



METROPOLITAN GOVERNMENT OF NASHVILLE AND DAVIDSON COUNTY

October 19, 2018

Jason Herzog
Global Drug Testing Services, LLC dba Avertest
1700 Bayberry Court Suite 105
Richmond, VA 23226
Re: **RFQ # 1033871, Random Drug & Alcohol Testing Services**

Dear Mr. Herzog:

The Metropolitan Government of Nashville and Davidson County (Metro) has completed the evaluation of submitted solicitation offer(s) to the above RFQ # 1033871 for Random Drug & Alcohol Testing Services. This letter hereby notifies you of Metro's intent to award to Global Drug Testing Services, LLC dba Avertest, 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 Jeremy Frye, BAO Representative, at 615-862-6638 or at jeremy.frye@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 Matt Taylor by email at Matthew.Taylor@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, reading "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

Solicitation Title & Number			RFP Cost Points	RFP SBE/SDV Points	Total Cost Points
Random Drug & Alcohol Testing Services; RFQ# 1033871			28	7	35
Offeror's Name	Total Bid Amount	SBE/SDV Participation Amount	RFP Cost Points	RFP SBE/SDV Points	Total Cost Points
Global Drug Testing Services, LLC dba Avertest	\$11,220,452.39	\$0.00	28.00	0.00	28.00
*Cordant Health Solutions deemed non-responsive due to failure to comply with the Procurement Nondiscrimination Program (PNP) outreach documentation as listed within the solicitation.					
*Phamatech,Inc deemed non-responsive due to a failure to comply with the Procurement Nondiscrimination Program requirements –outreach to at least three potential certified MWBE firms in the Nashville MSA. Outreach was conducted to only two certified MWBE firms in the					

**RFQ# - 1033871 Random Drug & Alcohol Testing Services
Evaluation Team/Review Board Score Sheet**

Offeror	Global Drug Testing Services, LLC dba Avertest
ISA Questionnaire Completed (Pass/Fail)	Pass
Contract Acceptance (Yes/No)	Yes
Cost Criteria (35 Points)	28.00
Qualifications and Experience (30 Points)	23.00
Project Approach and Process (35 Points)	31.00
Total Evaluation Scores (maximum points 100)	82.00

Global Drug Testing Services, LLC dba Avertest (82 Points)

Strengths

Firm demonstrated qualifications and experience by providing a list of key individuals with over 25 years of drug testing experience. Provided controlled substance certificates and clinical laboratory certificate of accreditation. Provided a detailed list of courts that are currently utilizing services to include Metro. Detailed experience with specialty/treatment courts and probation courts. Provided a detailed demonstration of drug testing database approach and process. Detailed explanation of firm's process as it relates to the offender notification, sample collections, sample shipping, and confirmation.

Weaknesses

Firm did not provide resumes. Firm did not provide detailed reference letters. Firm did not provide a detailed description of the equipment being used.

BAO Small Business Assessment Sheet

BAO Specialist: Jeremy Frye

Contract Specialist: Matthew Taylor

Date: 10/18/2018

Department Name: General Sessions Court

RFP/ITB Number: 1033871

Project Name: Random Drug & Alcohol Testing Services

Primary Contractor*	Prime Bid Amount	Total Proposed SBE (\$)	SBE Subs approved?	SBE (%)	Comments
Global Drug Testing Services dba Avertest	\$ 11,220,452.39	\$ -	No	0%	The prime is not approved SBE and will self-perform 100% of the work.
	\$ -	\$ -			
	\$ -	\$ -			
	\$ -	\$ -			
	\$ -	\$ -			

Column Headings

Shaded cells in columns E and G are formula driven and should not be changed

White cells with text are fields that you can edit.

Gray cells with bold text contain formulas that can not be changed.

PNP Compliance Results Form

Department Name: General Sessions Court

RFP/ITB Number: 1033871

Procurement Name: Random Drug & Alcohol Testing Servicess

Primary Contractor	PNP Compliant (Yes/No)	Determination Comments/% of Participation Proposed or Bid
Global Drug Testing Services dba Avertest	Yes	Global Drug Testing Services dba Avertest successfully completed GFE outreach to three certified MWBEs: TA Staffing (WBE) Express Employment Professionals (WBE) and Snelling Staffing (WBE) all offers were due to no response to outreach.

*Denotes Contractor with whom follow up was required

Date :10/18/2018

Metro Buyer: Matthew Taylor

BAO Rep:Jeremy Frye



METROPOLITAN GOVERNMENT OF NASHVILLE AND DAVIDSON COUNTY

October 19, 2018

David Shutan
Cordant Health Solutions
PO Box 70000
Flagstaff, AZ 86003
rfp@cordanth.com SENT VIA EMAIL

Re: RFQ 1033871 Random Drug & Alcohol Testing Services

Mr. Shutan:

The Metropolitan Government of Nashville and Davidson County has completed its evaluation of submitted responses to the above solicitation and unfortunately, determined that your submission was non-responsive to the minimum responsiveness requirements of the solicitation.

Specifically, the submitted response was non-responsive due to failure to comply with the Procurement Nondiscrimination Program (PNP) outreach documentation as listed within the solicitation.

Kind Regards,

A handwritten signature in blue ink, reading "Michelle A. Hernandez Lane".

Michelle A. Hernandez Lane
Chief Procurement Officer and Purchasing Agent
Metropolitan Government of Nashville & Davidson County

Cc: Solicitation File



METROPOLITAN GOVERNMENT OF NASHVILLE AND DAVIDSON COUNTY

October 19, 2018

Dana Conde
Phamatech, Inc.
15175 Innovation Drive
San Diego, CA 92128
dconde@phamatech.com SENT VIA EMAIL

RFQ 1033871 Random Drug & Alcohol Testing Services

Ms. Conde:

The Metropolitan Government of Nashville and Davidson County has completed its evaluation of submitted responses to the above solicitation and unfortunately, has determined that your submission was non-responsive to the solicitation requirements.

Specifically, the submitted proposal was non-responsive due to a failure to comply with the Procurement Nondiscrimination Program requirements –outreach to at least three potential certified MWBE firms in the Nashville MSA. Outreach was conducted to only two certified MWBE firms in the Nashville MSA.

Kind Regards,

A handwritten signature in blue ink, reading "Michelle A. Hernandez Lane".

Michelle A. Hernandez Lane
Chief Procurement/Purchasing Agent
Metropolitan Government of Nashville & Davidson County

Cc: Solicitation Files