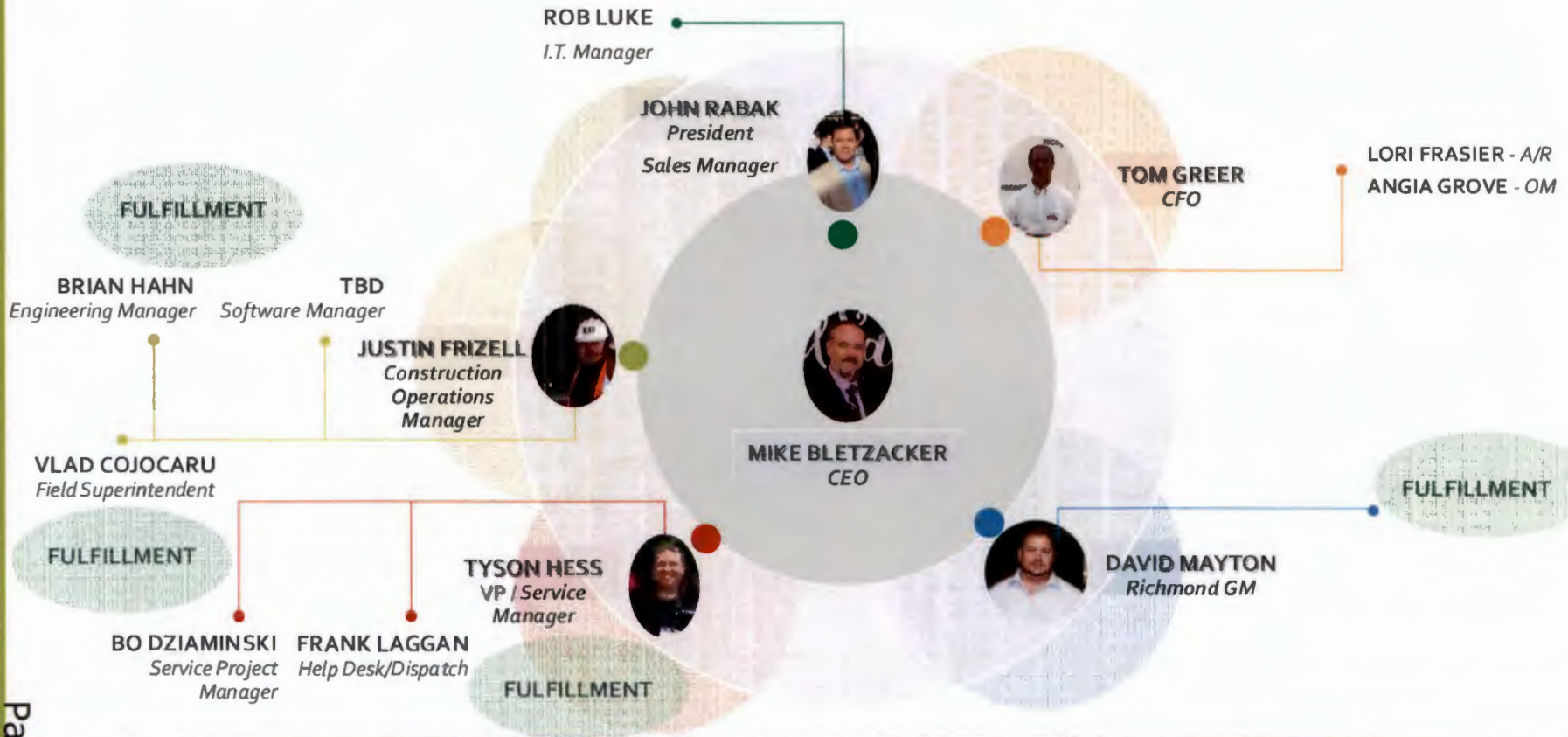


2101 North Hamilton Street  
Richmond, VA 23230  
Phone 804.285.8000  
DCIS #No. 11-3077

