



METROPOLITAN GOVERNMENT OF NASHVILLE AND DAVIDSON COUNTY

January 29, 2019

Edward Odom
EJO Ventures
Post Office Box 1551
Goodlettsville, TN 37070
Re: **RFQ# 1043683, Comp TIA Training and Certification**

Dear Mr. Odom:

The Metropolitan Government of Nashville and Davidson County (Metro) has completed the evaluation of submitted solicitation offer(s) to the above RFQ # 1043683 for Comp TIA Training and Certification. This letter hereby notifies you of Metro's intent to award to EJO Ventures, 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.

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 Genario Pittman by email at genario.pittman@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

RFQ# 1043683 Comp TIA Training and Certification

Evaluation Criteria (Max Points)	EJO Ventures	Lab Four Career Training Institute	More Computing Learning Services
Qualifications and Experience (20 Points)	20	12	18
Project Approach and Process (20 Points)	17	12	16
Project Management (15 Points)	15	10	10
Experience on Similar Projects (15 Points)	13	8	12
Cost Criteria (30 Points)	22.99	15.4	24
Total (100 Points)	87.99	57.40	80.00

Strengths & Weaknesses

EJO Ventures 87.99 Points

Strengths: Firm provided a detailed demonstration of their knowledge in Workforce Development, specifically in providing training in the area of CompTIA A+ certification. Firm provided a detailed description of why they are best suited for the project. Firm provided detailed experiences of projects of similar size and scope. Firm provided a detailed description of lessons learned in conducting hands on visual training in CompTIA A+ certification. Firm provided detailed strategies and services that would be used to meet the objectives of the CompTIA A+ certification program. Firm provided a detailed description of how they will support the participants that may have barriers in obtaining the CompTIA A+ certification. Firm provided a detailed list of strategies that would be used to support the participants. Firm provided a detailed description of their experience in hardware and software regarding CompTIA A+ certification training.

Weaknesses: Firm's outline demonstrating their approach to providing CompTIA A+ certification training and employment opportunities over the last five years lacked specific details. Firm provided an example of training experience associated with aviation (the aviation training is based on the A+ principles), but did not provide an example of training experience associated with CompTIA A+ certification.

Lab Four Career Training Institute 57.40 Points

Strength: Firm provided detailed reference projects of similar size, scope, and complexity.

Weaknesses: Firm's organizational structure lacked specific details. Firm's demonstration of relevant experience lacked specific details. Firm's description of why they are best suited for the project lacked specific details. Firm's experience of projects of similar size and scope lacked specific details. Firm's demonstration of knowledge of the project objectives/goals lacked specific details. Firm's demonstration of efficient use of team members, material resources, equipment, and technology necessary lacked specific details. Firm's strategies to meet the training objectives for participants to obtain CompTIA A+ certification lacked specific details. Firm's outline of classroom instructions lacked specific details. Firm listed their program as an eight week program, but the scope of work requires a 12 week program.

More Computing Learning Services 80.00 Points

Strength: Firm provided a detailed outline demonstrating their approach to providing CompTIA A+ certification training and employment. Firm provided detailed reference projects of similar size and scope.

Weaknesses: Four of the six required CompTIA A+ technology training opportunities detailing the firm's experience within the last three years lacked specific details. Firm's demonstration of how the requirements and provisions of the scope of work will be implemented lacked specific details. Firm's demonstration of knowledge of the project objectives/goals lacked specific details. Firm's strategies to meet the training objectives for participants to obtain CompTIA A+ certification lacked specific details. Firm's availability of soft skills training lacked specific details. Firm's reference projects of similar complexity lacked specific details.

Solicitation Title & Number			RFP Cost Points	RFP SBE/SDV Points	Total Cost Points
Comp TIA Training and Certification; RFQ# 1043683			24	6	30
Offeror's Name	Total Bid Amount	SBE/SDV Participation Amount	RFP Cost Points	RFP SBE/SDV Points	Total Cost Points
MoreComputing Learning Services	\$296,097.35	\$0.00	24.00	0.00	24.00
EJO Ventures	\$309,078.35	\$0.00	22.99	0.00	22.99
Lab Four Career Training Institute	\$461,468.26	\$0.00	15.40	0.00	15.40

Pittman, Genario (Finance - Procurement)

From: Watson, Jerval (Finance - Contract Compliance)
Sent: Wednesday, January 23, 2019 12:59 PM
To: Pittman, Genario (Finance - Procurement)
Subject: RE: BAO Compliance Review Request for RFQ# 1043683 Comp TIA Training and Certification

Good Afternoon Genario -

I have reviewed the bid for the RFQ # 1043683 Comp TIA Training and Certification and I have confirmed that there is no SBE participation. Let me know if you have any additional questions.

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: Pittman, Genario (Finance - Procurement)
Sent: Friday, January 18, 2019 9:17 AM
To: Watson, Jerval (Finance - Contract Compliance)
Subject: BAO Compliance Review Request for RFQ# 1043683 Comp TIA Training and Certification

Hello Jerval,

RFQ# 1043683 Comp TIA Training and Certification closed with three Offerors submitting proposals. It appears that none of the Offerors' subcontractors are approved Small Businesses with Metro. Will you conduct a BAO compliance review and confirm that there is no Small Business participation for RFQ# 1043683 Comp TIA Training and Certification? I included the subcontractor reports for EJO Ventures and MoreComputing Learning Services, along with the bid tab and the scores and comments from the evaluation committee meeting as references. Lab Four Career Training Institute did not propose the utilization of a subcontractor.

Thank you,
Genario Pittman
Senior Procurement Officer

Department of Finance
Procurement Division
Metropolitan Nashville Davidson County
730 2nd Avenue South, Ste. 101
Nashville, TN 37210
Office- 615.880.2641
genario.pittman@nashville.gov