



## METROPOLITAN GOVERNMENT OF NASHVILLE AND DAVIDSON COUNTY

February 23, 2018

Lori Adukeh  
100 Black Men of Middle Tennessee  
PO Box 140789  
Nashville, TN 37214

Re: **RFQ # 1032688, Experience Work for Opportunity Now**

Dear Ms. Adukeh:

The Metropolitan Government of Nashville and Davidson County (Metro) has completed the evaluation of submitted solicitation offer(s) to the above RFQ # 1032688 for Experience Work for Opportunity Now. This letter hereby notifies you of Metro's intent to award to 100 Black Men of Middle Tennessee, Inc., 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 Scott Ghee by email at [scott.ghee@nashville.gov](mailto:scott.ghee@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 Jeremy Frye, BAO Representative, at [jeremy.frye@nashville.gov](mailto:jeremy.frye@nashville.gov) or at 615-862-6638.

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.

### Award Justification for RFQ 1032688 - Experience Work for Opportunity Now

	Oasis Center	Martha O'Bryan Center	Ifathom Inc.	100 Black Men of Middle Tennessee, Inc.
Experience, Qualifications and References (50 points)	50	50	Non-Responsive	45
Project Approach and Process (50 points)	50	50		35
<b>Total</b>	<b>100</b>	<b>100</b>	<b>N/A</b>	<b>80</b>

**Oasis Center**

Strengths – Firm demonstrated their ability to successfully carry out the duties and responsibilities in accordance to the scope of work. Firm clearly demonstrated their previous project experiences and how those successes will translate over to this project. Offeror demonstrated how the requirements and provisions of the scope will be implemented. Firm demonstrated how they plan to keep the youth engaged throughout the life of the project. Firm's staff is well trained and ready to carry out the requirements of this project.

Weaknesses - N/A

**Martha O'Bryan Center**

Strengths – Firm provided a detailed response as to how they will handle risk associated with this project and the things they will do to mitigate those risks. Firm provided a detailed project summary and work plan. Firm had innovative concepts and ideas as it relates to their approach to the projects.

Weaknesses – N/A

**Ifathom Inc. - Non-Responsive**

Strengths – N/A

Weaknesses – N/A

**100 Black Men of Middle Tennessee, Inc.**

Strengths – Firm has experience of similar size and scope. Firm has experience working with Metro.

Weaknesses – Experience, Qualifications and Reference section lacked detail compared to the other proposals. Firm did not include a week of training for staff in their project timeline. Firm did not follow the provided program model. Firm failed to demonstrate a tangible product that the youth would walk away with after project completion.

## PNP Compliance Results From

**Department Name: Nashville Career Advancement Center (NCAC)**  
**RFP/ITB Number: RFQ #1032688**  
**Project Name: Experience Work for Opportunity NOW**

Primary Contractor	PNP Compliant (Yes/No)	Determination Comments/% of Participation Proposed or Bid
100 Black Men of Middle Tennessee	Yes	Proposer is compliant with the Procurement Nondiscrimination Program requirements having reached out to three certified MWBE firms: <b>Sunset Marketing-(WBE) declined, CCP Distributoors-(MBE) declined, and Mason Trucking-(WBE) declined</b>
Martha O'Bryan Center	Yes	Proposer is compliant with the Procurement Nondiscrimination Program requirements having reached out to three certified MWBE firms: <b>Imagination Branding-(WBE) \$322.40(1.4%) accepted, Anything With a Logo-(WBE) declined, and Broadwater &amp; Associates-(MBE) declined.</b>
Oasis Center	Yes	Proposer is compliant with the Procurement Nondiscrimination Program requirements having reached out to three certified MWBE firms: <b>Anything With a Logo-(WBE) declined, Ron Ford's Office Supply Company-(WBE) declined, Cartridge World Nashville-(MBE) declined.</b>

**Date: 2/21/2018**  
**Metro Buyer: Scott Ghee**  
**BAO Rep: Jeremy Frye**