



## METROPOLITAN GOVERNMENT OF NASHVILLE AND DAVIDSON COUNTY

April 24, 2019

Mr. Rob E. Maroney  
LAZ Parking Georgia, LLC  
15 Lewis Street, 5th Floor  
Hartford, CT 06103

Re: **RFQ # 1207658, Parking Management and Modernization Services**

Dear Mr. Maroney:

The Metropolitan Government of Nashville and Davidson County (Metro) has completed the evaluation of submitted solicitation offer(s) to the above RFQ # 1207658 for Parking Management and Modernization Services. This letter hereby notifies you of Metro's intent to award to LAZ Parking Georgia, LLC, contingent upon successful contract negotiations.

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.burt@nashville.gov](mailto:tina.burt@nashville.gov).

The responses to the procurement solicitation and supporting award documentation are available for download and review at <https://metronashville.sharepoint.com/:f:/s/ProcurementPublic/EphFDgKSLfpCveUjlr0jqtMBaVw-rVgiUuANLQJqCz8j4Q?e=QVbmpZ>. Please contact Terri Troup by email at [terri.troup@nashville.gov](mailto:terri.troup@nashville.gov) if you have questions or need additional information.

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 1207658 - Parking Management and Modernization Services Scoring and Justification

	LAZ Parking Georgia, LLC
<b>Technical and Experience Capabilities (35 Points)</b>	33.00
<b>Capacity and Approach (25 Points)</b>	18.00
<b>Financial Proposal (30 Points)</b>	25.00
<b>Diversity Plan (10 Points)</b>	2.50
<b>Totals (100)</b>	<b>78.50</b>

**Strengths** – Demonstrated significant and relevant experience in cities of comparable size and complexity. The organizational structure was very detailed. The response on Data Security issues was thorough and focused. The proposal included a detailed and thoughtful approach to curb management. The proposal provided a unique approach to managing instances when Metro decided to add or delete meters. The response proposed a five (5) day closing time. The proposal included reasonable revenue projections. The key improvement between the Round 1 and Round 2 submissions is that Respondent made clear that the counterparty to the contract will be the Arizona Industrial Development Authority (AZIDA). The AZIDA is a not-for-profit governmental entity. That entity must maintain a financial reserve to protect its bond holders. Upon full repayment of all outstanding bonds, 100% of that reserve will revert to Metro. Respondent projects that the value of that reserve to Metro is approximately \$13 million on a gross basis and \$8 million on present value basis. This additional value is not reflected in the financial spreadsheet given that the financial spreadsheet did not contemplate this specific structure, but it represents real financial value to Metro. Moreover, because Respondent is using a not-for-profit as the counterparty to the Parking Agreement, if the metered parking system net revenues materially exceed projections, AZIDA will donate 100% of that excess net income to Metro. This is potentially a substantial additional benefit because it directs the incremental value of the income in Metro's favor. Respondent's structure will also allow Metro to control future policy decisions (unrelated to additional capital commitments) and enjoy 100% of the benefits of those changes.

**Weaknesses** – The proposed IRR is slightly higher than anticipated in the Round 1 submission (though that is offset by the reversionary right of Metro in the reserve, as detailed above); the Round 1 submitted pricing spreadsheet had years that reflected zero balance in accounts when Metro originally was anticipating some dollar amount in those cells. The proposal did not provide details on how the Prime was going to ensure that its selected suppliers and subcontractors remained technology leaders over the life of the contract. The proposal was relatively generic in terms of the enforcement approach but the respondent did indicate a willingness to develop a strategy that addressed all of Metro's objectives. Diversity Plan failed to provide details of strategic approach to maximizing DBEs and efforts to ensure prompt payment.

\*NTN+, LLC submitted but was deemed non-responsive.

Proposer	Commitment to DBE Participation on the Project (4 pts)	Strategic Approach to Maximizing DBE (3 pts)	Efforts Ensure Prompt Payment (2 pts)	Monitoring and Reporting of DBE Participation (1 pt)	Total	Strength	Weakness
LAZ Parking Georgia, LLC	1.5	0	0	1	2.5		Failed to provide details of strategic approach to maximizing DBEs and efforts to ensure prompt payment.



## METROPOLITAN GOVERNMENT OF NASHVILLE AND DAVIDSON COUNTY

April 17, 2019

Mr. Graham White  
NTN+ LLC  
455 NE 5th Avenue  
Ste. D405  
Delray Beach, Florida 33483

[hite@atwaterinfrastructure.com](mailto:hite@atwaterinfrastructure.com) - SENT VIA EMAIL

### **RFQ 1207658 - Parking Management and Modernization Services**

Dear Mr. White:

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.

Specifically, the submitted proposal was non-responsive due to a failure to comply with the Financial Proposal section of the evaluation criteria within the solicitation.

Thank you for participating in Metro's competitive procurement process.

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