



METROPOLITAN GOVERNMENT OF NASHVILLE AND DAVIDSON COUNTY

8/13/2021 | 9:34 AM CDT

Sharon Johnston
JOHNSTON TECHNOLOGIES INC
130 Seaboard Lane
Franklin, TN 37067

Re: **RFQ # 121283, Provision of UPS Equipment, Maintenance, Install and other Related Services**

Dear Ms. Johnston:

The Metropolitan Government of Nashville and Davidson County (Metro) has completed the evaluation of submitted solicitation offer(s) to the above RFQ # 121283 for Provision of UPS Equipment, Maintenance, Install and other Related Services. This letter hereby notifies you of Metro's intent to award to JOHNSTON TECHNOLOGIES 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 Joe Ann Carr, BAO Representative, at 615-880-2338 or at JoeAnn.Carr@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 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# 121283 - Provision of UPS Equipment, Install and other Related Services	
Evaluation Criteria	JOHNSTON TECHNOLOGIES INC
Round 1	
Background Check Acceptance	Yes
Solicitation Acceptance	Yes
Contract Acceptance	Yes
ISA Questionnaire Completed and Terms Accepted	Yes
Technical Requirements	Yes
Qualifications and Approach (30 Points)	29
Experience and Delivery (30 Points)	30
Cost Criteria (40 Points)	40
Totals	99.00
Strengths & Weaknesses	

JOHNSTON TECHNOLOGIES INC

Strengths: Firm provided an extensive catalog of list prices that contained all types of UPSs and manufacturers they represent. Firm provided detailed prior experience selling, configuring, installing conventional uninterruptible power systems in data centers and/or critical environments servicing greater than 100 servers and a user base of greater than 15,000. Firm provided detailed prior experience providing service and support of conventional uninterruptible power systems in data centers and/or critical environments, in line with needs of business-critical SLA-based support.

Weaknesses: Firm did not identify identify potential risks associated with the execution of this contract and their firm proposes to mitigate those risks.

Solicitation Title & Number			RFP		
			RFP Cost Points	SBE/SDV Points	Total Cost Points
Provision of UPS Equipment, Install and other Related Services; RFQ# 121283			40	0	40
Offeror's Name	Total Bid Amount	SBE/SDV Participation Amount	RFP Cost Points	RFP SBE/SDV Points	Total Cost Points
JOHNSTON TECHNOLOGIES, INC.	\$19,712,321.00	\$16,755,321.00	40.00	0.00	40.00

Ferguson, Scott (Finance)

From: Carr, Joe Ann (Finance - Contract Compliance)
Sent: Thursday, August 12, 2021 9:18 AM
To: Ferguson, Scott (Finance)
Cc: Frye, Jeremy (Finance); Wood, Christopher (Finance - Procurement)
Subject: RFQ#121283; Provision of UPS Equipment, Maintenance, Install and other Related Services M/WBE Utilization Form and SBE Assessment
Attachments: MWBE Utilization.pdf; SBE Assessment.pdf

Scott,

Please see the EBO Program M/WBE Utilization form and the SBE assessment for this solicitation. The proposer is compliant with the requirements of the EBO Program and the SBE/SDV requirement. The proposer is an approved-Metro SBE and proposed to self-perform a portion of the work and has proposed a certified WBE as part of their team if made an award. This solicitation does require post- award monitoring.

Contact me with questions. Thanks!

Regards,

JoeAnn Carr

Metropolitan Government of Nashville and Davidson County

Office of Minority and Women Business Assistance (BAO)

730 2nd Avenue South, 1st Floor; PO Box 196300

Nashville, TN 37219-6300

(p) 615-880-2338 (f) 615-862-6175



Statement of M/WBE Utilization

Proposer's/Firm's Name: Johnston Technologies, Inc.	Proposer's Phone #: 615-661-6261
Solicitation Title: Provision of UPS Equipment, Maintenance, Install and other Related Services	Proposer's Email Address: sjohnston@johntech.com
Solicitation #: 121283,2	Amount Self-performed : 85%
Proposer's/Firm's Ownership: WBE	Total Bid Amount: 19712321.00
Proposed EBO Goal (%): 0 <u> </u> MBE% 15 <u> </u> WBE%	EBO Goal Met? (Y/N) NO

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

			Certificate						
MBE/WBE Firm Name	MBE/WBE Firm Address	Phone/E-Mail	Type (MBE or WBE)	* MBE/WBE Group Type *	Code # UNSPS/NAICS	Description of Work	MBE/WBE Dollars (\$)	Percent of Total Contract	
1 Access Data Network Solutions	4077 Viscount Ave, Memphis, TN 38118	901-331-4748/smc@accessdnst.c	WBE	1	32/39	Battery/material handling on battery replacments	2957000	15	
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) Sharon R. Johnston/President	Date 07/16/2021
<i>Sharon R. Johnston</i>	

*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.