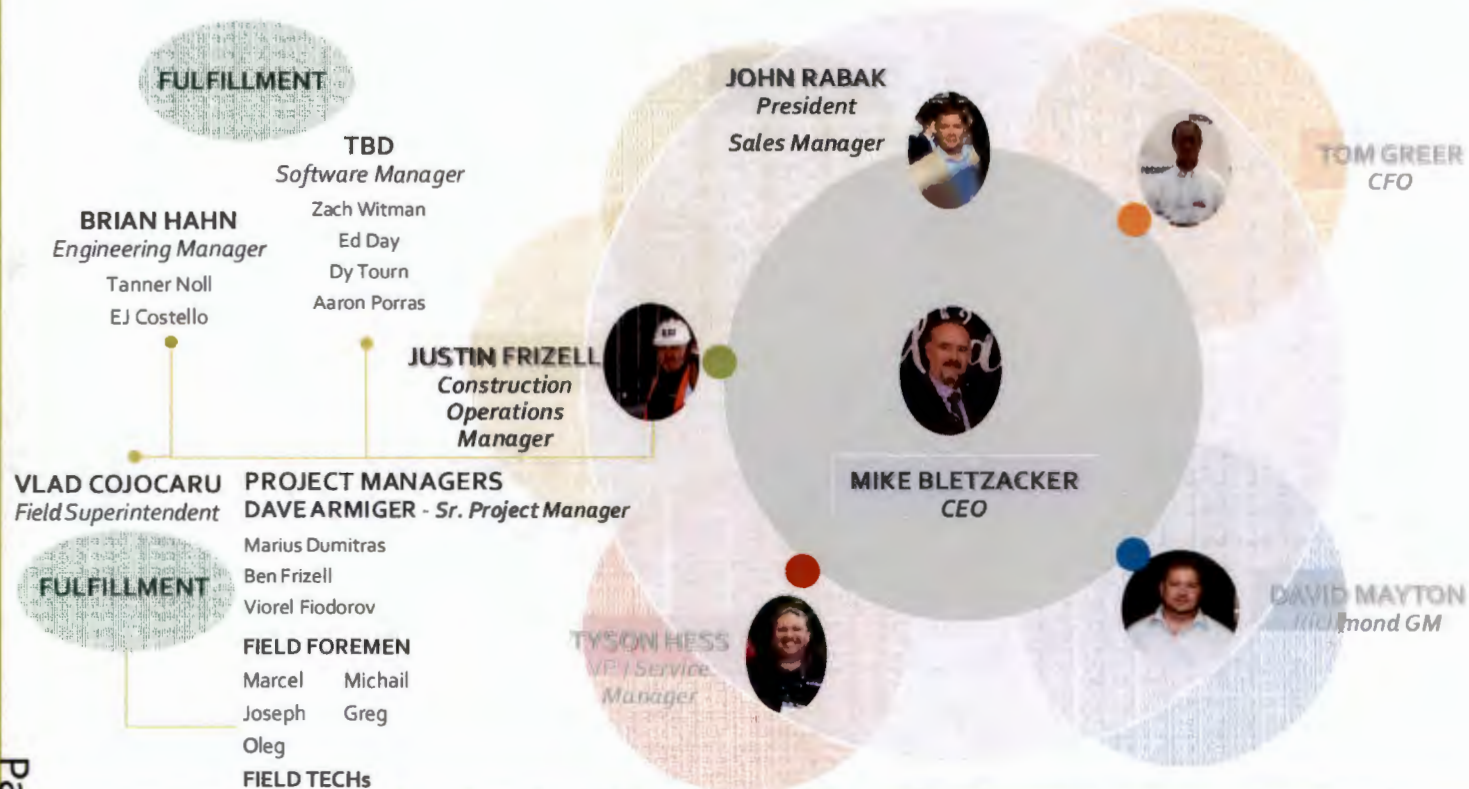
ESI can provide and service Tridium based solutions using Tridium, Schneider Electric, Delta Controls, and Belimo products.



