



## METROPOLITAN GOVERNMENT OF NASHVILLE AND DAVIDSON COUNTY

August 5, 2019

Vicky Harrison  
Accurate Law Enforcement  
3562 Summer Avenue  
Memphis, TN 38122

Re: **RFQ #1084658 Heavy Body Armor, Ballistic Helmets and Police Civil Disturbance Equipment**

Dear Mrs. Harrison:

The Metropolitan Government of Nashville and Davidson County (Metro) has completed the evaluation of submitted solicitation offer(s) to the above **RFQ #1084658** for **Heavy Body Armor, Ballistic Helmets and Police Civil Disturbance Equipment**. This letter hereby notifies you of Metro's intent to award to **Accurate Law Enforcement**, 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 **615-862-5461** or at [Jerval.watson@nashville.gov](mailto: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 Buyer **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

Heavy Body Armor, Ballistic Helmets & Police Civil Disturbance Equipment; RFQ# 1084658	Min. SBE/SDV Participation	Incentive Percentage	Incentive Calculator	Lowest Bid	MACP	Winning Bid
Line Items 1-5	0.0%	4.00%	96.00%	\$214,223.63	\$222,792.58	\$214,223.63
Offeror's Name	Bids	SBE	Participation Requirement	Participation Incentive	Incentive Evaluation Amount	Status of ITB Award
Accurate Law Enforcement	\$214,223.63	\$214,223.63	\$0	\$205,654.68	\$8,568.95	Awarded

### BAO SBE Assessment Sheet

<b>BAO Specialist:</b> Jerval Watson
<b>Contract Specialist:</b> Chris Alexander
<b>Date:</b> 07/19/2019

<b>Department Name:</b> Police Department
<b>RFP/ITB Number:</b> 1084658

**Project Name:** Heavy Body Armor, Ballistic Helmets, & Police Civil Disturbance Equipment (Part 2)

Primary Contractor*	Prime Bid Amount	Total Offered SBE (\$)	SBEs approved?	Total Approved SBE (\$)	SBE (%)	Comments
Accurate Law Enforcement	\$214,223.63	\$214,223.63	Yes	\$ 214,233.63	100.00%	The prime contractor is a Metro approved SBE and there are no subcontractor. The prime contractor is a WBE.

\*For ITBs, only apparent low bidder will be listed.

## Alexander, Christina (Finance - Purchasing)

---

**From:** Lane, Michelle (Finance - Procurement)  
**Sent:** Wednesday, July 31, 2019 4:48 PM  
**To:** Alexander, Christina (Finance - Purchasing); Pittman, Genario (Finance - Procurement)  
**Subject:** RE: RFQ 1084658 Heavy Body Armor, Ballistic Helmets and Civil Disturbance Equipment - Single Offer Acceptance request

Award to a single offeror is approved.

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

---

**From:** Alexander, Christina (Finance - Purchasing)  
**Sent:** Wednesday, July 31, 2019 8:47 AM  
**To:** Lane, Michelle (Finance - Procurement); Pittman, Genario (Finance - Procurement)  
**Subject:** RE: RFQ 1084658 Heavy Body Armor, Ballistic Helmets and Civil Disturbance Equipment - Single Offer Acceptance request

Michelle,

Yes, the department accepts and considers the single offer for lines 1-5 fair and reasonable.

*Christina Alexander*  
Procurement Officer  
Department of Finance  
Procurement Division  
Metropolitan Nashville Davidson County  
730 2<sup>nd</sup> Avenue South, Ste. 101  
Nashville, TN 37210  
Office- 615.862.6637

---

**From:** Lane, Michelle (Finance - Procurement) <Michelle.Lane@nashville.gov>  
**Sent:** Tuesday, July 30, 2019 4:25 PM  
**To:** Pittman, Genario (Finance - Procurement) <Genario.Pittman@nashville.gov>  
**Cc:** Alexander, Christina (Finance - Purchasing) <Christina.Alexander@nashville.gov>  
**Subject:** RE: RFQ 1084658 Heavy Body Armor, Ballistic Helmets and Civil Disturbance Equipment - Single Offer Acceptance request

Confirming the department considers the single offer on lines 1-5 fair and reasonable.

Michelle A. Hernandez Lane

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

---

**From:** Pittman, Genario (Finance - Procurement)  
**Sent:** Tuesday, July 30, 2019 2:30 PM  
**To:** Lane, Michelle (Finance - Procurement)  
**Cc:** Alexander, Christina (Finance - Purchasing)  
**Subject:** FW: RFQ 1084658 Heavy Body Armor, Ballistic Helmets and Civil Disturbance Equipment - Single Offer Acceptance request

Michelle,

I reviewed the attached Intent to Award Justification PDF files and I approve the attached Intent to Award Justification PDF files. Will you review the Intent to Award Justification PDF files to determine if it is acceptable to move forward in the procurement process?

