



## METROPOLITAN GOVERNMENT OF NASHVILLE AND DAVIDSON COUNTY

December 26, 2018

Matthew Beagle  
T-Mobile  
3800 Ezell Road # 815  
Nashville, TN 37211  
Re: **RFQ# 1035665, Cellular Phone Wireless Service**

Dear Mr. Beagle:

The Metropolitan Government of Nashville and Davidson County (Metro) has completed the evaluation of submitted solicitation offer(s) to the above RFQ # 1035665 for Cellular Phone Wireless Service. This letter hereby notifies you of Metro's intent to award to T-Mobile, 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 Jerval Watson, BAO Representative, at (615) 862-5461 or at [jerval.watson@nashville.gov](mailto:jerval.watson@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 Genario Pittman by email at [genario.pittman@nashville.gov](mailto:genario.pittman@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](http://www.Nashville.gov)  
Phone: 615-862-6180  
Fax: 615-862-6179



## METROPOLITAN GOVERNMENT OF NASHVILLE AND DAVIDSON COUNTY

December 26, 2018

Tom Green  
Verizon  
455 Duke Drive  
Franklin, TN 37067  
Re: **RFQ# 1035665, Cellular Phone Wireless Service**

Dear Mr. Green:

The Metropolitan Government of Nashville and Davidson County (Metro) has completed the evaluation of submitted solicitation offer(s) to the above RFQ # 1035665 for Cellular Phone Wireless Service. This letter hereby notifies you of Metro's intent to award to Verizon, 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.

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## METROPOLITAN GOVERNMENT OF NASHVILLE AND DAVIDSON COUNTY

December 26, 2018

David Ford  
AT&T Corporation  
Post Office Box 9011  
Carol Stream, IL 60197  
Re: **RFQ# 1035665, Cellular Phone Wireless Service**

Dear Mr. Ford:

The Metropolitan Government of Nashville and Davidson County (Metro) has completed the evaluation of submitted solicitation offer(s) to the above RFQ # 1035665 for Cellular Phone Wireless Service. This letter hereby notifies you of Metro's intent to award to AT&T Corporation, 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.

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## METROPOLITAN GOVERNMENT OF NASHVILLE AND DAVIDSON COUNTY

December 26, 2018

Brenda Wilt  
Sprint Communications  
6200 Sprint Parkway  
Overland Park, KS 66251  
Re: **RFQ# 1035665, Cellular Phone Wireless Service**

Dear Ms. Wilt:

The Metropolitan Government of Nashville and Davidson County (Metro) has completed the evaluation of submitted solicitation offer(s) to the above RFQ # 1035665 for Cellular Phone Wireless Service. This letter hereby notifies you of Metro's intent to award to Sprint Communications, 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.

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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 Jerval Watson, BAO Representative, at (615) 862-5461 or at [jerval.watson@nashville.gov](mailto:jerval.watson@nashville.gov).

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**RFQ# 1035665 Cellular Phone Wireless Service**

<b>Evaluation Criteria (Max Points)</b>	<b>AT&amp;T Corporation</b>	<b>Sprint Communications</b>	<b>T-Mobile</b>	<b>Verizon</b>
<b>Qualifications and Experience (30 Points)</b>	28	27	25	26
<b>Project Approach and Process (35 Points)</b>	31	28	20	30
<b>Cost Criteria (35 Points)</b>	16.44	14.05	28	16.01
<b>Total (100 Points)</b>	<b>75.44</b>	<b>69.05</b>	<b>73.00</b>	<b>72.01</b>

**Strengths & Weaknesses**

**AT&T (75.44 Points)**

**Strengths:** Firm provided a detailed demonstration of knowledge and experience in providing cellular phone wireless service of this project's size, scope, and complexity. Firm provided detailed resumes of key individuals. Firm provided a detailed summary of potential challenges that may be presented by the anticipated scope of work. Firm provided detailed reference projects of similar size, scope, and complexity. Firm provided a detailed process related to priority of service regarding public health. Firm provided a detailed description of their ability to provide voice and data services to public health, security, and safety agencies.

**Weaknesses:** Firm's organizational chart lacked specific details. Firm's demonstration of knowledge of the project objectives/goals lacked specific details. Firm's explanation of an in-building service solution lacked specific details. Firm's demonstration of how the requirements and provisions of the scope of the project will be implemented lacked specific details. Firm's service escalation matrix lacked specific details. Firm proposed contract exceptions.

**Sprint Communications (69.05 Points)**

**Strengths:** Firm provided detailed reference projects of similar scope and complexity. Firm provided a detailed demonstration of efficient use of team members in accordance with the scope of work. Firm provided a detailed demonstration of knowledge in identifying potential challenges/issues in accordance with the scope of work.

**Weaknesses:** Firm failed to provide reference projects of similar size. The resumes of the firm's key individuals lacked details regarding relevant project experience. Firm's demonstration of how the requirements and provisions of the scope of work would be implemented lacked specific details. Firm's description of their process related to priority of service lacked specific details. Firm's description of their ability to provide voice and data services to the public lacked specific details. Firm proposed contract exceptions.

