

JGR Manager (Initial)



Notice of Intent to Award

Solicitation Number	399414	Award Date	11/21/2025 6:22 AM CST
Solicitation Title	Inspection & Cleaning Services of Sanitary and Stormwater Sewer Systems		
Buyer Name	Christina Alexander	Buyer Email	christina.alexander@nashville.gov
BAO Rep	Trevor Hilton	BAO Email	trevor.hilton@nashville.gov

Awarded Supplier(s)

In reference to the above solicitation and contingent upon successful contract negotiation, it is the intent of the Metropolitan Government of Nashville and Davidson County to award to the following supplier(s):

Company Name	Ace Pipe Cleaning Inc	Company Contact	Bobbi Dowland
Street Address	6601 Universal Ave		
City	Kansas City	State	MO
		Zipcode	64120

Company Name		Company Contact	
Street Address			
City		State	
		Zipcode	

Company Name		Company Contact	
Street Address			
City		State	
		Zipcode	

Certificate of Insurance

The awarded supplier(s) must submit a certificate of insurance (COI) indicating all applicable coverage required by the referenced solicitation. The COI should be emailed to the referenced buyer no more than 15 days after the referenced award date.

Equal Business Opportunity Program

Where applicable, the awarded supplier(s) must submit a signed copy of the letter of intent to perform for any and all minority-owned (MBE) or woman-owned (WBE) subcontractors included in the solicitation response. The letter(s) should be emailed to the referenced business assistance office (BAO) rep no more than two business days after the referenced award date.

☒ Yes, the EBO Program is applicable. ☐ No, the EBO Program is not applicable.

Monthly Reporting

Where applicable, the awarded supplier(s) will be required monthly to submit evidence of participation and payment to all small (SBE), minority-owned (MBE), women-owned (WBE), LGBT-owned (LGBTBE), and service-disabled veteran owned (SDV) subcontractors. Sufficient evidence may include, but is not necessarily limited to copies of subcontracts, purchase orders, applications for payment, invoices, and cancelled checks.

Questions related to contract compliance may be directed to the referenced BAO rep.

☒ Yes, monthly reporting is applicable. ☐ No, monthly reporting is not applicable.

Public Information and Records Retention

Solicitation and award documentation are available upon request. Please email the referenced buyer to arrange. A copy of this notice will be placed in the solicitation file and sent to all offerors.

Right to Protest

Per MCL 4.36.010 – 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.

A valid protest must demonstrate that the purchasing agent did not follow the law, the regulations, or the dictates of the solicitation. Protests based upon subjective scoring are not appropriate and may be grounds for placing the actual or prospective bidder, offeror, or contractor on the list of suspended or debarred persons.

Dennis Rowland
Dennis Rowland
Purchasing Agent & Chief Procurement Officer

ZK (Initial)
Zak Kelley



RFQ 399414 – Inspection & Cleaning Services of Sanitary and Stormwater Sewer Systems

Company Name	Firm Experience and Qualifications (45 Points)	Methodology and Business Plan (20 Points)	Cost Criteria (35 Points)	Financial Offer	Contract Exceptions (Y/N)	Total Points (100)
Ace Pipe Cleaning Inc.	43	20	29.37	\$32,163,864.86	N	92.37
BCAC Underground LLC	30	15	11.35	\$83,246,000.00	N	56.35
Performance Contracting Inc.	42	15	9.29	\$101,734,929.38	Y	66.29
Sweeping Corporation of America LLC	41	15	35.00	\$26,994,194.84	N	91.00

Ace Pipe Cleaning Inc.	
Strengths	Weaknesses
Proposal demonstrated firm’s years of service in the industry and firm’s ability to complete large projects. Firm’s CCTV equipment availability for Metro project. Firm provided a detailed business plan, with dedicated crews for Metro contract. Proposed software compatible with current Metro software. Proposal provided a detailed plan for notifications and communications process. Demonstrated firm’s experience and understanding of Metro policies and procedures. Provided a detailed emergency response plan.	Proposal lacked detail demonstrating firm’s ability to provide a quick response.

BCAC Underground LLC	
Strengths	Weaknesses
Resumes provided. Organizational chart provided. Certification certificates provided.	Proposal demonstrated limited experience in the industry. Proposal failed to identify a dedicated for Metro contract. Reference projects not of similar size, scope, or complexity. Proposal demonstrated limited equipment availability, and it was unclear where the equipment would be located. Firm’s proposed business plan lacked detail.

