



METROPOLITAN GOVERNMENT OF NASHVILLE AND DAVIDSON COUNTY

May 1, 2018

Laniece Dixon
Martha O'Bryan Center
711 S. 7th Street
Nashville, TN 37206

Re: **RFQ # 1033756, Out-of-School Youth Training Services**

Dear Ms. Dixon:

The Metropolitan Government of Nashville and Davidson County (Metro) has completed the evaluation of submitted solicitation offer(s) to the above RFQ # 1033756 for Out-of-School Youth Training Services. This letter hereby notifies you of Metro's intent to award to Martha O'Bryan Center, contingent upon successful contract negotiations and board approval.

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.

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 615-862-6638 or at jeremy.frye@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.

Award Justification for RFQ 1033756 - Out-of-School Youth Training Services

	Martha O'Bryan Center	Mid-Cumberland Human Resource Agency	Mt. Juliet High School	Oasis Center
Budget Evaluation (35 points)	35	35	35	30
Quality Program Management and Positive Youth Development and Integrated Principles of Trauma and Informed Care (35 points)	27	35	34	27
Project Approach and Process (30 points)	24	25	25	15
Total	86	95	94	72

Martha O'Bryan Center

Strengths – Firm demonstrated a robust financial management infrastructure. Firm demonstrated a highly qualified financial management staff. Firm demonstrated that their budget is realistic and attainable. Firm has a strong peer support worker framework. Firm demonstrated clear career pathway and cohort training models. Firm demonstrated a robust description of integrated positive youth development and informed care.

Weaknesses - Firm's proposal lack clarity on how the youth would be kept at the forefront throughout the contract. Firm misunderstood the role that the peer support workers needed to play within the context of the program; for example all peer support workers must be WIOA certified. Firm failed to demonstrate past successes as it relates to performance and failed to address how they would improve their performance moving forward.

Mid-Cumberland Human Resource Agency

Strengths – Firm demonstrated a robust financial management infrastructure. Firm demonstrated a highly qualified financial management staff. Firm demonstrated that their budget is realistic and attainable. Firm described in detail the outline for the Peer Support Worker roles. Firm demonstrated a robust description of integrated positive youth development and informed care. Firm demonstrated past successes with tracking and performance outcomes.

Weaknesses – The plan to implement the cohort training model lack clarity and specific detail. Firm's proposal lack clarity on how the youth would be kept at the forefront throughout the contract.

Mt. Juliet High School

Strengths – Firm demonstrated a robust financial management infrastructure. Firm demonstrated a highly qualified financial management staff. Firm clearly identified the sources of in-kind support that will be available to this program. Firm described in detail the needs and changes their organization needed in order to prepare for the execution of this contract. Firm demonstrated past successes with tracking and performance outcomes.

Weaknesses – The design and implementation portion of the cohort training model lacked specific detail. Proposal failed to demonstrate how the career pathways chosen align with their strategic partnerships to ensure the development of the pathway.

Oasis Center

Strengths – Firm demonstrated a highly qualified financial management staff. Firm demonstrated a robust description of integrated positive youth development and informed care.

Weaknesses – Firm's financial management infrastructure appears to prolong the process due to the amount of approvals needed for federally funded programs. Firm lacked understanding on the Peer Support Worker role. Firm failed to demonstrate an understanding of the career pathways model. Firm stated that their Case Managers would communicate quarterly instead of monthly. Firm failed to demonstrate their ability to successfully manage a career pathways program. Firm did not provide a clear plan on how they will serve the out-of-school youth. Firm failed to demonstrate past successes as it relates to performance and failed address how they would improve that performance moving forward. Firm failed to demonstrate how they would provide opportunities for industry sector employees to engage directly with participant.

PNP Compliance Results From

Department Name: NCAC
RFP/ITB Number: RFQ #1033756
Project Name: Out-of-School Youth Training Services

Primary Contractor	PNP Compliant (Yes/No)	Determination Comments/% of Participation Proposed or Bid
Mid Cumberland HRA Youth CAN	Yes	Proposer is compliant with the Procurement Nondiscrimination Program requirements having reached out to three certified MWBE firms: Telforce Group WBE , Zycron MBE. , and Varallo Public Relations WBE were all declined due to no response.
Mt.Juliet HS (Wilson County Schools/ Youth Link)	Yes	Proposer is compliant with the Procurement Nondiscrimination Program requirements having reached out to three certified MWBE firms: U-kno Catering MBE , Jerry Young Construction MBE , and Clinical Solutions WBE were all declined due to no response.
Martha O'Bryan Center	Yes	Proposer is compliant with the Procurement Nondiscrimination Program requirements having reached out to three certified MWBE firms: Imagination Branding (\$788) WBE (accepted) . Broadwater & Associates MBE and U-kno Catering MBE were both declined.

Date:04/30/2018
Metro Buyer: Scott Ghee
BAO Rep: Jeremy Frye