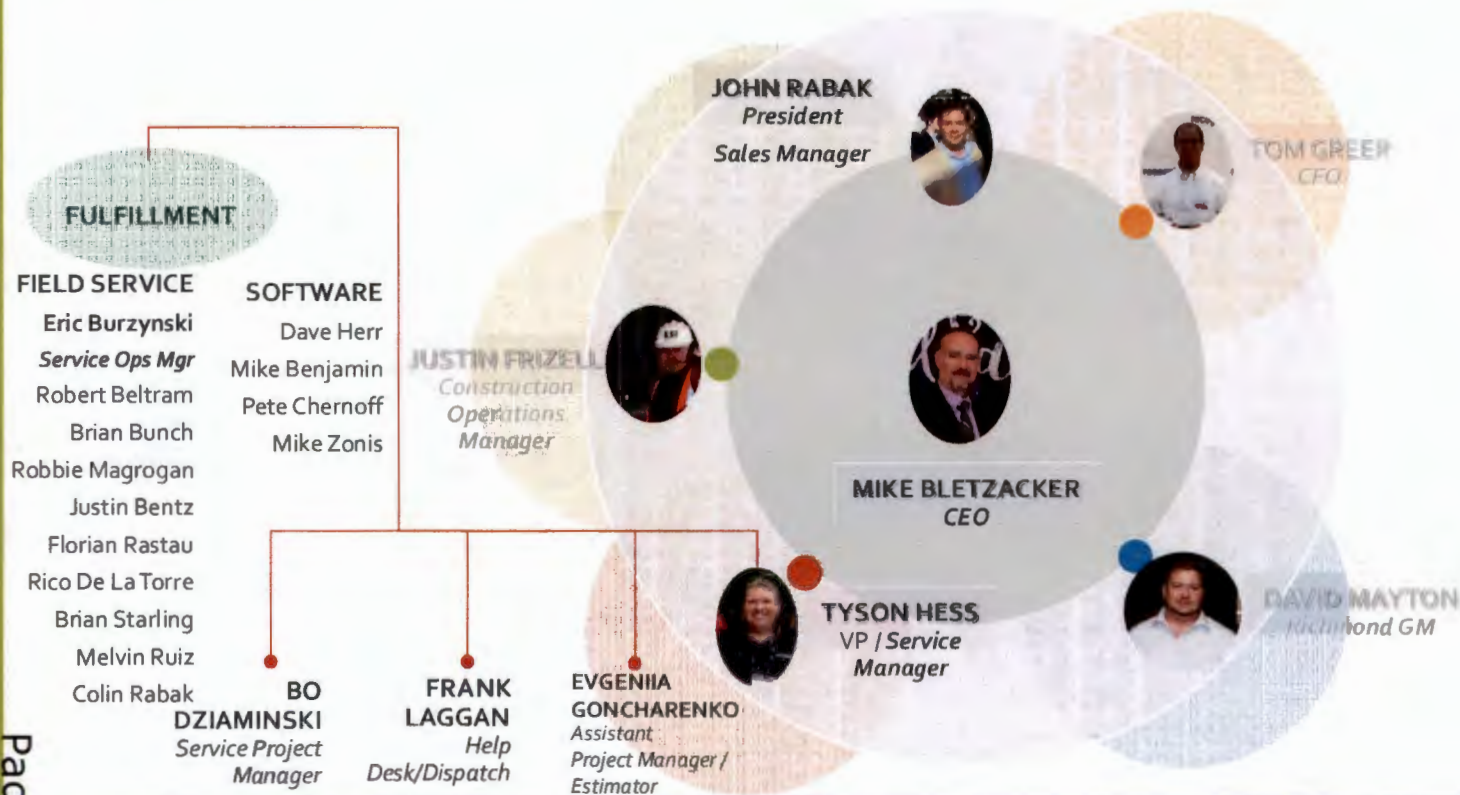
# Organization Chart



# Organization Chart Construction Dept

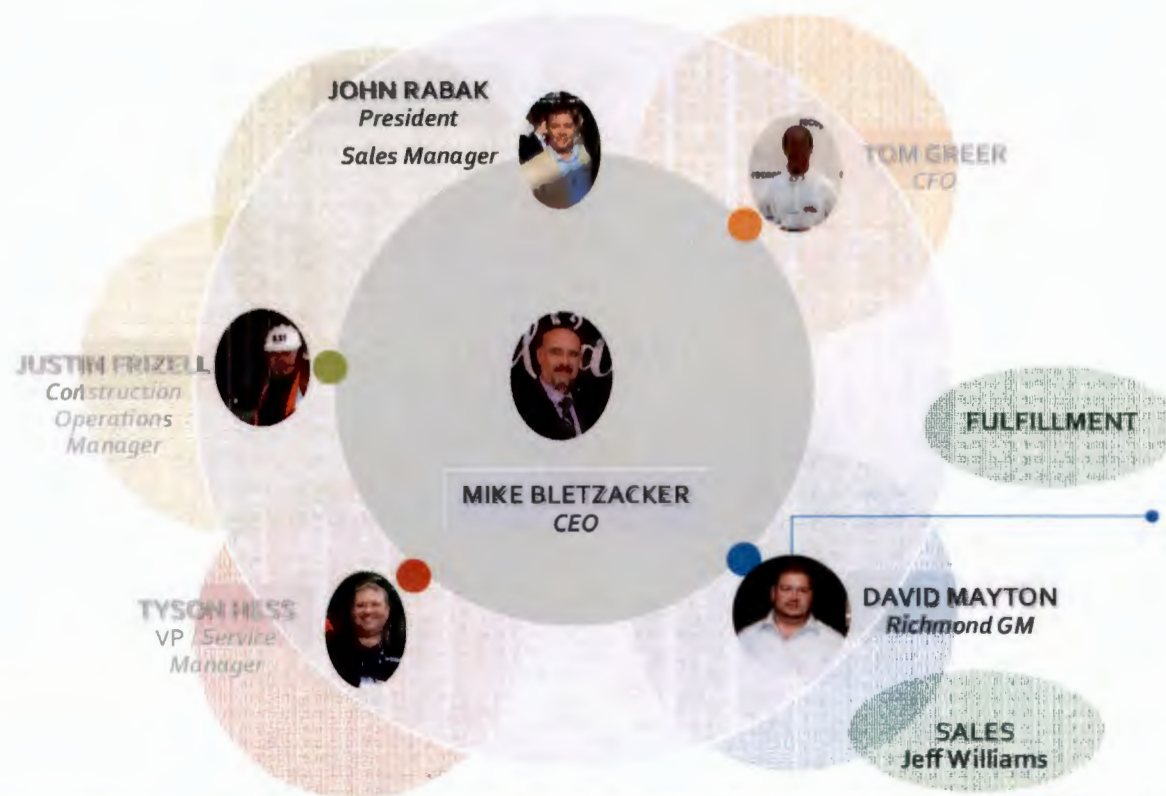


# Organization Chart Service Dept





# Organization Chart Richmond Office



# Organization Chart Admin Dept



# Organization Chart Sales

## SALES TEAM

### Sterling Office

Jim Bergren – Account Manager

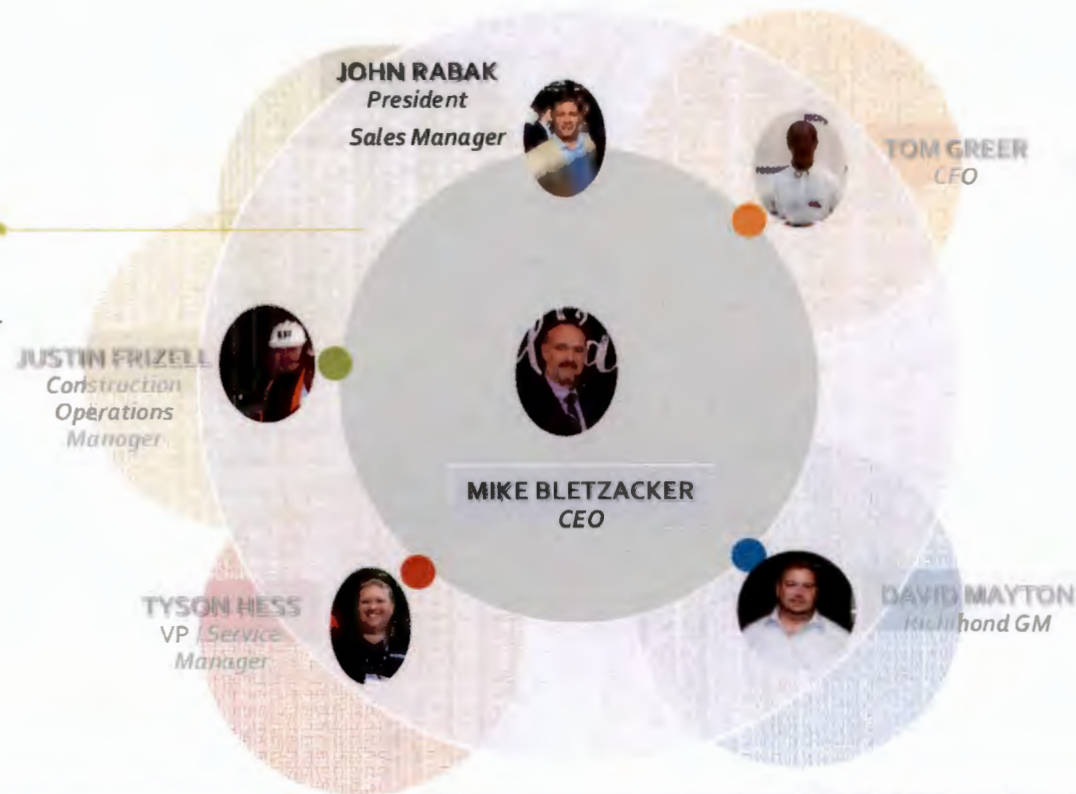
Will Billinger – Account Manager

Rebecca Price – Account Manager

Cristian Frandes – Estimator

### Richmond Office

Jeff Williams – Sr. Account Manager





# RFQ Response/Plan for Providing Services

11/10/2021

*Architect:*

*Consulting Engineer:*

*General Contractor:*

*Mechanical Contractor:*

*ATC/BAS Contractor:*



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**VMI PROJECT #V211-19-074-04**

## **Plan for Providing Services**



**ON-DEMAND CONSTRUCTION**  
**Rolling Enrollment**

### **Plan for Providing Services**

For projects at VMI, project management would originate out of Engineered Services Richmond Office. Engineering for the project could occur using staff from either our Richmond or Sterling Offices, but would be managed directly by the Richmond office.

Unlike other controls contractors, ESI employ's programming specialists to perform the bulk of our DDC programming, rather than leaving the task individual field technicians. Although all of our field technicians are capable of providing this programming, the