



METROPOLITAN GOVERNMENT OF NASHVILLE AND DAVIDSON COUNTY

4/21/2021 | 9:51 AM CDT

Wayne Haley
thyssenkrupp Elevator Corporation
520 Interstate Blvd S
Nashville, TN 37210

Re: **RFQ # 97164, Elevator, Escalator, Lifts Maintenance, Repair and Related Services**

Dear Mr. Haley:

The Metropolitan Government of Nashville and Davidson County (Metro) has completed the evaluation of submitted solicitation offer(s) to the above RFQ # 97164 for Elevator, Escalator, Lifts Maintenance, Repair and Related Services. This letter hereby notifies you of Metro's intent to award to thyssenkrupp Elevator Corporation, contingent upon successful contract negotiations. Please provide a certificate of Insurance indicating all applicable coverages within 15 business days of the receipt of this letter.

Depending on the file sizes, the responses to the procurement solicitation and supporting award documentation can be made available either by email, CD for pickup, or in person for inspection. If you desire to receive or review the documentation or have any questions, please contact Scott Ferguson by email at scott.ferguson@nashville.gov Monday through Friday between 8:30am and 3:30pm.

Thank you for participating in Metro's competitive procurement process.

Sincerely,

Michelle A. Hernandez Lane

Michelle A. Hernandez Lane
Purchasing Agent

cc: Solicitation File
Other Offerors

Pursuant to M.C.L. 4.36.010 Authority to resolve protested solicitations and awards.

A. Right to Protest. Any actual or prospective bidder, offeror or contractor who is aggrieved in connection with the solicitation or award of a contract may protest to the Purchasing Agent. The protest shall be submitted in writing within ten (10) days after such aggrieved person knows or should have known of the facts giving rise thereto.

Procurement Division

730 Second Avenue South, Suite 112
P.O. Box 196300
Nashville, Tennessee 37219-6300

www.Nashville.gov
Phone: 615-862-6180
Fax: 615-862-6179

| RFQ# 87164 Elevator, Escalator Lifts Maintenance , Repair and Related Services | | | | |
|--|-----------------------|--------------|---------------------------|-----------------------------------|
| Evaluation Criteria | Otis Elevator Company | KONE Inc | United Elevators Services | thyssenkrupp Elevator Corporation |
| Round 1 | | | | |
| Licensing Requirements | Yes | Yes | Yes | Yes |
| Background Check Acceptance | Yes | Yes | Yes | Yes |
| Solicitation Acceptance | Yes | Yes | Yes | Yes |
| Contract Acceptance | Yes | Yes | Contract Exceptions | Yes |
| ISA Questionnaire Completed and Terms Accepted | Yes | Yes | Yes | Yes |
| Qualifications and Experience (35 Points) | 25 | 32 | 24 | 35 |
| Service and Delivery (25 Points) | 18 | 18 | 17 | 25 |
| Cost Criteria (40 Points) | 40.00 | 37.17 | 31.47 | 28.72 |
| Totals | 83.00 | 87.17 | 72.47 | 88.72 |

Strengths & Weaknesses

Otis Elevator Company

Strengths: Firm provided a brief history of their company.

Weaknesses: Firm's organizational chart lacked detail regarding number of technicians. Firm's resumes did not adequately demonstrate alignment with projects similar to this RFP. Firm's project list containing [3 to 5] projects completed by your company that best represents a similar scope did not demonstrate your ability to problem solve and deliver creative solutions and lacked details. Firm's ability to deliver the services sought under this solicitation (include prior experience, training, certifications, resources, program and quality management systems, etc.). Firm's proposal did not include applicable documentation that demonstrated the firm's understanding of the scope of service and associated requirements. Firm did not provide detailed information on the company's strategy for providing services as related to the following: Emergency Services and Warranty.

KONE Inc

Strengths: Firm provided a detailed organizational chart of their company. Firm provided a detailed project list containing 3- 5 projects completed by their company that best represents a similar scope and similar to this scope that included all the requested information regarding each project. Firm described company's Experience in providing similar services to Public Sector. Firm provided complete resumes of the proposed contacts for this RFQ, as well as contact information for the main point of contact, including references to projects similar to the project defined in this RFQ. Firm's proposal did include applicable documentation that demonstrated the firm's understanding of the scope of service and associated requirements. Firm provided detailed information on the company's strategy for providing services as related to the following: Warranty.

Weaknesses: Firm's ability to deliver the services sought under this solicitation (include prior experience, training, certifications, resources, program and quality management systems, etc.) regarding the procedures surrounding the clean up of fluids. Firm's resumes did not adequately demonstrate alignment with projects similar to this RFP. Firm did not provide detailed information on the company's strategy for providing services as related to the following: Repair Services.

United Elevator Services

Strengths: Firm provided a brief history of their company.

Weaknesses: Firm did not provide an organizational chart of their company. Firm's list of 3-5 projects lacked details such as costs and issues or aspects that would demonstrate their ability to problem solve and deliver creative solutions. Firm's 3-5 projects did not represent similar scope to this project. Firm's responses the "Service Delivery" section of Evaluation Criteria did not address any of the information requested. Firm did not describe their company's Experience in providing similar services to Public Sector. Firm did not describe their ability to deliver the services sought under this solicitation (include prior experience, training, certifications, resources, program and quality management systems, etc.). Firm's proposal did not include applicable documentation that demonstrated the firm's understanding of the scope of service and associated requirements. Firm did not provide detailed information on the company's strategy for providing services as related to the following: Emergency Services.

thyssenkrupp Elevator Corporation

Strengths: Firm provided a complete history of their company (and all sub-contractors), including number of years in business. Firm provided a complete organization chart of their company. Firm provided complete resumes of the proposed contacts for this RFQ, as well as contact information for the main point of contact, including references to projects similar to the project defined in this RFQ. Firm provided a detailed project list containing of 5 projects completed by their company that best represents a similar scope and similar to this scope that included all the requested information regarding each project. Firm described company's Experience in providing similar services to Public Sector. Firm demonstrated ability to deliver the services sought under this solicitation (include prior experience, training, certifications, resources, program and quality management systems, etc.). Firm demonstrated an understanding of the scope of service and associated requirements. Firm detailed information on company's strategy for providing services as related to the following: Emergency Services, Repair Services, Delivery Services and Warranty.

Weaknesses:

| Solicitation Title & Number | | | RFP Cost Points | RFP SBE/SDV Points | Total Cost Points |
|---|------------------|------------------------------|-----------------|--------------------|-------------------|
| Elevator, Escalator, Lifts Maintenance, Repair and Related Services; RFQ# 99164 | | | 40 | 0 | 40 |
| Offeror's Name | Total Bid Amount | SBE/SDV Participation Amount | RFP Cost Points | RFP SBE/SDV Points | Total Cost Points |
| KONE Inc | \$6,475,680.40 | \$0.00 | 37.17 | 0.00 | 37.17 |
| Otis Elevator Company | \$6,017,079.04 | \$0.00 | 40.00 | 0.00 | 40.00 |
| thyssenkrup Elevator Corporation | \$8,380,522.16 | \$0.00 | 28.72 | 0.00 | 28.72 |
| United Elevator Services | \$7,648,647.07 | \$0.00 | 31.47 | 0.00 | 31.47 |