



## METROPOLITAN GOVERNMENT OF NASHVILLE AND DAVIDSON COUNTY

April 27, 2018

Donna Tolleson  
ACT Security, Inc  
511 Fairground Court  
Nashville, TN 37211

Re: **RFQ # 1025660, Life Safety Systems and Inspection Services**

Dear Ms. Tolleson:

The Metropolitan Government of Nashville and Davidson County (Metro) has completed the evaluation of submitted solicitation offer(s) to the above RFQ # 1025660 for Life Safety Systems and Inspection Services. This letter hereby notifies you of Metro's intent to award to ACT Security, 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 you desire to receive or review the documentation or have any questions, please contact Genario Pittman by email at [genario.pittman@nashville.gov](mailto:genario.pittman@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 Tina Burt, BAO Representative, at (615) 880-2783 or at [tina.burt@nashville.gov](mailto:tina.burt@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.

**1025660 Life Safety Systems and Inspection Services  
Evaluation Team Score Sheet**

Offeror	ACT Security, Inc	Protection One Alarm Monitoring, Inc	Vulcan Fire Systems, Inc.
Team Qualifications and Experience (30 Points)	30	23	25
Capacity to Perform and Approach (30 Points)	30	22	25
Cost Criteria (40 Points)	34.62	35.07	32.00
<b>Total Evaluation Scores</b>	<b>94.62</b>	<b>80.07</b>	<b>82.00</b>

**Evaluation Comments**

**ACT Security, Inc**

Strengths - Proposal provided detail description of capacity to perform work. Proposal provided detailed background of the company. Proposal provided detailed licenses. Proposal provided a detailed explanation of the use of certified designers. Proposal provided detailed explanation of each proposed employee specialty and roll. Proposal provided detailed description of reporting which includes electronic reports as well as third party verification of inspections. Proposal provided detailed description of online database. Proposal detailed how firm follows NFPA10.

Weaknesses - N/A

**Protection One Alarm Monitoring, Inc**

Strengths - Detailed descriptions of firm's background and history. Detailed explanation of firm's service process for fire safety and sprinkler systems. Detailed list of key individuals who will be involved in providing the service defined within the scope of work.

Weaknesses - Failed to provide certification licenses for at least two employee's (only provided a certification license for one employee). Firm's ability to service fire extinguishers lacked details. Firm failed to provide a work plan associated with the scope of work requirements (i.e. inventory & warranty, repairs/replacement, and reporting).

**Vulcan Fire Systems, Inc.**

Strengths - Proposal provided detail on fire extinguisher experience. Proposal provided a detailed explanation of the electronic inspection form as well as a bar coding system which uploads to an online database. Proposal provided detail on maintenance of multiple systems and providers. Proposal provided a detailed explanation regarding the online portal for reports.

Weaknesses - Proposal lacked detail on how they would provide service outside of fire extinguishers. Proposal lacked specific details on firm's description of their experience in providing similar life safety system services (did not cover all life safety systems).

Solicitation Title & Number				RFP Cost Points	RFP SBE/SDV Points	Total Cost Points
Life Safety Systems and Inspection Servicest; RFQ 1025660				32	8	40
Offeror's Name	Total Bid Amount	SBE/SDV Participation Amount	SBE Percentage	RFP Cost Points	RFP SBE/SDV Points	Total Cost Points
Vulcan Fire Systems, Inc.	\$108,949.25	\$0.00	0.00%	32.00	0.00	32.00
ACT Security, Inc	\$116,356.00	\$37,500.00	32.20%	29.96	4.66	34.62
Protection One Alarm Monitoring, Inc	\$128,805.65	\$64,403.00	50.00%	27.07	8.00	35.07

**PNP Compliance Results Form**

**Department Name: General Services**  
**RFP/ITB Number: 1025660**  
**Life Safety Systems and Inspection Services**

Primary Contractor	PNP Compliant (Yes/No)	
ACT Security, Inc.	Yes	Proposer is compliant with the Procurement Nondiscrimination Program requirements having reached out to five certified MWBE firms: Access Data Network Solutions (WBE) - Accepted - 1.7%, Diamond Restoration (MBE) - Accepted - 2.1%, EMI Supply, Inc. (WBE) - Declined, CCP Distributors (MBE) - Declined and Sunset Marketing (WBE) - Declined.

\*Denotes Contractor with whom follow up was required  
 Date: 01/11/2018  
 Metro Buyer: Stephen Pitman  
 BAO Rep: Tina R. Burt

BAO SBE Assessment Sheet

BAO Specialist: Tina R. Burt  
 Contract Specialist: Stephen Pittman  
 Date: 01/11/2018

Department Name: General Services  
 RFP/ITB Number: 1025660

Project Name: Life Safety Systems and Inspection Services

Primary Contractor*	Prime Bid Amount	Total Offered SBE (\$)	SBEs approved?	Total Approved SBE (\$)	SBE (%)	Comments
ACT Security, Inc.	116,356.00	\$37,500	Yes	\$37,500	32.2%	SBE/SDV Plan: Prime acknowledged the SBE/SDV participation expectations in the solicitation and proposed SBE/SDV firms TKO Fire Protection and Diamond Restoration for the performance of the work.

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