



METROPOLITAN GOVERNMENT OF NASHVILLE AND DAVIDSON COUNTY

March 14, 2018

Michael Daley
American Backflow Inspectors, Inc
2411 Cruzen St.
Nashville, TN 37211

Re: **RFQ # 1030669, Testing of Backflow Prevention Devices**

Dear Mr. Daley:

The Metropolitan Government of Nashville and Davidson County (Metro) has completed the evaluation of submitted solicitation offer(s) to the above RFQ # 1030669 for Testing of Backflow Prevention Devices. This letter hereby notifies you of Metro's intent to award to American Backflow Inspectors, 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 Brad Wall by email at 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 Jerval Watson, BAO Representative, at (615) 862-5461 or at jerval.watson@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 # 1030669 - Testing of Backflow Prevention Devices
Evaluation Team Score Sheet

| | |
|---|---|
| Offeror | American Backflow Inspectors, Inc. |
| Contract Acceptance | Accepted |
| Cost Criteria (40 Points) | 40 |
| Qualifications, Experience, and Capacity to Perform (40 Points) | 36 |
| Business Plan (20 Points) | 19 |
| Total Evaluation Scores (100 Points Total) | 95 |

American Backflow Inspectors, Inc.

Strengths

Detailed overview of the firm. Detailed experience and qualifications to accomplish the required outcomes, including ability, personnel experience, capacity, skill, and years of experience in providing the required services. Firm provided a detailed proposal with a strong emphasis on performing backflow inspections. Detailed experience in performing certified backflow preventer testing work and regulatory compliant cross-connection program management. Detailed demonstration of successful municipal backflow management. Firm provided a detailed understanding of Metro's need for this contract. Detailed approach to administering the contract and providing the services requested. Firm provided a detailed description of their team and organizational structure. Firm provided a detailed explanation on how they intend to control costs and assist Metro in minimizing operational expenses. Detailed response times for normal service calls, urgent service calls, and emergency service call.

Weaknesses

Failed to provide a brief scope for reference projects and how it is similar to the proposed scope of work. Failed to provide a brief statement for reference projects addressing the successes of the project, problems encountered and resolution, and general assessment of how well their firm/team performed. Lacked detail on demonstrating the firm has at least three (3) years' experience performing work of similar size. Proposed service quality program lacked details.

| Solicitation Title & Number | | | RFP Cost Points | RFP SBE/SDV Points | Total Cost Points |
|--|------------------|------------------------------|-----------------|--------------------|-------------------|
| Testing of Backflow Prevention Devices; RFQ # 1030669 | | | 32 | 8 | 40 |
| Offeror's Name | Total Bid Amount | SBE/SDV Participation Amount | RFP Cost Points | RFP SBE/SDV Points | Total Cost Points |
| American Backflow Inspectors Inc | \$6,630,500.00 | \$6,630,500.00 | 32.00 | 8.00 | 40.00 |

BAO SBE Assessment Sheet

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|---------------------------------------|
| BAO Specialist: Jerval Watson |
| Contract Specialist: Brad Wall |
| Date: 03/07/2018 |

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| Department Name: Water Services |
| RFP/ITB Number: 1030669 |

Project Name: Testing of Backflow Preventive Devices

| Primary Contractor* | Prime Bid Amount | Total Offered SBE (\$) | SBEs approved? | Total Approved SBE (\$) | SBE (%) | Comments |
|------------------------------------|------------------|------------------------|----------------|-------------------------|---------|--|
| American Backflow Insepctors, Inc. | \$6,630,500.00 | \$6,630,500.00 | YES | \$ 6,630,500.00 | 100.00% | The primary contractor is a Metro approved SBE |
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*For ITBs, only apparent low bidder will be listed.

From: [Lane, Michelle \(Finance - Procurement\)](#)
To: [Cantlon, Judy \(Finance - Contract Compliance\)](#); [Wall, Brad \(Finance - Procurement\)](#); [Pittman, Genario \(Finance - Procurement\)](#)
Subject: FW: Sole Bidder Approval for RFQ # 1030669 Testing of Backflow Prevention Devices
Date: Tuesday, March 13, 2018 10:49:35 PM
Attachments: [Intent to Award Letter.doc](#)
[Intent to Award Justification.pdf](#)

Thanks for this information. Award to a sole offeror is approved. Judy, please prepare the signed PDF and get to Brad. Thanks.

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: Pittman, Genario (Finance - Procurement)
Sent: Tuesday, March 13, 2018 12:33 PM
To: Lane, Michelle (Finance - Procurement)
Cc: Wall, Brad (Finance - Procurement)
Subject: FW: Sole Bidder Approval for RFQ # 1030669 Testing of Backflow Prevention Devices

Michelle,

Please see the email correspondence below regarding the single offeror approval request from Brad for RFQ # 1030669 (Testing of Backflow Prevention Devices) and provide a response when time permits.

Respectfully,
Genario Pittman
Senior Procurement Officer
Department of Finance
Procurement Division
Metropolitan Nashville Davidson County
730 2nd Avenue South, Ste. 101
Nashville, TN 37210
Office- 615.880.2641
genario.pittman@nashville.gov

From: Wall, Brad (Finance - Procurement)

Sent: Monday, March 12, 2018 2:03 PM

To: Pittman, Genario (Finance - Procurement) <Genario.Pittman@nashville.gov>

Subject: Sole Bidder Approval for RFQ # 1030669 Testing of Backflow Prevention Devices

Genario,

RFQ # 1030669 closed with a single bidder, **American Backflow Inspectors, Inc.** The department considers the single offer as fair and reasonable and are in agreement to move forward in awarding **American Backflow Inspectors Inc.** This RFP was solicited to registered vendors under the commodity code 81141807 (Plumbing and Sewer Inspection Service). An adequate pool of offerors had an opportunity to submit a response to the solicitation. Will you please forward this request to Michelle, and if she approves of the single offer, then I will save her response with the solicitation documents and move forward.

Brad Wall

Procurement Officer III

Department of Finance

Procurement Division

Metropolitan Nashville Davidson County

730 2nd Avenue South, Ste. 101

Nashville, TN 37210

(615) 862-4273 (Office)