Respectfully,

Genario Pittman  
Senior Procurement Officer  
Department of Finance  
Procurement Division  
Metropolitan Nashville Davidson County  
730 2<sup>nd</sup> Avenue South, Ste. 101  
Nashville, TN 37210  
Office- 615.880.2641  
[genario.pittman@nashville.gov](mailto:genario.pittman@nashville.gov)

---

**From:** Alexander, Christina (Finance - Purchasing) <[Christina.Alexander@nashville.gov](mailto:Christina.Alexander@nashville.gov)>  
**Sent:** Tuesday, July 30, 2019 1:28 PM  
**To:** Pittman, Genario (Finance - Procurement) <[Genario.Pittman@nashville.gov](mailto:Genario.Pittman@nashville.gov)>  
**Subject:** FW: RFQ 1084658 Heavy Body Armor, Ballistic Helmets and Civil Disturbance Equipment - Single Offer Acceptance request

See attached.

*Christina Alexander*  
Procurement Officer  
Department of Finance  
Procurement Division

Metropolitan Nashville Davidson County  
730 2<sup>nd</sup> Avenue South, Ste. 101  
Nashville, TN 37210  
Office- 615.862.6637

---

**From:** Pittman, Genario (Finance - Procurement) <[Genario.Pittman@nashville.gov](mailto:Genario.Pittman@nashville.gov)>  
**Sent:** Tuesday, July 30, 2019 1:02 PM  
**To:** Alexander, Christina (Finance - Purchasing) <[Christina.Alexander@nashville.gov](mailto:Christina.Alexander@nashville.gov)>  
**Subject:** FW: RFQ 1084658 Heavy Body Armor, Ballistic Helmets and Civil Disturbance Equipment - Single Offer Acceptance request

Christina,

Please modify the bid tabs to delineate what goods are being award for each PDF file of the Award Justifications.

Genario Pittman  
Senior Procurement Officer  
Department of Finance  
Procurement Division  
Metropolitan Nashville Davidson County  
730 2<sup>nd</sup> Avenue South, Ste. 101  
Nashville, TN 37210  
Office- 615.880.2641  
[genario.pittman@nashville.gov](mailto:genario.pittman@nashville.gov)

---

**From:** Alexander, Christina (Finance - Purchasing) <[Christina.Alexander@nashville.gov](mailto:Christina.Alexander@nashville.gov)>  
**Sent:** Tuesday, July 30, 2019 10:53 AM  
**To:** Pittman, Genario (Finance - Procurement) <[Genario.Pittman@nashville.gov](mailto:Genario.Pittman@nashville.gov)>  
**Subject:** RE: RFQ 1084658 Heavy Body Armor, Ballistic Helmets and Civil Disturbance Equipment - Single Offer Acceptance request

See attached.

*Christina Alexander*  
Procurement Officer  
Department of Finance  
Procurement Division  
Metropolitan Nashville Davidson County  
730 2<sup>nd</sup> Avenue South, Ste. 101  
Nashville, TN 37210  
Office- 615.862.6637

---

**From:** Pittman, Genario (Finance - Procurement) <[Genario.Pittman@nashville.gov](mailto:Genario.Pittman@nashville.gov)>  
**Sent:** Tuesday, July 30, 2019 10:52 AM

**To:** Alexander, Christina (Finance - Purchasing) <[Christina.Alexander@nashville.gov](mailto:Christina.Alexander@nashville.gov)>  
**Subject:** RE: RFQ 1084658 Heavy Body Armor, Ballistic Helmets and Civil Disturbance Equipment - Single Offer Acceptance request

Christina,

Please include all applicable attachments with the email.

Genario Pittman  
Senior Procurement Officer  
Department of Finance  
Procurement Division  
Metropolitan Nashville Davidson County  
730 2<sup>nd</sup> Avenue South, Ste. 101  
Nashville, TN 37210  
Office- 615.880.2641  
[genario.pittman@nashville.gov](mailto:genario.pittman@nashville.gov)

---

**From:** Alexander, Christina (Finance - Purchasing) <[Christina.Alexander@nashville.gov](mailto:Christina.Alexander@nashville.gov)>  
**Sent:** Tuesday, July 30, 2019 9:45 AM  
**To:** Pittman, Genario (Finance - Procurement) <[Genario.Pittman@nashville.gov](mailto:Genario.Pittman@nashville.gov)>  
**Subject:** FW: RFQ 1084658 Heavy Body Armor, Ballistic Helmets and Civil Disturbance Equipment - Single Offer Acceptance request

Genario,

See below ready for Michelle:

Michelle, RFQ 1084658 Heavy Body Armor, Ballistic Helmets and Civil Disturbance Equipment closed on July 1, 2019. MNPDP 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 2<sup>nd</sup> Avenue South, Ste. 101  
Nashville, TN 37210  
Office- 615.862.6637

---

**From:** Alexander, Christina (Finance - Purchasing)  
**Sent:** Wednesday, July 24, 2019 1:46 PM  
**To:** Dupie, Leander (MNPDP) <[leander.dupie@nashville.gov](mailto:leander.dupie@nashville.gov)>  
**Cc:** Pittman, Genario (Finance - Procurement) <[Genario.Pittman@nashville.gov](mailto:Genario.Pittman@nashville.gov)>

**Subject:** RE: RFQ 1084658 Heavy Body Armor, Ballistic Helmets and Civil Disturbance Equipment - Single Offer & Over Budget Acceptance request

Thanks, I will move forward with the award(s).

