



## METROPOLITAN GOVERNMENT OF NASHVILLE AND DAVIDSON COUNTY

May 14, 2018

Amanda O'Shea  
KCI Technologies, Inc  
7003 Chadwick Drive STE 343  
Brentwood, TN 37027

Re: **RFQ # 1033695, Jefferson Street Intersection Improvements**

Dear Ms. O'Shea:

The Metropolitan Government of Nashville and Davidson County (Metro) has completed the evaluation of submitted solicitation offer(s) to the above RFQ # 1033695 for Jefferson Street Intersection Improvements. This letter hereby notifies you of Metro's intent to award to KCI Technologies, 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 Jeremy Frye, BAO Representative, at (615) 862-6638 or at [jeremy.frye@nashville.gov](mailto:jeremy.frye@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.


**METROPOLITAN GOVERNMENT OF NASHVILLE AND DAVIDSON COUNTY**
**Request for Mayoral Selection of A&E Firm  
RFQ 1033695, Jefferson Street Intersection Improvements**

Metro received two (2) proposals for the A&E Review Board to consider. The Review Board submits for review and selection by the Mayor the two (2) evaluated firms listed below in alphabetical order, accompanied by the Review Board's summary.

While it is acknowledged that the selection is solely that of the Mayor, it is the Review Board's recommendation that **KCI Technologies, Inc** be considered for this project.

- A&E Firm:** **DBS & Associates Engineering, Inc.**
- Strengths:** Firm provided a detailed Gantt Chart. Detailed description of how the requirements and provisions of the scope of the project will be implemented in a timely manner. Firm provided a detailed explanation of the lighting approach. Firm expressed commitment to SBE/SDV participation efforts to ensure prompt payment and reporting of SBE/SDV participation. Firm demonstrated a detailed organizational capacity for this project.
- Weaknesses:** Firm's approach to bike improvements lacked details. Firm's approach to pedestrian improvements lacked details. Firm's plan for community engagement lacked details. Firm's approach to beautify the existing aboveground NES utility poles lacked details. Firm's risk mitigation plan lacked details. Firm's description of why their team is best suited for the project lacked details. Firm provided three incomplete reference projects. Organizational chart lacked details. Firm's project schedule lacked details. Firm's strategic approach to maximizing SMWBE participation lacked details.
- MWBE Plan:** Proposed the engagement of Booker Engineering (WBE) and Varallo Public Relations, LLC (WBE).
- SBE/SDV Plan:** Proposer acknowledged 15% participation requirement of SBE/SDV over life of the project as required by the solicitation. Proposed the engagement of SBE subcontractors: Booker Engineering and Varallo Public Relations, LLC.



**A&E Firm:** KCI Technologies, Inc

**Strengths:** Firm provided a detailed plan for community engagement. Detailed streetscaping elements for a complete and green project. Detailed description of the impact of the existing driveway. Detailed explanation of the approach to stormwater improvements. Detailed Gantt Chart. Projects of similar size and complexity. Firm demonstrated a detailed organizational capacity for this project. Firm expressed commitment to SBE/SDV participation. Firm identified outreach methods and mentoring of SBE/SDVs.

**Weaknesses:** Firm's explanation of the lighting approach lacked details. Firm's explanation of the approach to the trees for this project lacked details. Firm's risk mitigation plan lacked details. Firm's approach to minimize disruption to performance lacked details. Firm's explanation of approach to bike improvements lacked details. Firm provided reference projects not of similar scope. Firm presented projects that were not complete. Failed to state efforts to ensure prompt payment of SBE/SDVs. Firm did not address monitoring and reporting of SBE/SDV participation.

**MWBE Plan:** Proposed the engagement of Civic Engineering (WBE), KS Ware & Associates (WBE), Booker Engineering (WBE), and Varallo Public Relations,LLC (WBE).

**SBE/SDV Plan:** Proposer acknowledged 15% participation requirement of SBE/SDV over life of the project as required by the solicitation. Proposed the engagement of SBE subcontractors: Booker Engineering, Varallo Public Relations,LLC and EDGE Planning, Landscape Architecture & Graphic Design .

Evaluation Criteria (Max Points)	DBS & Associates Engineering, Inc.	KCI Technologies, Inc
Business Plan and Methodology (45 Points)	41	42
Qualifications and Experience (40 Points)	31	36
Organizational Capacity (10 Points)	10	10
Small Business/Service Disabled Veteran Owned Business Plan (5 Points)	2.5	2
<b>Total (100 Points)</b>	<b>84.50</b>	<b>90.00</b>

**Strengths & Weaknesses**

**DBS & Associates Engineering, Inc. (84.50)**

**Strengths:** Firm provided a detailed Gantt Chart. Detailed description of how the requirements and provisions of the scope of the project will be implemented in a timely manner. Firm provided a detailed explanation of the lighting approach. Firm expressed commitment to SBE/SDV participation efforts to ensure prompt payment and reporting of SBE/SDV participation. Firm demonstrated a detailed organizational capacity for this project.

