



## METROPOLITAN GOVERNMENT OF NASHVILLE AND DAVIDSON COUNTY

February 12, 2019

Henry Arellano  
Northern Safety Company Inc.  
P O Box 4250  
Utica, NY 13504

Re: **RFQ # 1055657, Maintenance for Air Monitoring Equipment**

Dear Mr. Arellano:

The Metropolitan Government of Nashville and Davidson County (Metro) has completed the evaluation of submitted solicitation offer(s) to the above RFQ # **1055657** for **Maintenance for Air Monitoring Equipment**. This letter hereby notifies you of Metro's intent to award to **Northern Safety Company Inc.**, 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 Christina Alexander by email at [Christina.alexander@nashville.gov](mailto:Christina.alexander@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

Maintenance for Air Monitoring Equipment; RFQ# 1055657	Min. SBE/SDV Participation	Incentive Percentage	Incentive Calculator	Lowest Bid	MACP	Winning Bid
	0.0%	1.00%	99.00%	\$1,775,189.20	\$1,792,941.09	\$1,775,189.20
Offeror's Name	Bids	SBE	Participation Requirement	Participation Incentive	Incentive Evaluation Amount	Status of ITB Award
Northern Safety Co Inc.	\$1,775,189.20	\$0.00	\$0	\$0	\$1,775,189.20	Awarded
Pine Environmental Services LLC	\$1,829,220.00	\$0.00	\$0	\$0	\$1,829,220.00	Exceeds MACP
Advanced Safety & Industrial Supply LLC	\$2,441,937.02	\$0.00	\$0	\$0	\$2,441,937.02	Exceeds MACP

## Alexander, Christina (Finance - Purchasing)

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**From:** Watson, Jerval (Finance - Contract Compliance)  
**Sent:** Thursday, January 17, 2019 9:12 AM  
**To:** Alexander, Christina (Finance - Purchasing)  
**Subject:** RE: RFQ 1055657 Maintenance for Air Monitoring Equipment - BAO Compliance Review request  
**Attachments:** image001.png; image002.png

Good Morning Chris -

I have reviewed the bid for the RFQ # 1055657 Maintenance for Air Monitoring Equipment and I have confirmed that there is no SBE participation. Please 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



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**From:** Alexander, Christina (Finance - Purchasing)  
**Sent:** Monday, January 14, 2019 3:55 PM  
**To:** Watson, Jerval (Finance - Contract Compliance)  
**Cc:** Pittman, Genario (Finance - Procurement)  
**Subject:** RFQ 1055657 Maintenance for Air Monitoring Equipment - BAO Compliance Review request

Jerval,

RFQ 1055657 Maintenance for Air Monitoring Equipment closed January 9, 2019, will you provide a BAO compliance review.

I have attached the bid form for reference.

Thanks

**Christina Alexander**

Procurement Officer

Department of Finance

Procurement Division

Metropolitan Nashville Davidson County 730 2nd

Avenue South, Ste. 101 Nashville, TN 37210

Office- 615.862.6637