



## METROPOLITAN GOVERNMENT OF NASHVILLE AND DAVIDSON COUNTY

August 1, 2019

Travis White  
Power Pro-Tech Services, Inc.  
240 Circle Drive  
Maitland, FL 32751  
Re: **RFQ# 1085660, Contract for Generator, parts, maintenance and repair services**

Dear Mr. White:

The Metropolitan Government of Nashville and Davidson County (Metro) has completed the evaluation of submitted solicitation offer(s) to the above RFQ# 1085660, Contract for Generator, parts, maintenance and repair services. This letter hereby notifies you of Metro's intent to award to **Power Pro-Tech Services, 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 **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 **Vada M. Van Hook** by email at [vada.vanhook@nashville.gov](mailto:vada.vanhook@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
RFQ - 1085660 Contract for Generator Parts, Maintenance and Repair Services	40	10	50

Offeror's Name	Total Bid Amount	SBE/SDV Participation Amount	RFP Cost Points	RFP SBE/SDV Points	Total Cost Points
Clarke Power Services, Inc	\$4,115,472.00	\$0.00	14.55	0.00	14.55
Cummins Power Services, LLC	\$4,804,308.00	\$0.00	12.46	0.00	12.46
Nixon Power Services	\$2,472,400.00	\$0.00	24.22	0.00	24.22
Power Pro-Tech Services, Inc.	\$1,497,076.95	\$0.00	40.00	0.00	40.00

**RFQ# 1085660 - Contract for Generator, parts, maintenance and repair services  
Evaluation Team/Review Board Score Sheet**

Offeror	Clarke Power Services, Inc.	Cummins Crosspoint, LLC	Nixon Power Services	Power Pro-Tech Services, Inc.
Contract Acceptance	Yes	Yes	Yes	Yes
Cost Criteria (50 Points)	14.55	12.46	24.22	40.00
Experience, Qualifications and Reference (25 Points)	15.00	10.00	10.00	7.00
Project Approach and Process (25 points).	10.00	16.00	20.00	16.00
<b>Total Evaluation Scores</b>	<b>39.55</b>	<b>38.46</b>	<b>54.22</b>	<b>63.00</b>

Offeror's Name	Total Bid Amount	SBE/SDV Participation Amount	RFP Cost Points	RFP SBE/SDV Points
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Cummins Power Services, LLC	\$4,804,308.00	0.00	<b>12.46</b>	0.00
Nixon Power Services	\$2,472,400.00	0.00	<b>24.22</b>	0.00
Power Pro-Tech Services, Inc.	\$1,497,076.95	0.00	<b>40.00</b>	0.00

**Evaluation Comments**

**Clarke Power Services, Inc.**

**Strengths**

Good detail on qualifications, background and employee information. Good detail on five (5) current Generator maintenance service contracts similar in nature to this RFP.

**Weaknesses**

Overall proposal lacked detail and organization. Experience, Qualification and Reference-Organizational chart-lacked detail, resume not provided, employee bio only, Demonstration of staff to perform services lacked specific detail for additional staff, list of Metro projects lacked specific details. Project Approach and Process- Process for ordering repair parts lacked detail, failed to provide explanation of maintenance report data log.

**Cummins Crosspoint, LLC**

**Strengths**

Experience, Qualifications and Reference-Good detail of past generator service contracts. Project Approach and Process-good overall.

**Weaknesses**

Experience, Qualification and Reference-Organizational chart-lacked detail, resume not provided, Failed to demonstrate how staff will to perform services, failed to provide skills and certification for additional staff, Description of training for technicians lacked detail, Failed to provide copies of licenses and certifications for maintenance services, list of Metro projects lacked specific details

**Nixon Power Services**

**Strengths**

Experience, Qualifications and Reference-Good detail of past generator service contracts. Project Approach and Process-good overall.

**Weaknesses**

Experience, Qualifications and Reference- failed to provide resumes, reference to Attachments D, E & F-not included with submission.

**Power Pro-Tech Services, Inc.**

**Strengths**

Experience, Qualifications and Reference-Good detail of past generator service contracts. Project Approach and Process-good overall.

**Weaknesses**

Experience, Qualification and Reference-Organizational chart-lacked detail, resume not provided, employee bio only, Failed to demonstrate how staff will perform services, failed to provide list of Metro projects.

## Van Hook, Vada (Finance - Purchasing)

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**From:** Watson, Jerval (Finance - Contract Compliance)  
**Sent:** Wednesday, July 31, 2019 8:42 AM  
**To:** Van Hook, Vada (Finance - Purchasing)  
**Cc:** Walker, Sandra (Finance - Procurement)  
**Subject:** RE: No SBE RFQ# RFQ - 1085660 Contract for Generator Parts, Maintenance and Repair Services

Good Morning Vada –

I have reviewed the bid for the RFQ # 1085660 Contractor for Generator Parts, Maintenance and Repair Services and I have confirmed that there is no SBE participation. Let me know if you have any additional questions.

Best,

Jerval Watson  
Metro Nashville Government  
615-862-5461

**For more information about the  
Equal Business Opportunity Program  
Contact BAO at [bao@nashville.gov](mailto:bao@nashville.gov)**



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**From:** Van Hook, Vada (Finance - Purchasing)  
**Sent:** Wednesday, July 31, 2019 7:56 AM  
**To:** Watson, Jerval (Finance - Contract Compliance)  
**Cc:** Walker, Sandra (Finance - Procurement)  
**Subject:** FW: No SBE RFQ# RFQ - 1085660 Contract for Generator Parts, Maintenance and Repair Services  
**Importance:** High

Jerval,

Following up on this one. Needs to be awarded this week.

Thanks

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**From:** Van Hook, Vada (Finance - Purchasing)  
**Sent:** Monday, July 29, 2019 2:29 PM  
**To:** Watson, Jerval (Finance - Contract Compliance)  
**Subject:** RE: No SBE RFQ# RFQ - 1085660 Contract for Generator Parts, Maintenance and Repair Services

Jerval,

Following up on this one.

Thanks, Vada

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**From:** Van Hook, Vada (Finance - Purchasing)  
**Sent:** Friday, July 19, 2019 11:38 AM  
**To:** Watson, Jerval (Finance - Contract Compliance)  
**Subject:** No SBE RFQ# RFQ - 1085660 Contract for Generator Parts, Maintenance and Repair Services

Good morning Jerval,

Please see attached RFP 80/20 bid for the referenced project. It appears none of the proposers are utilizing SBE, please confirm.

Thank you,  
Vada