



## METROPOLITAN GOVERNMENT OF NASHVILLE AND DAVIDSON COUNTY

May 16, 2019

Jackson Russell  
Pro Systems Inc.  
100 Glenrose Avenue  
Nashville, TN 37210  
Re: **RFQ # 1048660, Metro Wide Low Voltage Cabling Services**

Dear Mr. Russell:

The Metropolitan Government of Nashville and Davidson County (Metro) has completed the evaluation of submitted solicitation offer(s) to the above RFQ # **1048660** for **Metro Wide Low Voltage Cabling Services**. This letter hereby notifies you of Metro's intent to award to Pro Systems 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 John Shire, BAO Representative, at 615-862-6664 or at [john.shire@nashville.gov](mailto:john.shire@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 Christina Alexander by email at [christina.alexander@nashville.gov](mailto:christina.alexander@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
Metro Wide Low Voltage Cabling Services; RFQ# 1048660	30

Offeror's Name	Total Bid Amount	RFP Cost Points
Stansell Electric Co	\$6,370.65	30.00
Access Data Network Solutions	\$7,064.60	27.05
Pro Systems Inc.	\$8,061.03	23.71
M3 Technologies	\$6,805.05	28.08
Boe-Tel TN company	\$7,351.47	26.00
Beacon Technologies	\$9,243.09	20.68

## RFQ 1048660 - Metro Wide Low Voltage Cabling Services

### Evaluation Committee Score Sheet

Offeror	Access Data Network Solutions	Beacon Technologies	Boe-Tel TN Co.	M3 Technologies	Pro Systems Inc.	Stansell Electric Co.
Contract Acceptance (Yes/No)	Yes	Yes	Yes	Yes	Yes	Yes
ISA Questionnaire Completed Yes/No)	Yes	Yes	Yes	Yes	Yes	Yes
Cost (30 points)	27.05	20.68	26.00	28.08	23.71	30.00
Firm Qualifications (35 points)	29.00	20.00	30.00	25.00	32.00	30.00
Team Qualifications (20 points)	20.00	20.00	20.00	20.00	13.00	15.00
Reference Projects/Contacts (15 points)	15.00	15.00	15.00	13.00	13.00	14.00
Total Evaluation Scores	<b>91.05</b>	<b>75.68</b>	<b>91.00</b>	<b>86.08</b>	<b>81.71</b>	<b>89.00</b>

### Evaluation Comments

#### Access Data Network Solutions

##### Strengths

Firm's proposal provided detailed testing process. Firm's proposal provided detailed service ticket strategy. Firm's proposal identified proposed team for this project. Firm provided resumes for all key personnel for this project. Firm provided requested certifications for this project. Firm provided five reference projects of similar size, scope and complexity with valid contact information.

##### Weaknesses

Firm's proposal lacked details for installation process. Firm's proposal lacked details for emergency support process. Firm's proposal lacked details for assuring an environmentally friendly project. Firm's proposal lacked details for assuring quality management.

### **Beacon Technologies**

#### **Strengths**

Firm's proposal identified proposed team members for this project. Firm provided resumes for key personnel for this project.

#### **Weaknesses**

Firm failed to provide required Corning Certification.

### **Boe-Tel TN Co.**

#### **Strengths**

Firm's proposal provided detailed installation process to include termination and labeling practices. Firm's proposal provided detailed service ticket strategy. Firm provided detailed testing process to include sample tests. Firm's proposal provided detailed approach to assure quality management for this project. Firm's proposal provided a detailed recycling policy to assure each project resulting from this solicitation will be environmentally friendly. Firm provided resumes of key personnel for this project. Firm provided requested certifications for this project. Firm provided reference projects of similar size, scope and complexity with valid contact information.

#### **Weaknesses**

Firm's proposal lacked detail for emergency response process.

### **M3 Technologies**

#### **Strengths**

Firm's proposal identified proposed team members for this project. Firm provided resumes of key personnel for this project. Firm provided requested certifications for this project. Firm's proposal provided a detailed recycling policy to assure each project resulting from this solicitation will be environmentally friendly. Firm provided detail testing process with sample tests included.

#### **Weaknesses**

Firm's proposal lacked detail for installation process. Firm's proposal lacked details for emergency response process. Firm's proposal lacked details for service ticket strategy. Firm failed to provide outdoor cabling project reference scope of work.

## **Pro Systems Inc.**

### **Strengths**

Firm's proposal demonstrated detailed core drilling capabilities to include owning core drilling equipment. Firm's proposal demonstrated detailed service ticket strategies. Firm demonstrated detailed testing process to include sample tests. Firm's proposal provided detailed information to assure quality management to include inspections and timelines. Firm's proposal provided detailed recycling policy to assure each project resulting from this solicitation will be environmentally friendly.

### **Weaknesses**

Firm's proposal lacked detail for emergency response process. Firm's proposal lacked detailed information for key personnel. Firm's proposal failed to identify proposed team members for scope of work in this solicitation. Firm's proposal lacked detail for reference contact information, to include dollar amount, and dates of submitted projects.

## **Stansell Electric Co.**

### **Strengths**

Firm identified proposed team for this project. Firm provided resumes for key personnel. Firm's proposal demonstrated detailed core drilling capabilities to include owning core drilling equipment. Firm's proposal demonstrated detailed quality management approach to include random site visits and inspections during installation. Firm's proposal provided detailed recycling policy to assure each project resulting from this solicitation will be environmentally friendly.

### **Weaknesses**

Firm's proposal lacked subcontractor information for team qualifications. Firm's proposal lacked detail in emergency support process for this solicitation. Firm's proposal lacked details for service ticket strategy. Firm's proposal failed to follow requested proposal submittal format. Firm's proposal failed to provide reference project dates.

## BAO Small Business Assessment Sheet

BAO Specialist: John Shire

Contract Specialist: Christina Alexander

Date: 4/25/2019

Department Name: ITS

RFP/ITB Number: 1048660

Project Name: Metro Wide Low Voltage Cabling Services

Primary Contractor*	Prime Bid Amount	Total Proposed SBE (\$)	SBE Subs approved?	SBE (%)	Comments
Pro Systems Inc	\$8,061.03	\$8,061.03	Yes	100.00%	Pro Systems, Inc. is certified and approved as a Small Business Enterprise (SBE) through metro and has elected to perform 100% of the work, thus satisfying the 10% minimum requirement for the contract. Pro Systems, Inc. Will make up 25% of the contract.

# PNP Compliance Results Form

<b>Department Name: ITS</b> <b>RFP/ITB Number: 1048660</b> <b>Procurement Name: Metro Wide Low Voltage Cabling Services</b>		
<b>Primary Contractor</b>	<b>PNP Compliant (Yes/No)</b>	<b>Determination Comments/% of Participation Proposed or Bid</b>
Pro Systems, Inc.	Yes	Pro Systems, Inc. successfully outreached to a minimum of three MWBEs within the metro MSA. Those three were EJO Ventures (MBE) at 0.0%, Universal Electronics (MBE) at 0.0%, and Grand Slam Universal (MBE) at 0.0%

\*Denotes Contractor with whom follow up was required  
 Date : 04/25/2019  
 Metro Buyer: Christina Alexander  
 BAO Rep: John Shire