



METROPOLITAN GOVERNMENT OF NASHVILLE AND DAVIDSON COUNTY

11/15/2021 | 10:59 AM CST

Jackie Bass
Premiere Building Maintenance Corporation
1416 McCalla Avenue
Knoxville TN 37915

Re: **RFQ # 121280, Janitorial Custodial Cleaning and Related Services**

Dear Ms. Bass:

The Metropolitan Government of Nashville and Davidson County (Metro) has completed the evaluation of submitted solicitation offer(s) to the above RFQ # 121280 for Janitorial Custodial Cleaning and Related Services. This letter hereby notifies you of Metro's intent to award to Premiere Building Maintenance 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.

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 Sierra Washington, BAO Representative, at 615-880-2783 or at sierra.washington@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 Christina Alexander by email at christina.alexander@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 121280 Janitorial Custodial Cleaning and Related Services Evaluation Committee Score Sheet

Offeror	LGC Global Energy FM LLC	Performance Property Servicing Inc	Premiere Building Maintenance Corp	Splendid Cleaning Solutions Inc	TMA Services LLC
Contract Acceptance	Yes	Yes	Yes	Yes	Yes
Cost (40)	21.65	31.34	28.52	40.00	30.77
Organizational and Personnel Qualifications (30)	27.00	5.00	30.00	3.00	10.00
Experience and Service Delivery (30)	24.00	5.00	30.00	0.00	10.00
Total Evaluation Scores	72.65	41.34	88.52	43.00	50.77

Evaluation Comments

LGC Global Energy FM LLC
Strengths
Firm's proposal demonstrated firm's global presence in the industry. Firm's proposal demonstrated and provided all other required information with the exception of the weaknesses noted below.
Weaknesses
Firm's proposal lacked detail demonstrating a successful customer satisfaction process. Firm's organizational chart lacked detail. Firm's key personnel roles were unclear. Reference projects provided were not of similar size, scope and complexity of scope of work.

Performance Property Servicing Inc

Strengths

Firm's proposal demonstrated and provided all other required information with the exception of the weaknesses noted below.

Weaknesses

Firm failed to provide an organizational chart. Firm failed to provide resumes for key team members. Reference projects were not of similar size, scope and complexity of scope of work, and the information lacked detail. Firm's proposal lacked environmental practices information. Firm's proposal failed to demonstrate that firm had a clear understanding of scope of work.

Premiere Building Maintenance Corp

Strengths

Firm's proposal demonstrated capacity to perform scope of services. Firm's proposal demonstrated firm's years of experience in the industry. Firm's proposal demonstrated firm's years of environmental practices experience. Firm's proposal demonstrated firm's subcontractor management experience. Firm's proposal demonstrated low turnover in local personnel. Firm's proposal demonstrated firm has incorporated a background check process in its hiring routine. Firm's reference project were of similar size, scope and complexity of scope of work. Firm's proposal demonstrated firm's detailed plan for green cleaning and being environmentally friendly. Firm's proposal demonstrated and provided all other required information with the exception of the weaknesses noted below.

Weaknesses

None noted.

Splendid Cleaning Solutions Inc

Strengths

Firm's proposal demonstrated and provided all other required information with the exception of the weaknesses noted below.

Weaknesses

Firm's proposal failed to provide a transition plan. Firm's proposal failed to demonstrate Government experience. Firm's organizational chart was unclear and lacked detail. Firm failed to address implementing environmentally friendly practices. Firm failed to address plan to hire and retain staffing for Metro contract. Firm failed to address questions 1,2,3 and 4 of service delivery.

TMA Services LLC

Strengths

Firm's proposal demonstrated firm's experience in the industry. Firm's proposal demonstrated and provided all other required information with the exception of the weaknesses noted below.

Weaknesses

Firm' organizational chart was unclear. Firm's proposal lacked detail for green cleaning and being environmentally friendly. Firm's proposal failed to demonstrate Government experience. Firm's reference projects were not of similar size, scope and complexity. Firm's proposal failed to address proposer appraisal of product, equipment and service specifications within the solicitation specifically identifying any concerns pertaining to stringency of standards or practicality of service requirements.

Enter Solicitation Title & Number Below		
Janitorial Custodial Cleaning and Related Services; RFQ 121280		
		40
Offeror's Name	Bids	RFP Cost Points
Splendid Cleaning Solutions Inc	\$17,060,400.00	40.00
Performance Property Services Inc	\$21,774,225.00	31.34
TMA Services LLC	\$22,176,081.80	30.77
Premiere Building Maintenance Corporation	\$23,928,164.00	28.52
LGC Global Energy FM LLC	\$31,526,786.14	21.65

BAO SBE Assessment Sheet

BAO Specialist: Sierra Washington
Contract Specialist: Christina Alexander
Date: 10/21/2021
Department Name: General Services
RFP/ITB Number: 121280

Project Name: Janitorial Custodial Cleaning and Related Services

Primary Contractor	Bid Amount	SBE/SDV		Comments
		Requirement Acknowledged?	Total Proposed SBE (\$)	
Premiere Building Maintenance Corporation	\$23,928,164	Yes	\$1,337,256	The Prime is not an approved SBE and proposed the use of Ready Serv / 5.5886%. Proposer has acknowledged the 3% SBE/SDV participation expectations over the life of the project as required by the solicitation and consequences of misrepresentation.



