



METROPOLITAN GOVERNMENT OF NASHVILLE AND DAVIDSON COUNTY

December 28, 2017

Mr. Steve Smith
Red River Waste Solutions LP
4004 E US Hwy 290
Dripping Springs, Hays, TX 78620

Re: **RFQ # 1022744, Waste Collection**

Dear Mr. Smith:

The Metropolitan Government of Nashville and Davidson County (Metro) has completed the evaluation of submitted solicitation offer(s) to the above RFQ # 1022774 for Waste Collection. This letter hereby notifies you of Metro's intent to award all evaluated routes to Red River Waste Solutions LP, contingent upon Metro Council approval and 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 you desire to receive or review the documentation or have any questions, please contact our office at 615-862-6170.

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 Bryan Gleason, BAO Representative, at 615-862-6710 or at bryan.gleason@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 # 1022744 – WASTE COLLECTION

Route 3410

Offeror	Red River Waste Solutions LP	Republic Services	Waste Connections of Tennessee Inc.	Waste Industries	Waste Pro
Firm and Team Qualifications (25 points)	16.00	18.00	8.00	20.00	19.00
Team Experience (25 points)	16.00	19.00	5.00	19.00	20.00
Cost (50 Points)	40.00	21.09	19.20	21.42	13.85
Total Evaluation Scores (100 Points)	72.00	58.09	32.20	60.42	52.85

Solicitation Title & Number			RFP Cost Points	RFP SBE/SDV Points	Total Cost Points
Waste Collection; RFQ 1022744			40	10	50
Route 3410					
Offeror's Name	Total Bid Amount	SBE/SDV Participation Amount	RFP Cost Points	RFP SBE/SDV Points	Total Cost Points
Red River Waste Solutions LP	\$ 37,611.49	\$0.00	40.00	0.00	40.00
Waste Industries	\$ 70,226.00	\$0.00	21.42	0.00	21.42
Republic Services	\$ 71,319.56	\$0.00	21.09	0.00	21.09
Waste Connections of Tennessee Inc	\$ 78,341.12	\$0.00	19.20	0.00	19.20
Waste Pro	\$ 108,611.88	\$0.00	13.85	0.00	13.85

Red River Waste Solutions LP

Strengths: Company has been in business for over 60 years and has had same ownership all 60 years. Provided information regarding the company's financial stability. Provided information regarding relevant experience and staffing necessary to indicate company's ability to provide the requested services.

Weaknesses: Did not provide lead time necessary for contract startup. Proposal demonstrated limited experience of similar size and scope and did not provide detailed information of length of reference projects.

Republic Services

Strengths: 99.9 percent pickup rate. Over 27,000 municipal contracts. Detailed lead time necessary for contract startup. Detailed regional resources such as equipment and staffing prepared to give help in case of emergency.

Weaknesses: Did not provide local organization chart or list of equipment. Did not provide the required number of reference projects of similar size and scope.

RFQ # 1022744 – WASTE COLLECTION

Route 3410 Continued

Waste Connections of Tennessee Inc.

Strengths: Firm has been in business over 20 years.

Weaknesses: Provided limited key staff which would be dedicated to this contract. Did not provide organizational chart, and did not provide required equipment/vehicle list. Provided very limited company history. Statement provided on company letterhead was not signed by authorized company personnel as required. Provided no lead time necessary for contract startup. Did not provide the required number reference projects of similar size and scope.

Waste Industries

Strengths: Company has rapid response team for emergency situations with over 40 locations. Company currently has numerous municipal and government service agreements and been in business for over 45 years.

Weaknesses: Did not provide the required number of reference projects of similar size and scope and did not provide contact information of reference projects submitted.

Waste Pro

Strengths: Proposal demonstrated detailed capacity to meet the lead time necessary for contract startup and detailed organizational chart. Company also provides driver safety bonuses and has been in business for over 17 years. Equipment uses state of the art technology.

Weaknesses: Did not provide staff qualifications and did not provide equipment list. Did not provide the required number of reference projects of similar size and scope.

