



METROPOLITAN GOVERNMENT OF NASHVILLE AND DAVIDSON COUNTY

December 11, 2018

All Proposers on RFQ 1033866 Printing, Reprographic and Graphic Services

Dear Proposers:

Please be advised that the intent to award to Ricoh, USA is hereby rescinded, as contract negotiations have failed.

The Metropolitan Government hereby notifies you of its intent to award to RJ Young Company contingent upon successful contract negotiations.

Respectfully,

A handwritten signature in blue ink, reading "Michelle A. Hernandez Lane".

Michelle A. Hernandez Lane
Chief Procurement Officer/Purchasing Agent
Metropolitan Government of Nashville & Davidson County

Cc: Solicitation Files



METROPOLITAN GOVERNMENT OF NASHVILLE AND DAVIDSON COUNTY

November 13, 2018

All Proposers on RFQ 1033866 Printing, Reprographic and Graphic Services

Dear Proposers:

Please be advised that the intent to award to RJ Young Company is hereby rescinded, as a calculation error in the Cost evaluation has been identified requiring the re-evaluation Cost offers.

The Metropolitan Government hereby notifies you of its intent to award to Ricoh, USA.

Respectfully,

A handwritten signature in blue ink, reading "Michelle A. Hernandez Lane".

Michelle A. Hernandez Lane
Chief Procurement Officer/Purchasing Agent
Metropolitan Government of Nashville & Davidson County

Cc: Solicitation Files

RFQ # 1033866 – PRINTING, REPROGRAPHICS, AND GRAPHIC SERVICES

SCORING AND JUSTIFICATIONS

Criteria/Offeror	Center 2529 LLC	Ricoh USA	RJ Young Company
Qualifications & Experience (30 Points)	10.00	25.00	28.00
Service Delivery (30 Points)	12.00	20.00	25.00
Small and/or Service Disabled Veteran-owned Business Plan (5 Points)	1.50	2.25	0.00
Cost (35 Points)	19.45	29.57	16.09
Total (100 Points)	42.95	76.82	69.09

Offeror's Name	Total Bid Amount	SBE/SDV Participation Amount Proposed	20 % SBE/SDV Participation Threshold Amount	RFP Cost Points (28 Max)	RFP SBE/SDV Points (7 Max)	Total Cost Points (35 Max)
Center 2529 LLC	\$2,674,103.3563	\$2,674,103.3563	\$534,820.6713	12.45	7.00	19.45
Ricoh	\$1,188,630.6250	\$598,000.0000	\$237,726.1250	28.00	1.57	29.57
RJ Young	\$2,067,833.9717	\$0.0000	\$413,566.7943	16.09	0.00	16.09

Center 2529 LLC

Strengths – Full page detailed resumes of key personnel; Calibrated machines every Monday. Commitment to SBE/SDV Participation and efforts to ensure prompt payment as submitted in the SBE/SDV Plan.

Weaknesses – Overall proposal was difficult to read. Qualifications and experience not of similar complexity since the proposal failed to demonstrate experience with government entities or the capacity to handle the scope of services. Proposal failed to demonstrate experience and qualifications of proposed subcontractors. Delivery proposal demonstrated a lack of understanding of scope of services and the volume of Metro’s needs. Proposed transition plan lacked detail. Sustainability plan lacked detail. Small and/or Service Disabled Veteran-owned Business Plan lacked details regarding strategic approach. Small and/or Service Disabled Veteran-owned Business Plan failed to include monitoring/reporting information.

Ricoh USA

Strengths – Strong Qualifications and Experience Proposal submitted that clearly shows the ability to perform the scope of service. Strongly proposed transition plan and detailed sustainability plan. Commitment to SBE/SDV Participation and monitoring and reporting as submitted in the SBE/SDV Plan.

Weaknesses – Failed to provide full resumes of key personnel. Proposal demonstrated limited owned or leased equipment that will be readily available for devotion to scope of service and associated requirements as compared to other Offerors. Small and/or Service Disabled Veteran-owned Business Plan lacked details regarding strategic approach and efforts to ensure prompt payments.

RJ Young

Strengths – Strong Qualifications and Experience Proposal that clearly shows the ability to perform the scope of service. Proposal included a detailed graphic services process including “rounds of revision (as may be deemed necessary by client)”. Ready availability of equipment, staff, and supplies demonstrated within the proposal. Strongly proposed transition plan submitted.

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Weaknesses – Failed to provide full resumes of key personnel. Proposal did not include the organizational chart, and sustainability plan lacked detail. Failed to submit a Small and/or Service Disabled Veteran-owned Business Plan detailing the strategic approaches taken to include Small and/or Service Disabled Veteran-owned Businesses.