



Notice of Intent to Award

Solicitation Number	RFQ 98182	Award Date	12/30/2021 11:42 AM CST
Solicitation Title	Smart Parking		
Buyer Name	Terri Ray	Buyer Email	terri.ray@nashville.gov
BAO Rep	Christopher Wood	BAO Email	christopher.wood@nashville.gov

Awarded Supplier(s)

In reference to the above solicitation and contingent upon successful contract negotiation, it is the intent of the Metropolitan Government of Nashville and Davidson County to award to the following supplier(s):

Company Name	LAZ Parking Georgia, LLC	Company Contact	Rob Maroney
Street Address	15 Lewis Street, 5th Floor		
City	Hartford	State	CT
		Zipcode	06103

Company Name		Company Contact	
Street Address			
City		State	
		Zipcode	

Company Name		Company Contact	
Street Address			
City		State	
		Zipcode	

Certificate of Insurance

The awarded supplier(s) must submit a certificate of insurance (COI) indicating all applicable coverage required by the referenced solicitation. The COI should be emailed to the referenced buyer no more than 15 days after the referenced award date.

Equal Business Opportunity Program

Where applicable, the awarded supplier(s) must submit a signed copy of the letter of intent to perform for any and all minority-owned (MBE) or woman-owned (WBE) subcontractors included in the solicitation response. The letter(s) should be emailed to the referenced business assistance office (BAO) rep no more than two business days after the referenced award date.

Yes, the EBO Program is applicable.

No, the EBO Program is not applicable.

Monthly Reporting

Where applicable, the awarded supplier(s) will be required monthly to submit evidence of participation and payment to all small (SBE), minority-owned (MBE), women-owned (WBE), LGBT-owned (LGBTBE), and service disabled veteran owned (SDV) subcontractors. Sufficient evidence may include, but is not necessarily limited to copies of subcontracts, purchase orders, applications for payment, invoices, and cancelled checks.

Questions related to contract compliance may be directed to the referenced BAO rep.

Yes, monthly reporting is applicable.

No, monthly reporting is not applicable.

Public Information and Records Retention

Solicitation and award documentation are available upon request. Please email the referenced buyer to arrange.

A copy of this notice will be placed in the solicitation file and sent to all offerors.

Right to Protest

Per MCL 4.36.010 – 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.

MLL Supervisor (Initial)

Michelle A. Hernandez Lane
Michelle A. Hernandez Lane
Purchasing Agent & Chief Procurement Officer

RFQ 98182 – Smart Parking Scoring and Justification

Total Round 1 and Round 2 Scoring

Offeror/Evaluation Criteria	LAZ Parking Georgia, LLC
Round 1 (100 Points)	78
Round 2 (100 Points)	85
Total (200 Points)	163

Round 2

Offeror/Evaluation Criteria	LAZ Parking Georgia, LLC
Financial Proposal (45 Points)	40
Capacity and Approach (45 Points)	37
Diversity Practices (10 Points)	8
Round 2 Total (100 Points)	85

**SP Plus submitted a response but was deemed non-responsive to the solicitation on 11/30/2021*

** Republic Parking System failed to response to Round 2.*

LAZ Parking Georgia, LLC	
<p>Strengths</p> <ul style="list-style-type: none"> Proposal demonstrated an understanding of data matrix and reporting of real time data to Metro which shows a strong focus on data intelligence. Proposal demonstrated a strong understanding of Metro’s Traffic and Parking Commission involvement. Proposal demonstrated a focus on education and community outreach. Proposal included a strong and details operational and maintenance approach. Proposal focused on compliance. 	<p>Weaknesses</p> <ul style="list-style-type: none"> Proposal lacked detail examples where financial model has been successfully operated. Proposal did not have a consistent timeline for hardware replacement. Proposal lacked innovation approach and focused more on an operation management approach. Proposal failed to demonstrate how technology changes would be implemented in Nashville. Proposal failed to demonstrate a specific diversity mentorship program.

RFQ 98182 – Smart Parking Scoring and Justification

Round 1

Offeror/Evaluation Criteria	Denison Parking LLC	IPS Group Inc	LAZ Parking Georgia, LLC	Premium Parking Service, LLC	Republic Parking System	SP Plus Corporation
Experience and Qualifications (100 Points)	29	45	78	52	78	80
Round 1 Total (100 Points)	29	45	78	52	78	80

**Denison Parking LLC, IPS Group Inc, and Premium Parking Service, LLC were deemed unacceptable on 08/19/2021 via email; therefore, did not move forward to Round 2.*

