



Notice of Intent to Award

Solicitation Number	368400	Award Date	4/5/2024 8:03 PM CDT
Solicitation Title	Provide Security Services for Municipal Auditorium		
Buyer Name	Marissa Conklin	Buyer Email	Marissa.conklin@nashville.gov
BAO Rep	Angie Martin	BAO Email	Angie.martin@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	Axis Security, Inc	Company Contact	Jeanine Simerly	
Street Address	1620 Lake Drive			
City	Johnson City	State	TN	Zipcode 37601

Company Name	Rock Solid Security, Inc	Company Contact	Mary Bauman	
Street Address	1101 Kermit Drive, STE 735			
City	Nashville	State	TN	Zipcode 37217

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.

 Supervisor (Initial)

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

Solicitation Title & Number		RFP Cost Points
RFQ 368400; Provide Security Services for Municipal Auditorium and Fairgrounds		35
Offeror's Name	Total Bid Amount	RFP Cost Points
Rock Solid Security, Inc	\$962.75	35.00
Axis Security Inc	\$1,105.13	30.49

RFQ 368400; Provide Security Services for Municipal Auditorium

Evaluation Committee Scoring Sheet

	Rock Solid Security, Inc	Axis Security, Inc
Offeror		
Contract Acceptance (Yes/No)	Yes	Yes
Cost (35)	35.00	30.49
Scheduling (20)	17.00	20.00
Project Approach (20)	15.00	18.00
Reference Projects (25)	20.00	21.00
Total Evaluation Scores	87.00	89.49

Evaluation Comments

Rock Solid Security, Inc
Strengths
Project Approach section, provided responses to all bullet points. Local staff, over staff 10% for backup. In Scheduling section, responded to every bullet point, listed that they would have staff that can cover all shifts. Reference Projects section, staff numbers good, referenced big fesitivals in Nashville, would not have to compete with other venues for staffing.
Weaknesses
Project Approach section, lacked details - small staff size, no details about a pre/post meeting before an event. Scheduling section, lacked details, listed they confirm events every Monday, not listed is a last minute request plan. In Reference projects section, great projects listed, however festivals more than events listed.
Axis Security, Inc
Strengths
Project Approach section, provided responses to all bullet points, very detailed, large roster, training, pre-briefings. In Scheduling section, responded to every bullet point, very detailed, contacts listed, cover all shifts, requests in a timely matter. Reference Projects section, great references/previous projects.
Weaknesses
Project Approach section, if they lacked staff, would pull from other region. In Reference projects section, they do a lot of events in Nashville, did not list if there are several events on same day, who would cover what is lacking details.



Statement of M/WBE Utilization

Proposer's/Firm's Name: Axis Security, Inc.	Proposer's Phone #: (423) 929-1117
Solicitation Title: Provide Security Services for Municipal Auditorium and Fairgrounds	Proposer's Email Address: jon@axissecurityinc.com
Solicitation #: RFQ 368400, 1	Amount Self-performed : 100%
Proposer's/Firm's Ownership: Non-M/WBE	Total Bid Amount: TBA
Proposed EBO Goal (%) : <u>26</u> MBE% <u>6</u> WBE%	EBO Goal Met? (Y/N) NO

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	* MBE/WBE	Code #	Description of Work	MBE/WBE	Percent
				Type (MBE or WBE)	Group Type *	UNSPS/NAICS		Dollars (\$)	of Total Contract
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) *Please ensure to save the document as a PDF and refrain from printing and signing it.* Jon Phillips/Owner and CEO	Date 03/06/2024
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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.

For Internal Office Use ONLY

Has Prime Complied with EBO Goal? If No, Good Faith Efforts Met?