For Internal Office Use ONLY	
Has Prime Complied with EBO Goal? NO	If No, Good Faith Efforts Met? YES

BAO Representative: JoeAnn Carr

Date: 08/12/21

Total MBE Subcontracting	0 _____ %	\$ 0 _____
Total WBE Subcontracting	15 _____ %	\$ 2,956,848.00 _____
Total MBE/WBE Participation:	100 _____ %	\$ 19,712,321.00 _____

METROPOLITAN GOVERNMENT OF NASHVILLE - DAVIDSON COUNTY

M/WBE SUBCONTRACTORS GOOD FAITH EFFORTS

SUMMARY SHEET

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(Due with Bid Submission if Applicable)

Project Name: Provision of UPS Equipment, Maintenance, Install and other Related Services	Project Number: 121283,2	
Company Name: Johnston Technologies, Inc.	Date Submitted: 07/16/2021	Total Contract Value: 19712321.00
Address: 130 Seaboard Lane, A-13, Franklin, TN 37067	Federal Tax ID# 62-1558864	
Contact Person: Sharon R. Johnston	Email: sjohnston@johntech.com	Phone #: 615-661-6261

GOOD FAITH EFFORTS SUMMARY SHEET

Number	Bidder Action(s)	BAO Only
1.	<p>Solicitation and written notice to available and certified MWBEs: Soliciting specific individual MWBEs whose availability as potential sources of goods or services can be reasonably ascertained. This measure includes sending letters or making other personal contacts with specific certified MWBEs including those that the Bidder has contracted with in the past as well as other MWBEs with which the Bidder may be unfamiliar, but whose identities can be ascertained from a directory of certified MWBEs maintained by the BAO.</p> <p>The written notices contain:</p> <ol style="list-style-type: none"> I. Enough information about the plans, specs, and terms & conditions of the solicitation; II. A contact person knowledgeable of the project documents available to answer questions about the condition of the contract; III. Information regarding the Bidder's bonding requirements; IV. The deadline for submission of price quotations. 	Select

For each MBE/WBE firm contacted, list the name(s) and all information requested below related to the above project. If additional space is required, this form may be duplicated.

Company Name/Address/Contact Person/Phone/Email	Type of Business	Type of Work/Service(s) Solicited	How Business was contacted (i.e. email, phone, letter, etc.?)	Response to Solicitation (i.e. will submit bid, no response, not interested)	Bid/Quote Amount	Company Selected (Write Yes or NO)
Access DNSI/4077 Viscount Ave, Memphis, TN 38118/Shayne Castellaw/901-331-4748	WBE	Labor for handling of batteries/materials	Email	Will Submit Bid	Our quote is ba	YES
	Select					Select

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GOOD FAITH EFFORTS SUMMARY SHEET CHECKLIST		
Number	Bidder Action(s)	BAO Only
2.	Meetings: Attended or held informational meetings to update potential subcontractors or vendors of subcontracting or supply opportunities.	Select

List all information requested below related to the above project. If additional space is required, this form may be duplicated.

Company Name/Address/Contact Person/Phone Number/Email	Description of Meeting Notices for M/W/SDVEs	Date M/W/SDVE Attended, if applicable
Metro Nashville Government/700 2nd Ave S, Nashville, TN 37210/JoeAnn Carr/615-880-2338/JoeAnn.Carr@nashville.gov	RFQ 121283,2 prebid meeting to discuss EBO requirements on the bid	07/01/2021
Provision of UPS Equipment, Mainten	121283,2	
Alltech, Inc./613 Potomac Place, Suite	Provision of UPS Equipment, Main	07/08/2021

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Company Name/Address/Contact Person/Phone Number/Email	Description of Meeting Notices for M/W/SDVEs	Date M/W/SDVE Attended, if applicable
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3.	Unbundling. Divided the contract, in accordance with normal industry practice, into small, economically feasible segments that could be performed by MWBEs. Under no circumstances, however, shall a bidder segment work solely for the purpose of utilizing MWBEs as subcontractors where such segmentation is not in accordance with common and accepted industry practices relating to the utilization of other firms as subcontractors.	Select

What Scope of Project Was Divided?

1. Alltech, Inc. - Battery and material handling of	2. Impulse Inc. - Battery and material handling c
3. HQ Direct - Battery and material handling of e	4. Premier Building - Battery and material handl
5. Brigher Days and Nites - Battery and material	6. Access DNSI - Battery and material handling

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Number	Bidder Action(s)	BAO Only
4.	Rejection: Provided a written explanation for rejection of any potential subcontractor or vendor to the Bidder, including the name of the firm awarded the subcontract or supply agreement.	Select

For each MBE/WBE firm contacted, list the name(s) and all information requested below related to the above project. If additional space is required, this form may be duplicated.

