



METROPOLITAN GOVERNMENT OF NASHVILLE AND DAVIDSON COUNTY

August 3, 2020

Karen Alexander
Safe Industries
131 Weakley Lane, Suite 160
Smyrna, TN 37167

Re: **RFQ# 58117, Self Contained Breathing Apparatus for Nashville Fire Departments**

Dear Mrs. Alexander:

The Metropolitan Government of Nashville and Davidson County (Metro) has completed the evaluation of submitted solicitation offer(s) to the above RFQ# 58117, **Self Contained Breathing Apparatus for Nashville Fire Departments**. This letter hereby notifies you of Metro's intent to award to **Safe Industries**, 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 Equal Business Opportunity (EBO) 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 **Christopher Wood**, BAO Representative, at Christopher.wood@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 **Marissa Conklin** by email at Marissa.conklin@nashville.gov Monday through Friday between 8:30am and 3:30pm.

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

Sincerely,

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

Enter Solicitation Title & Number Below

Self Contained Brathing Apparatus
for Nashville Fire Departments; RFQ#
58117

	Min. SBE/SDV Participation	Incentive Percentage	Incentive Calculator	Lowest Bid	MACP	Winning Bid
	0.0%	0.00%	100.00%	\$27,992,610.31	\$27,992,610.31	\$27,992,610.31
Offeror's Name	Bids	SBE	Participation Requirement	Participation Incentive	Incentive Evaluation Amount	Status of ITB Award
Safe Industries	\$ 27,992,610.31	\$0.00	\$0	\$0.00	\$27,992,610.31	Awarded

Conklin, Marissa (Finance-Procurement)

From: Lane, Michelle (Finance - Procurement)
Sent: Wednesday, July 22, 2020 1:29 PM
To: Conklin, Marissa (Finance-Procurement)
Subject: RE: Approval of Single Offer for RFQ# 58117 Self Contained Breathing Apparatus for Nashville Fire Departments

Award to single offeror is approved.

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: Conklin, Marissa (Finance-Procurement) <Marissa.Conklin@nashville.gov>
Sent: Wednesday, July 15, 2020 10:40 AM
To: Lane, Michelle (Finance - Procurement) <Michelle.Lane@nashville.gov>
Subject: Approval of Single Offer for RFQ# 58117 Self Contained Breathing Apparatus for Nashville Fire Departments

From: Conklin, Marissa (Finance-Procurement)
Sent: Thursday, July 9, 2020 12:11 PM
To: Lane, Michelle (Finance - Procurement) <Michelle.Lane@nashville.gov>
Subject: FW: RFQ# 58117 Self Contained Breathing Apparatus

RFQ# 58117 closed with a single bidder, Self Contained Breathing Apparatus for Nashville Fire Departments. The department considers the single offer as fair and reasonable and are in agreement to move forward in awarding to Safe Industries. This ITB was solicited to registered vendors under the commodity code 46190000 and 46191607. An adequate pool of offerors had an opportunity to submit a response to the solicitation. Please review this single offer for approval.

Thank You.

From: Conklin, Marissa (Finance-Procurement)
Sent: Wednesday, June 17, 2020 3:56 PM
To: Jones, Bryan (NFD-EMS) <Bryan.Jones@nashville.gov>
Subject: RE: RFQ# 58117 Self Contained Breathing Apparatus

Thanks Bryan. I will move forward with this and give you updates next week.

From: Jones, Bryan (NFD-EMS) <Bryan.Jones@nashville.gov>
Sent: Wednesday, June 17, 2020 2:52 PM
To: Conklin, Marissa (Finance-Procurement) <Marissa.Conklin@nashville.gov>
Subject: RE: RFQ# 58117 Self Contained Breathing Apparatus

Marissa,

I have reviewed the Bid Tab and compared it to the previous contract from 5 years ago. The increase is approximate 13%. As a general rule I have used an annual increase of 3.5% to determine cost increases in the Fire and EMS industry that would compute to 17.5% over the 5 years so they appear to be reasonable in their cost. With the spec response they documented "Yes" on all Item Numbers therefore it would appear they are compliant. With that I would recommend accepting the bid. Thank you so much for all of your work on this.

Thank You, Bryan

From: Conklin, Marissa (Finance-Procurement) <Marissa.Conklin@nashville.gov>
Sent: Wednesday, June 17, 2020 2:13 PM
To: Jones, Bryan (NFD-EMS) <Bryan.Jones@nashville.gov>
Subject: RFQ# 58117 Self Contained Breathing Apparatus

Bryan,

I've attached the Specs sheet with the yes or no responses for the above solicitation and the bid form that closed today. Please review all attachments of the single offer we had.

Do you find the offer Fair and Reasonable?

Thank You.

Marissa Conklin
Procurement
Department of Finance
Procurement Division
Metropolitan Nashville Davidson County
730 2nd Avenue South, Ste. 101
Nashville, TN 37210