*Christina Alexander*

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

---

**From:** Dupie, Leander (MNPDP) <[leander.dupie@nashville.gov](mailto:leander.dupie@nashville.gov)>

**Sent:** Wednesday, July 24, 2019 1:17 PM

**To:** Alexander, Christina (Finance - Purchasing) <[Christina.Alexander@nashville.gov](mailto:Christina.Alexander@nashville.gov)>

**Cc:** Pittman, Genario (Finance - Procurement) <[Genario.Pittman@nashville.gov](mailto:Genario.Pittman@nashville.gov)>

**Subject:** RE: RFQ 1084658 Heavy Body Armor, Ballistic Helmets and Civil Disturbance Equipment - Single Offer & Over Budget Acceptance request

Hello Christina,

Yes, we accept this. Let me know if you have any questions or issues.

Thanks, Lee

---

**From:** Alexander, Christina (Finance - Purchasing)

**Sent:** Monday, July 22, 2019 8:15 AM

**To:** Dupie, Leander (MNPDP)

**Cc:** Pittman, Genario (Finance - Procurement)

**Subject:** RFQ 1084658 Heavy Body Armor, Ballistic Helmets and Civil Disturbance Equipment - Single Offer & Over Budget Acceptance request

Lt. Dupie,

Please see attached single offer bid tab for line items 1-5 and both bid tabs that total \$498,580.94 which is over the \$403,200.00 estimated budget submitted with the solicitation request. The names have been removed because the intent to award has not been issued.

Given the scope of work sought by the solicitation, do you consider the single offer fair and reasonable?

Do the department accept the single offer and lowest bid totaling \$498,580.94?

*Christina Alexander*

Procurement Officer  
Department of Finance  
Procurement Division  
Metropolitan Nashville Davidson County  
730 2<sup>nd</sup> Avenue South, Ste. 101  
Nashville, TN 37210

Heavy Body Armor, Ballistic Helmets & Police Civil Disturbance Equipment; RFQ# 1084658	Min. SBE/SDV Participation	Incentive Percentage	Incentive Calculator	Lowest Bid	MACP	Winning Bid
Line Items 6-12	0.0%	3.00%	97.00%	\$284,357.31	\$292,888.03	\$284,357.31
Offeror's Name	Bids	SBE	Participation Requirement	Participation Incentive	Incentive Evaluation Amount	Status of ITB Award
Accurate Law Enforcement	\$284,357.31	\$284,357.31	\$0	\$275,826.59	\$8,530.72	Awarded
Grainger Industrial Supply	\$332,307.60	\$0.00	\$0	\$0	\$332,307.60	Exceeds MACP

### BAO SBE Assessment Sheet

<b>BAO Specialist:</b> Jerval Watson
<b>Contract Specialist:</b> Chris Alexander
<b>Date:</b> 07/19/2019

<b>Department Name:</b> Police Department
<b>RFP/ITB Number:</b> 1084658

**Project Name:** Heavy Body Armor, Ballistic Helmets, & Police Civil Disturbance Equipment

Primary Contractor*	Prime Bid Amount	Total Offered SBE (\$)	SBEs approved?	Total Approved SBE (\$)	SBE (%)	Comments
Accurate Law Enforcement	\$284,357.31	\$284,357.31	Yes	\$ 284,357.31	100.00%	The prime contractor is a Metro approved SBE and there are no subcontractor. The prime contractor is a WBE.
Grainger Industrial Supply	\$332,307.60	\$0.00	No	-	0.00%	There is no SBE participation

\*For ITBs, only apparent low bidder will be listed.

## Alexander, Christina (Finance - Purchasing)

---

**From:** Dupie, Leander (MNPD)  
**Sent:** Wednesday, July 24, 2019 1:17 PM  
**To:** Alexander, Christina (Finance - Purchasing)  
**Cc:** Pittman, Genario (Finance - Procurement)  
**Subject:** RE: RFQ 1084658 Heavy Body Armor, Ballistic Helmets and Civil Disturbance Equipment - Single Offer & Over Budget Acceptance request

Hello Christina,

Yes, we accept this. Let me know if you have any questions or issues.

Thanks, Lee

---

**From:** Alexander, Christina (Finance - Purchasing)  
**Sent:** Monday, July 22, 2019 8:15 AM  
**To:** Dupie, Leander (MNPD)  
**Cc:** Pittman, Genario (Finance - Procurement)  
**Subject:** RFQ 1084658 Heavy Body Armor, Ballistic Helmets and Civil Disturbance Equipment - Single Offer & Over Budget Acceptance request

Lt. Dupie,

Please see attached single offer bid tab for line items 1-5 and both bid tabs that total \$498,580.94 which is over the \$403,200.00 estimated budget submitted with the solicitation request. The names have been removed because the intent to award has not been issued.

Given the scope of work sought by the solicitation, do you consider the single offer fair and reasonable?

Do the department accept the single offer and lowest bid totaling \$498,580.94?

*Christina Alexander*

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