M/WBE Firm Name/Address/Contact Person/Phone Number/Email	Description of Proposed Work	Reason for Rejection

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5.	Non-discrimination: Providing a non-discriminatory work site. Maintaining a work environment free of harassment, intimidation and coercion at all construction sites, offices and other facilities at which the Bidder's employees are assigned to work. The Bidder shall specifically ensure that all labor supervisors, superintendents, and other on-site supervisory personnel are aware of and carry out the Bidder's obligation to maintain a non-discriminatory work environment.	Select

For each training, list the type of training and date.

Type of Training	Date of Training
Diversity, Inclusion, Racial Identity and Racism, Re	01/18/2021
What is racial identity and the different forms of rac	01/18/2021
How a diverse and inclusive workplace benefits ev	01/18/2021
How to apply the concepts of diversity and inclusio	01/18/2021

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Number	Bidder Action(s)	BAO Only
6.	Community and Other Organizational Services Support: Advertising in trade publications of general circulation in the Program Area. The advertisement shall identify and describe the specific subcontracting or other opportunity in reasonable detail.	Select

For each MBE/WBE firm contacted, list the name(s) and all information requested below related to the above project. If additional space is required, this form may be duplicated.

Publication Name	Date of Publication	Please provide copy.
None		

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GOOD FAITH EFFORTS SUMMARY SHEET CHECKLIST		
Number	Bidder Action(s)	BAO Only
7.	Assistance: Bonding/Lines of Credit/Insurance: Providing reasonable assistance to a MWBE in need of equipment, supplies, bonding, letters of credit and/or insurance.	Select

For each MBE/WBE firm contacted, list the name(s) and all information requested below related to the above project. If additional space is required, this form may be duplicated.

Company Name/Address/Contact Person/Phone Number/Email	Type of Assistance
None Requested by MWBE - None offered by Johnston Technologies	

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8.	Database Utilization Accessed all reasonable and available means to include, but not limited to the following examples: https://www.nashville.gov/Finance/Procurement/Business-Assistance-Office/SMWBE-Lists-and-Forms.aspx or https://nashville.diversitycompliance.com/	Select

For each MBE/WBE firm contacted, list the name(s) and all information requested below related to the above project. If additional space is required, this form may be duplicated.

Database Accessed	Date of Access	Results
Metro EBO Reporting System https://nashville.diversitycompliance.com/Default.asp?Certification - WBE	07/08/21	AccessDNSI/Alltech, Inc./HQ Direct
Metro EBO Reporting System https://nashville.diversitycompliance.com/Default.asp?Certification - MBE	07/08/21	Brighter Days and Nites LLC/Impulse, Inc./Premiere Building

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GOOD FAITH EFFORTS SUMMARY SHEET CHECKLIST

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9.	Mentor Protégé' Relationship/Technical Assistance: Providing reasonable technical assistance to a MWBEs to ameliorate any deficiencies of technical knowledge or advance skill, where such assistance is undertaken by the Bidder to facilitate the MWBE's successful participation on a project or contract.	Select

For each MBE/WBE firm assisted, list the name(s) and all information requested below related to the above project. If additional space is required, this form may be duplicated.

Company Name	Type of Assistance	If Mentor Protégé' Agreement Reached, Please Provide Copy.
Access DNSI	Training on battery handling, working around high voltage equipment, safety instructions on electrical components of Uninterruptible Power Supplies, safety instructions on battery voltage per IEEE1657 certification.	None

It is hereby certified that the above firms were contacted and offered an opportunity to respond on the above project. We further certify that the above statements are a true account of all firms' responses to our solicitation. Copies of all bids and/or quotes will be made available upon request.

Signature: Sharon R. Johnston Print Name: Sharon R. Johnston Title: President

Billy Johnston

From: Kristen Thompson <kkt@accessdnsi.com>
Sent: Friday, July 09, 2021 10:56 AM
To: Shayne Castellaw; Billy Johnston
Cc: Regina Castellaw; ACCESS Data Network Solutions, Inc.
Subject: RE: Minority/Woman Owned Participation
Attachments: MNAA_WBE Exp 11.2.21.pdf; TN Gov. Office of Diversity Business Enterprise WBE Exp. 12.15.2023.pdf; TNUCP DBE Renewal Letter Exp 12.10.21.pdf; UCA - LSB Exp. 8.4.21.pdf; UCA - WBE Exp. 8.4.21.pdf; WBENC Cert. #2005119440 Exp. 12-31-21.pdf; WOSB Cert. #WOSB210086 EXP 1-21-22.pdf; ACCESS DNSI Overview.pdf

Billy,

Please see attached all Women's Owned Certifications and our Overview.
If you need anything else please let me know.