RFQ # 1022744 – WASTE COLLECTION

Route 3412

Offeror	J.E. McMurtry Disposal	Red River Waste Solutions LP	Republic Services	Waste Connections of Tennessee Inc	Waste Pro
Firm and Team Qualifications (25 points)	25.00	16.00	18.00	8.00	19.00
Team Experience (25 points)	17.00	16.00	19.00	5.00	20.00
Cost (50 Points)	17.12	40.00	21.24	19.37	13.95
Total Evaluation Scores (100 Points)	59.12	72.00	58.24	32.37	52.95

Solicitation Title & Number			RFP Cost Points	RFP SBE/SDV Points	Total Cost Points
Waste Collection; RFQ 1022744			40	10	50
Route 3412					
Offeror's Name	Total Bid Amount	SBE/SDV Participation Amount	RFP Cost Points	RFP SBE/SDV Points	Total Cost Points
Red River Waste Solutions LP	\$ 42,199.98	\$0.00	40.00	0.00	40.00
Republic Services	\$ 79,456.52	\$0.00	21.24	0.00	21.24
Waste Connections of Tennessee Inc	\$ 87,127.04	\$0.00	19.37	0.00	19.37
J.E. McMurtry Disposal	\$ 98,593.04	\$0.00	17.12	0.00	17.12
Waste Pro	\$ 121,041.96	\$0.00	13.95	0.00	13.95

J.E. McMurtry Disposal

Strengths: Company has been in business for over 60 years and has had same ownership for all 60 years. Provided detailed explanation as to why the proposer would be the best choice. Detailed entire staff even down to the drivers. Experienced team with detailed knowledge of the community.

Weaknesses: Only provided 4 reference projects of similar size and scope and did not have detailed information on reference projects.

Red River Waste Solutions LP

Strengths: Company has been in business for over 60 years and has had same ownership all 60 years. Provided information regarding the company's financial stability. Provided information regarding relevant experience and staffing necessary to indicate company's ability to provide the requested services.

Weaknesses: Did not provide lead time necessary for contract startup. Proposal demonstrated limited experience of similar size and scope and did not provide detailed information of length of reference projects.

RFQ # 1022744 – WASTE COLLECTION

Route 3412 Continued

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Weaknesses: Did not provide local organization chart or list of equipment. Did not provide the required number of reference projects of similar size and scope.

Waste Connections of Tennessee Inc.

Strengths: Firm has been in business over 20 years.

Weaknesses: Provided limited key staff which would be dedicated to this contract. Did not provide organizational chart, and did not provide required equipment/vehicle list. Provided very limited company history. Statement provided on company letterhead was not signed by authorized company personnel as required. Provided no lead time necessary for contract startup. Did not provide the required number reference projects of similar size and scope.

Waste Pro

Strengths: Proposal demonstrated detailed capacity to meet the lead time necessary for contract startup and detailed organizational chart. Company also provides driver safety bonuses and has been in business for over 17 years. Equipment uses state of the art technology.

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RFQ # 1022744 – WASTE COLLECTION

Route 3414

Offeror	J.E. McMurtry Disposal	Red River Waste Solutions LP	Republic Services	Waste Connections of Tennessee Inc	Waste Industries	Waste Pro
Firm and Team Qualifications (25 points)	25.00	16.00	18.00	8.00	20.00	19.00
Team Experience (25 points)	17.00	16.00	19.00	5.00	19.00	20.00
Cost (50 points)	16.95	40.00	21.05	19.16	20.29	13.82
Total Evaluation Scores (100 Points)	58.95	72.00	58.05	32.16	59.29	52.82

Solicitation Title & Number			RFP Cost Points	RFP SBE/SDV Points	Total Cost Points
Waste Collection; RFQ 1022744			40	10	50
Route 3414					
Offeror's Name	Total Bid Amount	SBE/SDV Participation Amount	RFP Cost Points	RFP SBE/SDV Points	Total Cost Points
Red River Waste Solutions LP	\$ 36,464.37	\$0.00	40.00	0.00	40.00
Republic Services	\$ 69,285.32	\$0.00	21.05	0.00	21.05
Waste Industries	\$ 71,896.76	\$0.00	20.29	0.00	20.29
Waste Connections of Tennessee Inc	\$ 76,144.64	\$0.00	19.16	0.00	19.16
J.E. McMurtry Disposal	\$ 86,050.64	\$0.00	16.95	0.00	16.95
Waste Pro	\$ 105,504.36	\$0.00	13.82	0.00	13.82

J.E. McMurtry Disposal

Strengths: Company has been in business for over 60 years and has had same ownership for all 60 years. Provided detailed explanation as to why the proposer would be the best choice. Detailed entire staff even down to the drivers. Experienced team with detailed knowledge of the community.

