



Notice of Intent to Award

Solicitation Number	111231	Award Date	11/30/2021 3:57 PM CST
Solicitation Title	Security and Security Technology Consulting Services		
Buyer Name	Brad Wall	Buyer Email	brad.wall@nashville.gov
BAO Rep	Evans Cline	BAO Email	evans.cline@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	Faith Group, LLC	Company Contact	Faith Varwig
Street Address	3101 South Hanley Rd		
City	St. Louis	State	MO
		Zipcode	63143

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.

Michelle A. Hernandez Lane

RFQ #111231 - Security and Security Technology Consulting Services				
	Affiliated Engineers, Inc.	Faith Group, LLC	SafirRosetti/Guidepost Solutions LLC	Security Risk Management Consultants, LLC
Contract Acceptance	Accepted contract without exceptions	Accepted contract without exceptions	Accepted contract without exceptions	Accepted contract without exceptions
Pass/Fail Requirement	Pass	Pass	Pass	Pass
Cost (40 points)	40.00	34.23	37.44	32.46
Qualifications and Experience (30 Points)	26.00	30.00	24.00	30.00
Project Approach and Service Delivery (30 Points)	26.00	30.00	25.00	30.00
Total (100 Points)	92.00	94.23	86.44	92.46

Affiliated Engineers, Inc.
Strengths - The offeror provided an adequate overview of their firm and they have been in business for 43 years. The offeror provided adequate information pertaining to the benefits that Metro can expect by selecting their team. The offeror provided a clear and detailed breakdown of the proposed consulting team. The offeror provided a detailed organizational chart. The offeror’s resumes were adequate. The offeror’s reference projects were of similar size and scope as to what Metro is seeking to procure in the resulting contract. The offeror provided adequate information on their ability to provide system design and project specification development services using AutoCAD and Revit software. The offeror’s sample design documents were adequate. The offeror adequately demonstrated their experience with JCI P2000 Pegasus access control, Lenel OnGuard access control, Milestone video surveillance, and Pelco Endura video surveillance security technology platforms Weaknesses - The offeror’s description of their experience in providing security and security technology consulting services to a client the size of Metro lacked detail; specifically, there was no direct response regarding municipal clients or client types the size of Metro. The offeror’s proposal didn’t specifically address their experience as the lead conducting security risk, vulnerability, and security technology assessments. The offeror’s description of their approach to managing projects expertly and efficiently lacked detail on the team’s participation and distribution of tasks. The offeror’s description of their methodology and approach in addressing threats and risks, master planning, and system design processes lacked detail on the firms process in consulting with an Architect, Engineering firm, or a General Contractor. The offeror’s proposal lacked detail on their ability to develop CSI Division 28 project specifications.

Faith Group, LLC
Strengths - The offeror provided a detailed overview of their firm and they have been in business for 17 years. The offeror provided detailed information pertaining to the benefits that Metro can expect by selecting their team. The offeror provided a clear and detailed breakdown of the proposed consulting team. The offeror provided a detailed organizational chart. The offeror’s resumes were adequate. The offeror provided a detailed description of their experience providing security consulting services to large clients the size of Metro. The offeror provided an adequate description of their experience, along with a proposed subconsultant’s experience conducting security risk, vulnerability, and security technology assessments. The offeror’s reference projects were of similar size and scope as to what Metro is seeking to procure in the resulting contract. The offeror provided a detailed and specific description of their approach to managing projects expertly and efficiently. The offeror provided a detailed description of their methodology and approach in addressing threats and risks, master planning, and system design processes. The offeror provided adequate information on their ability to provide system design and project specification development services using AutoCAD and Revit software. The offeror’s sample design documents were adequate. The offeror adequately demonstrated their experience with JCI P2000 Pegasus access control, Lenel OnGuard access control, Milestone video surveillance, and Pelco Endura video surveillance security technology platforms. Weaknesses - No weaknesses.

SafirRosetti/Guidepost Solutions LLC
Strengths - The offeror provided a detailed description and project specific examples of their experience providing security consulting services to large clients the size of Metro. The offeror’s reference projects were of similar size and scope as to what Metro is seeking to procure in the resulting contract. The offeror provided an adequate description of their approach to managing projects expertly and efficiently. The offeror provided a detailed description of their methodology and approach in addressing threats and risks, master planning, and system design processes. The offeror’s sample design documents were adequate. Weaknesses - The offeror’s number of years in business was not clearly identified. The offeror lacked information pertaining to the specific benefits that Metro can expect by selecting their team. The offeror’s organizational chart lacked detail on the key individuals for Revere Consulting and Access Data Network Solutions, Inc. that will be assigned to deliver security and security technology consulting services. The resume for the subconsultant Access Data Network Solutions was for the company as a whole and not a specific individual team member or team members. The offeror’s proposal lacked specific detail on their experience conducting security risk and vulnerability assessments. The offeror’s proposal lacked detail on their ability to develop CSI Division 28 project specifications. The offeror’s proposal lacked detail on their ability to provide system design and project specification development services. The offeror’s description of their knowledge of and consulting with technology platforms lacked detail; specifically, the offeror didn’t describe their knowledge and experience with Pelco Endura video surveillance.

