



METROPOLITAN GOVERNMENT OF NASHVILLE AND DAVIDSON COUNTY

July 10, 2019

Kelly O'Rourke
American Water Resources
1 Water Street
Camden, NJ 08102

Re: **RFQ # 1049672, Water and Sewer Line Service Protection Program**

Dear Ms. O'Rourke:

The Metropolitan Government of Nashville and Davidson County (Metro) has completed the evaluation of submitted solicitation offer(s) to the above RFQ # **1049672** for **Water and Sewer Line Service Protection Program**. This letter hereby notifies you of Metro's intent to award to American Water Resources, 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 615-862-6451 or at 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 Christina Alexander by email at 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
Phone: 615-862-6180
Fax: 615-862-6179

RFQ 1049672 - Water and Sewer Service Line Insurance Program Round 2																	
Bid Tab																	
Year 1			Year 2			Year 3			Year 4			Year 5					
Residential Water (2" or less)	Residential Sewer	Combined	Residential Water (2" or less)	Residential Sewer	Combined	Residential Water (2" or less)	Residential Sewer	Combined	Residential Water (2" or less)	Residential Sewer	Combined	Residential Water (2" or less)	Residential Sewer	Combined	Total	Score	
Monthly Premium to Customer																	
American Water Resources	\$4.49	\$8.49	\$12.98	\$4.99	\$8.99	\$13.98	\$4.99	\$8.99	\$13.98	\$4.99	\$8.99	\$13.98	\$4.99	\$8.99	\$13.98	\$68.90	70.00
Metro's Share of Revenue as a % of Gross Premium Billings for Total Enrollments																	
American Water Resources	17.50%		17.50%		17.50%		17.50%		17.50%		17.50%		17.50%		88%	25.00	
Subscription Bonuses (Monetary Limits)																	
American Water Resources:																5.00	
20,000 Policies	As of 3/2019, AWR had 41,609 policies		As of 3/2019, AWR had 41,609 policies		As of 3/2019, AWR had 41,609 policies		As of 3/2019, AWR had 41,609 policies		As of 3/2019, AWR had 41,609 policies		As of 3/2019, AWR had 41,609 policies		As of 3/2019, AWR had 41,609 policies		0%		
40,000 Policies	As of 3/2019, AWR had 41,609 policies		As of 3/2019, AWR had 41,609 policies		As of 3/2019, AWR had 41,609 policies		As of 3/2019, AWR had 41,609 policies		As of 3/2019, AWR had 41,609 policies		As of 3/2019, AWR had 41,609 policies		As of 3/2019, AWR had 41,609 policies		0%		
60,000 Policies	3%		3%		3%		3%		3%		3%		3%		15%		
80,000 Policies	4%		4%		4%		4%		4%		4%		4%		20%		
100,000 Policies	5%		5%		5%		5%		5%		5%		5%		25%		
												Total Score:					
												American Water Resources			100.00		

Alexander, Christina (Finance - Purchasing)

From: Lane, Michelle (Finance - Procurement)
Sent: Tuesday, April 30, 2019 4:18 PM
To: Pittman, Genario (Finance - Procurement)
Cc: Alexander, Christina (Finance - Purchasing)
Subject: RE: RFQ 1049672 Water and Sewer Line Protection Program - Single offer acceptance

Please receive this approval of the single offer.

Michelle A. Hernandez Lane
Chief Procurement Officer/Purchasing Agent
Department of Finance
Procurement Division
Metropolitan Nashville Davidson County
730 2nd Avenue South, Ste. 101
Nashville, TN 37201
Office- 615.862.5471

From: Pittman, Genario (Finance - Procurement)
Sent: Friday, April 12, 2019 2:35 PM
To: Lane, Michelle (Finance - Procurement)
Subject: FW: RFQ 1049672 Water and Sewer Line Protection Program - Single offer acceptance

Michelle,

When you get a chance, will you review the email chain below and the attachment and make determination on whether you approve the single offer or not? This project is a revenue generating project for MWS, so the point allocation shown on the attachment is based on the response from the Offeror.

Genario Pittman
Senior Procurement Officer
Department of Finance
Procurement Division
Metropolitan Nashville Davidson County
730 2nd Avenue South, Ste. 101
Nashville, TN 37210
Office- 615.880.2641
genario.pittman@nashville.gov

From: Alexander, Christina (Finance - Purchasing) <Christina.Alexander@nashville.gov>
Sent: Friday, April 12, 2019 2:22 PM

To: Pittman, Genario (Finance - Procurement) <Genario.Pittman@nashville.gov>
Subject: FW: RFQ 1049672 Water and Sewer Line Protection Program - Single offer acceptance

Genario,

See below ready for Michelle:

Michelle, RFQ 1049672 Water and Sewer Line Protection Program for Water Services closed on April 10, 2019. Water Services approves the single offer (see email correspondence below and attached score). Do you approve the single offer?

Christina Alexander

Procurement Officer
Department of Finance
Procurement Division
Metropolitan Nashville Davidson County
730 2nd Avenue South, Ste. 101
Nashville, TN 37210
Office- 615.862.6637

From: Alexander, Christina (Finance - Purchasing)
Sent: Friday, April 12, 2019 8:17 AM
To: Frye, Shannon (WS) <Shannon.Frye@nashville.gov>
Cc: Pittman, Genario (Finance - Procurement) <Genario.Pittman@nashville.gov>
Subject: RE: RFQ 1049672 Water and Sewer Line Protection Program - Single offer acceptance

Shannon,

Thanks, I will move forward with the award process.

Christina Alexander

Procurement Officer
Department of Finance
Procurement Division
Metropolitan Nashville Davidson County
730 2nd Avenue South, Ste. 101
Nashville, TN 37210
Office- 615.862.6637

From: Frye, Shannon (WS) <Shannon.Frye@nashville.gov>
Sent: Thursday, April 11, 2019 3:29 PM
To: Alexander, Christina (Finance - Purchasing) <Christina.Alexander@nashville.gov>
Cc: Pittman, Genario (Finance - Procurement) <Genario.Pittman@nashville.gov>
Subject: RE: RFQ 1049672 Water and Sewer Line Protection Program - Single offer acceptance

We accept!

From: Alexander, Christina (Finance - Purchasing)
Sent: Thursday, April 11, 2019 3:19 PM
To: Frye, Shannon (WS)

Cc: Pittman, Genario (Finance - Procurement)

Subject: RFQ 1049672 Water and Sewer Line Protection Program - Single offer acceptance

Shannon,

RFQ 1049672 Water and Sewer Line Protection Program closed, April 10, 2019 with a single offer.

Given the scope of work sought by the solicitation, do you consider this offer fair and reasonable (see attached pricing schedule score)?

Do you accept the single offer for RFQ 1049672 Water and Sewer Line Protection Program?

Christina Alexander

Procurement Officer

Department of Finance

Procurement Division

Metropolitan Nashville Davidson County

730 2nd Avenue South, Ste. 101

Nashville, TN 37210

Office- 615.862.6637