Denison Parking LLC	
<p>Strengths</p> <ul style="list-style-type: none"> • Proposal included an option for permit list based on license plate. • Proposal included pay by cell ability. 	<p>Weaknesses</p> <ul style="list-style-type: none"> • Proposal failed to provide an acknowledgement of firm's understanding key staff and substitutions needing to be approved by Metro. • Proposal failed to address defaulting or bankruptcy on any project. • Proposal failed to provide response related to detailed information regarding any felony or fraud convictions for any team member. • Proposal failed to provide response related to any debarments for government contracts by any member, direct or indirect, of the Contractor team. • Proposal failed to provide response related to litigation(s). • Failed to provide audit financial statements. • Proposal failed to demonstrate the respondents overall financial strength and ability to secure financing. • Failed to provide a response to having any experience recommending policies and practices to increase turnover, apply data-driven demand pricing and/or progressive pricing, increase parking availability, and communicate where available parking spaces are located. • Failed to provide a response to any significant and/or unexpected challenges of the project and how your team overcame them. • Proposal was more focused on subcontractor information and not the role as the prime. • Case Studies and project experience lacked detail compared to other offers. • Overall proposal was difficult to read as it relates to the evaluation criteria of the solicitation.

RFQ 98182 – Smart Parking Scoring and Justification

IPS Group Inc	
Strengths <ul style="list-style-type: none"> • Proposal included clear and detailed case studies. • Proposal demonstrated an understanding of Metro’s infrastructure and equipment currently in place. • Proposed a retrofitting approach. 	Weaknesses <ul style="list-style-type: none"> • Failed to provide audit financial statements. • Proposal was heavy on the hardware side and product being priority which is extremely problematic for Metro. • Proposal failed to demonstrate a management structure. • Proposal lacked detailed related to deployment plan.
LAZ Parking Georgia, LLC	
Strengths <ul style="list-style-type: none"> • Proposal provided qualifications and experience within similar size, scope, and complexity as scope of work. • Proposal demonstrated involvement with Nashville Airport. • Proposal demonstrated experience with numerous technologies, including LPR Solution. • Proposal acknowledged an understanding of Metro’s stance regarding enforcement and stated the need to have re-assurance related to such. • Overall proposal was well rounded comprehensive response. • Proposal included audited financial statements. 	Weaknesses <ul style="list-style-type: none"> • Proposal lacking as it relates to equitability. • Proposal identified litigations in the past. • Proposal included case study that was prior to entity being taken over by LAZ.
Premium Parking Service, LLC	
Strengths <ul style="list-style-type: none"> • Proposal was heavily focused on innovated software solution. 	Weaknesses <ul style="list-style-type: none"> • Proposal lacks detail regarding equity. • Failed to provide audit financial statements. • Proposal heavy on technology and included things that was not requested. • Proposal included enforcement even after Metro stated this would not be handled by vendor which demonstrated a lack of understanding of the scope. • Proposal included Case Studies that were not aligned with scope.
Republic Parking System	
Strengths <ul style="list-style-type: none"> • Proposal provided qualifications and experience within similar size, scope, and complexity as scope of work. • Proposal demonstrated experience in Chattanooga which demonstrates an understanding Tennessee Law. • Proposal included an equitable robust response compared to other offerors. • Proposal included audited financial statements for 2017, 2018, and 2019. • Proposal focused on compliance and writing less tickets. 	Weaknesses <ul style="list-style-type: none"> • Proposal failed to include 2020 audited financial statements. • Proposal failed to provide response related to litigation(s). • Case studies lacked details compared to other offerors including how merge platform was used. • Proposed organizational structure lacks detail.

RFQ 98182 – Smart Parking Scoring and Justification

SP Plus Corporation

Strengths

- Proposal provided qualifications and experience within similar size, scope, and complexity as scope of work.
- Proposal acknowledged mobility is consistently changing and so experience, qualifications, and approach continue to change.
- Proposal demonstrated strong financial strength especially since offeror is a publicly traded company.
- Proposal demonstrated an engagement, community outreach, and education focused experience and qualification.
- Proposal demonstrated qualifications with maintenance and preventative maintenance.
- Proposal included audited financial statements.

Weaknesses

- Proposal lacking as it relates to equitability.
- Proposal mentioned litigation but lacked a response to the specific question.
- Proposal outlined numerous subcontractors which raised a concern on how everything will be managed.
- Proposal only included three out of the five case studies requested.
-



Notice of Rejection

Solicitation Number	RFQ 98182	Date	11/18/21
Solicitation Title	Smart Parking		
Buyer Name	Terri Ray	Buyer Email	terri.ray@nashville.gov
BAO Rep	Christopher Wood	BAO Email	christopher.wood@nashville.gov

The Metropolitan Government of Nashville and Davidson County has determined the offer submitted by the following supplier is not minimally responsive to the requirements of the referenced solicitation:

Company Name	SP Plus Corporation	Company Contact	Robert Kamper	
Street Address	147 4th Ave North			
City	Nashville	State	TN	Zipcode 37219
Reason	Offer does not meet the requirements of the solicitation and is unacceptable.			
Other/Notes				

Public Information and Records Retention

Solicitation and award documentation will be available upon request after the intent to award is issued. Please email the referenced buyer to arrange.

