



## METROPOLITAN GOVERNMENT OF NASHVILLE AND DAVIDSON COUNTY

August 20, 2019

Ms. Connie Curtis  
Evoqua Water Technologies, LLC  
2650 Tallevast Road  
Sarasota, FL 34243

Sent via email to [municipalservices@evoqua.com](mailto:municipalservices@evoqua.com)

Re: **RFQ # 1068657, Odor or Corrosion Control Services**

Dear Ms. Curtis:

The Metropolitan Government of Nashville and Davidson County (Metro) has completed the evaluation of submitted solicitation offer(s) to the above RFQ # 1068657 for Odor or Corrosion Control Services. This letter hereby notifies you of Metro's intent to award to Evoqua Water Technologies LLC, contingent upon successful contract negotiations.

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).

The responses to the procurement solicitation and supporting award documentation can be made available either by SharePoint Link, CD for pickup, or in person for inspection. If you desire to receive or review the documentation or have any questions, please contact Terri Troup by email at [terri.troup@nashville.gov](mailto:terri.troup@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 that reads "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.

# RFQ 1068657 - Odor or Corrosion Control Services Scoring and Justification

## Round 1

Evaluation Criteria/Offeror	Evoqua Water Technologies LLC	U S Peroxide
Qualifications & Experience (30 points)	30	25
Approach (35 Points)	32	26
<b>Round 1 Subtotal (65 Max Points)</b>	<b>62</b>	<b>51</b>

## Round 2

Evaluation Criteria/Offeror	Evoqua Water Technologies LLC	U S Peroxide
Cost Criteria (35 points)	35	Failed to Submit
<b>Round 2 Subtotal (35 Max Points)</b>	<b>35</b>	in Round 2
<b>Total Round 1 and Round 2 (100 Points)</b>	<b>97</b>	<b>51</b>

Bid Tabulation for RFQ 1068657 - Odor or Corrosion Control Services			RFP		
			RFP Cost Points	SBE/SDV Points	Total Cost Points
			<b>28</b>	<b>7</b>	<b>35</b>
Offeror's Name	Total Bid Amount	SBE/SDV Participation Amount Proposed	RFP Cost Points	SBE/SDV Points	Total Cost Points
Evoqua Water Technologies LLC	\$8,024,864.9600	\$160,000.00	<b>28.00</b>	<b>7.00</b>	<b>35.00</b>

### Evoqua Water Technologies LLC

**Strengths** – Proposal demonstrated qualifications and experience that was similar size, scope, and complexity. Proposed approach was specific to Metro Facilities. Proposed approach included conducting an audit. Proposed approach included frequent weekly monitoring of facilities.

**Weaknesses** – Failed to provide an innovative technique that demonstrated an approach to cost savings.

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### US Peroxide

**Strengths** – Proposed approach included innovated technology that possibly could save Metro money.

**Weaknesses** – Generic boiler plate qualifications and experience submittal even though it demonstrated the experience necessary to perform the scope of services. Proposed approach included weekly and monthly meetings which are not an efficient approach for Metro Staff.

## BAO SBE Assessment Sheet

<b>BAO Specialist:</b> Jerval Watson
<b>Contract Specialist:</b> Terri Troup
<b>Date:</b> 08/08/2019

<b>Department Name:</b> Water Services
<b>RFP/ITB Number:</b> 1068657

**Project Name:** Odor or Corrosion Control Services Scoring and Justification

Primary Contractor*	Prime Bid Amount	Total Offered SBE (\$)	SBEs approved?	Total Approved SBE (\$)	SBE (%)	Comments
Evoqua Water Technologies, LLC	\$8,024,864.96	\$160,000.00	YES	\$ 160,000.00	1.99%	The SBE participation is achieved via the use of subcontractors: Glenn Delashmit Trucking (\$100,000); The Dycho Company, Inc. (\$50,000); Evoqua Water Technologies LLC (\$10,000) totaling in \$160,000.00 in SBE participation

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