**Weaknesses:** Firm's approach to bike improvements lacked details. Firm's approach to pedestrian improvements lacked details. Firm's plan for community engagement lacked details. Firm's approach to beautify the existing aboveground NES utility poles lacked details. Firm's risk mitigation plan lacked details. Firm's description of why their team is best suited for the project lacked details. Firm provided three incomplete reference projects. Organizational chart lacked details. Firm's project schedule lacked details. Firm's strategic approach to maximizing SMWBE participation lacked details.

**KCI Technologies, Inc (90.00 Points)**

**Strengths:** Firm provided a detailed plan for community engagement. Detailed streetscaping elements for a complete and green project. Detailed description of the impact of the existing driveway. Detailed explanation of the approach to stormwater improvements. Detailed Gantt Chart. Projects of similar size and complexity. Firm demonstrated a detailed organizational capacity for this project. Firm expressed commitment to SBE/SDV participation. Firm identified outreach methods and mentoring of SBE/SDVs.

**Weaknesses:** Firm's explanation of the lighting approach lacked details. Firm's explanation of the approach to the trees for this project lacked details. Firm's risk mitigation plan lacked details. Firm's approach to minimize disruption to performance lacked details. Firm's explanation of approach to bike improvements lacked details. Firm provided reference projects not of similar scope. Firm presented projects that were not complete. Failed to state efforts to ensure prompt payment of SBE/SDVs. Firm did not address monitoring and reporting of SBE/SDV participation.

Proposer #	Commitment to SBE/SDV Participation on the project (2pts)	Strategic Approach to maximizing SBE/SDV (2 pts)	Monitoring and Reporting of SBE/SDV participation (.50 pts)	Efforts ensure prompt payment (.50pts)	Total	Strength	Weakness
KCI Technologies, Inc	1	1	0	0	2	Expressed commitment to SBE/SDV participation. Identified outreach methods and mentoring of SBE/SDV.	Failed to state efforts to ensure prompt payment. Did not address monitoring and reporting of SBE/SDV participation.
DBS & Associates Engineering, Inc	1.5	0.25	0.5	0.25	2.5	Expressed commitment to SBE/SDV participation, efforts to ensure prompt payment and reporting of SBE/SDV participation.	Strategic approach to maximizing SMWBE lacked detail

## PNP Compliance Results From

**Department Name:**Public Works  
**RFP/ITB Number:** RFQ #1033695  
**Project Name:**Jefferson St Intersection Intersection Improvements (A&E)

Primary Contractor	PNP Compliant (Yes/No)	Determination Comments/% of Participation Proposed or Bid
<a href="#">KCI Technologies, Inc</a>	Yes	Proposer is compliant with the Procurement Nondiscrimination Program requirements having reached out to three certified MWBE firms as required by the Procurement Code. Proposed the engagement of Civic Engineering (WBE), KS Ware & Associates (WBE), Booker Engineering (WBE), and Varallo Public Relations,LLC (WBE). Consistent with the Procurement Code, actual dollar amounts will be confirmed upon contract award.
<a href="#">DBS &amp; Associates Engineering, Inc</a>	Yes	Proposer is compliant with the Procurement Nondiscrimination Program requirements having reached out to three certified MWBE firms as required by the Procurement Code. Proposed the engagement of Booker Engineering (WBE) and Varallo Public Relations,LLC (WBE). Consistent with the Procurement Code, actual dollar amounts will be confirmed upon contract award.

**Date:**4/12/2018  
**Metro Buyer:**Genario Pittman  
**BAO Rep:** Jeremy Frye

## BAO SBE Assessment Sheet

BAO Specialist: <b>Jeremy Frye</b>
Contract Specialist: <b>Genario Pittman</b>
Date: <b>04/12/2018</b>
Department Name: <b>Public Works</b>
RFP/ITB Number: <b>1033695</b>

**Project Name: Jefferson Street Intersection Improvements (A&E) (15% SBE/SDV Requirement)**

Primary Contractor:	SBEs approved?	Comments
KCI Technologies, Inc	Yes	SBE/SDV Plan: Proposer is not an approved SBE and acknowledged 15% participation requirement of SBE/SDV over life of the project as required by the solicitation. Proposed the engagement of SBE subcontractors: Booker Engineering, Varallo Public Relations, LLC and EDGE Planning, Landscape Architecture & Graphic Design .
DBS & Associates Engineering, Inc	Yes	SBE/SDV Plan: Proposer is not an approved SBE/SDV acknowledged 15% participation requirement of SBE/SDV over life of the project as required by the solicitation. Proposed the engagement of SBE subcontractors: Booker Engineering and Varallo Public Relations, LLC

**Column Headings**

Shaded cells in columns E and G are formula driven and should not be changed

White cells with text are fields that you can edit.

**Gray cells with bold text contain formulas that can not be changed.**