**T-Mobile ( 73.00 Points)**

**Strengths:** Firm provided a detailed summary of the potential challenges that may be presented by the anticipated scope of work. Firm provided a detailed description of their process and approach for equipping an incident command location at a Metro facility (if necessary).

**Weaknesses:** Firm failed to provide dollar values for reference projects. Firm's referenced projects lacked details in size, scope, and complexity. Firm's organizational chart lacked specific details. Firm's demonstration of their knowledge and experience in providing cellular phone wireless service of this project's size, scope, and complexity lacked specific details. Firm's demonstration of how the requirements and provisions of the scope of the project will be implemented lacked specific details. The firm is unable to provide all cell phone replacement requirements every two years. Firm's explanation of an in-building service solution lacked specific details. Firm's service escalation matrix lacked specific details. Firm's description of their ability to provide voice and data services to public health, security, and safety agencies lacked specific details. Firm's explanation of their process to provide a response to Metro representatives' emails within two hours lacked specific details. Firm's explanation of their process to provide ordered phone devices to Metro within 24 hours of Metro placing the order lacked specific details. Firm's description of their process and approach related to response for emergency service operations lacked specific details. Firm proposed contract exceptions.

**Verizon (72.01 Points)**

**Strengths:** Firm provided a detailed demonstration of knowledge and experience in providing cellular phone wireless service of this project's size, scope, and complexity. Firm provided a detailed summary of potential challenges that may be presented by the anticipated scope of work. Firm provided a detailed explanation of their process to provide a response to Metro representatives' emails within two hours. Firm provided a detailed demonstration of knowledge in identifying potential challenges/issues in accordance with the scope of work. Firm provided a detailed service escalation matrix. Firm provided a detailed demonstration of efficient use of team members in accordance with the scope of work. Firm provided a detailed demonstration of how the requirements and provisions of the scope of the project will be implemented.

**Weaknesses:** Firm's reference projects of similar size, scope, and complexity lacked specific details. Firm failed to list Metro projects that were done within the last seven years. Firm failed to provide the responses in the format of the requirements for the evaluation criteria. Firm's organizational chart lacked specific details. Firm's demonstration of relevant experience of proposed team members lacked specific details. Firm is unable to provide cell phones to Metro within 24 hours. Firm's service escalation matrix lacked specific details. Firm's description of their process and approach for equipping an incident command location at a Metro facility (if needed) lacked specific details. Firm proposed contract exceptions.

Solicitation Title & Number	RFP Cost Points	RFP SBE/SDV Points	Total Cost Points
Cellular Phone Wireless Service; RFQ# 1035665	28	7	35

Offeror's Name	Total Bid Amount	SBE/SDV Participation Amount	RFP Cost Points	RFP SBE/SDV Points	Total Cost Points
T-Mobile	\$148.55	\$0.00	28.00	0.00	28.00
AT&T	\$253.01	\$0.00	16.44	0.00	16.44
Verizon	\$259.72	\$0.00	16.01	0.00	16.01
Sprint	\$295.95	\$0.00	14.05	0.00	14.05

## **Pittman, Genario (Finance - Procurement)**

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**From:** Watson, Jerval (Finance - Contract Compliance)  
**Sent:** Thursday, December 27, 2018 11:57 AM  
**To:** Pittman, Genario (Finance - Procurement)  
**Subject:** RE: BAO Small Business Compliance review request

Good Afternoon Genario –

I have reviewed the bid for the RFQ # 1035665 Cellular Phone Wireless Service and I have confirmed that there is no SBE participation. There is MBE subcontractor participation via T-Mobile. Let me know if you have any additional questions.

Best,

Jerval Watson  
Business Development Officer  
Department of Finance  
Office of Minority and Women Business Assistance (BAO)  
Metropolitan Nashville Davidson County Government  
730 2nd Avenue South, 1st Floor; PO Box 196300  
Nashville, TN 37219-6300  
(P)615-862-5461; (F)615-862-6175



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**From:** Pittman, Genario (Finance - Procurement)  
**Sent:** Monday, December 17, 2018 1:20 PM  
**To:** Watson, Jerval (Finance - Contract Compliance)  
**Subject:** BAO Small Business Compliance review request

Hello Jerval,

RFQ# 1035665 Cellular Phone Wireless Service closed with four Offerors submitting proposals. It appears that none of the Offerors proposed to include Small Business participation. Will you conduct a BAO compliance review and confirm that there is no Small Business participation for RFQ# 1035665 Cellular Phone Wireless Service? Please see the bid tab attached for reference purposes.

Thank you,  
Genario Pittman  
Senior Procurement Officer  
Department of Finance  
Procurement Division  
Metropolitan Nashville Davidson County

730 2<sup>nd</sup> Avenue South, Ste. 101  
Nashville, TN 37210  
Office- 615.880.2641  
[genario.pittman@nashville.gov](mailto:genario.pittman@nashville.gov)