Security Risk Management Consultants, LLC
Strengths - The offeror provided an adequate overview of their firm and they have been in business for 32 years. The offeror provided detailed information pertaining to the benefits that Metro can expect by selecting their team. The offeror provided an adequate organizational chart. The offeror’s resumes were adequate. The offeror demonstrated significant experience providing security consulting services to large clients the size of Metro. The offeror adequately described their experience conducting security risk, vulnerability, and security technology assessments. The offeror’s reference projects were of similar size and scope as to what Metro is seeking to procure in the resulting contract. The offeror provided an adequate description of their approach to managing projects expertly and efficiently. The offeror provided a detailed description of their methodology and approach in addressing threats and risks, master planning, and system design processes. The offeror provided a detailed description of their ability to develop CSI Division 28 project specifications. The offeror’s proposal demonstrated their capabilities and understanding of providing system design and project specification development services using AutoCAD and Revit software. The offeror’s sample design documents were adequate. The offeror adequately demonstrated their experience with JCI P2000 Pegasus access control, Lenel OnGuard access control, Milestone video surveillance, and Pelco Endura video surveillance security technology platforms. Weaknesses - No weaknesses.

Enter Solicitation Title & Number Below		
Security and Security Technology Consulting Services; RFQ #111231	Min. SBE/SDV Requirement	Total Cost Points
	5.00%	40.00
Offeror's Name	Bids	RFP Cost Points
Affiliated Engineers, Inc.	\$2,555,866.37	40.00
Faith Group, LLC	\$2,986,388.89	34.23
Security Risk Management Consultants, LLC	\$3,150,000.00	32.46
SafirRosetti/Guidepost Solutions LLC	\$2,730,701.47	37.44

Note:

True North Consulting Group was deemed nonresponsive to the solicitation.



Statement of M/WBE Utilization

Proposer's/Firm's Name: Faith Group, LLC	Proposer's Phone #: 314-991-2228
Solicitation Title: Security and Security Technology Consulting Services	Proposer's Email Address: faith@faithgrouppllc.com
Solicitation #: 111231	Amount Self-performed : n/a
Proposer's/Firm's Ownership: WBE	Total Bid Amount: 2,986,388.89
Proposed EBO Goal (%): 6 MBE% 7 WBE%	EBO Goal Met? (Y/N) YES

The following MWBE* subcontractor(s)/supplier(s) will be utilized for the performance of this project:

			Certificate	* MBE/WBE	Code #	Description of Work	MBE/WBE	Percent
			Type	Group Type *	UNSPS/NAICS		Dollars (\$)	of Total Contract
MBE/WBE Firm Name	MBE/WBE Firm Address	Phone/E-Mail	(MBE or WBE)					
1 Connico, Inc.	2594 N Mount Juliet Rd, Mount Juliet, TN 37122	615-758-7474	WBE	5	8110	cost estimation	TBD	7%
2 Moody-Nolan, Inc.	300 Spruce St, Suite 300, Columbus, OH 43215	614-461-4664	MBE	1	81100000,81101508,81111705	architectural services	TBD	6%
3			Select	Select				
4			Select	Select				
5			Select	Select				
6			Select	Select				
7			Select	Select				

I am the duly authorized representative and certify the facts and representations contained in this form and supporting documents are true and correct.

Authorized Representative (Printed Name/Title/Signature)	Date
Faith Varwig, Principal	06/14/2021

*Note: MWBE is defined as business enterprise maintaining a significant business presence in the Program Area & performing a commercial useful function that is owned by one or more of the following: (1) African Americans (2) Native Americans, (3) Hispanic Americans, (4) Asian Americans, and (5) Women.

Has Prime Complied with EBO Goal?	YES	For Internal Office Use ONLY	BAO Only
		If No, Good Faith Efforts Met?	

BAO Representative: Evans Cline

Date: 11/09/21

Total MBE Subcontracting	6	%	\$ 179,183.33
Total WBE Subcontracting	7	%	\$ 209,047.22
Total MBE/WBE Participation:	83	%	\$ 2,478,702.78

BAO Small Business Assessment Sheet

BAO Specialist: Evans Cline

Contract Specialist: Brad Wall

Date: 11/9/21

Department Name: General Services

RFQ#: 111231

Project Name: Security and Security Technology Consulting Services

Primary Contractor*	Prime Bid Amount	Total Proposed SBE (\$)	Acknowledged SBE Requirement ?	SBE (%)	Comments
Faith Group, LLC	\$ 2,986,388.98	\$ 418,094.46	Yes	7%	The prime is not an approved SBE and acknowledged the 5% SBE/SDV requirement over the life of the contract. Prime proposed the utilization of the following SBEs: Krell Engineering, LLC at \$209,047.23/7% and Connico, Inc at \$209,047.23/7%.

JOHN COOPER, MAYOR

DEPARTMENT OF FINANCE



METROPOLITAN GOVERNMENT OF NASHVILLE AND DAVIDSON COUNTY

6/30/2021 | 6:13 PM CDT

Rick Anderson
True North Consulting Group
140 Third St, South
Stillwater MN 55082

RFQ 111231 Security and Security Technology Consulting Services

Dear Mr. Anderson:

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

The submitted response was nonresponsive due to your failure to submit the required EBO documents.

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

Respectfully,

Michelle A. Hernandez Lane

Michelle A. Hernandez Lane
Chief Procurement Officer/Purchasing Agent

cc: Solicitation File