BAO Representative: Angie Martin **Metro Buyer:** Marissa Conklin **Project Manager:** Darrin Howard/Laura Womack **Date:** 03/25/24

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 Notes:

METROPOLITAN GOVERNMENT OF NASHVILLE - DAVIDSON COUNTY

M/WBE SUBCONTRACTORS GOOD FAITH EFFORTS

SUMMARY SHEET

THIS DOCUMENT MUST BE ACCURATELY COMPLETED, SIGNED AND SUBMITTED WITH THE BID OR PROPOSAL
(Due with Bid Submission if Applicable)

Project Name: Provide Security Services for Municipal Auditorium and Fairgrounds		Project Number: RFQ 368400, 1	
Company Name: Axis Security, Inc.		Date Submitted: 02/20/2024	Total Contract Value: TBA
Address: 1620 Lake Dr. Ext. Johnson City, TN 37601		Federal Tax ID# 03-0605804	
Contact Person: Jon Phillips	Email: jon@axissecurityinc.com	Phone #: (423) 929-1117	

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> <ul 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. 	Pass

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)
JB Security Consulting/Murfreesboro, TN/Stephanie Johnson/ 629-201-8071/stephanie.johnson@jbssecurityconsulting.com	MBE	Security guard	Email	No response	TBA	NO
Dothan Security, Inc./Marsha Clark/ 334-793-5720/bclark@dsisecurity.com	WBE	Security guard	Email	No response	TBA	NO

METROPOLITAN GOVERNMENT OF NASHVILLE - DAVIDSON COUNTY

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Contact Person: Jon Phillips		Email:	Phone #: (423) 929-1117
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.	Pass	

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
Attended the pre-offer meeting on February 2, 2024. See attachment A		

METROPOLITAN GOVERNMENT OF NASHVILLE - DAVIDSON COUNTY

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Company Name: Axis Security, Inc.		Date Submitted: 02/20/2024	Total Contract Value: TBA
Address: 1620 Lake Dr. Ext. Johnson City, TN 37601		Federal Tax ID# 03-0605804	
Contact Person: JON PHILLIPS		Email:	Phone #: (423) 929-1117

GOOD FAITH EFFORTS SUMMARY SHEET CHECKLIST

Number	Bidder Action(s)	BAO Only
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.	Fail

What Scope of Project Was Divided?

1. N/A	2.
3.	4.
5.	6.

METROPOLITAN GOVERNMENT OF NASHVILLE - DAVIDSON COUNTY

M/WBE SUBCONTRACTORS GOOD FAITH EFFORTS

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Contact Person: Jon Phillips		Email:	Phone #: (423) 929-1117

GOOD FAITH EFFORTS SUMMARY SHEET CHECKLIST

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.	N/A

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
N/A		

METROPOLITAN GOVERNMENT OF NASHVILLE - DAVIDSON COUNTY

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Contact Person: JON PHILIPS		Email:	Phone #: (423) 929-1117

GOOD FAITH EFFORTS SUMMARY SHEET CHECKLIST

Number	Bidder Action(s)	BAO Only
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.	Pass

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

Type of Training	Date of Training
See attachment B	

METROPOLITAN GOVERNMENT OF NASHVILLE - DAVIDSON COUNTY

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GOOD FAITH EFFORTS SUMMARY SHEET CHECKLIST

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.	Fail

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.
N/A		

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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.	N/A

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
N/A	

METROPOLITAN GOVERNMENT OF NASHVILLE - DAVIDSON COUNTY

M/WBE SUBCONTRACTORS GOOD FAITH EFFORTS

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GOOD FAITH EFFORTS SUMMARY SHEET CHECKLIST

Number	Bidder Action(s)	BAO Only
8.	Database Utilization Accessed all reasonable and available means to include, but not limited to the following example: https://nashville.diversitycompliance.com/	Pass

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
EBO Reporting System	02/20/24	Found 5 possible partnerships, however their PPO license and insurance coverages are not determined at this time.

METROPOLITAN GOVERNMENT OF NASHVILLE - DAVIDSON COUNTY

M/WBE SUBCONTRACTORS GOOD FAITH EFFORTS

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Email:	Phone #: (423) 929-1117

GOOD FAITH EFFORTS SUMMARY SHEET CHECKLIST

Number	Bidder Action(s)	BAO Only
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.	N/A

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.
N/A		

By submitting this 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. Failure to provide BAO requested documentation may result in noncompliance

Please ensure to save the document as a PDF and refrain from printing and signing it.

