



METROPOLITAN GOVERNMENT OF NASHVILLE AND DAVIDSON COUNTY

June 18, 2018

John Milko
Summit Helicopters, Inc.
525 McClelland St
Salem, VA 24153

Re: **RFQ # 1033733, Helicopter Parts and Supplies**

Dear Mr. Milko:

The Metropolitan Government of Nashville and Davidson County (Metro) has completed the evaluation of submitted solicitation offer(s) to the above RFQ # 1033733 for Helicopter Parts and Supplies. This letter hereby notifies you of Metro's intent to award to Summit Helicopters, 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 Matt Taylor by email at Matthew.Taylor@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 Jerval Watson, BAO Representative, at 615-862-5461 or at Jerval.Watson@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# - 1033733 Helicopter Parts and Supplies
Evaluation Team/Review Board Score Sheet**

Offeror	Summit Helicopters, Inc	Thoroughbred Aviation Maintenance Inc
Contract Acceptance (Yes/No)	Yes	Yes
Cost Criteria (30 Points)	24.00	14.29
Qualifications and Experience (30 Points)	27.00	30.00
Project Approach and Process (20 Points)	20.00	17.00
Service on Similar Projects (20 Points)	20.00	20.00
Total Evaluation Scores (maximum points 100)	91.00	81.29

Summit Helicopters, Inc (91.00 Points)

Strengths

Demonstrated qualifications and experience by providing documentation of firm's Bell Certification and McDonnell Douglas Certification. Provided documentation of firm's FAA Certificate. Firm has experience working on older aircrafts. Demonstrated service on similar projects by providing detailed documentation of firm's services working with similar agencies. Demonstrated project approach and process by providing overnight service to customers when needed and specifies that shipped parts are new. Described in detail firm's aircraft on ground service (AOG) process. Described in detail firm's shipping and delivery process.

Weaknesses

Firm failed to provide potential challenges that may occur based on previous experience as outlined in qualifications and experience.

Thoroughbred Aviation Maintenance Inc (81.29 Points)

Strengths

Demonstrated qualifications and experience by providing documentation of firm's Bell Certification and McDonnell Douglas Certification. Provided documentation of firm's FAA Certificate. Firm has experience working on older aircrafts. Firm's dedicated parts representative is backed up by two additional employees which is vital when a part requires rush delivery. Firm provided a summary of potential challenges based on previous experience as outlined in qualifications and experience. Firm's summary included an experienced team of employees and 24 hour personnel availability. Demonstrated project approach and process by illustrating firm's extensive streamlined in-house inventory for issuing parts. Described in detail firm's aircraft on ground service (AOG) process which included other AOG suppliers. Described in detail firm's shipping and delivery process with emphasis on urgent shipping and holiday shipments. Described in detail firm's software to sort out parts. Demonstrated service on similar projects by providing detailed documentation of firm's services working with similar agencies.

Weaknesses

Firm failed to demonstrate that all parts are new or overhauled as outlined in project approach and process.

Solicitation Title & Number			RFP Cost Points	RFP SBE/SDV Points	Total Cost Points
Helicopter Parts and Supplies; RFQ# 1033733			24	6	30
Offeror's Name	Total Bid Amount	SBE/SDV Participation Amount	RFP Cost Points	RFP SBE/SDV Points	Total Cost Points
Summit Helicopters, Inc.	\$6,477,536.24	\$0.00	24.00	0.00	24.00
Thoroughbred Aviation Maintenance Inc	\$10,876,706.10	\$0.00	14.29	0.00	14.29

From: [Watson, Jerval \(Finance - Contract Compliance\)](#)
To: [Taylor, Matthew \(Finance - Purchasing\)](#)
Cc: [Pittman, Genario \(Finance - Procurement\)](#)
Subject: RE: BAO Compliance Review Request for RFQ# 1033733 Helicopter Parts and Supplies
Date: Wednesday, May 02, 2018 9:50:11 AM
Attachments: [image001.png](#)
[image002.png](#)

Good Morning Matthew –

I have reviewed the bid for RFQ# 1033733 and I have confirmed that there is no SBE participation on this solicitation. Please let me know if you need anything additional. – JW

Best,

Jerval Watson
Business Development Officer
Department of Finance
Office of Minority and Women Business Assistance (BAO)
Metropolitan Nashville Davidson County Government
730 2nd Avenue South, 1st Floor; PO Box 196300
Nashville, TN 37219-6300
(P)615-862-5461; (F)615-862-6175



From: Taylor, Matthew (Finance - Purchasing)
Sent: Monday, April 23, 2018 5:04 PM
To: Watson, Jerval (Finance - Contract Compliance)
Cc: Pittman, Genario (Finance - Procurement)
Subject: BAO Compliance Review Request for RFQ# 1033733 Helicopter Parts and Supplies

Jerval,

It appears that no SBE/SDV business participation is applicable, will you confirm that no SBE/SDV business participation is applicable for RFQ# 1033733 Helicopter Parts and Supplies?

Matt Taylor

Procurement Officer 2

Department of Finance

Procurement Division

Metropolitan Nashville Davidson County