use of specialists allows us to ensure that we can maintain high standards for the performance of our programming, as well as maintain consistency from project to project. This practice also allows us to load the programs into the controllers at our offices for initial testing. We have found that this type of process shortens the on-site install timeline as well as allows for a smoother commissioning process. ESI encourages owners to either witness or participate in this testing if they desire, to ensure the implemented control systems meet or exceed their expectations.

Much like engineering, our programming would be executed using staff from either our Richmond or Sterling Offices, but would be managed directly by the Richmond office.

For installation of our control systems ESI uses two methods. The first method would be self-performed installs, where ESI personnel only are used for the complete install. The second method involves the use of electrical subcontractors under our direct supervision.

ESI has extensive experience contributing to and participating in BIM modelling processes if BIM model participation is desired or required on a project.

ESI prides itself on our complete and easily accessible as built data and O&M documentation for our projects.

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## RFQ Response/SWaM

11/10/2021

*Architect:*

*Consulting Engineer:*

*General Contractor:*

*Mechanical Contractor:*

*ATC/BAS Contractor:*



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**VMI PROJECT #V211-19-074-04**

**SWaM Certification**



**ON-DEMAND CONSTRUCTION**  
**Rolling Enrollment**

ORIGINAL



*COMMONWEALTH of VIRGINIA*  
*Department of Small Business and Supplier Diversity*

Company Name: Engineered Services, Inc.  
Certification Number: 663487  
Small Certification Start Date: Mar 11, 2020  
SWaM Certification Expiration Date: Mar 11, 2025

Dear Applicant,

We are pleased to inform you that your request for certification has been approved. Your company has been approved for the following designations:

Small

Your certification is valid for a term of five years from the date of your approval; re-certification is required at the end of that term.

You may log into your account to download a copy of your company's SWaM certificate as well as the SWaM-certified logo to use on marketing materials.

You will see your company listed as a certified vendor in our directory at <https://www.sbsd.virginia.gov/directory/>

It is very important that you keep your contact information up to date. Submit your changes electronically by logging into your account and updating the necessary information.

To do business with the Commonwealth of Virginia, you need to register your company with the eVA system, the state's online procurement system at <https://eva.virginia.gov>. All state solicitations are conducted on this site.