Weaknesses: Only provided 4 reference projects of similar size and scope and did not have detailed information on reference projects.

Red River Waste Solutions LP

Strengths: Company has been in business for over 60 years and has had same ownership all 60 years. Provided information regarding the company's financial stability. Provided information regarding relevant experience and staffing necessary to indicate company's ability to provide the requested services.

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RFQ # 1022744 – WASTE COLLECTION

Route 3414 Continued

Republic Services

Strengths: 99.9 percent pickup rate. Over 27,000 municipal contracts. Detailed lead time necessary for contract startup. Detailed regional resources such as equipment and staffing prepared to give help in case of emergency.

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Waste Connections of Tennessee Inc.

Strengths: Firm has been in business over 20 years.

Weaknesses: Provided limited key staff which would be dedicated to this contract. Did not provide organizational chart, and did not provide required equipment/vehicle list. Provided very limited company history. Statement provided on company letterhead was not signed by authorized company personnel as required. Provided no lead time necessary for contract startup. Did not provide the required number reference projects of similar size and scope.

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Waste Pro

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Weaknesses: Did not provide staff qualifications and did not provide equipment list. Did not provide the required number of reference projects of similar size and scope.

RFQ # 1022744 – WASTE COLLECTION

Route 3416

Offeror	Red River Waste Solutions LP	Republic Services	Waste Connections of Tennessee Inc	Waste Pro
Firm and Team Qualifications (25 points)	16.00	18.00	8.00	19.00
Team Experience (25 points)	16.00	19.00	5.00	20.00
Cost (50 points)	40.00	21.17	19.29	13.90
Total Evaluation Scores (100 Points)	72.00	58.17	32.29	52.90

Solicitation Title & Number			RFP Cost Points	RFP SBE/SDV Points	Total Cost Points
Waste Collection; RFQ 1022744			40	10	50
Route 3416					
Offeror's Name	Total Bid Amount	SBE/SDV Participation Amount	RFP Cost Points	RFP SBE/SDV Points	Total Cost Points
Red River Waste Solutions LP	\$ 39,762.35	\$0.00	40.00	0.00	40.00
Republic Services	\$ 75,133.76	\$0.00	21.17	0.00	21.17
Waste Connections of Tennessee Inc	\$ 82,459.52	\$0.00	19.29	0.00	19.29
Waste Pro	\$ 114,438.48	\$0.00	13.90	0.00	13.90

Red River Waste Solutions LP

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RFQ # 1022744 – WASTE COLLECTION

Route 3416 Continued

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RFQ # 1022744 – WASTE COLLECTION

Route 3510

Offeror	Red River Waste Solutions LP	Republic Services	Waste Connections of Tennessee Inc	Waste Pro
Firm and Team Qualifications (25 points)	16.00	18.00	8.00	19.00
Team Experience (25 points)	16.00	19.00	5.00	20.00
Cost (50 points)	40.00	21.18	19.30	13.90
Total Evaluation Scores (100 Points)	72.00	58.18	32.30	52.90

Solicitation Title & Number			RFP Cost Points	RFP SBE/SDV Points	Total Cost Points
Waste Collection; RFQ 1022744			40	10	50
Route 3510					
Offeror's Name	Total Bid Amount	SBE/SDV Participation Amount	RFP Cost Points	RFP SBE/SDV Points	Total Cost Points
Red River Waste Solutions LP	\$ 40,049.13	\$0.00	40.00	0.00	40.00
Republic Services	\$ 75,642.32	\$0.00	21.18	0.00	21.18
Waste Connections of Tennessee Inc	\$ 83,008.64	\$0.00	19.30	0.00	19.30
Waste Pro	\$ 115,215.36	\$0.00	13.90	0.00	13.90