A copy of this notice will be placed in the solicitation file and sent to all offerors.

Right to Protest

Per MCL 4.36.010 – 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.

Michelle A. Hernandez Lane

Certificate Of Completion

Envelope Id: B2284300D1424B29A35F6CB7E285441F	Status: Completed
Subject: Non-Responsive Letter for SP Plus Corporation - RFQ 98182 Smart Parking	
Source Envelope:	
Document Pages: 1	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: 170.190.198.190

Record Tracking

Status: Original 11/18/2021 4:53:09 PM	Holder: Procurement Resource Group prg@nashville.gov	Location: DocuSign
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: 11/18/2021 4:56:57 PM
Viewed: 11/30/2021 4:13:07 PM
Signed: 11/30/2021 4:14:02 PM

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**

Terri L. Ray
Terri.Ray@nashville.gov
Senior Procurement Officer
Metropolitan Government of Nashville and Davidson County
Security Level: Email, Account Authentication (None)

COPIED

Sent: 11/30/2021 4:14:03 PM
Viewed: 11/30/2021 5:41:10 PM

Electronic Record and Signature Disclosure:
Not Offered via DocuSign

Witness Events**Signature****Timestamp****Notary Events****Signature****Timestamp****Envelope Summary Events****Status****Timestamps**

Envelope Sent	Hashed/Encrypted	11/18/2021 4:56:57 PM
---------------	------------------	-----------------------

Envelope Summary Events	Status	Timestamps
Certified Delivered	Security Checked	11/30/2021 4:13:07 PM
Signing Complete	Security Checked	11/30/2021 4:14:02 PM
Completed	Security Checked	11/30/2021 4:14:03 PM

Payment Events	Status	Timestamps
-----------------------	---------------	-------------------


Certificate Of Completion

Envelope Id: D92D6866054D4046800D5ECDAD43A0B2	Status: Completed
Subject: Intent to Award - RFQ # 98182 for Smart Parking	
Source Envelope:	
Document Pages: 8	Signatures: 1
Certificate Pages: 2	Initials: 1
AutoNav: Enabled	Envelope Originator:
Envelope Stamping: Enabled	Terri Ray
Time Zone: (UTC-06:00) Central Time (US & Canada)	730 2nd Ave. South 1st Floor
	Nashville, TN 37219
	terri.ray@nashville.gov
	IP Address: 170.190.198.185

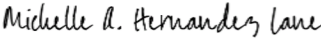
Record Tracking

Status: Original	Holder: Terri Ray	Location: DocuSign
12/30/2021 11:04:03 AM	terri.ray@nashville.gov	
Security Appliance Status: Connected	Pool: StateLocal	
Storage Appliance Status: Connected	Pool: Metropolitan Government of Nashville and Davidson County	Location: DocuSign

Signer Events

Signer Events	Signature	Timestamp
Michelle A Hernandez Lane michelle.lane@nashville.gov Chief Procurement Officer/Purchasing Agent Metro Security Level: Email, Account Authentication (None)	 Signature Adoption: Pre-selected Style Using IP Address: 170.190.198.185	Sent: 12/30/2021 11:24:50 AM Viewed: 12/30/2021 11:40:07 AM Signed: 12/30/2021 11:40:30 AM

Electronic Record and Signature Disclosure:
Not Offered via DocuSign

Michelle A. Hernandez Lane michelle.lane@nashville.gov Chief Procurement Officer/Purchasing Agent Metro Security Level: Email, Account Authentication (None)	 Signature Adoption: Pre-selected Style Using IP Address: 170.190.198.185	Sent: 12/30/2021 11:40:34 AM Viewed: 12/30/2021 11:41:55 AM Signed: 12/30/2021 11:42:18 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
Witness Events	Signature	Timestamp
Notary Events	Signature	Timestamp
Envelope Summary Events	Status	Timestamps

Envelope Summary Events	Status	Timestamps
Envelope Sent	Hashed/Encrypted	12/30/2021 11:24:50 AM
Certified Delivered	Security Checked	12/30/2021 11:41:55 AM
Signing Complete	Security Checked	12/30/2021 11:42:18 AM
Completed	Security Checked	12/30/2021 11:42:18 AM

Payment Events	Status	Timestamps
-----------------------	---------------	-------------------