To check Procurement and Business Opportunities with state agencies, local governments, and others, please visit: <https://m.vendor.eprocipdc.com/Vendor/public/AllOpportunities>

If you need assistance to operate your business, please visit this site: <http://www.bos.virginia.gov/running.shtml>

Sincerely,

Virginia Department of Small Business and Supplier Diversity  
Certification Team

ORIGINAL

## RFQ Response/References

11/10/2021

*Architect:*

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**VMI PROJECT #V211-19-074-04**

## **Reference Projects**



**ON-DEMAND CONSTRUCTION**  
**Rolling Enrollment**



## Reference Projects

### **QTS Data Centers Sandston VA Facility:**

Installed new control system (upgraded from PLC) for buildout of major leased datacenter (Approximately 400,000 sgft.) 2015-2016.

- Unique mechanical plant design.
- Fast turnaround project timeline.
- Redundant controllers for major systems.
- Data collection and report generation for PUE calculations.



Migrated controls of central chilled water (10,000 Tons) and heating plants from PLC based control to DDC in 2017.

- Redundant controllers.
- Prime contractor for project that also included piping and chiller manufacturer control panel upgrades.
- Maintained plant operational throughout the conversion to DDC and upgrades to piping and chillers.

Contact: Tim Price Critical Environment Technician Manager ([Timothy.Price@Qtsdatacenters.com](mailto:Timothy.Price@Qtsdatacenters.com))

### **Freddie Mac:**



ESI in the final stages of upgrading the BAS from multiple generations of proprietary controls to a modern SE BACnet system across seven facilities in the DC metro area. This upgrade has encompassed nearly 2000 controllers, while maintaining the Freddie Mac facilities operational. Six facilities are commercial office space with mission critical facilities. The other facility is primarily used as a data center.

Contact: John Becker ([john\\_becker@FreddieMac.com](mailto:john_becker@FreddieMac.com))



**VCU Health Main Campus:**



ESI boasts a long relationship with VCUHS Hospital. The Main Hospital was originally an sx-8000 project, which was later upgraded to Continuum. Other projects include the North Hospital Building, Critical care Hospital, 16-story Bed Tower expansion, Children's Hospital of Richmond Pavilion, and the new Adult Out Patient Facility being constructed now. New projects include the new 12-story Children's Pavilion, and the complete renovation of 20 operating room suites and supporting space. We currently have approximately 2000 controllers installed and in use on the main campus.

VCU health is currently migrating from the older Andover Continuum System to the Schneider Electric EcoStruxure for Building Operations, and is using Schneider Electric EcoStruxure for Building Operation for new projects. ESI has also integrated and/or migrated several proprietary systems from other manufacturers during the almost 30 years that we have worked with VCU Health (Formerly MCV). During that time, we maintained the continuous level of service support that a world class hospital demands.

*Contact: Larry Shirts (larry.shirts@vcuhealth.org)*

**Roanoke County Public Schools**

ESI has also had a long relationship with Roanoke County Public Schools. Starting in 2006 ESI implemented a county wide Energy Management Control System for all their facilities based upon the BACnet open protocol. ESI has recently established a service relationship with the school system to help in maintain the county wide control system.



*Contact: Jeffrey Meacham jmeacham@rcps.us*

# RFQ Response/Financial Stability

11/10/2021

*Architect:*

*Consulting Engineer:*

*General Contractor:*

*Mechanical Contractor:*

*ATC/BAS Contractor:*



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2020 ORIGINAL

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**VMI PROJECT #V211-19-074-04**

## **Financial Statements**



**ON-DEMAND CONSTRUCTION  
Rolling Enrollment**

# RFQ Response/Geographic Location

11/10/2021

*Architect:*

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**VMI PROJECT #V211-19-074-04**

## **Geographic Locations**



**ON-DEMAND CONSTRUCTION**  
**Rolling Enrollment**

43670 Trade Center Place  
Suite 100  
Sterling, VA 20166  
Phone 703.471.6310



2101 North Hamilton Street  
Richmond, VA 23230  
Phone 804.285.8000  
DCIS #No. 11-3077

### **Office Locations**

ESI has two main office locations. We provide Building Automation System installation, maintenance, and integration services for the entire state of Virginia, and the DC metro area.

