

**METROPOLITAN GOVERNMENT OF NASHVILLE AND DAVIDSON COUNTY**

January 22, 2019

Tracy Pursell  
Blood Hound LLC  
750 Patricks Place  
Brownsburg, Indiana 46112  
Re: **RFQ # 1039770, Underground Utilities Locating Services**

Dear Ms. Pursell:

The Metropolitan Government of Nashville and Davidson County (Metro) has completed the evaluation of submitted solicitation offer(s) to the above RFQ # 1039770 for Underground Utilities Locating Services. This letter hereby notifies you of Metro's intent to award to Blood Hound 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.

Additionally the awardee will be required to submit evidence of participation of and contractor's payment to all Small, Minority, and Women Owned Businesses participation in any resultant contract. This evidence shall be submitted monthly and include copies of subcontracts or purchase orders, the Prime Contractor's Application for Payment, or invoices, and cancelled checks or other supporting payment documents. Should you have any questions concerning this requirement, please contact Jerval Watson, BAO Representative, at 615-862-5461 or at [jerval.watson@nashville.gov](mailto:jerval.watson@nashville.gov).

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.

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](http://www.Nashville.gov)  
Phone: 615-862-6180  
Fax: 615-862-6179

## Award Justification for RFQ 1039770 - Underground Utilities Locating Services

Solicitation Title & Number				RFP Cost Points	RFP SBE/SDV Points	Total Cost Points
RFQ 1039770 - Underground Utility Locating Services				32	8	40
Offeror's Name		Total Bid Amount	SBE/SDV Participation Amount	RFP Cost Points	RFP SBE/SDV Points	Total Cost Points
Blood Hound LLC		\$7,939,684.22	\$120,500.00	19.76	8.00	27.76
Ground Penetrating Radar Systems, Inc		\$4,902,000.00	\$0.00	32.00	0.00	32.00
USIC Locating Services, LLC		\$35,168,383.00	\$0.00	4.46	0.00	4.46

	Blood Hound LLC	Ground Penetrating Radar Systems, Inc	USIC Locating Services, LLC
Cost Criteria (40 points)	27.76	32	4.46
Management and Quality Plan (30 points)	28	27	25
Experience on Similar Projects (30 points)	28	29	26
<b>Total (100 points)</b>	<b>83.76</b>	<b>88</b>	<b>55.46</b>

<b>Blood Hound LLC</b>
<p>Strengths – Firm provided a list of key personnel to be assigned to the project by task and identified the project manager. Firm demonstrated how their firm will meet the timeframes of the requests mentioned in the general requirements. Firm demonstrated how they will maintain all locations where work is being performed, adequate and suitable warning signs, all necessary suitable guards, and appropriate warning signals of any hazards in connection with the work, in order to prevent accidents during the course of work. Firm demonstrated that they have the personnel, materials, equipment, labor, transportation, machinery, tools, appliances, fuel, lubricants, and all other consumables and incidentals necessary for the completion of the work, including traffic control, when necessary. Firm demonstrated their experience locating Electric, Gas, Fiber, Water, Sanitary and Storm/Sewer lines. Firm provided six (6) projects of similar scope and complexity. Firm provided a detailed description of their technical capabilities and areas of expertise.</p> <p>Weaknesses - The description of their firm's quality, reliability and capacity to provide the services as described in the scope of work to ensure that services are uninterrupted during the contract period lacked specific detail. Firm failed to indicate the qualifications of the person who will do on-site observations. Firm failed to demonstrate how they will store and safeguard Metro's location maps and records. Firm's description of successfully meeting schedules and budgets lacked specific detail.</p>

<b>Ground Penetrating Radar Systems, Inc.</b>
<p>Strengths – Firm provided a list of key personnel to be assigned to the project by task and identified the project manager. Firm demonstrated how they will store and safeguard Metro's location maps and records. Firm demonstrated how their firm will meet the timeframes of the requests mentioned in the general requirements. Firm demonstrated how they will maintain all locations where work is being performed, adequate and suitable warning signs, all necessary suitable guards, and appropriate warning signals of any hazards in connection with the work, in order to prevent accidents during the course of work. Firm demonstrated that they have the personnel, materials, equipment, labor, transportation, machinery, tools, appliances, fuel, lubricants, and all other consumables and incidentals necessary for the completion of the work, including traffic control, when necessary. Firm demonstrated their experience locating Electric, Gas, Fiber, Water, Sanitary and Storm/Sewer lines. Firm provided three (3) projects of similar scope and complexity. Firm provided a detailed description of their technical capabilities and areas of expertise.</p> <p>Weaknesses – The description of their firm's quality, reliability and capacity to provide the services as described in the scope of work to ensure that services are uninterrupted during the contract period lacked specific detail. Firm failed to indicate the qualifications of the person who will do on-site observations. Firm appeared to see this scope as a project one-call. Firm failed to demonstrate their history of successfully meeting schedules and budgets.</p>

<b>USIC Locating Services, LLC</b>
<p>Strengths – Firm provided a list of key personnel to be assigned to the project by task and identified the project manager. Firm demonstrated how they will store and safeguard Metro's location maps and records. Firm demonstrated how they will maintain all locations where work is being performed, adequate and suitable warning signs, all necessary suitable guards, and appropriate warning signals of any hazards in connection with the work, in order to prevent accidents during the course of work. Firm demonstrated their experience locating Electric, Gas, Fiber, Water, Sanitary and Storm/Sewer lines. Firm provided three (3) projects of similar scope and complexity. Firm demonstrated that they have a history of successfully meeting schedules and budgets.</p> <p>Weaknesses – The description of their firm's quality, reliability and capacity to provide the services as described in the scope of work to ensure that services are uninterrupted during the contract period lacked specific detail. Firm failed to indicate the qualifications of the person who will do on-site observations. Firm's demonstration of how their firm will meet the timeframes of the requests mentioned in the general requirements lacked specific detail. Firm failed to demonstrate that they have the personnel, materials, equipment, labor, transportation, machinery, tools, appliances, fuel, lubricants, and all other consumables and incidentals necessary for the completion of the work, including traffic control, when necessary. The description of their technical capabilities and areas of expertise lacked specific detail.</p>

## BAO SBE Assessment Sheet

**BAO Specialist: Jerval Watson**
**Contract Specialist: Scott Ghee**
**Date: 1/11/2019**
**Department Name: General Services**
**RFP/ITB Number: 1039770**
**Project Name: Underground Utilities Locating Services**

Primary Contractor*	Prime Bid Amount	Total Offered SBE (\$)	SBEs approved?	Total Approved SBE (\$)	SBE (%)	Comments
Blood Hound, LLC	\$7,939,684.22	\$120,500.00	YES	\$ 120,500.00	14.10%	There is SBE participation via the subcontractor CIA Civil Infrastructure Associates for \$120,500.00
Ground Penetrating Radar System, Inc.	\$4,902,000.00	\$240,000.00	NO	\$ -	0.00%	There is no SBE participation.
USIC Locating Services	\$35,168,383.00	\$7,000.00	NO	\$ -	0.00%	There is no SBE participation.

\*For ITBs, only apparent low bidder will be listed.