



Notice of Intent to Award

Solicitation Number	215235	Award Date	9/13/2022 3:09 PM CDT	
Solicitation Title	Outside Plant (OSP) Fiber Installation			
Buyer Name	Jonathan Meadows	Buyer Email	jonathan.meadows@nashville.gov	
BAO Rep	Sierra Washington	BAO Email	sierra.washington@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	Owens Telecom Services, Inc.	Company Contact	Milt Owens		
Street Address	204 Revere Court				
City	Smyrna	State	TN	Zipcode	37167

Company Name	Kane Konnections LLC	Company Contact	Bruce Kane		
Street Address	1564 Springfield Highway				
City	Goodlettsville	State	TN	Zipcode	37072

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 215235 Outside Plant (OSP) Fiber Installation Evaluation Team/Review Board Score Sheet				
Offeror	Comlink Midwest, LLC	Kane Konnections, LLC	Owens Telecom Services, Inc	T Com, LLC
Project Plan Example (10 Points)	6.00	10.00	9.00	5.00
Risk Management (10 Points)	6.00	9.00	9.00	4.00
Repair Capability (10 Points)	7.00	10.00	10.00	7.00
Qualifications and Experience (35 Points)	22.00	33.00	33.00	28.00
Cost (35 Points)	9.23	35.00	11.04	21.92
Total Evaluation Scores (100 Points)	50.23	97.00	72.04	65.92

*Hutchins Telecom, LLC was deemed non-responsive

Evaluation Comments

Comlink Midwest, LLC
Strengths
Weaknesses
Project Plan provided was very generic and lacked specific details. Risk Management document lacked details of risks of similar size and scope of work. Risk Management document exceeded page limit. Repair Capability document lacked details on services available. Offeror did not detail aerial fiber repair process or splicing ability. Proposal did not provide reference projects. Offeror did not provide local contact information or resumes of key personnel.

Kane Konnections, LLC
Strengths
Offeror provided a detailed Project Plan with well-defined criteria and scheduling process. Proposal included a very detailed Repair Capability document.
Weaknesses
Risk Management plan was detailed in approach, but not specifically tailored to the scope of work provided. Reference Projects description of scope of work performed was generic.

Owens Telecom Services, Inc
Strengths
Risk Management document was very detailed with several examples provided.
Weaknesses
Project Plan example did not identify timeframes for implementation. Full resumes were not provided for staff. Organizational Structure was vague and lacked details.

T Com, LLC
Strengths
Weaknesses
Offeror's Risk Management document was generic and did not provide risk mitigation plan details. Repair Capabilities document was generic and lacked details. Proposal did not provide details on fiber splicing capabilities. Offeror did not address aerial fiber work. An example of a difficult implementation was not provided. No organization structure or local contact information was provided.

Solicitation Title & Number	SBE/SDV Participation Requirement	RFP Cost Points
RFQ 215235; Outside Plant (OSP) Fiber Installation	9%	35
Offeror's Name	Total Bid Amount	RFP Cost Points
Kane Konnections	\$633,315.24	35.00
T COM, LLC	\$1,011,289.66	21.92
Owens Telecom Services, Inc	\$2,007,969.30	11.04
Comlink Midwest, LLC	\$2,402,544.47	9.23



Statement of M/WBE Utilization

Proposer's/Firm's Name: Kane Konnections LLC	Proposer's Phone #: 6155877056
Solicitation Title: Outside Plant (OSP) Fiber Installation	Proposer's Email Address: Bruce@kanellc.net
Solicitation #: RFQ 215235,5	Amount Self-performed : 0
Proposer's/Firm's Ownership: Non-M/WBE	Total Bid Amount: 633315.24
Proposed EBO Goal (%) : 8 <u> </u> MBE% 10 <u> </u> WBE%	EBO Goal Met? (Y/N) YES

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 Type (MBE or WBE)	* MBE/WBE Group Type *	Code # UNSPS/NAICS	Description of Work	MBE/WBE Dollars (\$)	Percent of Total Contract
1	JR Construction of Tennessee	4957 Drakes Branch Rd. Nashville, TN 37218	6158762247	MBE	1	72152700	Concrete Instalation	63331.52	10
2	BAC Paving Company	3672 Central Pike Nashville TN, 37076	6158853555	WBE	1	72103301, 72131701	Paving	63331.52	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) Bruce Kane	Date 05/19/2022
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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	For Internal Office Use ONLY	If No, Good Faith Efforts Met? BAO Only
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BAO Representative: Sierra Washington **Metro Buyer:** Jonathan Meadows **Project Manager:** _____ **Date:** 05/09/22