Attachment A

Pre-Offer Meeting for RFQ# 368400 Provide Security Services for Municipal Auditorium and Fairgrounds':

Participant	Name	Email	Date
1	Angie Martin	angie.martin@nashville.gov	2/2/2024
2	Marissa Conklin	marissa.conklin@nashville.gov	2/2/2024
3	Lee Fling	lee.fling@axissecurityinc.com	2/2/2024
4	Maggie Darden	maggie@axissecurityinc.com	2/2/2024
5	Jensen, Ryan (Fairgrounds)	ryan.jensen2@nashville.gov	2/2/2024
6	Mary Bauman	maryb@rocksolidsecurity.com	2/2/2024
7	Roger Baker		2/2/2024
8	Bart Butler	Bartb@talonsecurity.com	2/2/2024
9	William Guthoerl		2/2/2024

Proposer Name: Axis Security, Inc.
Good Faith Efforts Summary Sheets

Attachment B

Non-Discriminatory Work Environment

All staff are required to participate in training during their onboarding process. This is completed prior to their first shift. During staff training, we educate staff on non-discrimination, sexual harassment, and ADA compliance policies. This allows us to ensure that staff are committed to a safe working environment.



Maggie Darden <maggie@axissecurityinc.com>

Invitation to Explore Subcontracting Opportunities with Axis Security, Inc.

1 message

Maggie Darden <maggie@axissecurityinc.com>

Tue, Feb 20, 2024 at 3:00 PM

To: sunstatesinfo@sunstatesecurity.com

Dear Kathryn,

I trust this message finds you well. My name is Maggie, and I am reaching out on behalf of Axis Security, Inc., a reputable security services provider based in Tennessee. We are currently in the process of applying for an RFQ to provide services to the Nashville Metropolitan Auditorium.

Recognizing the importance of diversity and inclusion in our industry, we are proactively seeking to expand our network of subcontractors to include women-owned and minority-owned businesses registered in the Nashville Metropolitan area. Your company's esteemed reputation and expertise caught our attention, prompting us to extend this invitation to explore potential collaboration opportunities.

While our application progresses, we anticipate the possibility potential staffing needs for events at the Nashville Municipal Auditorium. As part of our commitment to delivering excellence, we aim to establish partnerships with reliable subcontractors to ensure seamless service delivery.

Should you be open to discussing potential collaboration further, we welcome the opportunity to connect at your convenience. However, please rest assured that there is no urgency, as this outreach is primarily a formality to broaden our network and explore potential synergies.

Please feel free to reach out to me by reply to this email whenever convenient for you. I appreciate your time and consideration, and I look forward to the possibility of exploring mutually beneficial opportunities with your esteemed company.

Thank you for considering our invitation.

Warm regards,

Maggie Darden
Axis Security, Inc.
maggie@axissecurityinc.com

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Maggie Darden
Axis Security, Inc. / Axis Integrated Management
P.O. Box 2405 Johnson City, TN 37605
maggie@axissecurity.com



Maggie Darden <maggie@axissecurityinc.com>

Invitation to Explore Subcontracting Opportunities with Axis Security, Inc.

1 message

Maggie Darden <maggie@axissecurityinc.com>
To: "bclark@dsisecurity.com" <bclark@dsisecurity.com>

Tue, Feb 20, 2024 at 3:00 PM

Dear Marsha,

I trust this message finds you well. My name is Maggie, and I am reaching out on behalf of Axis Security, Inc., a reputable security services provider based in Tennessee. We are currently in the process of applying for an RFQ to provide services to the Nashville Metropolitan Auditorium.

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Thank you for considering our invitation.

Warm regards,

Maggie Darden
Axis Security, Inc.
maggie@axissecurityinc.com

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Maggie Darden
Axis Security, Inc. / Axis Integrated Management
P.O. Box 2405 Johnson City, TN 37605
maggie@axissecurity.com



Maggie Darden <maggie@axissecurityinc.com>

Invitation to Explore Subcontracting Opportunities with Axis Security, Inc.

