



METROPOLITAN GOVERNMENT OF NASHVILLE AND DAVIDSON COUNTY

January 25, 2019

Mr. Graham White III
Atwater Infrastructure
14540 Hartwell Trail
Novelty, Ohio 44072
Re: **RFQ # 1037675, Parking Management and Modernization Services**

Dear Mr. White:

The Metropolitan Government of Nashville and Davidson County (Metro) has completed the evaluation of submitted solicitation offer(s) to the above RFQ # 1037675 for Parking Management and Modernization Services. This letter hereby notifies you of Metro's intent to award to Atwater Infrastructure, contingent upon successful contract negotiations.

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 Tina Burt, BAO Representative, at 615-880-2783 or at tina.burd@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 Terri Troup by email at terri.troup@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.

RFQ # 1037675 - Parking Management and Modernization Services

Scoring and Justification

	Atwater Infrastructure Partners	Conduent Government Systems, LLC (Oaktree)	LAZ Parking Georgia, LLC	Premier Parking	Republic Parking System
Technical and Experience Capabilities (35 Points)	35.00	22.00	25.00	20.00	30.00
Capacity and Approach (25 Points)	23.00	10.00	14.00	12.00	13.00
Financial Proposal (30 Points)	24.00	5.00	20.00	18.00	14.00
Diversity Plan (10 Points)	3.50	2.50	3.00	2.75	3.50
Totals (100)	85.50	39.50	62.00	52.75	60.50

Atwater Infrastructure Partners

Strengths: Extensive experience specifically related to On-Street parking including some large city experience (ATL and Madrid); Proposal provided Atlanta Data Security language in Technical and Experience Capabilities; Proposal demonstrated an impressive overall technology package; Proposal included a holistic and efficient approach as it relates to residential permits; Proposed several in-house work platforms; Violation fees detailed within the proposal; Paid Parking Study Proposed; Detailed information on how Metro Code affects revenue projections; willing to give Metro \$15 million in year one Scenario 1 clarifications while also offering the highest gross revenues in Scenarios 2-4 clarifications which ranged from \$207 million to \$397 million; agrees that non-public and Personally Identifiable Information (PII) will not be used for any purpose other than providing the service to Metro.

Weaknesses: Proposed enforcement of crosswalks and fire hydrants as part of capacity and approach; Proposal requested that Metro covenant that it would not add municipal parking garages, but, when informed by Metro during clarifications it could not do this, proposer responded that it would not adversely affect the proposal; Proposer is unwilling to offer \$15M in year two and unwilling to commit to \$1.5M a year in Scenario one clarifications; vague responses provided to clarification questions; Metro lacks ultimate control of data generated and inferred (work product) through a “non-exclusive, perpetual, worldwide, fully paid-up, royalty-free license”; Stated intent to use inferred data for marketing purposes “subject to Metro approval”; Atwater “together with Metro” will own the inferred and determined data; Proposal initially requested an amendment to Charter Section 11.907, but Metro determined this to be unnecessary and Proposer accepted Metro’s explanation during clarifications; and proposal lacked details regarding past performance, utilization, and strategic approach to maximizing SMWSDVBES.

Conduent Government Systems, LLC (Oaktree)

Strengths: Proposal demonstrated experience with Ohio State (not as lead) and Indianapolis; Proposal included multi-modal approach and solutions.

Weaknesses: Failed to submit any form of revenue sharing; Proposal included a non-binding quote statement; Offeror failed to provide financing proposal details; Proposal lacked in partnership bio information; and proposal lacked details regarding past performance, utilization, and strategic approach to maximizing SMWSDVBES.

RFQ # 1037675 - Parking Management and Modernization Services

Scoring and Justification

	Atwater Infrastructure Partners	Conduent Government Systems, LLC (Oaktree)	LAZ Parking Georgia, LLC	Premier Parking	Republic Parking System
Technical and Experience Capabilities (35 Points)	35.00	22.00	25.00	20.00	30.00
Capacity and Approach (25 Points)	23.00	10.00	14.00	12.00	13.00
Financial Proposal (30 Points)	24.00	5.00	20.00	18.00	14.00
Diversity Plan (10 Points)	3.50	2.50	3.00	2.75	3.50
Totals (100)	85.50	39.50	62.00	52.75	60.50

LAZ Parking Georgia, LLC

Strengths: Proposal demonstrated experience with Eastern Michigan University and lead on Ohio State University; Very extensive detail provided for proposed technology partners; Demonstrated prior transition experience with existing garages; Detailed approach to capital upgrades over time; Rapid response and repair times proposed; Meter repair time of 45 minutes; and offered the second largest amount of gross revenues to Metro in Scenarios 2-4 which ranged from \$80 million to \$136 million.

Weaknesses: Proposed \$5 million (not \$15 million) up front for 2 years in Scenario 1; Poor approach to technology committee; Experience and issues in Chicago had a significant impact on City; Proposed approach focused on money to be generated for the vendor; failed to mention anything related to PCI compliance; no subcontractor form provided which resulted in Metro not knowing proposed subcontractors and roles; Failed to provide information related to data ownership or control of data; Failed to provide clarification responses by established deadline; Failed to provide responses to narrative clarification questions; and proposal lacked details of strategic approach to maximizing SMWSDVBE and efforts to ensure prompt payment.

