



**Notice of Intent to Award**

Solicitation Number	320248	Award Date	5/18/2023   11:28 AM CDT
Solicitation Title	Pest Control Services		
Buyer Name	Scott Ferguson	Buyer Email	scott.ferguson@nashville.gov
BAO Rep	Evans Cline	BAO Email	evans.kline@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	Middle Tennessee Exterminating	Company Contact	David Giles	
Street Address	242 West Main St.			
City	Hendersonville	State	TN	Zipcode 37075
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.

MAL Supervisor (Initial)

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

RFQ# 320248 - Pest Control Services			
Evaluation Criteria	Bug Authority, Inc	Engineering & Sheetmetal	Middle Tennessee Exterminating
Solicitation Acceptance	Yes	Yes	Yes
Contract Acceptance	Yes, with Exceptions	Yes	Yes
ISA Questionnaire Completed and Terms Accepted	Yes	Yes	Yes
Qualifications and Experience (35 Points)	33.00	26.00	33.00
Service Delivery and Approach (35 Points)	32.00	30.00	33.00
Cost (30 Points)	11.98	8.03	30.00
<b>Totals</b>	<b>76.98</b>	<b>64.03</b>	<b>96.00</b>

### Strengths & Weaknesses

#### Bug Authority, Inc

##### Qualifications and Experience

**Strengths:** Firm's response addressed everything we requested in the RFP except for the weaknesses noted below.

**Weaknesses:** Q#4 - Firm's related project experience not similar in size and scope.

##### Service Delivery and Approach

**Strengths:** Firm's response addressed everything we requested in the RFP except for the weaknesses noted below.

**Weaknesses:** Q#5 - Firm did not demonstrate an adequate formal support escalation process.

#### Engineering & Sheetmetal

##### Qualifications and Experience

**Strengths:** Firm's response addressed everything we requested in the RFP except for the weakness noted below.

**Weaknesses:** Q#1 - Firm did not adequately demonstrate their firm consists of professional and skilled laborers. Q#3 - Firm did not provide license credentials for all technicians. Q#4 - Firm's related project experience not similar in size and scope.

##### Service Delivery and Approach

**Strengths:** Firm's response addressed everything we requested in the RFP except for the weaknesses noted below.

**Weaknesses:** Q#3 - Firm's response did not demonstrate adequate capacity to perform. Q#8 - Firm did provide an adequate response to potential risks and risk mitigation.

#### Middle Tennessee Exterminating

##### Qualifications and Experience

**Strengths:** Firm's response addressed everything we requested in the RFP except the weaknesses noted below.

**Weaknesses:** Firm's response did not comply with the requested format of one PDF document per Evaluation Criteria section.

##### Service Delivery and Approach

**Strengths:** Firm's response addressed everything we requested in the RFP except for the weakness noted below.

**Weaknesses:** Firm's response did not comply with the requested format of one PDF document per Evaluation Criteria section.

Solicitation Title & Number			RFP Cost Points	RFP SBE/SDV Points	Total Cost Points
Pest Control Services.; RFQ# 320248			30	0	30

  

Offeror's Name	Total Bid Amount	SBE/SDV Participation Amount	RFP Cost Points	RFP SBE/SDV Points	Total Cost Points
Bug Authority, Inc	\$9,182,492.50	\$0.00	11.98	0.00	11.98
Engineering & Sheetmetal	\$13,703,987.00	\$0.00	8.03	0.00	8.03
Middle Tennessee Exterminating	\$3,666,327.50	\$0.00	30.00	0.00	30.00

\* Waynes Pest Control Services, LLC was non responsive to EBO Requirement

## Ferguson, Scott (Finance)

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**From:** Cline, Evans (Finance)  
**Sent:** Tuesday, May 2, 2023 10:11 AM  
**To:** Ferguson, Scott (Finance)  
**Subject:** RE: BAO Review - RFQ# 320248 - Pest Control Services  
**Attachments:** 320248 PEST CONTROL SERVICES EBO assessment.pdf

**Follow Up Flag:** Follow up  
**Flag Status:** Flagged

Good morning. Please find the attached final assessment document. There was no SBE incentive or requirement, so I have only attached an EBO assessment. The bidder was the only firm to submit completed EBO forms. They meet the EBO goals (MBE 5%, WBE 0%). I advise that the bidder satisfies EBO responsiveness criteria and meets the subcontracting goal. The contract will need monitoring in B2GNow. Thanks!

Evans Cline  
Contract Compliance Officer 2  
Metro Dept of Finance  
Office of Minority and Women Business Assistance (BAO)  
Metropolitan Nashville Davidson County  
730 2nd Avenue South, 1<sup>st</sup> Floor  
PO Box 196300  
Nashville, TN 37219-6300  
(p) 615.862.6137

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**From:** Ferguson, Scott (Finance) <Scott.Ferguson@nashville.gov>  
**Sent:** Thursday, April 27, 2023 3:28 PM  
**To:** Cline, Evans (Finance) <Evans.Cline@nashville.gov>  
**Subject:** FW: BAO Review - RFQ# 320248 - Pest Control Services

Evans,

Just checking in on this one. What is status?

*Thanks!*

*Scott Ferguson*  
Procurement Officer - Senior  
615-862-6670

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**From:** Ferguson, Scott (Finance)  
**Sent:** Friday, April 14, 2023 11:40 AM  
**To:** Cline, Evans (Finance) <[Evans.Cline@nashville.gov](mailto:Evans.Cline@nashville.gov)>



## Statement of M/WBE Utilization

Proposer's/Firm's Name: <b>DAVID GILES DBE MIDDLE TN EXTERMINATING (IDIQ)</b>	Proposer's Phone #: <b>615-824-0439</b>
Solicitation Title: <b>PEST CONTROL SERVICES</b>	Proposer's Email Address: <b>daext@comcast.net</b>
Solicitation #: <b>320248</b>	Amount Self-performed : <b>95%</b>
Proposer's/Firm's Ownership: <b>Select</b>	Total Bid Amount: <b>TBD</b>
<b>Proposed EBO Goal (%)</b> : _____ MBE% _____ WBE%	EBO Goal Met? (Y/N) <b>Select</b>

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 Group Type *		Code # UNSPS/NAICS		Description of Work		MBE/WBE Dollars (\$)		Percent of Total Contract	
						Type (MBE or WBE)										
1	ALL-N-ONE LAWN CARE, LLC	228 E. Old Hickory Blvd, Madison, TN 37115		615-568-1537		MBE	5	567130/561230		landscaping		TBD	5			
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/Signature) <b>Konya Williams, owner</b>	Date <b>01/19/2023</b>
<b>Konya Williams</b>	

\*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? <b>YES</b> <input type="button" value="v"/>	<b>For Internal Office Use ONLY</b> If No, Good Faith Efforts Met? <b>BAO Only</b>
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**BAO Representative:** Evans Cline      **Metro Buyer:** Scott Ferguson      **Project Manager:** \_\_\_\_\_      **Date:** 04/19/20

<b>Total MBE Subcontracting</b>	5 _____ %		\$ TBD _____
<b>Total WBE Subcontracting</b>	0 _____ %		\$ 0 _____
<b>Total MBE/WBE Participation:</b>	5 _____ %		\$ TBD _____

**BAO Notes:**