



## METROPOLITAN GOVERNMENT OF NASHVILLE AND DAVIDSON COUNTY

August 15, 2018

Mr. Brasher Burbank  
Stewart Parking Solutions  
2814 Columbine Place  
Nashville, TN 37204  
Re:RFQ #1037657, Management of Metro Sports Authority Parking Lots at Nissan Stadium

Dear Mr. Burbank:

The Metropolitan Government of Nashville and Davidson County (Metro) has completed the evaluation of submitted solicitation offer(s) to the above RFQ # 1037657 for Management of Metro Sports Authority Parking Lots at Nissan Stadium. This letter hereby notifies you of Metro's intent to award to Stewart Parking Solutions, 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 Ms. 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 Sandra Walker by email at [Sandra.walker@nashville.gov](mailto:Sandra.walker@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

RFQ # 1037657-Management of Metro Sports Authority  
 Parking Lots at Nissan Stadium

Offeror	Nashville Downtown Partnership	Premier Parking	Premium Parking Service, LLC	Republic Parking System	Stewart Parking Solutions
Cost Criteria (35 Points)	24.14	16.99	23.40	14.42	35.00
Experience, Qualifications and References (30 Points)	28.00	21.00	22.00	18.00	27.00
Project Approach (35 Points)	20.00	15.00	17.00	15.00	25.00
<b>Total Evaluation Scores</b>	<b>72.14</b>	<b>52.99</b>	<b>62.40</b>	<b>47.42</b>	<b>87.00</b>

**Evaluation Comments**

**Nashville Downtown Partnership**

**Strengths** - Good overall experience, qualifications and references, Marketing strategy and Evacuation plan.

**Weakness**- Failed to provide information documenting subcontractors qualifications to produce the required outcomes, including its ability, capacity, skill, financial strength and number of years of experience in providing the required services. Failed to provide safety and security procedures; Daily safety concerns lacked specific detail; Failed to address safety concerns on weekends; Business plan lacked specific detail and Failed to identify potential risks.

**Premier Parking**

**Strengths** - Professional certifications of team members and Firm’s financial and manpower capacity to perform work.

**Weakness**- Firm’s related project experience lacked specific detail, Failed to provide information documenting subcontractors qualifications to produce the required outcomes, including its ability, capacity, skill, financial strength and number of years of experience in providing the required services; Failed to provide experience actively managing parking lots; Firm failed to provide dollar amount on metro projects; Overall responses to Experience, Qualifications and References were generic; Failed to provide safety and security procedures; Response does not indicate a clear understanding of who the client is; Business Plan was generic; Quality control plan lacked specific detail; Failed to provide potential risk; Didn’t respond to all elements of the project approach and process.

**Premium Parking Service, LLC**

**Strengths** - Project experience of similar scope.

**Weakness-** Overall project approach was boilerplate, lacked specific detail and not clearly defined to the Sport's Authority's needs; Failed to provide Firm's manpower capacity to perform work; Firms subcontractor information lacked specific detail; Overall experience, qualifications and references and project approach and process responses were not well organized; Failed to provide form of business.

#### Republic Parking System

**Strengths -** N/A

**Weaknesses -** Overall experience, qualifications and references and project approach and process responses were not well organized; Overall responses to Experience, Qualifications and References were generic; Failed to provide form of business; Failed to attach resumes; Failed to provide information documenting subcontractors qualifications to produce the required outcomes, including its ability, capacity, skill, financial strength and number of years of experience in providing the required services; Proposed contract team was unclear; Failed to provide firm's knowledge in the provision of services related to the project; Firm's related project experience lacked specific detail; Overall project approach was boilerplate, lacked specific detail and not clearly defined and Response does not indicate a clear understanding of who the client is.

#### Stewart Parking Solutions

**Strengths -** Overall Experience, Qualifications and References were very detailed; Firm's knowledge in the provision of services related to the project was very specific and Good overall project approach and process.

**Weaknesses -** Failed to attach resumes; Failed to provide a response on professional certifications of team members; Subcontractor information was unclear and safety & security procedures, evacuation plan were ambiguous.

Solicitation Number & Title		RFP Max Cost Points Available for Cost Component
RFQ #1037657: Management of Metro Sports Authority Parking Lots at Nissan Stadium		<b>35</b>
Offeror's Name	Total Bid Amount	RFP Cost Points
Nashville Downtown Partnership	\$2,161,750.00	<b>24.14</b>
Premium Parking Service, LLC	\$2,095,890.00	<b>23.40</b>
Republic Parking System	\$1,291,000.00	<b>14.42</b>
Stewart Parking Solutions	\$3,134,517.96	<b>35.00</b>
Premier Parking	\$1,521,158.30	<b>16.99</b>