



METROPOLITAN GOVERNMENT OF NASHVILLE AND DAVIDSON COUNTY

6/2/2021 | 9:15 AM CDT

Donna Tolleson
ACT Security, Inc
P.O. Box 40431
Nashville, TN 37204

Re: **RFQ # 106257, Central Monitoring Services for Security and Fire Alarms**

Dear Mrs. Tolleson:

The Metropolitan Government of Nashville and Davidson County (Metro) has completed the evaluation of submitted solicitation offer(s) to the above RFQ # 106257 for Central Monitoring Services for Security and Fire Alarms. This letter hereby notifies you of Metro's intent to award to ACT Security, Inc, 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.

If the Equal Business Opportunity (EBO) Program requirements were a part of this solicitation, the awardee must forward a signed copy of the "Letter of Intent to Perform as Subcontractor/Subconsultant/Supplier/Joint Venture" for any minority/women-owned business enterprises included in the response to the Business Assistance Office within two business days from this notification.

Additionally, the awardee will be required to submit evidence of participation of and contractor's payment to all Small, Minority, and Women Owned Businesses participation in any resultant contract. This evidence shall be submitted monthly and include copies of subcontracts or purchase orders, the Prime Contractor's Application for Payment, or invoices, and cancelled checks or other supporting payment documents. Should you have any questions concerning this requirement, please contact Cierra Rowe, BAO Representative, at (615) 862-6136 or at cierra.rowe@nashville.gov.

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 Brad Wall by email at brad.wall@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 #106257 - Central Monitoring Services for Security and Fire Alarms

	ACT Security, Inc	ADT Commercial, LLC
Contract Acceptance	Accepted contract without exceptions	Offeror proposed contract exceptions
Cost (40 points)	30.62	32.00
Qualifications and Experience (30 Points)	29.00	20.00
Service and Delivery (30 Points)	25.00	21.00
Total (100 Points)	84.62	73.00

ACT Security, Inc

Strengths - The offeror's reference projects were of similar size and scope as to what Metro is seeking to procure in the resulting contract. The offeror did a good job describing what they will do and the order of their services after taking over monitoring of existing alarm systems. The offeror provided a detailed process on how they will perform initial testing to ensure the fire panels are communicating correctly at the monitoring station.

Weaknesses - The offeror failed to provide the dates when services were provided on their reference projects. The offeror's demonstration of their ability to deliver the goods and/or services being sought under this solicitation were addressed mostly in the qualifications and experience section and not in the service and delivery section as requested. The offeror's proposed Central Station(s) where alarm monitoring will be performed were listed in the qualifications and experience section and not in the service and delivery section as requested. The offeror didn't specifically identify the proposed personnel who will be performing on-site networking and Central Station monitoring duties.

ADT Commercial, LLC

Strengths - The offeror's reference projects were of similar size and scope as to what Metro is seeking to procure in the resulting contract.

Weaknesses - The offeror failed to provide current copies/documentation to demonstrate their firm is properly licensed. The offeror failed to provide documentation to demonstrate their firm's status as a UL (Underwriters Laboratory) listed central station monitoring alarm station. The offeror failed to provide an organizational chart of their proposed team. The offeror's description of their transition plan lacked detail. The offeror didn't specifically address how they will perform the initial testing to ensure the fire panels are communicating correctly at the monitoring station. The offeror's proposed Alarm System Monitoring Operations Manual lacked detail.

Solicitation Title & Number			RFP Cost Points	RFP SBE/SDV Points	Total Cost Points
Central Monitoring Services for Security and Fire Alarms; RFQ #106257			32	8	40

Offeror's Name	Total Bid Amount	SBE/SDV Participation Amount	RFP Cost Points	RFP SBE/SDV Points	Total Cost Points
ACT Security, Inc	\$2,422,989.30	\$0.00	30.62	0.00	30.62
ADT Commercial, LLC	\$2,318,554.87	\$0.00	32.00	0.00	32.00



Statement of M/WBE Utilization

Proposer's/Firm's Name: ACT Security, Inc.	Proposer's Phone #: 615-333-6300
Solicitation Title: Central Monitoring Services for Security and Fire Alarm	Proposer's Email Address: 511 Fairgrounds Court, Nashville TN 37211
Solicitation #: 106257	Amount Self-performed : 100
Proposer's/Firm's Ownership: Non-M/WBE <input type="checkbox"/>	Total Bid Amount:
Proposed EBO Goal (%) : <u>0</u> MBE% <u>0</u> WBE%	EBO Goal Met? (Y/N) NO <input type="checkbox"/>

The following MWBE* subcontractor(s)/supplier(s) will be utilized for the performance of this project:

	MBE/WBE Firm Name	MBE/WBE Firm Address	Phone/E-Mail	Certificate		Code # UNSPS/NAICS	Description of Work	MBE/WBE Dollars (\$)	Percent of Total Contract
				Type (MBE or WBE)	* MBE/WBE Group Type *				
1	N/A			Select	Select				
2				Select	Select				
3				Select	Select				
4				Select	Select				
5				Select	Select				
6				Select	Select				
7				Select	Select				

I am the duly authorized representative and certify the facts and representations contained in this form and supporting documents are true and correct.

Authorized Representative (Printed Name/Title/Signature)	Date
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*Note: MWBE is defined as business enterprise maintaining a significant business presence in the Program Area & performing a commercial useful function that is owned by one or more of the following: (1) African Americans (2) Native Americans, (3) Hispanic Americans, (4) Asian Americans, and (5) Women.

Has Prime Complied with EBO Goal? <input type="text" value="NO"/>	For Internal Office Use ONLY	If No, Good Faith Efforts Met? <input type="text" value="YES"/>
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BAO Representative: Cierra Rowe

Date: 05/26/21

Total MBE Subcontracting	<u>0</u> %	<u>\$ 0</u>
Total WBE Subcontracting	<u>0</u> %	<u>\$ 0</u>
Total MBE/WBE Participation:	<u>0</u> %	<u>\$ 0</u>

BAO Small Business Assessment Sheet

BAO Specialist: Cierra Rowe
Contract Specialist: Brad Wall
Date: 5/26/2021

Department Name: General Services (Metro Wide)
RFP/ITB Number: 106257

Project Name: Central Monitoring Services for Security Alarms
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Primary Contractor*	Prime Bid Amount	Total Proposed SBE (\$)	SBE Subs approved?	SBE (%)	Comments
ACT Security, Inc.	\$2,422,989.30	\$0	No	0%	The prime is not an approved SBE and did not propose to utilize any SBE subcontractors.