Total MBE Subcontracting	10 _____ %	§ 63331.52 _____
Total WBE Subcontracting	10 _____ %	§ 63331.52 _____
Total MBE/WBE Participation:	20 _____ %	§ 126663.04 _____

BAO Notes:

BAO Small Business Assessment Sheet

BAO Specialist: Sierra Washington

Contract Specialist: Jonathan Meadows

Date: 08/09/2022

Department Name: ITS

RFP/ITB Number: 215235

Project Name: Outside Plant (OSP) Fiber Installation

Primary Contractor*	Prime Bid Amount	Total Proposed SBE (\$)	Acknowledged SBE Requirement?	SBE (%)	Comments
Kane Konnections, LLC.	\$633,315.24	\$126,663.04	YES	20%	The prime is not an approved SBE and proposed the utilization of the following SBE subcontractors: JR Construction of Tennessee at 10% for concrete installation, and BAC Paving at 10% for paving services.



Statement of M/WBE Utilization

Proposer's/Firm's Name: Owens Telecom Services, Inc.	Proposer's Phone #: 6156492532
Solicitation Title: Outside Plant (OSP) Fiber Installation	Proposer's Email Address: milt.owens@owenstelecom.com
Solicitation #: 215235	Amount Self-performed :
Proposer's/Firm's Ownership: Non-M/WBE	Total Bid Amount: 2,007,969.30
Proposed EBO Goal (%): 8 MBE% 10 WBE%	EBO Goal Met? (Y/N) YES

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 Type (MBE or WBE)	* MBE/WBE Group Type *	Code # UNSPS/NAICS	Description of Work	MBE/WBE Dollars (\$)	Percent of Total Contract
1	Safezone, LLC, DBA Safezone Traffic	813 MEADOWLARK LN, GOODLETTSVILLE, TN 37072	615-859-8375	WBE	5	UNSPSC 461615	Traffic control		10
2	Revere Consulting Company, Inc.	2615 Medical Center Pkwy Suite 1560, Murfreesboro, TN 37129	708-753-7960 Ext. 223	MBE	1	UNSPSC 26121607	Fiber optic cable		10
3	KGPCo	3305 Hwy 60 West, Faribault, MN 55021	1(800) 328-5142	WBE	5	26121607	Fiber optic cable		10
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) Oliver M. Owens, President	Date 05/10/2022
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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? YES If No, Good Faith Efforts Met? BAO Only

BAO Representative: Sierra Washington Metro Buyer: Jonathan Meadows Project Manager: _____ Date: 08/09/20

Total MBE Subcontracting	10 %	\$ 200796.93
Total WBE Subcontracting	10 %	\$ 200796.93
Total MBE/WBE Participation:	20 %	\$ 401,593.86

BAO Notes:
KPGCo's participation will not count towards the 10% WBE goal, as their certification was expired prior to solicitation close date.

BAO Small Business Assessment Sheet

BAO Specialist: Sierra Washington

Contract Specialist: Jonathan Meadows

Date: 08/09/2022

Department Name: ITS

RFP/ITB Number: 215235

Project Name: Outside Plant (OSP) Fiber Installation

Primary Contractor*	Prime Bid Amount	Total Proposed SBE (\$)	Acknowledged SBE Requirement?	SBE (%)	Comments
Owens Telecom Services, Inc	\$2,007,969.30	\$200,796.93	YES	10%	The prime is not an approved SBE and proposed the utilization of the following SBE subcontractor: Safezone Traffic, LLC. at 10% for traffic control.



Notice of Rejection

Solicitation Number	215235	Date	9/13/2022 3:07 PM CDT	
Solicitation Title	Hutchins Telecom, LLC			
Buyer Name	Jonathan Meadows	Buyer Email	jonathan.meadows@nashville.gov	
BAO Rep	Sierra Washington	BAO Email	sierra.washington@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	Hutchins Telecom, LLC	Company Contact	Derek Hutchins		
Street Address	1650 Antioch Pike				
City	Antioch	State	TN	Zipcode	37013
Reason	Offer does not meet the requirements of the solicitation and is unacceptable.				
Other/Notes	Offeror failed to meet the established goal(s) or demonstrate satisfactory Good Faith Efforts.				

Public Information and Records Retention

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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 R. Hernandez Lane