



## METROPOLITAN GOVERNMENT OF NASHVILLE AND DAVIDSON COUNTY

March 15, 2019

Eddie Hanks  
TPM INC  
2040 OLD LOUISVILLE RD  
BOWLING GREEN, KY 42101  
Re: **RFQ # 1037681, Industrial Pressure Washing Services**

Dear Mr. Hanks:

The Metropolitan Government of Nashville and Davidson County (Metro) has completed the evaluation of submitted solicitation offer(s) to the above RFQ # 1037681 for Industrial Pressure Washing Services. This letter hereby notifies you of Metro's intent to award to TPM INC, 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 Matt Taylor by email at Matthew.Taylor@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

Solicitation Title & Number			RFP Cost Points	RFP SBE/SDV Points	Total Cost Points
Industrial Pressure Washing Services; RFQ# 1037681			28	7	35
Offeror's Name	Total Bid Amount	SBE/SDV Participation Amount	RFP Cost Points	RFP SBE/SDV Points	Total Cost Points
TPM INC	\$15,800.00	\$8,800.00	28.00	7.00	35.00

\* Famlee Ties - Non-responsive due to a failure to comply with the requirements of the Procurement Nondiscrimination Program.

\* The Cleaning Leaders - Non-responsive due to a failure to comply with the Procurement Nondiscrimination Program requirements –outreach to at least three potential certified MWBE firms. Outreach was conducted to only two certified MWBE firms.

**RFQ# - 1037681 Industrial Pressure Washing  
Services**

**Evaluation Team/Review Board Score Sheet**

<b>Offeror</b>	<b>TPM INC</b>
<b>Contract Acceptance (Yes/No)</b>	Yes
<b>Cost Criteria (35 Points)</b>	35.00
<b>Qualifications and Experience (30 Points)</b>	28.00
<b>Project Approach and Process (30 Points)</b>	30.00
<b>Small and/or Service Disable Veteran-owned Business Plan (5 Points)</b>	0.00
<b>Total Evaluation Scores (maximum points 100)</b>	<b>93.00</b>
<b>TPM INC (93.00 Points)</b>	
<b>Strengths</b>	
Demonstrated in detail firm's experience in performing work of similar size and scope. Provided previous experience of working with Metro. Provided detailed plan to monitor employees and sub-contractor performance. Provided detail of firm's plan for scheduling.	
<b>Weaknesses</b>	
Equipment to perform work lacked detail. The information submitted for the SBE/SDV Business Plan was not relevant to the plan.	

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\* The Cleaning Leaders - Non-responsive due to a failure to comply with the Procurement Nondiscrimination Program requirements –outreach to at least three potential certified MWBE firms. Outreach was conducted to only two certified MWBE firms.

Proposer #	Commitment to SBE/SDV Participation on the project (2 pts)	Strategic Approach to maximizing SBE/SDV (1.5 pts)	Reporting of SBE/SDV Participation	Efforts to ensure prompt payment (-.5 pts)	Total	Strengths	Weaknesses
The Cleaning Leaders	0	0	0	0	0		No Plan Submitted
TPM Group	0	0	0	0	0		Information submitted not relevant to plan

## BAO SBE Assessment Sheet

<b>BAO Specialist:</b> Carr, JoeAnn
<b>Contract Specialist:</b> Matthew Taylor
<b>Date:</b> 02/20/19

<b>Department Name:</b> General Services
<b>RFP/ITB Number:</b> 1037681

<b>Project Name:</b> Industrial Pressure Washing Services
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Primary Contractor*	Prime Bid Amount	Total Proposed SBE (\$)	SBE Subs approved?	SBE (%)	Comments
<b>TPM, Inc.</b>	\$15,800.00	15% Requirement	Yes	15% Requirement	TPM, Inc. has Acknowledged the Participation Expectations and Consequences of Misrepresentation of the 15% SBE/SDV requirement.

## PNP Compliance Results Form

Department Name: General Services

RFP/ITB Number: 1037681

Procurement Name: Industrial Pressure Washing Services

Primary Contractor	PNP Compliant (Yes/No)	Determination Comments/% of Participation Proposed or Bid
TPM, Inc.	Yes	TPM, Inc. is compliant with the requirements of the Procurement NonDiscrimination Program having engaged in good faith effort outreach to registered, certified MWBEs: Excel Cleaning Services--MBE (Accepted), Jen-Hill Construction Materials--WBE (Declined) and Trojan Labor, Inc.--WBE. (Declined) Proposed the inclusion of Excel Cleaning Services..

\*Denotes Contractor with whom follow up was required

Date: 02/20/2019

Metro Buyer: Matt Taylor

BAO Rep: JoeAnn Carr



## METROPOLITAN GOVERNMENT OF NASHVILLE AND DAVIDSON COUNTY

March 15, 2019

Charlene Odigie  
Famlee Ties  
4721 Trousdale Drive Suite 118  
Nashville, TN 37220

[Charleneodigie@FamleeTiesInc.com](mailto:Charleneodigie@FamleeTiesInc.com)

SENT VIA EMAIL

**Re: RFQ 1037681 Industrial Pressure Washing Services**

Dear Ms. Odigie:

The Metropolitan Government of Nashville and Davidson County has completed its evaluation of submitted responses to the above solicitation and unfortunately, has determined that your submission was non-responsive to the solicitation requirements.

Specifically, the submitted proposal was non-responsive due to a failure to comply with the requirements of the Procurement Nondiscrimination Program.

Sincerely,

A handwritten signature in blue ink that reads "Michelle A. Hernandez Lane".

Michelle A. Hernandez Lane  
Chief Procurement Officer and Purchasing Agent  
Metropolitan Government of Nashville & Davidson County

Cc: Solicitation files

PROCUREMENT DIVISION

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[www.Nashville.gov](http://www.Nashville.gov)  
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Fax: 615-862-6179



## METROPOLITAN GOVERNMENT OF NASHVILLE AND DAVIDSON COUNTY

March 15, 2019

Sandra Vargas  
The Cleaning Leaders  
330 Stonecrest Way  
Nashville, Davison, TN 37209

[s.varval@thecleaningleaders.com](mailto:s.varval@thecleaningleaders.com)

SENT VIA EMAIL

**RE: RFQ#1037681 Industrial Pressure Washing Services**

Dear Ms. Vargas :

The Metropolitan Government of Nashville and Davidson County has completed its evaluation of submitted responses to the above solicitation and unfortunately, has determined that your submission was non-responsive to the solicitation requirements.

Specifically, the submitted proposal was non-responsive due to a failure to comply with the Procurement Nondiscrimination Program requirements –outreach to at least three potential certified MWBE firms. Outreach was conducted to only two certified MWBE firms.

Kind Regards,

A handwritten signature in blue ink that reads "Michelle A. Hernandez Lane".

Michelle A. Hernandez Lane  
Chief Procurement/Purchasing Agent  
Metropolitan Government of Nashville & Davidson County

Cc: Solicitation Files