



METROPOLITAN GOVERNMENT OF NASHVILLE AND DAVIDSON COUNTY

August 30, 2018

David Ward
SBW Constructors LLC
107 Terry Lane
Cottontown, TN 37048
Re: **RFQ # 1033971, Bell Road at Hickory Hollow Water Main Installation**

Dear Mr. Ward:

The Metropolitan Government of Nashville and Davidson County (Metro) has completed the evaluation of submitted solicitation offer(s) to the above RFQ # 1033971 for Bell Road at Hickory Hollow Water Main Installation. This letter hereby notifies you of Metro's intent to award to SBW Constructors LLC, contingent upon successful contract negotiations. Please provide a certificate of Insurance indicating all applicable coverages within 15 business days of the receipt of this letter.

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.

Additionally the awardee will be required to submit evidence of participation of and contractor's payment to all Small, Minority, and Women Owned Businesses participation in any resultant contract. This evidence shall be submitted monthly and include copies of subcontracts or purchase orders, the Prime Contractor's Application for Payment, or invoices, and cancelled checks or other supporting payment documents. 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.

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 Christina Alexander by email at christina.alexander@nashville.gov Monday through Friday between 8:30am and 3:30pm.

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.

Procurement Division

730 Second Avenue South, Suite 112
P.O. Box 196300
Nashville, Tennessee 37219-6300

www.Nashville.gov
Phone: 615-862-6180
Fax: 615-862-6179

Bell Road at Hickory Hollow Water Main Installation; RFQ# 1033971

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Offeror's Name	Bids	RFP Cost Points
SBW Constructors LLC	\$2,435,257.50	30.00
Garney Companies Inc.	\$2,478,900.00	29.47
JSJ Construction LLC	\$2,516,909.00	29.03

**RFQ# 1033971 - Bell Road at Hickory Hollow Water Main Installation
Evaluation Committee Score Sheet**

Offeror	SBW Constructors LLC	Garney Companies Inc.	JSJ Construction LLC
Contract Acceptance (Yes/No)	Yes	Yes	Yes
Cost Criteria (30)	30.00	29.47	29.03
Firm Qualifications & Capacity to Perform (15)	13.00	13.00	13.00
Project Approach & Process (20)	18.00	20.00	19.00
Project Schedule & Risk Mitigation (20)	19.00	15.00	17.00
Team Qualifications (15)	14.00	14.00	14.00
Total Evaluation Scores	94.00	91.47	92.03

Evaluation Comments

SBW Constructors LLC
Strengths
Firm provided reference projects of similar scope and complexity. Firm provided detailed cost overrun mitigation plan that presented potential cost saving for Metro. Firm provided Gantt Chart. Firm provided detailed CSX Railroad requirement concerns related to scope of work for this solicitation to include pipe delivery and staging.
Weaknesses
Firm failed to place requested information in appropriate evaluation criteria section as described in instructions. Firm failed to provide subcontractor(s) to be assigned to this project under team qualifications. Firm failed to provide Key Personnel to be assigned to this project. Firm failed to provide detailed plan of action for proposed trencher equipment. Firm lacked detail for capacity to perform installation of similar size diameter of pipe in scope of work for this project.

Garney Companies Inc.

Strengths

Firm provided detailed project approach and process to include color coding pipes to be installed. Firm proposed using a Vac Truck for clean up and to limit dust and debris during construction. Firm provided Gantt Chart.

Weaknesses

Firm failed to place requested information in appropriate evaluation criteria section as described in instructions. Firm lacked detail in provided subcontractor information for firm qualifications and capacity to perform. Firm failed to provide a risk mitigation plan for cost overrun. Firm proposed unlimited pay width during pipe installation, which will allow firm the bill Metro over and above the maximum contract value. Firm proposed paving on (Christmas) holiday, imposing increased labor rate cost to Metro.

JSJ Construction LLC

Strengths

Firm provided reference projects of similar scope and complexity. Firm provided subcontractor information including current workload and subcontractors assigned to this project. Firm provided a detailed plan for disinfecting water mains, services and tie-in points to include swabbing and spraying them with a bleach solution.

Weaknesses

Firm went over maximum allowable pages for firm qualifications. Firm lacked details in identifying traffic control team and plan for this project. Firm lacked detail in addressing the use of special thickness class 55 ductile iron pipe requirement. Firm provided inconsistent dates for milling and paving for scope of work in this solicitation on Gantt Chart. Firm lacked detail in providing understanding of delivery requirements for the scope of work for this solicitation. Firm lacked detail for capacity to perform installation of similar size diameter of pipe in scope of work for this project.

BAO SBE Assessment Sheet

BAO Specialist: Joe Ann Carr
Contract Specialist: Christina Alexander
Date: 07/30/2018

Department Name: Water Services
RFP/ITB Number: 1033971

Project Name: Bell Road at Hickory Hollow Water Main Installation

Primary Contractor*	Prime Bid Amount	Total Offered SBE (\$)	SBEs approved?	SBE (%)	Comments
SBW CONSTRUCTORS, LLC	\$2,435,257.50	\$2,124,107.50	Yes	93.7%	Prime is an approved Metro SBE and has acknowledged the 20% SBE/SDV business participation REQUIREMENT over the life of the contract. Proposed the engagement of SBE firm BAC Paving Company @ 25.73% and to self-perform 68% of the work.

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

PNP Compliance Results Form

Department Name: Water Services

RFP/ITB Number: 1033971

Procurement Name: Bell Road at Hickory Hollow Water Main Installation

Primary Contractor	PNP Compliant (Yes/No)	Determination Comments/% of Participation Proposed or Bid
SBW Constructors, LLC	Yes	SBW Constructors, LLC is compliant with the requirements of the Procurement NonDiscrimination Program having engaged in good faith effort outreach to registered, certified MWBEs: BAC Paving WBE (Accepted), J R Construction MBE (Accepted) and Kathy Freeman Trucking WBE (Declined)

*Denotes Contractor with whom follow up was required

Date: 07/30/2018

Metro Buyer: Christina Alexander

BAO Rep: JoeAnn Carr