Thank you,



Kristen K. Thompson
Office Manager

REMITTANCE ADDRESS:

4077 Viscount Avenue Memphis, TN 38118-6106 - P: 901-365-1571 X:1003 -F: 901-365-2196 -Toll Free: 866-399-7568

Branch Office

155 Jones Boulevard Ste D La Vergne, TN 37086 -P: 866-399-7568 -F: 901-365-2196 -E: accounting@accessdnsi.com

From: Shayne Castellaw <smc@accessdnsi.com>
Sent: Friday, July 9, 2021 10:42 AM
To: Billy Johnston <billy.johnston@johntech.com>; Kristen Thompson <kkt@accessdnsi.com>
Cc: Regina Castellaw <gcastellaw@accessdnsi.com>; ACCESS Data Network Solutions, Inc. <accessdnsi@accessdnsi.com>
Subject: Re: Minority/Woman Owned Participation

Kristen- please send Billy our Company Qualifications form and a few of our WBE certifications, especially ones that would pertain to Metro.

Shayne Castellaw, RCDD
General Manager
Access DNSI
901-331-4748 cell
Sent from my iPhone

On Jul 8, 2021, at 3:01 PM, Billy Johnston <billy.johnston@johntech.com> wrote:

I will be available at 10:30 tomorrow but will be on a jobsite afterward and unavailable the rest of the day.

<image001.png>

From: Shayne Castellaw <smc@accessdnsi.com>
Sent: Thursday, July 08, 2021 3:00 PM
To: Regina Castellaw <gcastellaw@accessdnsi.com>
Cc: Billy Johnston <billy.johnston@johntech.com>; ACCESS Data Network Solutions, Inc. <accessdnsi@accessdnsi.com>
Subject: Re: Minority/Woman Owned Participation

Thanks Gina.

Billy- are you available for a quick call tomorrow at 10:30 or 2:00pm?
If not, I'm pretty free Monday anytime.

Shayne Castellaw, RCDD
General Manager
Access DNSI
901-331-4748 cell
Sent from my iPhone

On Jul 8, 2021, at 2:30 PM, Regina Castellaw <gcastellaw@accessdnsi.com> wrote:

Thank you Billy for this email. It was a pleasure speaking with you today.
As I stated in our conversation, Shayne, Memphis General Manager, or Damon, our Nashville General Manager, will reply to this email.
Thank you again for contacting ACCESS Data Network Solutions.

Please always cc: accounting@accessdnsi.com
Thank you
Regina Castellaw
President
ACCESS Data Network Solutions, Inc
1-866-399-7568 x1001
F: 901-365-2196

Corporate and Remittances: 4077 Viscount Ave Memphis, TN 38118
Branch: 155D Jones Blvd., LaVergne, TN 37086

From: Billy Johnston <billy.johnston@johntech.com>
Sent: Thursday, July 8, 2021 2:27:26 PM
To: ACCESS Data Network Solutions, Inc. <accessdnsi@accessdnsi.com>
Subject: Minority/Woman Owned Participation

Good afternoon,

I am reaching out in hopes of partnering your company and mine, Johnston Technologies, for an RFQ with Metro Nashville. We found your information through their portal of Woman-Owned Businesses. We happen to be one ourselves.

The contract we are hoping to win will be for service on Uninterruptible Power Supplies within the city. They have set out a goal of 15% for subcontracting opportunities with WBE's. Our initial thought was to see if you had any interest in providing some manual labor (perhaps on battery changeouts) of the UPS's. However, we are open to other opportunities that you may see as a better fit within this contract.

My contact information is below in my signature. The best way to reach me will be through email or by calling my cell phone below.

Thank you for your time!

<image001.png>

BAO Small Business Assessment Sheet

BAO Specialist: JoeAnn Carr

Contract Specialist: Scott Ferguson

Date: 08/11/2021

Department Name: General Services

RFP/ITB Number: 121283

Project Name: Provision of UPS Equipment, Maintenance, Install and other Related Services

Primary Contractor*	Prime Bid Amount	Total Proposed SBE (\$)	Acknowledged SBE Requirement ?	SBE (%)	Comments
JOHNSTON TECHNOLOGIES, INC.	\$ 19,712,321.00	\$ 16,755,321.00	Yes	85.00%	The prime is an approved Metro SBE and acknowledged the 7% SBE requirement over the life of the contract.. Proposed to self-perform 85% of the work.