



## METROPOLITAN GOVERNMENT OF NASHVILLE AND DAVIDSON COUNTY

September 26, 2018

Robert Gsegner

Superior Water Services, Inc.

834 West Atlanta Street

Marietta, GA 30060

Re: **RFQ # 1039660, Inspection, Testing, and Treatment of Closed Loops, Water Loops, and Water Towers**

Dear Mr. Gsegner:

The Metropolitan Government of Nashville and Davidson County (Metro) has completed the evaluation of submitted solicitation offer(s) to the above RFQ # 1039660 for Inspection, Testing, and Treatment of Closed Loops, Water Loops, and Water Towers. This letter hereby notifies you of Metro's intent to award to Superior Water Services, 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 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 Scott Ghee by email at [scott.ghee@nashville.gov](mailto:scott.ghee@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

## Award Justification for RFQ 1039660 - Inspection, Testing and Treatment of Closed Loops, Water Loops and Water Towers

Solicitation Title & Number			RFP Cost Points	RFP SBE/SDV Points	Total Cost Points
RFQ 1039660 - Inspection, Testing and Treatment of Closed Loops, Water Loops and Water Towers			32	8	40
Offeror's Name	Total Bid Amount	SBE/SDV Participation Amount	RFP Cost Points	RFP SBE/SDV Points	Total Cost Points
Mid-South Water, LLC	\$1,269,785.00	\$0.00	24.01	0.00	24.01
Superior Water Services, Inc.	\$952,875.00	\$0.00	32.00	0.00	32.00
	<b>Superior Water Services, Inc.</b>		<b>Mid-South Water, LLC</b>		
Cost (40 points)		32	24.01		
Technical Capability (30 points)		30	20		
Experience and Project Approach (30 points)		25	20		
<b>Total</b>		<b>87</b>	<b>64.01</b>		
<b>Superior Water Services, Inc.</b>					
<p>Strengths – Firm demonstrated that they have a minimum of five (5) projects of similar size, scope and complexity that their firm has treated for a minimum of three (3) years. Firm demonstrated their experience in handling and disposing of chemical drums. Firm demonstrated how the workplace would be left clean. Firm demonstrated their ability to provide analysis reports. Firm stated that their employees would go through reviews in order to monitor performance. Firm demonstrated their quality, reliability and capacity to provide the chemicals and services as described in the Scope of Work. Firm provided copies of all business and professional licenses and permits necessary to provide the requested services.</p> <p>Weaknesses - Firm failed to demonstrate how they would protect Metro property due to chemical reactions. Firm failed to demonstrate their online tracking and reporting software.</p>					
<b>Mid-South Water, LLC</b>					
<p>Strengths – Firm demonstrated that they have a minimum of five (5) projects of similar size, scope and complexity that their firm has treated for a minimum of three (3) years. Firm demonstrated how the workplace would be left clean. Firm demonstrated how they would protect Metro property due to chemical reactions. Firm described in detail their plan to monitor employees/subcontractor performance. Firm described in detail how they will conserve water and energy. Firm demonstrated their quality, reliability and capacity to provide chemical and services as described in the Scope of Work. Firm described the quality of their laboratory as well as staff information.</p> <p>Weaknesses - Firm failed to provide the title, phone number, and email address for the projects of similar size and scope. Firm stated that they only have experience moving their drums. Firm failed to provide sample analysis reports. Firm’s description of their experience implementing water treatment programs lacked specific detail. Firm failed to demonstrate their online tracking and reporting software. Firm failed to provide copies of all business and professional licenses and permits necessary to provide the requested services. Firm failed to describe their firm and team.</p>					

**From:** [Watson, Jerval \(Finance - Contract Compliance\)](#)  
**To:** [Ghee, Scott \(Finance - Procurement\)](#)  
**Subject:** RE: RFQ 1039660 - Inspection, Testing, and Treatment of Closed Loops, Water Loops, and Water Towers  
**Date:** Friday, September 07, 2018 11:00:17 AM  
**Attachments:** [image001.png](#)  
[image002.png](#)

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Good Morning Scott-

I have reviewed the bid for the RFQ # 1039660 –Inspection, Testing, and Treatment of closed Loops, Water Loops, and Water Towers and I have confirmed that there is no SBE participation. Let me know if you have any additional questions.

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:** Ghee, Scott (Finance - Procurement)  
**Sent:** Wednesday, September 5, 2018 1:56 PM  
**To:** Watson, Jerval (Finance - Contract Compliance)  
**Subject:** FW: RFQ 1039660 - Inspection, Testing, and Treatment of Closed Loops, Water Loops, and Water Towers

Jerval,

Just following up. The contract negotiation meeting is scheduled for this afternoon and I have not yet received the SBE/SDV Assessment.

Scott Ghee  
Procurement Officer  
Department of Finance  
Procurement Division  
Metropolitan Nashville Davidson County

730 2<sup>nd</sup> Avenue South, Ste. 101  
Nashville, TN 37210  
Office- 615.880.3130

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**From:** Ghee, Scott (Finance - Procurement)  
**Sent:** Friday, August 31, 2018 3:11 PM  
**To:** Watson, Jerval (Finance - Contract Compliance)  
**Subject:** RFQ 1039660 - Inspection, Testing, and Treatment of Closed Loops, Water Loops, and Water Towers

Jerval,

RFQ 1039660 closed with two proposals from Mid-South Water, LLC and Superior Water Services, Inc. After reviewing the submissions it appears that the offerors are minimally responsive to the solicitation and both firms proposed SBE/SDV usage. I have attached the bid tab for your viewing so that you can confirm their proposed usages. Let me know if you have any questions.

Thanks,

Scott Ghee  
Procurement Officer  
Department of Finance  
Procurement Division  
Metropolitan Nashville Davidson County  
730 2<sup>nd</sup> Avenue South, Ste. 101  
Nashville, TN 37210  
Office- 615.880.3130