



## METROPOLITAN GOVERNMENT OF NASHVILLE AND DAVIDSON COUNTY

February 5, 2018

Ryan Miller  
Insituform Technologies, LLC  
17988 Edison Avenue  
St. Louis, MO 63005

Re: **RFQ # 1025658, Vandiver and Hidden Acres Rehabilitation**

Dear Mr. Miller:

The Metropolitan Government of Nashville and Davidson County (Metro) has completed the evaluation of submitted solicitation offer(s) to the above RFQ # 1025658 for Vandiver and Hidden Acres Rehabilitation. This letter hereby notifies you of Metro's intent to award to Insituform Technologies, LLC, 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 you desire to receive or review the documentation or have any questions, please contact Brad Wall by email at [brad.wall@nashville.gov](mailto:brad.wall@nashville.gov) Monday through Friday between 8:30am and 3:30pm.

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) 880-2338 or at [joeann.carr@nashville.gov](mailto: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 # 1025658 - Vandiver and Hidden Acres Rehabilitation  
Evaluation Team Score Sheet**

Offeror	Insituform Technologies, LLC	SAK Construction, LLC	SBW Constructors, LLC
Contract Acceptance			
Cost Criteria (60 Points)	60	54.54	59.33
Project Approach and Schedule (20 Points)	19	15	17
Firm and Team Qualifications (20 Points)	19	17	15
<b>Total Evaluation Scores (100 Points Total)</b>	<b>98</b>	<b>86.54</b>	<b>91.33</b>

**Evaluation Comments**

<b>Insituform Technologies, LLC (98 Points)</b>
<b>Strengths</b>
Detailed plan addressing the coordination of work for Vandiver near the apartments, trailer park, and pump station influent force mains. Detailed plan addressing the coordination of work for the Vandiver Rehabilitation near SR45, Old Hickory Boulevard, Myatt Drive, and Vandiver Drive. Detailed plan addressing the coordination of work for Hidden Acres in the limited access areas along the creek from Neely's Bend Road to the Hidden Acres Pump Station. Detailed identification of potential risks associated with the project and detailed description on how to mitigate those risks. Detailed plan/approach to minimize impacts to industries, residents, businesses, and the public during construction. Detailed description of supporting Nashville's commitment to supporting economic viability as a part of the Nashville's Construction Readiness Partnership. Detailed description of firm's background experience and qualifications to accomplish the required outcomes. Detailed information regarding the subcontractors' qualifications to produce the required outcomes. Detailed projects of similar size, scope, and complexity.
<b>Weaknesses</b>
Quality Assurance Plan lacked details. Notice to Proceed date in the baseline schedule was incorrect. Project organization chart was listed in the incorrect section.

<b>SAK Construction, LLC (86.54 Points)</b>
<b>Strengths</b>
Detailed plan addressing the coordination of work for the Vandiver Rehabilitation near SR45, Old Hickory Boulevard, Myatt Drive, and Vandiver Drive. Detailed plan/approach to minimize impacts to industries, residents, businesses, and the public during construction. Detailed Quality Assurance Plan. Detailed description of supporting Nashville's commitment to supporting economic viability as a part of the Nashville's Construction Readiness Partnership. Detailed projects of similar size, scope, and complexity.
<b>Weaknesses</b>
Plan addressing how the firm would manage each project integrating many management functions and production of work lacked details. Failed to address the coordination of work for Vandiver the pump station influent force mains. Plan addressing the coordination of work for Hidden Acres near the schools lacked detail. Lacked detail on how to mitigate risk identified with the execution of this specific project. Failed to provide mailing addresses for reference projects. Failed to provide some resumes within the organization chart.

<b>SBW Constructors, LLC (91.33 Points)</b>
<b>Strengths</b>

Detailed identification of potential risks associated with the project and detailed description on how to mitigate those risks. Detailed description of supporting Nashville's commitment to supporting economic viability as a part of the Nashville's Construction Readiness Partnership. Detailed Quality Assurance Plan. Detailed overall project approach in completing the scope of work. Detailed plan addressing the coordination of work for the Vandiver Rehabilitation near SR45, Old Hickory Boulevard, Myatt Drive, and Vandiver Drive. Detailed plan/approach to minimize impacts to industries, residents, businesses, and the public during construction. Detailed projects of similar size, scope, and complexity.

**Weaknesses**

Plan addressing the coordination of work for Hidden Acres near the schools lacked detail. Plan addressing the coordination of work for the 3 areas of discrete work for manhole rehabilitation as part of the Hidden Acres project lacked detail. Exceeded page limit restrictions. Failed to provide resumes of key individuals. Organization chart lacked detail. Failed to provide mailing addresses for reference projects.

Solicitation Title & Number		RFP Cost Points
RFQ 1023735 - Vandiver and Hidden Acres Rehabilitation		60
Offeror's Name	Total Bid Amount	RFP Cost Points
Insituform Technologies, LLC	\$5,568,287.50	60.00
SBW Constructors, LLC	\$5,631,199.15	59.33
SAK Construction, LLC	\$6,125,669.50	54.54

## PNP Compliance Results Form

Department Name: Metro Water Services

RFP/ITB Number: 1025658

Procurement Name: Vandiver and Hidden Acres Rehabilitation

Primary Contractor	PNP Compliant (Yes/No)	Determination Comments/% of Participation Proposed or Bid
Insituform Technologies, LLC	Yes	Insituform Technologies, LLC is compliant with the requirements of the Procurement NonDiscrimination Program having engaged in good faith effort outreach to registered, certified MWBEs: Pipeworks Plus, Inc. (accepted), Pipeline Innovation (accepted) and Underground Eyes (accepted)

\*Denotes Contractor with whom follow up was required

Date: 01/22/2018

Metro Buyer: Brad Wall

BAO Rep: JoeAnn Carr

## BAO SBE Assessment Sheet

<b>BAO Specialist:</b> Carr, JoeAnn
<b>Contract Specialist:</b> Brad Wall
<b>Date:</b> 01/22/18

<b>Department Name:</b> Water Services
<b>RFP/ITB Number:</b> 1025658

<b>Project Name:</b> Vandiver and Hidden Acres Rehabilitation
---

Primary Contractor*	Prime Bid Amount	Total Proposed SBE (\$)	SBE Subs approved?	SBE (%)	Comments
Insituform Technologies, LLC	\$5,568,287.50	2,205,047.50	Yes	41.8	Insituform Technologies, LLC proposed approved SBEs; Underground Eyes @ 4.26%, Pipeworks Plus @ 23.40%, CK Masonry @ 9.97% an Pipeline Innovation @ 4.17%; Exceeded the 20% SBE/SDV requirement.

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