



METROPOLITAN GOVERNMENT OF NASHVILLE AND DAVIDSON COUNTY

6/1/2021 | 10:24 AM CDT

Keith Crews
Lee Company
4057 Rural Plains Circle
Franklin, TN 37064

Re: **RFQ # 99214, Heating, Ventilation, and Air Conditioning (HVAC) Maintenance, Installation, and Repair Services**

Dear Mr. Crews:

The Metropolitan Government of Nashville and Davidson County (Metro) has completed the evaluation of submitted solicitation offer(s) to the above RFQ # 99214 for Heating, Ventilation, and Air Conditioning (HVAC) Maintenance, Installation, and Repair Services. This letter hereby notifies you of Metro's intent to award to Lee Company, 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 Jeremy Frye, BAO Representative, at (615) 862-6638 or at jeremy.frye@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 #99214 - Heating, Ventilation, and Air Conditioning (HVAC) Maintenance, Installation, and Repair Services

	Evolution Maintenance, Inc.	Lee Company	Trane
Contract Acceptance	Accepted Contract Without Exceptions	Accepted Contract Without Exceptions	Accepted Contract Without Exceptions
Cost (50 points)	38.99	50.00	36.73
Qualifications and Experience (25 Points)	19.00	23.00	24.00
Service Delivery (25 Points)	23.00	25.00	25.00
Total (100 Points)	80.99	98.00	85.73

Evolution Maintenance, Inc.

Strengths - The offeror provided a detailed description of their understanding of the contract scope and how they would perform services for all Metro facilities.

Weaknesses - Three (3) of the proposed technicians who will be dedicated full-time to performing Metro HVAC services and repairs lacked sufficient information documenting their experience performing the requested services. The offeror's reference projects didn't demonstrate their ability to provide maintenance, installation, and repair services to a client the size of Metro. The offeror's reference projects didn't include examples that demonstrate their experience working with boilers and chillers. The offeror's description on how they will manage the performance and completion of HVAC services and repairs during regular Metro workdays and hours, weekend and holiday service, service during non-routing hours, and emergency service for all Metro facilities lacked detail.

Lee Company

Strengths - The offeror provided four (4) certified boiler/chiller technicians. The offeror provided a detailed overview of their firm. The offeror has experience providing HVAC services and repairs for Metro. The offeror's reference projects were of similar size, scope, and complexity to what Metro is seeking to procure. The offeror provided a detailed description of their understanding of the contract scope and how they would perform services for all Metro facilities. The offeror provided a detailed description on how they will manage the performance and completion of HVAC services and repairs during regular Metro workdays and hours, weekend and holiday service, service during non-routing hours, and emergency service for all Metro facilities. The offeror provided a detailed description on how they will manage and prioritize Metro calls for HVAC service.

Weaknesses - The offeror's proposed certified technicians did not represent enough personnel to service onsite and on-call demand. The offeror failed to provide a project specific description that demonstrates how their proposed reference projects are similar in scope to what Metro is seeking to procure.

Trane

Strengths - The offeror provided four (4) certified chiller technicians. The offeror has experience providing HVAC services, repairs, and unit replacements for Metro. The offeror's reference projects were of similar size, scope, and complexity to what Metro is seeking to procure. The offeror provided a detailed description of their understanding of the contract scope and how they would perform services for all Metro facilities. The offeror provided a detailed description on how they will manage the performance and completion of HVAC services and repairs during regular Metro workdays and hours, weekend and holiday service, service during non-routing hours, and emergency service for all Metro facilities. The offeror provided a detailed plan to monitor employees and subcontractor performance. The offeror proposed a preventative maintenance program to help reduce unplanned failures and pre-mature failures.

Weaknesses - The offeror's proposed certified technicians did not represent enough personnel to service onsite and on-call demand.

Enter Solicitation Title & Number Below		
Heating, Ventilation, and Air Conditioning (HVAC) Maintenance, Installation, and Repair Services; RFQ #99214	Min. SBE/SDV Requirement	Total Cost Points
	8.00%	50.00
Offeror's Name	Bids	RFP Cost Points
Evolution Maintenance, Inc.	\$3,034,403.51	38.99
Lee Company	\$2,366,500.00	50.00
Trane	\$3,221,500.00	36.73

Note

Advance Tech Solutions was deemed nonresponsive to the solicitation.

Demand Mechanical was deemed nonresponsive to the solicitation.

S.M. Lawrence Company, Inc. was deemed nonresponsive to the solicitation.



Statement of M/WBE Utilization

Proposer's/Firm's Name: LEE COMPANY	Proposer's Phone #: 615-567-1000
Solicitation Title: HVAC MAINTENANCE, INSTALLATION & REPAIR SERVICES	Proposer's Email Address: cbradley@leecompany.com
Solicitation #: 99214	Amount Self-performed : \$1,754,958.00
Proposer's/Firm's Ownership: Non-M/WBE	Total Bid Amount: \$2,339,943.03
Proposed EBO Goal (%) : 10 MBE% 7 WBE%	EBO Goal Met? (Y/N) YES

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	Certificate Type (MBE or WBE)	* MBE/WBE Group Type *	Code # UNSPS/NAICS	Description of Work	MBE/WBE Dollars (\$)	Percent of Total Contract	
1	Compass Partners	8205 Maryland Way, Brentwood, TN	615-484-6216	WBE	5	80111604, 80111707	Technical Staffing	\$354,975	15
2	Bestway Services	501 Metroplex Dr., Ste. 203, Nashville, TN	615-775-1975	MBE	1	561720	Technical Staffing	\$233,990	10
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) Keith Crews, Director of Institutional Business Dev.	Date 01/20/2021
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Keith Crews

*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? YES	For Internal Office Use ONLY	If No, Good Faith Efforts Met? BAO Only
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BAO Representative: Jeremy Frye

Date: 05/24/21

Total MBE Subcontracting	10	%		\$ 233,990
Total WBE Subcontracting	15.17	%		\$ 354,975
Total MBE/WBE Participation:	25.17	%		\$ 588,965

BAO Small Business Assessment Sheet

BAO Specialist: Jeremy Frye
Contract Specialist: Brad Wall
Date: 05/24/2021

Department Name: General Services
RFQ#: 99214
Project Name: HVAC Maintenance Installation & Repair Service

Primary Contractor*	Prime Bid Amount	Total Proposed SBE (\$)	Acknowledged SBE Requirement ?	SBE (%)	Comments
Lee Company	\$ 2,339,943.03	\$ 354,975.00	Yes	8% Requirement	The prime is not an approved SBE and acknowledged the 8% SBE/SDV requirement over the life of the contract. Proposed the utilization of Compass Partners 354,975/15%.