

**METROPOLITAN GOVERNMENT OF NASHVILLE AND DAVIDSON COUNTY**

December 20, 2018

Raymond Lane
Cumberland Machine Company
1305 4th Ave. North
Nashville, TN 37208
Re: **RFQ # 1045664, Mechanical Services**

Dear Mr. Lane:

The Metropolitan Government of Nashville and Davidson County (Metro) has completed the evaluation of submitted solicitation offer(s) to the above RFQ #1045664 for Mechanical Services. This letter hereby notifies you of Metro's intent to award to Cumberland Machine Company, 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 Tina Burt, BAO Representative, at 615-880-2783 or at tina.burt@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 Scott Ghee by email at scott.ghee@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
Phone: 615-862-6180
Fax: 615-862-6179

Award Justification for RFQ 1045664 - Mechanical Services

Solicitation Title & Number			RFP Cost Points	RFP SBE/SDV Points	Total Cost Points
RFQ - 1045664 - Mechanical Services			32	8	40

Offeror's Name	Total Bid Amount	SBE/SDV Participation Amount	RFP Cost Points	RFP SBE/SDV Points	Total Cost Points
Cumberland Machine Company	\$24,118,500.92	\$1,150,211.00	32.00	8.00	40.00

	Cumberland Machine Company
Cost (40 points)	40
Experience and References (30 points)	22
Project Approach and Process (30 points)	23
Total	85

Cumberland Machine Company
Strengths – Firm demonstrated five (5) years of experience working on projects of similar size, scope and complexity. The experience demonstrated included repair, refurbishment, and rebuilding of pumps, valves, system piping, structural components, and other municipal equipment. Firm demonstrated that their company owns the equipment necessary to perform the work listed inside the solicitation as well as other supporting documentation. Firm demonstrated that their company owns the equipment necessary to store, disassemble, perform vertical/horizontal assembly, load and unload components weighing up to 30,000 pounds.
Weaknesses - The description of projects that included disassembling and refurbishing >= 1000 HP blower and motor lacked specific detail. Firm’s description of their company’s personnel lacked specific detail as it relates to experience. Firm failed to demonstrate how their firm will meet the two hour response time.

PNP Compliance Results Form

Department Name: Metro Water Services

RFP/ITB Number: 1045664

Mechanical Services

Primary Contractor	PNP Compliant (Yes/No)	
Cumberland Machine Company	Yes	Proposer is compliant with the Procurement Nondiscrimination Program requirements having reached out to four certified MWBE firms: CIA, Civil Infrastructure Associates (WBE) - Accepted, Southern Safety Supply (WBE) - Accepted, KS Ware & Associates (WBE) - Accepted, and Ram Tool Supply (WBE) - Accepted.

*Denotes Contractor with whom follow up was required

Date: 12/12/2018

Metro Buyer: Scott Ghee

BAO Rep: Tina R. Burt

BAO SBE Assessment Sheet

BAO Specialist: Tina Burt

Contract Specialist: Tina Burt

Date: 12/12/2018

Department Name: Metro Water Services

RFP/ITB Number: 1045664

Project Name: Mechanical Services

Primary Contractor*	Prime Bid Amount	Total Offered SBE/SDV (\$)	SBE/SDVs approved?	SBE/SDV (%)	Comments
Cumberland Machine Company	\$24,118,501	\$1,150,211	Yes	4.8%	Prime is not an approved SBE/SDV firm but proposed the engagement of SBE firms Tennessee Underground @ 0.1%, Lebanon Chemicals @ 0.02%, Third Avenue Industrial Hardware @ 0.55%, Blakley Construction @ 3.88% Structural Bolt & Manufacturing @ 0.009%, Johnson and White Equipment @ 0.04%, Bar Environmental Supply @ 0.09% and CIA-Civil Infrastructure Associates @ 0.08%.

*For ITBs, only apparent low bidder will be listed.

From: [Lane, Michelle \(Finance - Procurement\)](#)
To: [Ghee, Scott \(Finance - Procurement\)](#); [Cantlon, Judy \(Finance - Contract Compliance\)](#)
Subject: RE: Award Justification for RFQ 1045664 - Mechanical Services
Date: Thursday, December 20, 2018 8:46:05 AM

Award to a single offeror is approved. Judy will prepare the letter.

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: Ghee, Scott (Finance - Procurement)
Sent: Wednesday, December 19, 2018 7:56 AM
To: Cantlon, Judy (Finance - Contract Compliance)
Cc: Lane, Michelle (Finance - Procurement)
Subject: FW: Award Justification for RFQ 1045664 - Mechanical Services

Judy,

RFQ # 1045664 closed with a single bidder, Cumberland Machine Company. The department considers the single offer as fair and reasonable and are in agreement to move forward in awarding **Cumberland Machine Company**. This RFP was solicited to registered vendors under the commodity code 23150000. An adequate pool of offerors had an opportunity to submit a response to the solicitation. Will you please forward this request to Michelle, and if she approves of the single offer, I will then save her response with the solicitation documents and move forward with the award.

Scott Ghee
Procurement Officer
Department of Finance
Procurement Division
Metropolitan Nashville Davidson County
730 2nd Avenue South, Ste. 101
Nashville, TN 37210
Office- 615.880.3130

From: Walker, Sandra (Finance - Procurement)
Sent: Tuesday, December 18, 2018 11:18 AM
To: Ghee, Scott (Finance - Procurement)
Subject: RE: Award Justification for RFQ 1045664 - Mechanical Services

Approved.

From: Ghee, Scott (Finance - Procurement)
Sent: Tuesday, December 18, 2018 8:58 AM
To: Walker, Sandra (Finance - Procurement)
Subject: RE: Award Justification for RFQ 1045664 - Mechanical Services

See attached.

From: Ghee, Scott (Finance - Procurement)
Sent: Tuesday, December 18, 2018 7:46 AM
To: Walker, Sandra (Finance - Procurement)
Subject: Award Justification for RFQ 1045664 - Mechanical Services

Sandra,

Take a look at the attached award justification and let me know if you approve.

Thanks,

Scott Ghee
Procurement Officer
Department of Finance
Procurement Division
Metropolitan Nashville Davidson County
730 2nd Avenue South, Ste. 101
Nashville, TN 37210
Office- 615.880.3130