

J&R Manager (Initial)



Notice of Intent to Award

Solicitation Number	GG000059	Award Date	5/28/2026 3:44 PM CDT
Solicitation Title	Provide Leak Detection Program for Metro Water Services		
Buyer Name	Marissa Conklin	Buyer Email	Marissa.Conklin@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 (1)	E Source Companies LLC
Company Name (2)	
Company Name (3)	
Company Name (4)	
Company Name (5)	
Company Name (6)	

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.

Michelle D. Hernandez Lane
Michelle Lane
 Interim Purchasing Agent & Chief Procurement Officer

J&R (Initial)
Terri Ray



GG000059 – Leak Detection Program for Metro Water Services

Company Name	Firm Qualifications (20 Points)	Reference Projects and Team Qualifications (20 Points)	Project Approach (20 Points)	Cost Criteria (40 Points)	Total Points (100)
E Source Companies LLC	20	20	19	40	99
Core & Main LP	9	11	13	30.17	63.17

Solicitation Title & Number		RFP Cost Points
RFQ GG000059; Leak Detection Program for Metro Water Services		40
Offeror's Name	Total Bid Amount	RFP Cost Points
E Source Companies LLC	\$9,247,665.12	40.00
Core & Main LP	\$12,260,638.66	30.17

E Source Companies LLC	
Strengths	Weaknesses
<p>Firm Qualifications proposed provided great detail with developing leak programs which is significantly above expectations.</p> <p>Firm provided details in expertise in leak detection with detailed plans and search studies which is significantly above expectations.</p> <p>Firm provided above the minimum of five years' experience with large programs and over 9,000 leaks detected in those programs which is significantly above expectations.</p> <p>Firm provided great detail in different and new technologies that could be provided which is above expectations.</p> <p>Firm provided strategies for leak detection is good which meets expectations.</p> <p>Firm details condition assessments which meets expectations.</p> <p>Firm provided the structure and team members roles in team qualifications which meets expectations.</p> <p>Firm provided similar projects that match or exceed Metro's size, scope and complexity which is significantly above expectations.</p> <p>Firm's team members knowledge and experience is great and detailed which is significantly above expectations.</p> <p>Firm's narrative in Project Approach is very detailed which is above expectations.</p>	<p>Project Approach section lacked details on alternative passive leak detection which is below expectations.</p>

<p>Firm's customer service approach is great and is above expectations.</p> <p>Firm provided details on approach to reduce non-revenue water which meets expectations.</p> <p>Firm provided plan for communication with MWS and leak detection team which meets expectations.</p> <p>Firm describes approach for documentation on found leaks which meets expectations.</p> <p>Firm provided samples and summary of sample leak reports which meets expectations.</p>	
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Core & Main LP	
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Strengths	Weaknesses
<p>Firm details experience in Firm Qualifications which meets expectations.</p> <p>Firm provided details on 5 or more years of experience which meets expectations.</p> <p>Firm provided details on approach for new technology which meets expectations.</p> <p>Firm details ability to adapt a leak detection strategy which meets expectations.</p> <p>Firm provided team's roles in Team Qualifications and team members have great experience and is above expectations.</p> <p>Firm's narrative/understanding of leak detection is good which meets expectations.</p> <p>Firm provided customer service 24/7 and a call back within 30 minutes which is above expectations.</p> <p>Firm provides details on alternative passive leak detection which meets expectations.</p>	<p>Firm lacks details on firm's expertise of leak detection program which is significantly below expectations.</p> <p>Firm lacks details on technical work more sales focused which is significantly below expectations.</p> <p>Firm lacks details on expertise in leak detection, more focused on specialize in sales which is significantly below expectations.</p> <p>Firm lacks details on teams' roles which is below expectations.</p> <p>Projects provided lack similar size, scope and complexity which is significantly below expectations.</p> <p>Phone number provided for contact is a 800 number which is significantly below expectations.</p> <p>Firm lacks details on approach to working with MWS to reduce non-revenue water which is below expectations.</p> <p>Firm lacks documentation details on found leaks and location which is below expectations.</p> <p>Firm's reports of samples lack details which is below expectations.</p> <p>Firm lacks summary of leaks located details which is below expectations.</p>