Statement of M/WBE Utilization

Proposer's/Firm's Name: Premiere Building Maintenance Corporation	Proposer's Phone #: 865-522-7731
Solicitation Title: Janitorial Custodial Cleaning and Related Services	Proposer's Email Address: misom@premierebuilding.com
Solicitation #: 121280	Amount Self-performed : \$4,911,612.00 (20.5265%)
Proposer's/Firm's Ownership: MBE <input type="checkbox"/>	Total Bid Amount: \$23,928,164.00
Proposed EBO Goal (%) : <u>26.9739</u> MBE% <u>26.0934</u> WBE%	EBO Goal Met? (Y/N) YES <input type="checkbox"/>

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 Consolidated Facility Services	1376 Chattahoochee Ave, NW, Atlanta GA 30318	678-567-2700	MBE <input type="checkbox"/>	Select	76110000	Janitorial	3,520,920	14.7145		
2 CorBrook, LLC	5945 Cross Pointe Lane, Brentwood TN 37027	615-582-0001	WBE <input type="checkbox"/>	Select	76110000	Janitorial	1,908,060	7.9741		
3 Dale's Cleaning Services	1020 Heritage Woods Dr, Hendersonville TN 37075	615-474-9257	MBE <input type="checkbox"/>	Select	76110000	Janitorial	75,696	.3163		
4 K. Payne Contracting	3101 Clarksville Pike, Nashville TN 37218	615-307-3511	WBE <input type="checkbox"/>	Select	76110000	Janitorial	327,996	1.3708		
5 M & P Services	1107 Acklen Ave, Nashville TN 37204	615-298-4824	WBE <input type="checkbox"/>	Select	76110000	Janitorial	4,007,604	16.7485		
6 Spring Clean Cleaning Service	475 Metroplex Drive, Nashville TN 37211	615-360-5100	MBE <input type="checkbox"/>	Select	76110000	Janitorial	1,520,520	6.3545		
7 Ready Serv	1415 Elm Hill Pike, Nashville TN 37210	615-567-2700	MBE <input type="checkbox"/>	Select	76110000	Janitorial	1,337,256	5.5886		

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) Mark Isom/President & CEO	Date 08/10/2021
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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? YES <input type="checkbox"/>	For Internal Office Use ONLY	BAO Only <input type="checkbox"/>
	<i>If No, Good Faith Efforts Met?</i>	

BAO Representative: Sierra Washington **Date:** 10/20/21

Total MBE Subcontracting	47.5004	%	\$ 11,366,004
Total WBE Subcontracting	26.0934	%	\$ 6,243,660
Total MBE/WBE Participation:	73.5938	%	\$ 17,609,664

Certificate Of Completion

Envelope Id: D78FDF37445E4F85A089588E87868C6E	Status: Completed
Subject: Intent to Award - RFQ #121280 Janitorial Custodial Cleaning and Related Services	
Source Envelope:	
Document Pages: 7	Signatures: 1
Certificate Pages: 2	Initials: 0
AutoNav: Enabled	Envelope Originator:
Envelope Stamping: Enabled	Procurement Resource Group
Time Zone: (UTC-06:00) Central Time (US & Canada)	730 2nd Ave. South 1st Floor
	Nashville, TN 37219
	prg@nashville.gov
	IP Address: 170.190.198.185

Record Tracking

Status: Original	Holder: Procurement Resource Group	Location: DocuSign
10/22/2021 4:28:13 PM	prg@nashville.gov	
Security Appliance Status: Connected	Pool: StateLocal	
Storage Appliance Status: Connected	Pool: Metropolitan Government of Nashville and Davidson County	Location: DocuSign

Signer Events

Michelle A. Hernandez Lane
 michelle.lane@nashville.gov
 Chief Procurement Officer/Purchasing Agent
 Metro
 Security Level: Email, Account Authentication (None)

Signature

Michelle A. Hernandez Lane
 Signature Adoption: Pre-selected Style
 Using IP Address: 170.190.198.185

Timestamp

Sent: 10/22/2021 4:33:40 PM
 Viewed: 10/27/2021 6:37:04 PM
 Signed: 11/15/2021 10:59:00 AM

Electronic Record and Signature Disclosure:
 Not Offered via DocuSign

In Person Signer Events

Signature

Timestamp

Editor Delivery Events

Status

Timestamp

Agent Delivery Events

Status

Timestamp

Intermediary Delivery Events

Status

Timestamp

Certified Delivery Events

Status

Timestamp

Carbon Copy Events

Status

Timestamp

Christina Alexander
 christina.alexander@nashville.gov
 Security Level: Email, Account Authentication (None)

COPIED

Sent: 11/15/2021 10:59:05 AM
 Viewed: 11/15/2021 11:16:49 AM

Electronic Record and Signature Disclosure:
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Witness Events

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Notary Events

Signature

Timestamp

Envelope Summary Events

Status

Timestamps

Envelope Sent	Hashed/Encrypted	10/22/2021 4:33:40 PM
Certified Delivered	Security Checked	10/27/2021 6:37:04 PM
Signing Complete	Security Checked	11/15/2021 10:59:00 AM
Completed	Security Checked	11/15/2021 10:59:06 AM

Payment Events

Status

Timestamps