



## METROPOLITAN GOVERNMENT OF NASHVILLE AND DAVIDSON COUNTY

December 14, 2017

Mr. Scott Wanamaker  
AnthemCare Tennessee, LLC  
797 Glenvista Place  
Glendale, MO 63122

Re: **RFQ # 1021711, J.B. Knowles Home Assisted Living Facility**

Dear Mr. Wanamaker:

The Metropolitan Government of Nashville and Davidson County (Metro) has completed the evaluation of submitted solicitation offer(s) to the above RFQ # 1021711 for J.B. Knowles Home Assisted Living Facility. This letter hereby notifies you of Metro's intent to award to AnthemCare Tennessee, LLC, contingent upon successful contract negotiations.

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 Terri Troup by email at [terri.troup@nashville.gov](mailto:terri.troup@nashville.gov) Monday through Friday between 8:30am and 3:30pm.

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. Should you have any questions concerning this requirement, please contact Bryan Gleason, BAO Representative, at 615-862-6710 or at [bryan.gleason@nashville.gov](mailto:bryan.gleason@nashville.gov).

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.

**RFQ # 1021711 - J.B. KNOWLES HOME ASSISTED LIVING FACILITY  
SCORES AND JUSTIFICATION**

<b>Criteria/Offeror</b>	<b>AnthemCare</b>	<b>Manor Healthcare Services</b>
<b>Plan &amp; Approach (35 Points)</b>	30	20
<b>Qualifications &amp; Experience (30 Points)</b>	22	15
<b>Financing Proposal (35 Points)</b>	18	15
<b>Total (100 Points)</b>	<b>70.00</b>	<b>50.00</b>

**ANTHEMCARE**

**Strengths** – Plan and approach was specific to the operational function of the facility.

**Weaknesses** – Lease/Purchase option was proposed, however, purchase price was for \$1.00 and would be transferred to a third party nonprofit entity. Proposed a monthly management fee to be paid by Metro. “Proposes to manage the Facility pursuant to a management contract having terms substantially the same as the terms contained in the Contract for Services currently in place”. Failed to provide organizational structure/chart. Past project experience as it relates to fulfilling current contract obligations and reporting needs.

**MANOR HEALTHCARE SERVICES**

**Strengths** - Lease then buy for \$500,000 option proposed.

**Weaknesses** – Failed to provide detail narrative concerning organizational structure. Organizational structure not specific to Knowles. Failed to demonstrate the firm’s experience of similar size, scope, and complexity. Unrealistic costs submitted. Proposal demonstrated a lack of understanding of how long the implementation would actually take. Took exceptions to all of Metro Terms and Conditions and proposed a new agreement which excludes Metro required language.