



METROPOLITAN GOVERNMENT OF NASHVILLE AND DAVIDSON COUNTY

October 30, 2017

John Hill
Johnson Controls, Inc
320 Premier Court South
Suite 213
Franklin, TN 37067

Re: **RFQ # 1020724, P2000 Access Control System**

Dear Mr. Hill:

The Metropolitan Government of Nashville and Davidson County (Metro) has completed the evaluation of submitted solicitation offer(s) to the above RFQ # 1020724 for P2000 Access Control System. This letter hereby notifies you of Metro's intent to award to Johnson Controls, Inc, contingent upon successful contract negotiations. 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 the Procurement Nondiscrimination 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. Should you have any questions concerning this requirement, please contact Joe Ann Carr, BAO Representative, at 615-882-2338 or at [JoeAnn.Carr@nashville.gov].

Thank you for participating in Metro's competitive procurement process.

Sincerely,

A handwritten signature in blue ink that reads "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.

**RFQ# 1020724 - P2000 Access Control System
Evaluation Team/Review Board Score Sheet**

| | |
|---|------------------------------|
| Offeror | Johnson Controls, Inc |
| Business Plan (30 Points) | 20.00 |
| Team Qualifications, Experience and References (35 Points) | 35.00 |
| Cost (35 PTS) | 28.00 |
| Total Evaluation Scores | 83.00 |

Evaluation Comments

| Johnson Controls, Inc | |
|------------------------------|--|
| Strengths | Company has various team members that are extremely knowledgeable of the P2000 system. Reference projects are of similar size and scope and company has vast knowledge of working with Metro due to previous work history. Proposal addressed Metro's needs for handling outdated P2000 and Pelco video systems related equipment. |
| Weaknesses | Business Plan was generic and lacked detail. |

| Solicitation Title & Number | | | RFP Cost Points | RFP SBE/SDV Points | Total Cost Points |
|---|--|--|-----------------|--------------------|-------------------|
| P2000 Access Control System; RFQ 1020724 | | | 28 | 7 | 35 |

| Offeror's Name | Total Bid Amount | SBE/SDV Participation Amount | RFP Cost Points (28 Pts) | RFP SBE/SDV Points (7 Pts) | Total Cost Points (35 Pts) |
|----------------------|------------------|------------------------------|--------------------------|----------------------------|----------------------------|
| Johnson Contols, Inc | \$444,626.80 | \$0.00 | 28.00 | 0.00 | 28.00 |

PNP Compliance Results Form

Department Name: General Services

RFP/ITB Number: 1020724

Procurement Name: P2000 Access Control System

| Primary Contractor | PNP Compliant (Yes/No) | Determination Comments/% of Participation Proposed or Bid |
|------------------------|------------------------|---|
| Johnson Controls, Inc. | Yes | Johnson Controls, Inc. is compliant with the requirements of the Procurement NonDiscrimination Program having engaged in good faith effort outreach to registered, certified MWBEs: Access DNI (accepted) for installation of cable and devices for new installations, NRG Management Solutions, Inc. (accepted) for installation of cable and devices for new installations, and United Electronics Inc (accepted) for installation of cable and devices for new installations. Proposed the inclusion of all. |

*Denotes Contractor with whom follow up was required

Date: 10/13/17

Metro Buyer: Flake Hudson

BAO Rep: JoeAnn Carr

BAO SBE Assessment Sheet

| |
|--|
| BAO Specialist: Carr, JoeAnn |
| Contract Specialist: Flake Hudson |
| Date: 10/13/17 |

| |
|--|
| Department Name: General Services |
| RFP/ITB Number: 1020724 |

| |
|--|
| Project Name: P2000 Access Control System |
|--|

| Primary Contractor* | Prime Bid Amount | Total Proposed SBE (\$) | SBE Subs approved? | SBE (%) | Comments |
|------------------------|------------------|-------------------------|--------------------|---------|------------------------------|
| Johnson Controls, Inc. | \$419,876.80 | \$0.00 | none | 0 | No Approved SBE/SDV proposed |

*For ITBs, only apparent low bidder will be listed.

From: [Lane, Michelle \(Finance - Procurement\)](#)
To: [Edwards, Kevin \(Finance - Procurement\)](#)
Subject: FW: RFQ 1020724 P2000 Access Control System
Date: Tuesday, October 31, 2017 9:19:35 AM
Attachments: [JCI cost comparison.xlsx](#)
[Intent to Award Letter.doc](#)
[Intent to Award Justification.pdf](#)

Kevin, Pursuant to the provisions of Procurement Regulation 4.12.011.03, the award to a single offeror is approved. I've sent you the signed award letter.

Michelle A. Hernandez Lane
Chief Procurement Officer/Purchasing Agent
Department of Finance
Procurement Division
Metropolitan Nashville Davidson County
730 2nd Avenue South, Ste. 101
Nashville, TN 37201
Office- 615.862.5471

From: Hudson II, Flake (Finance - Procurement)
Sent: Thursday, October 19, 2017 10:14 AM
To: Lane, Michelle (Finance - Procurement)
Cc: Edwards, Kevin (Finance - Procurement)
Subject: FW: RFQ 1020724 P2000 Access Control System

Michelle,

Here is the updated Intent to Award Justification. I attached a previous version in the previous email.

Flake Hudson
Procurement Officer
Department of Finance
Procurement Division
Metropolitan Nashville Davidson County
730 Second Avenue South, Ste. 101 | PO Box 196300 | Nashville | TN | 37210
Tel: 615.862.5292 / Fax: 615.862.6179
<http://www.nashville.gov/finance/procurement>

From: Hudson II, Flake (Finance - Procurement)
Sent: Thursday, October 19, 2017 10:07 AM
To: Lane, Michelle (Finance - Procurement)

Cc: Edwards, Kevin (Finance - Procurement)
Subject: FW: RFQ 1020724 P2000 Access Control System

Michelle,

Once I get your approval for this single proposer, I can move forward. Please see emails below from General Services stating the cost is reasonable and within budget. Also I have attached the Intent to Award Letter for your signature if everything is approved.

Thanks again!

Flake Hudson
Procurement Officer
Department of Finance
Procurement Division
Metropolitan Nashville Davidson County
730 Second Avenue South, Ste. 101 | PO Box 196300 | Nashville | TN | 37210
Tel: 615.862.5292 / Fax: 615.862.6179
<http://www.nashville.gov/finance/procurement>

From: Hudson II, Flake (Finance - Procurement)
Sent: Tuesday, October 17, 2017 9:16 AM
To: Lane, Michelle (Finance - Procurement)
Subject: FW: RFQ 1020724 P2000 Access Control System

Michelle,

The solicitation closed with 1 responsive offer from Johnson Controls, Inc. Please see email below from general services stating that the cost is reasonable and within budget. Do you approve moving ahead with the single offeror / proposer?

Thanks again!

Flake Hudson
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