Premier Parking

Strengths: Comprehensive infrastructure replacement plan proposed; Strong analytics strategy proposed; Approach, including assumptions related to meter expansion; and largest dollar payments in first two years.

Weaknesses: Proposal demonstrated large number of spaces and enforcement related to surface lot parking rather than demonstrating on-street parking experience; full and comprehensive infrastructure replacement; failed to describe how the proposed approach would be funded and was an out of the box vague approach; and proposal lacked details regarding past performance, utilization, and strategic approach to maximizing SMWSDVBEs.

Republic Parking System

Strengths: Extensive municipal experience; Proposed approach included space by space utilization; advanced technology and access to cameras; information and wayfinding with city and private garages; good approach to collections and enforcement; Proposal included strong engagement and communication approach; proposed a curb management study; Meters' ability to "toggle" between functions (e.g., switch back and forth between paid parking space and loading zone) provides flexibility; and Clear statements of what is and is not allowable with data collected and how will be used.

**RFQ # 1037675 - Parking Management and Modernization Services
Scoring and Justification**

	Atwater Infrastructure Partners	Conduent Government Systems, LLC (Oaktree)	LAZ Parking Georgia, LLC	Premier Parking	Republic Parking System
Technical and Experience Capabilities (35 Points)	35.00	22.00	25.00	20.00	30.00
Capacity and Approach (25 Points)	23.00	10.00	14.00	12.00	13.00
Financial Proposal (30 Points)	24.00	5.00	20.00	18.00	14.00
Diversity Plan (10 Points)	3.50	2.50	3.00	2.75	3.50
Totals (100)	85.50	39.50	62.00	52.75	60.50

Weaknesses: Proposal failed to address build out part of solicitation; status quo of current system; Proposal failed to address meter expansion; has a poor governance structure for the transaction; weaker approach compared to other Offerors for rush hour, street sweeping, and neighborhood residential parking permit(RPP),proposer indicated it would expect to be compensated by Metro for implementation of RPP; Proposal failed to provide responses related to environmental and residential parking; access to cameras technology requires additional data management; meter basket and penalties would have financial impact on Metro; Offeror would not agree that data is owned by Metro; Response demonstrated a lack of understanding of requirements of Metro Code Section 13.08.080, which is concerning given the proposal offers to collect very large amounts of sensitive data to which this Code section would clearly apply; further suggested that if this conflict with Code is a problem proposer would expect Metro to resolve it; Showed a lack of understanding of and lack of compliance with the GDPR; Originally wanted to be able to use what proposer called “DMV liens” despite the solicitation’s clear statement that suspensions of driver’s licenses would not be available; accepted that this would not be possible in response to clarification, but proposed extensive use of booting and towing instead which could be a potential issue of compliance with Metro Code Chapter 6.81; Proposer expected to be compensated by Metro for “adverse economic impact” of any additional parking garages Metro builds; Proposed to use micro-trenching which poses high risk of infrastructure being damaged when roadwork is done, although did specify in clarifications a willingness to trench to somewhat deeper depths like 12” which is still a risk for Metro; and unwilling to complete clarification spreadsheets as requested; proposal lacked details regarding past performance, utilization, and strategic approach to maximizing SMWSDVBes.

Proposer	Commitment to SMWSDVBE Participation on the Project (4 pts)	Strategic Approach to Maximizing SMWSDVBE (3 pts)	Efforts Ensure Prompt Payment (2 pts)	Monitoring and Reporting of SMWBE Participation (1 pt)	Total	Strength	Weakness
Atwater Infrastructure Partners	1	0.75	1.5	0.25	3.5		Lacking details regarding past performance, utilization, and strategic approach to maximizing SMWSDVBES.
Conduent Government Systems, LLC	1	0	1.5	0	2.5		Lacking details regarding past performance, utilization, and strategic approach to maximizing SMWSDVBES.
LAZ Parking Georgia, LLC	2	0	0	1	3		Lacking details of strategic approach to maximizing SMWSDVBE and efforts to ensure prompt payment.
Premier Parking	1	0	1.5	0.25	2.75		Lacking details regarding past performance, utilization, and strategic approach to maximizing SMWSDVBES.
Republic Parking System	1	0	2	0.5	3.5		Lacking details regarding past performance, utilization, and strategic approach to maximizing SMWSDVBES.

BAO SBE Assessment Sheet

BAO Specialist: Tina R. Burt
Contract Specialist: Terri Troup
Date: 11/30/2018
Department Name: Mayor's Office Finance Public Works Circuit Court Clerk
RFP/ITB Number: 1037675
Project Name: Parking Management and Modernization Services Parking Solicitation

Primary Contractor	DBEs Approved?	Comments
Atwater Infrastructure Partners	Yes	DBE Plan: Proposer acknowledged the 15% DBE participation expectation over the life of the project as required by the solicitation.
Conduent Government Systems, LLC	Yes	DBE Plan: Proposer acknowledged the 15% DBE participation expectation over the life of the project as required by the solicitation.
LAZ Parking Georgia, LLC	Yes	DBE Plan: Proposer acknowledged the 15% DBE participation expectation over the life of the project as required by the solicitation.
Premier Parking	Yes	DBE Plan: Proposer acknowledged the 15% DBE participation expectation over the life of the project as required by the solicitation.
Republic Parking System	Yes	DBE Plan: Proposer acknowledged the 15% DBE participation expectation over the life of the project as required by the solicitation.