**The Sterling Virginia** office is located at 43670 Trade Center Place.

**The Richmond Virginia** office is located at 2101 N Hamilton Street.

We have technicians located in geographically diverse areas across the state.

ORIGINAL

# Attachments

11/10/2021

*Architect:*

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*General Contractor:*

*Mechanical Contractor:*

*ATC/BAS Contractor:*



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ATTACHMENT B

RFP# V211-119-074-04

## CONFLICT OF INTEREST STATEMENT

Ensure that the solicitation is thoroughly read and completed. Complete, sign and return the information requested below with your proposal. FAILURE TO FURNISH THIS DATA MAY RESULT IN REJECTING YOUR PROPOSAL.

NAME: Engineered Services Inc  
 ADDRESS: 2101 N Hamilton St  
 CITY/STATE: RICHMOND VA  
 TELEPHONE NUMBER: 804 285 8000  
 FEDERAL ID NUMBER (FIN): 54-2013322

THE ABOVE FIRM IS A: (CHECK, AS APPLICABLE)

- |  |   |
|--|---|
| <input checked="" type="checkbox"/> SMALL BUSINESS | <input type="checkbox"/> INDIVIDUAL BUSINESS    |
| <input type="checkbox"/> WOMAN-OWNED BUSINESS      | <input type="checkbox"/> SOLE PROPRIETORSHIP    |
| <input type="checkbox"/> MINORITY-OWNED BUSINESS   | <input type="checkbox"/> PARTNERSHIP            |
| <input type="checkbox"/> SHELTERED WORKSHOP        | <input checked="" type="checkbox"/> CORPORATION |

RELATIONSHIP WITH THE COLLEGE OF VIRGINIA:

IS ANY MEMBER OF THE FIRM AN EMPLOYEE OF THE COMMONWEALTH OF VIRGINIA WHO HAS A PERSONAL INTEREST IN THIS CONTRACT PURSUANT TO THE CODE OF VIRGINIA, SECTION 2.1-639.1-639.24? ☐ YES ☒ NO

IF YES, EXPLAIN:

\_\_\_\_\_  
SIGNATURE OF OFFEROR

\_\_\_\_\_  
DATE

Please tell us how you received this solicitation:

☐ It was mailed to you directly.

☒ You requested a copy through the Virginia Business Opportunities.

☐ You obtained a copy from the Virginia Department of Minority Business Enterprise.

☐ Other (please specify) \_\_\_\_\_.

## Small Business Certification

## Definitions

Small Business: "Small business " means an independently owned and operated business which, together with affiliates, has 250 or fewer employees, or average annual gross receipts of \$10 million or less averaged over the previous three years. Note: This shall not exclude SBSD-certified women- and minority-owned businesses when they have received SBSD small business certification.

Women-Owned Business: Women-owned business means a business concern that is at least 51% owned by one or more women who are citizens of the United States or non-citizens who are in full compliance with United States immigration law, or in the case of a corporation, partnership or limited liability company or other entity, at least 51% of the equity ownership interest is owned by one or more women who are citizens of the United States or non-citizens who are in full compliance with United States immigration law, and both the management and daily business operations are controlled by one or more women who are citizens of the United States or non-citizens who are in full compliance with the United States immigration law.

Minority-Owned Business: Minority-owned business means a business concern that is at least 51% owned by one or more minority individuals or in the case of a corporation, partnership or limited liability company or other entity, at least 51% of the equity ownership interest in the corporation, partnership, or limited liability company or other entity is owned by one or more minority individuals and both the management and daily business operations are controlled by one or more minority individuals.

All small businesses must be certified by the Commonwealth of Virginia Department of Small Business and Supplier Diversity (SBSD) by the due date of the solicitation to participate in the SWaM program. Certification applications are available online at [www.sbsd.virginia.gov](http://www.sbsd.virginia.gov).

Offeror Name: Engineered Services, Inc.

Preparer Name: JEFF WILLIAMS

Date: 11/11/21

## Instructions

- A. Businesses certified by the Department of Small Business and Supplier Diversity (SBSD) as a small business must complete Section A of this form.