Performance Contracting Inc.	
Strengths	Weaknesses
Proposal demonstrated firm’s years of service in the industry. Provided reference projects similar in scope and complexity. Organizational chart provided. Resumes provided. Certification information provided.	Proposal demonstrated experience working with pipe size smaller than required by Metro. Proposed software not compatible with Metro’s software. Proposal demonstrated limited experience for scope of work for the proposed team for Metro contract. Proposed TV inspection equipment not acceptable to Metro. Firm’s proposed methodology and business plan lacked detail.

Sweeping Corporation of America LLC	
Strengths	Weaknesses
Proposal demonstrated firm’s experience in JetVac industry. Proposal demonstrated firm’s knowledge of OSHA. Proposal demonstrated firm’s experience in Flagging. Proposal demonstrated firm’s experience in confined space entry services. Proposal demonstrated firm’s knowledge of and experience in wet well cleaning.	Proposal was unclear demonstrating years of service for scope of work. Proposed CCTV equipment not acceptable to Metro.

Inspection & Cleaning Services of Sanitary & Stormwater Systems; RFQ# 399414			35	35
Offeror's Name	Total Bid Amount		RFP Cost Points	Total Cost Points
Sweeping Corp. of America	\$26,994,194.84		35.00	35.00
Ace Pipe Cleaning Inc	\$32,163,846.86		29.37	29.37
BCAC Underground LLC	\$83,246,000.00		11.35	11.35
Performance Contracting Inc	\$101,734,929.38		9.29	9.29

Certificate Of Completion

Envelope Id: FF2A4AB4-5D6D-4BE3-AE61-EF8EBF15C1F9

Status: Completed

Subject: Intent to Award - RFQ # 399414 for Inspection & Cleaning Services

Source Envelope:

Document Pages: 3

Signatures: 1

Envelope Originator:

Certificate Pages: 2

Initials: 2

Christina Alexander

AutoNav: Enabled

730 2nd Ave. South 1st Floor

Envelopeld Stamping: Enabled

Nashville, TN 37219

Time Zone: (UTC-06:00) Central Time (US & Canada)

christina.alexander@nashville.gov

IP Address: 170.190.198.185

Record Tracking

Status: Original

Holder: Christina Alexander

Location: DocuSign

11/20/2025 11:12:45 AM

christina.alexander@nashville.gov

Security Appliance Status: Connected

Pool: StateLocal

Storage Appliance Status: Connected

Pool: Metropolitan Government of Nashville and Davidson County

Location: Docusign

Signer Events

Signature

Timestamp

Terri L. Ray

terri.ray@nashville.gov

Finance Manager

Metropolitan Government of Nashville and Davidson County

Security Level: Email, Account Authentication (None)

Electronic Record and Signature Disclosure:

Not Offered via Docusign

Signature Adoption: Pre-selected Style

Using IP Address: 170.190.198.190

Sent: 11/20/2025 11:13:11 AM

Viewed: 11/20/2025 11:14:33 AM

Signed: 11/20/2025 11:15:07 AM

Zak Kelley

Zak.Kelley@Nashville.gov

Finance Manager

Metro Nashville Government

Security Level: Email, Account Authentication (None)

Electronic Record and Signature Disclosure:

Not Offered via Docusign

Signature Adoption: Uploaded Signature Image

Using IP Address: 170.190.198.190

Sent: 11/20/2025 11:15:08 AM

Viewed: 11/20/2025 11:51:39 AM

Signed: 11/20/2025 11:51:51 AM

Dennis Rowland

Dennis.Rowland@nashville.gov

Purchasing Agent & Chief Procurement Officer

Security Level: Email, Account Authentication (None)

Electronic Record and Signature Disclosure:

Not Offered via Docusign

Signature Adoption: Pre-selected Style

Using IP Address: 170.190.198.185

Sent: 11/20/2025 11:51:52 AM

Viewed: 11/21/2025 6:22:39 AM

Signed: 11/21/2025 6:22:51 AM

In Person Signer Events

Signature

Timestamp

Editor Delivery Events

Status

Timestamp

Agent Delivery Events

Status

Timestamp

Intermediary Delivery Events

Status

Timestamp

Certified Delivery Events

Status

Timestamp

Carbon Copy Events	Status	Timestamp
Witness Events	Signature	Timestamp
Notary Events	Signature	Timestamp
Envelope Summary Events	Status	Timestamps
Envelope Sent	Hashed/Encrypted	11/20/2025 11:13:11 AM
Certified Delivered	Security Checked	11/21/2025 6:22:39 AM
Signing Complete	Security Checked	11/21/2025 6:22:51 AM
Completed	Security Checked	11/21/2025 6:22:51 AM
Payment Events	Status	Timestamps