



METROPOLITAN GOVERNMENT OF NASHVILLE AND DAVIDSON COUNTY

September 6, 2019

Tom Vitko
Air Vacuum Corporation
P O Box 517
Dover, NH 03821-0517
Re: **RFQ # 1115657, Fire Station Engine Exhaust Removal System**

Dear Mr. Vitko:

The Metropolitan Government of Nashville and Davidson County (Metro) has completed the evaluation of submitted solicitation offer(s) to the above RFQ #**1115657** for **Fire Station Engine Exhaust Removal System**. This letter hereby notifies you of Metro's intent to award to **Air Vacuum Corporation**, 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 Buyer **Christina Alexander** by email at 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 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.

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

Solicitation Title & Number			RFP Cost Points	RFP SBE/SDV Points	Total Cost Points
Fire Station Engine Exhaust Removal System; RFQ# 1115657			28	7	35
Offeror's Name	Total Bid Amount	SBE/SDV Participation Amount	RFP Cost Points	RFP SBE/SDV Points	Total Cost Points
Air Vacuum Corporation	\$14,291.00	\$12,641.00	28.00	7.00	35.00
Clean Air Concepts	\$17,279.00	\$0.00	23.16	0.00	23.16

**RFQ# 1115657 Fire Station Engine Exhaust Removal System
Evaluation Committee Score Sheet**

Offeror	Air Vacuum Corporation	Clean Air Concepts
Contract Acceptance (Yes/No)	Yes	Yes
Cost (35)	35.00	23.16
Firm & Team Qualifications (25)	20.00	17.00
Reference Projects (10)	7.00	8.00
Project Approach (30)	20.00	15.00
Total Evaluation Scores	82.00	63.16

Evaluation Comments

Air Vacuum Corporation
Strengths
Firm's proposal demonstrated 25 years of service in the Engine Exhaust Removal System Installation Industry. Firm's proposal provided detailed project approach plan to include compliance with LEED and OSHA certified installation requirements. Firm's proposal demonstrated firm's plan to commence work one (1) month of contract being awarded, as directed in the scope of work for this solicitation. Firm's proposal provided reference projects of similar size, scope and complexity. Firm's proposal demonstrate firm's approach for identifying risks associated with installations, to include pulling permits.
Weaknesses
Firm's narrative lacked detail demonstrating firm's knowledge of providing system design, installation and maintenance of exhaust removal system as described in the scope of work for this solicitation. Firm's proposal failed to provide proposed organizational structure. Firm failed to provide resumes and Industry Standard Certifications for key team personnel. Firm failed to provide contact information for provided reference projects. Firm's proposal failed to demonstrate firm's ability to perform projects of similar size, scope and complexity on-time and on-budget. Firm's proposal failed to demonstrate firm's approach for maintaining a positive working experience with Metro. Firm's proposal failed to demonstrate firm's approach for quality management plan during installations.

Clean Air Concepts

Strengths

Firm's proposal demonstrated 30 years of service in the Engine Exhaust Removal System Installation Industry. Firm's proposal provided detailed project approach to include plan to ensure the installations for this project will be environmentally friendly.

Weaknesses

Firm's narrative lacked detail demonstrating firm's knowledge of providing system design, installation and maintenance of a vehicle exhaust removal system with proven effectiveness in a building of similar size, scope and complexity of a fire station. Firm's proposal failed to provide proposed organizational structure. Firm's proposal lacked details for firm and team qualifications. Firm failed to provide resumes and Industry Standard Certifications for key team personnel. Firm's proposal failed to demonstrate firm's ability to perform projects of similar size, scope and complexity on-time and on-budget. Firm's proposal failed to demonstrate firm's approach for maintaining a positive working experience with Metro. Firm's proposal failed to demonstrate firm's approach for quality management plan during installations. Firm's proposal indicated firm could not commence the start of work within one (1) month of contract award as directed in the scope of work for this solicitation. Firm's proposal failed to demonstrate firm's knowledge of the scope of work for this solicitation. Firm's proposal failed to demonstrate firm's approach for identifying risks associated with installation. Firm's proposal failed to provide firm's approach to comply with LEED requirements.

BAO SBE Assessment Sheet

BAO Specialist: Jerval Watson
Contract Specialist: Christina Alexander
Date: 08/05/2019

Department Name: Fire Department
RFP/ITB Number: 1115657

Project Name: Fire Station Engine Exhaust Removal System

Primary Contractor*	Prime Bid Amount	Total Offered SBE (\$)	SBEs approved?	Total Approved SBE (\$)	SBE (%)	Comments
Air Vacuum Corporation	\$14,291.00	\$12,641.00	YES	\$ 12,641.00	88.00%	The primary contractor is a Metro Approved SBE as well as the subcontractor who is also a certified minority business
Clean Air Concepts	\$17,279.00	\$0.00	NO	\$ -	0.00%	The is no SBE participation

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