## Section A

CERTIFICATION TYPE (check only one below):

☒ Small Business

☐ Small and Women-owned Business

☐ Small and Minority-owned Business

Certification number: 663487 Certification Date: 11 MARCH 2020  
Expiration Date: \_\_\_\_\_

NOTE: It is your responsibility to ensure that your certification is renewed and does not lapse. Should your certification expire, you will no longer be eligible to receive awards under this contract.



43670 Trade Center Place  
Suite 100  
Sterling, VA 20166  
Phone 703.471.6310



2101 North Hamilton Street  
Richmond, VA 23230  
Phone 804.285.8000  
DCJS #No. 11-3077

11/11/2021

**Certification of Compliance**

In accordance with Governor Northam's *Executive Directive #18 (ED #18)* I do hereby certify that all *covered employees* of Engineered Services Inc. and subcontractors have disclosed vaccination status to Engineered Services, Inc. and that those said employees who work on site or perform public-facing services are either fully vaccinated\*, or, will wear face coverings, maintain social distancing, and adhere to all VMI operational and safety protocols while working on-site at VMI or engaged in-person with the public.

CONTRACTOR:

By:

A handwritten signature in black ink, appearing to be 'Jeff Williams', written over a horizontal line.

11/11/21

Name: Jeff Williams

Title: Account Executive

ATTEST:

A handwritten signature in black ink, appearing to be 'Joseph Arctonault', written in a cursive style.

11/11/21

COVID testing is NOT required.

(\*received all doses of an FDA or WHO approved vaccination series)

As a reminder, [information to obtain vaccinations](#)  
may be found at [www.vaccines.gov](http://www.vaccines.gov).

## VMI CONTRACTOR / VENDOR STANDARDS OF CONDUCT

The contractor shall be responsible for controlling employee conduct, for assuring that its employees are not boisterous or rude, and are not engaging in any destructive or criminal activity.

Foul language of any kind will not be tolerated. Engaging in verbal or physical behavior that causes distress to cadets, faculty, staff and/or employees will result in immediate removal from the job site.

All employees of the contractor and subcontractors shall wear uniforms or other appropriate Institute approved attire at all times to designate their affiliation with the contractor.

Brandishing a firearm, whether threatening or non-threatening, will result in immediate removal from the job site.


Contractor's employees who appear to be under the influence of alcohol or other substance shall not be permitted on VMI property.

Contractor's employees shall not use VMI owned equipment without the distinct permission of the Director of Physical Plant or Director of Construction or their designees. This equipment includes but is not limited to telephones and computers, hand tools and operable equipment.

The contractor is also responsible for insuring that its employees do not disturb papers on desks, or open desk drawers, cabinets or briefcases, or use the Institute equipment and the like, except as authorized in the preceding paragraph.

Smoking is not permitted on Post or at other VMI owned property except in designated areas as indicated by **General Order 45**. Tobacco use in VMI-owned or leased buildings, covered walkways, temporary enclosed structures, trailers, and tents as well as structures placed on state-owned property by contractors or vendors is prohibited. Tobacco use in VMI provided vehicles is prohibited. Outside smoking or tobacco use will not be permitted within 50 feet of building entrances or exits. Smoking will not be permitted in outside areas identified as hazardous areas.

Agreed to by:


 SIGNATURE  
 PRINTED NAME  
 ENGINEERED SERVICES INC COMPANY  
 11/11/21 DATE

# COMMONWEALTH of VIRGINIA

Department of Professional and Occupational Regulation

9960 Mayland Drive, Suite 400, Richmond, VA 23233

Telephone: (804) 367-8500

**EXPIRES ON**

**12-31-2022**

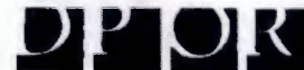
**NUMBER**

**2701015404**

**BOARD FOR CONTRACTORS  
CLASS A CONTRACTOR  
\*CLASSIFICATIONS\* ELE GFC HVA**



**ENGINEERED SERVICES INC  
43670 TRADE CENTER PLACE  
SUITE 100  
STERLING, VA 20166**



  
Mary Brock-Vaughan, Director

Status can be verified at <http://www.dpor.virginia.gov>

(SEE REVERSE SIDE FOR PRIVILEGES AND INSTRUCTIONS)

DPOR-LIC (02/2017)