2 messages

Maggie Darden <maggie@axissecurityinc.com>

Tue, Feb 20, 2024 at 3:00 PM

To: "stephanie.johnson@jssecurityconsulting.com" <stephanie.johnson@jssecurityconsulting.com>

Dear Stephanie,

I trust this message finds you well. My name is Maggie, and I am reaching out on behalf of Axis Security, Inc., a reputable security services provider based in Tennessee. We are currently in the process of applying for an RFQ to provide services to the Nashville Metropolitan Auditorium.

Recognizing the importance of diversity and inclusion in our industry, we are proactively seeking to expand our network of subcontractors to include women-owned and minority-owned businesses registered in the Nashville Metropolitan area. Your company's esteemed reputation and expertise caught our attention, prompting us to extend this invitation to explore potential collaboration opportunities.

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Thank you for considering our invitation.

Warm regards,

Maggie Darden
Axis Security, Inc.
maggie@axissecurityinc.com

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Maggie Darden
Axis Security, Inc. / Axis Integrated Management
P.O. Box 2405 Johnson City, TN 37605
maggie@axissecurity.com

Mail Delivery Subsystem <mailer-daemon@googlemail.com>
To: maggie@axissecurityinc.com

Tue, Feb 20, 2024 at 3:00 PM



Address not found

Your message wasn't delivered to **stephanie.johnson@jssecurityconsulting.com** because the address couldn't be found, or is unable to receive mail.

[LEARN MORE](#)

The response was:

550 5.1.1 The email account that you tried to reach does not exist. Please try double-checking the recipient's email address for typos or unnecessary spaces. For more information, go to <https://support.google.com/mail/?p=NoSuchUser> nt17-20020a17090b249100b0029958b119a4sor2996869pjb.4 - gsmtip

Final-Recipient: rfc822; stephanie.johnson@jssecurityconsulting.com

Action: failed

Status: 5.1.1

Diagnostic-Code: smtp; 550-5.1.1 The email account that you tried to reach does not exist. Please try

550-5.1.1 double-checking the recipient's email address for typos or

550-5.1.1 unnecessary spaces. For more information, go to

550 5.1.1 <https://support.google.com/mail/?p=NoSuchUser> nt17-20020a17090b249100b0029958b119

a4sor2996869pjb.4 - gsmtip

Last-Attempt-Date: Tue, 20 Feb 2024 12:00:10 -0800 (PST)

----- Forwarded message -----

From: Maggie Darden <maggie@axissecurityinc.com>

To: "stephanie.johnson@jssecurityconsulting.com" <stephanie.johnson@jssecurityconsulting.com>

Cc:

Bcc:

Date: Tue, 20 Feb 2024 15:00:00 -0500

Subject: Invitation to Explore Subcontracting Opportunities with Axis Security, Inc.

----- Message truncated -----



Statement of M/WBE Utilization

Proposer's/Firm's Name: **Rock Solid Security, Inc** Proposer's Phone #: **615-254-4357**

Solicitation Title: **Provide Security Services for Municipal Auditorium and Fairgrounds** Proposer's Email Address: **maryb@rocksolidsecurity.com**

Solicitation #: **368400, 1** Amount Self-performed : **100%**

Proposer's/Firm's Ownership: **Non-M/WBE** Total Bid Amount: **TBD**

Proposed EBO Goal (%): **26** MBE% **6** WBE% EBO Goal Met? (Y/N) **NO**

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

Certificate		Type		* MBE/WBE		Code #		Percent	
MBE/WBE Firm Name	MBE/WBE Firm Address	Phone/E-Mail	(MBE or WBE)	Group Type *	UNSPS/NAICS	Description of Work	MBE/WBE Dollars (\$)	of Total Contract	Percent
1 NA			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) **Mary Bauman, Operations Manager** *Please ensure to save the document as a PDF and refrain from printing and signing it.*

Date **03/05/2024**

*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

If No, Good Faith Efforts Met? **YES**

Has Prime Complied with EBO Goal? **NO**

BAO Representative: **Angie Martin**

Metro Buyer: **Marissa Conklin**

Project Manager: **Darrin Howard/Larua Womack**

Date: **03/25/24**

Total MBE Subcontracting **0** %
 Total WBE Subcontracting **0** %
 Total MBE/WBE Participation: **0** %

BAO Notes: