

**METROPOLITAN GOVERNMENT OF NASHVILLE AND DAVIDSON COUNTY**

October 5, 2018

Rebecca Walker
Tycowa, LLC
3233 Heads Church Road
Cedar Hill, TN 37032

Re: **RFQ# 1043726, Contract for Beneficial Reuse of Biosolids**

Dear Mrs. Walker:

The Metropolitan Government of Nashville and Davidson County (Metro) has completed the evaluation of submitted solicitation offer(s) to the above RFQ # 1043726 for Contract for Beneficial Reuse of Biosolids. This letter hereby notifies you of Metro's intent to award to Tycowa, LLC, contingent upon successful contract negotiations. Please provide a certificate of Insurance indicating all applicable coverages within 15 business days of the receipt of this letter.

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.

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.

Thank you for participating in Metro's competitive procurement process.

Sincerely,

A handwritten signature in blue ink, reading "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.

Procurement Division

730 Second Avenue South, Suite 112
P.O. Box 196300
Nashville, Tennessee 37219-6300

www.Nashville.gov
Phone: 615-862-6180
Fax: 615-862-6179

Award Justification for RFQ 1043726 - Contract for Beneficial Reuse of Biosolids

Enter Solicitation Title & Number Below		
RFQ 1043726 - Contract for Beneficial Reuse of Biosolids		Total Cost Points
		30
Offeror's Name	Evaluation Amount	RFP Cost Points
A-J Inc.	\$225,000.00	30.00
TYCOWA LLC	-\$30,000.00	0.00
Mannco Fertilizer	-\$135,000.00	0.00

*Synagro-WWT has been deemed non-responsive to this solicitation.

	A-J Inc.	Mannco Fertilizer Co. Inc.	TYCOWA, LLC
Revenue Criteria (30 points)	30	0	0
Marketing Plan (35 points)	12	24	34
Approach and Qualifications (35 points)	17	20	32
Total (100 points)	59	44	66

A-J Inc.
<p>Strengths – Firm demonstrated their understanding and expertise in providing the scope of services requested in the solicitation. Firm listed the years of experience they have providing all of the services requested in the solicitation and provided a list of jobs to substantiate those years of experience. Firm did not have any contracts that were cancelled prior to the full contract term. Firm has not had any contracts where their company has failed to pay for products. Firm clearly defined the roles of key individuals within their company that will be providing the services requested in the solicitation. Firm stated that they have a pre-existing customer base. Firm stated that they have access to a TerraGator spreader. Firm will produce a revenue for Metro.</p> <p>Weaknesses - Firm’s demonstration of knowledge of Federal, State, and Local Rules and Regulations associated with the marketing and distribution of a Class A EQ Biosolids lacked specific detail. Firm failed to explain how their marketing and distribution plan will ensure all Federal, State, and Local Rules and Regulations are met. Firm’s explanation of how their marketing and distribution plan will maximize beneficial reuse of the product lacked specific detail. Firm’s explanation of their understanding of the potential for self-heating of the product lacked specific detail. Firm failed to explain their approach to ensuring safe storage and for monitoring for self-heating. Firm failed to explain their approach to managing a product that is self-heating in storage. Firm failed to demonstrate their understanding of the local market for the product and their approach to marketing and distribution to the local markets. Firm failed to include any discussion of outreach to local markets and diversification of markets. Firm failed to explain how they will ensure that onsite storage limitations are met in accordance with Appendix A.8.1. Firm stated that they only have 1000 tons of storage space when we stated the need for 9000 tons in the scope of work. Firm failed to address the risk associated with this contract.</p>
Mannco Fertilizer Co. Inc.
<p>Strengths – Firm demonstrated their understanding and expertise in providing the scope of services requested in the solicitation. Firm clearly explained how their marketing and distribution plan will maximize beneficial reuse of this product. Firm clearly explained their understanding of the potential for self-heating of the product. Firm clearly explained their approach to managing a product that is self-heating in storage. Firm clearly explained the requirements for safe storage that their company requires from end users and how they communicate best practice for storage to the end user. Firm listed the years of experience they have providing all of the services requested in the solicitation and provided a list of jobs to substantiate those years of experience. Firm clearly defined the roles of key individuals within their company that will be providing the services requested in the solicitation. Firm proposed six (6) months of biosolid storage off-site.</p> <p>Weaknesses – Firm’s demonstration of knowledge of Federal, State, and Local Rules and Regulations associated with the marketing and distribution of a Class A EQ Biosolids lacked specific detail. Firm failed to explain how their marketing and distribution plan will ensure all Federal, State, and Local Rules and Regulations are met. Firm failed to address the importance of depth of the pile as it relates to ensuring safe storage. Firm failed to demonstrate their understanding of the local market for the product and how they would approach marketing and distribution to local markets. Firm stated that they have failed to pay due to disputes. Firm failed to explain risk associated with the variability or risk in hauling markets.</p>
TYCOWA, LLC
<p>Strengths – Firm demonstrated their understanding and expertise in providing the scope of services requested in the solicitation. Firm demonstrated their knowledge of Federal, State, and Local Rules and Regulations associated with the marketing and distribution of a Class A EQ Biosolid. Firm clearly explained how their marketing and distribution plan and standard operating procedures will ensure all Federal, State, and Local Rules and Regulations are met. Firm clearly explained their marketing and distribution plan and how it will maximize beneficial reuse of the product. Firm clearly explained their understanding of the potential for self-heating of the product. Firm clearly explained their approach to ensuring safe storage. Firm clearly explained the approach to managing a product that is self-heating in storage. Firm clearly explained the requirements for safe storage that your company requires for end users and how they will communicate best practice to the end user. Firm did not have any contracts that were cancelled prior to the full contract term. Firm has not had any contracts where their company has failed to pay for products. Firm clearly defined the roles of key individuals within their company that will be providing the services requested in the solicitation. Access to 25,000 acres in order to move product. Firm has a dedicated 42,000 square foot biosolid storage facility. Firm stated that they will have a dedicated hauler, truck and backup plan specific for Metro. Firm demonstrated a strong approach to their outreach to local markets and the diversification of markets. Firm demonstrated a clear understanding of the seasonal demands.</p> <p>Weaknesses –Firm failed to indicate the years of experience their company has in providing all the services requested in the solicitation. Firm failed to discuss risk associated with the variability in hauling markets.</p>

From: [Walker, Sandra \(Finance - Procurement\)](#)
To: [Ghee, Scott \(Finance - Procurement\)](#)
Subject: RE: Award Justification for RFQ 1043726 - Contract for Beneficial Reuse of Biosolids
Date: Friday, October 05, 2018 2:18:42 PM

Approved.

From: Ghee, Scott (Finance - Procurement)
Sent: Friday, October 5, 2018 2:15 PM
To: Walker, Sandra (Finance - Procurement)
Subject: Award Justification for RFQ 1043726 - Contract for Beneficial Reuse of Biosolids

Sandra,

Please see the attached Award Justification and let me know if you approve.

Thanks,

Scott Ghee
Procurement Officer
Department of Finance
Procurement Division
Metropolitan Nashville Davidson County
730 2nd Avenue South, Ste. 101
Nashville, TN 37210
Office- 615.880.3130