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RFQ # 1022744 – WASTE COLLECTION

Route 3510 Continued

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RFQ # 1022744 – WASTE COLLECTION

Route 3512

Offeror	J.E. McMurtry Disposal	Red River Waste Solutions LP	Republic Services	Waste Connections of Tennessee Inc	Waste Pro
Firm and Team Qualifications (25 points)	25.00	16.00	18.00	8.00	19.00
Team Experience (25 points)	17.00	16.00	19.00	5.00	20.00
Cost (50 points)	17.06	40.00	21.18	19.30	13.91
Total Evaluation Scores (100 Points)	59.06	72.00	58.18	32.30	52.91

Solicitation Title & Number			RFP Cost Points	RFP SBE/SDV Points	Total Cost Points
Waste Collection; RFQ 1022744			40	10	50
Route 3512					
Offeror's Name	Total Bid Amount	SBE/SDV Participation Amount	RFP Cost Points	RFP SBE/SDV Points	Total Cost Points
Red River Waste Solutions LP	\$ 40,096.92	\$0.00	40.00	0.00	40.00
Republic Services	\$ 75,727.08	\$0.00	21.18	0.00	21.18
Waste Connections of Tennessee Inc	\$ 83,100.16	\$0.00	19.30	0.00	19.30
J.E. McMurtry Disposal	\$ 93,994.16	\$0.00	17.06	0.00	17.06
Waste Pro	\$ 115,344.84	\$0.00	13.91	0.00	13.91

J.E. McMurtry Disposal

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Route 3512 Continued

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RFQ # 1022744 – WASTE COLLECTION

Route 3514

Offeror	Red River Waste Solutions LP	Republic Services	Waste Connections of Tennessee Inc	Waste Pro
Firm and Team Qualifications (25 points)	16.00	18.00	8.00	19.00
Team Experience (25 points)	16.00	19.00	5.00	20.00
Cost (50 points)	40.00	21.27	19.41	13.96
Total Evaluation Scores (100 Points)	72.00	58.27	32.41	52.96

Solicitation Title & Number			RFP Cost Points	RFP SBE/SDV Points	Total Cost Points
Waste Collection; RFQ 1022744			40	10	50
Route 3514					
Offeror's Name	Total Bid Amount	SBE/SDV Participation Amount	RFP Cost Points	RFP SBE/SDV Points	Total Cost Points
Red River Waste Solutions LP	\$ 43,251.51	\$0.00	40.00	0.00	40.00
Republic Services	\$ 81,321.24	\$0.00	21.27	0.00	21.27
Waste Connections of Tennessee Inc	\$ 89,140.48	\$0.00	19.41	0.00	19.41
Waste Pro	\$ 123,890.52	\$0.00	13.96	0.00	13.96

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Route 3514 Continued

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Route 3516

Offeror	Red River Waste Solutions LP	Republic Services	Waste Connections of Tennessee Inc	Waste Pro
Firm and Team Qualifications (25 points)	16.00	18.00	8.00	19.00
Team Experience (25 points)	16.00	19.00	5.00	20.00
Cost (50 points)	40.00	21.11	19.22	13.86
Total Evaluation Scores (100 Points)	72.00	58.11	32.22	52.86

Solicitation Title & Number		RFP Cost Points	RFP SBE/SDV Points	Total Cost Points	
Waste Collection; RFQ 1022744		40	10	50	
Route 3516					
Offeror's Name	Total Bid Amount	SBE/SDV Participation Amount	RFP Cost Points	RFP SBE/SDV Points	Total Cost Points
Red River Waste Solutions LP	\$ 37,993.87	\$0.00	40.00	0.00	40.00
Republic Services	\$ 71,997.64	\$0.00	21.11	0.00	21.11
Waste Connections of Tennessee Inc	\$ 79,073.28	\$0.00	19.22	0.00	19.22
Waste Pro	\$ 109,647.72	\$0.00	13.86	0.00	13.86

Red River Waste Solutions LP

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