



METROPOLITAN GOVERNMENT OF NASHVILLE AND DAVIDSON COUNTY

August 16, 2019

Keith Crews
Lee Company
331 Mallory Station Road
Franklin, TN 37067
Re: **RFQ # 1165657, Electrical Services and Repairs**

Dear Mr. Crews:

The Metropolitan Government of Nashville and Davidson County (Metro) has completed the evaluation of submitted solicitation offer(s) to the above RFQ # 1165657 for **Electrical Services and Repairs**. This letter hereby notifies you of Metro's intent to award to Lee Company, 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 Joe Ann Carr, BAO Representative, at (615) 880-2338 or at joeann.carr@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 Brad Wall by email at brad.wall@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



METROPOLITAN GOVERNMENT OF NASHVILLE AND DAVIDSON COUNTY

August 16, 2019

David Rains
Rains Electric Co
212 Williams Avenue
Madison, TN 37115

Re: **RFQ # 1165657, *Electrical Services and Repairs***

Dear Mr. Rains:

The Metropolitan Government of Nashville and Davidson County (Metro) has completed the evaluation of submitted solicitation offer(s) to the above RFQ # 1165657 for ***Electrical Services and Repairs***. This letter hereby notifies you of Metro's intent to award to Rains Electric Co., 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 Joe Ann Carr, BAO Representative, at (615) 880-2338 or at joeann.carr@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 Brad Wall by email at brad.wall@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



METROPOLITAN GOVERNMENT OF NASHVILLE AND DAVIDSON COUNTY

August 16, 2019

Frank Hester
Southeast Electric, Inc.
3155 Pleasant Grove Road
White House, TN 37188
Re: **RFQ # 1165657, Electrical Services and Repairs**

Dear Mr. Hester:

The Metropolitan Government of Nashville and Davidson County (Metro) has completed the evaluation of submitted solicitation offer(s) to the above RFQ # 1165657 for **Electrical Services and Repairs**. This letter hereby notifies you of Metro's intent to award to Southeast Electric, 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 Joe Ann Carr, BAO Representative, at (615) 880-2338 or at joeann.carr@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 Brad Wall by email at brad.wall@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

RFQ # 1165657 - Electrical Services and Repairs

	Lee Company	Rains Electric Co	Southeast Electric, Inc.
Contract Acceptance	Accepted with no exceptions	Accepted with no exceptions	Accepted with no exceptions
Cost (30 points)	12.67	24.02	30.00
Experience and Qualifications (35 Points)	34.00	35.00	31.00
Capacity to Perform (35 points)	34.00	11.00	30.00
Total (100 Points)	80.67	70.02	91.00

Lee Company

Strengths - The vendor provided a detailed overview of their firm. The vendor provided a detailed description of why they are the most qualified and best choice to be awarded this contract. The vendor provided a detailed description of their experience with panel upgrades and repairs. The vendor provided a detailed description of their experience with troubleshooting and testing; specifically, their use of XOi technology that allows a technician to provide videos and photos of the status of electrical equipment. The vendor provided a detailed description of their experience with wiring. The vendor provided a detailed description of their experience with electrical installation and repairs. The vendor provided detailed resumes of the key individuals. The reference projects submitted were of similar size, scope, and complexity. The vendor provided a detailed description on how they would prioritize work for Metro.

Weaknesses - The firm's description of their process for scheduling both regular and emergency electrical repairs lacked detail; specifically, Metro doesn't know the response time for dispatching a technician.

Rains Electric Co

Strengths - The vendor provided a detailed overview of their firm. The vendor provided a detailed description of why they are the most qualified and best choice to be awarded this contract. The vendor provided a detailed description of their experience with panel upgrades and repairs. The vendor provided a detailed description of their experience with troubleshooting and testing. The vendor provided a detailed description of their experience with wiring. The vendor provided a detailed description of their experience with electrical installation and repairs. The vendor provided detailed resumes of the key individuals. The reference projects submitted were of similar size, scope, and complexity.

Weaknesses - The vendor failed to address the evaluation criteria within capacity to perform section. The only item out of this section that the vendor addressed was documentation of their CE (Electrical Contracting) license from the State of Tennessee.

Southeast Electric, Inc.

Strengths - The vendor provided a detailed overview of their firm. The vendor provided a detailed description of why they are the most qualified and best choice to be awarded this contract. The vendor provided a detailed description of their experience with panel upgrades and repairs. The vendor provided a detailed description of their experience with troubleshooting and testing. The vendor provided a detailed description of their experience with wiring. The vendor provided a detailed description of their experience with electrical installation and repairs. The reference projects submitted were of similar size, scope, and complexity.

Weaknesses - The vendor's resumes lacked detail; specifically, the resumes submitted were mini bios/statements of the key individuals. The vendor's description on how they are going to prioritize work for Metro lacked detail.

Enter Solicitation Title & Number Below		
Electrical Services and Repairs; RFQ # 1165657	Min. SBE/SDV Requirement	Total Cost Points
	10.0%	30
Offeror's Name	Bids	RFP Cost Points
Lee Company	\$2,451,626.19	12.67
Rains Electric Co	\$1,292,774.57	24.02
Southeast Electric, Inc.	\$1,035,000.00	30.00

PNP Compliance Results Form

Department Name: Metro Wide/General Services

RFP/ITB Number: 1165657

Procurement Name: Electrical Services and Repairs

Primary Contractor	PNP Compliant (Yes/No)	Determination Comments/% of Participation Proposed or Bid
LEE COMPANY	Yes	LEE COMPANY is compliant with the requirements of the Procurement NonDiscrimination Program having engaged in good faith effort outreach to registered, certified MWBEs: Diversified Supply.--MBE (Declined), Mayer Electric.-WBE (Declined) and Titan Fastener.-WBE. (Accepted) Proposed the inclusion of Titan Fastener at 10%
RAINS ELECTRIC CO	Yes	RAINS ELECTRIC CO is compliant with the requirements of the Procurement NonDiscrimination Program having engaged in good faith effort outreach to registered, certified MWBEs:Mayer Electric.-WBE (Accepted), CD Steger Construction.-MBE (Declined) and K&J Associates.-WBE. (Declined) Proposed the inclusion of Mayer Electric. at 10%.
Southeast Electric, Inc.	Yes	Southeast Electric, Inc. Middle Tennessee Infrastructure, Inc. is compliant with the requirements of the Procurement NonDiscrimination Program having engaged in good faith effort outreach to registered, certified MWBEs: K&J Associates.--WBE (Declined), Mayer Electric.-WBE (Accepted) and Trojan Labor.-WBE. (Accepted) Proposed the inclusion of Mayer Electric @ 5% and Trojan Labor @ 1%.

*Denotes Contractor with whom follow up was required

Date: 06/24/2019

Metro Buyer: Brad Wall

BAO Rep: JoeAnn Carr

BAO SBE Assessment Sheet

BAO Specialist: Carr, JoeAnn

Contract Specialist: Wall, Brad

6/24/2019

Department Name: Metro Wide, General Services

RFP/ITB Number: 1165657

Project Name: Electrical Services and Repairs

Primary Contractor*	Prime Bid Amount	Total Proposed SBE (\$)	SBE Subs approved?	SBE (%)	Comments
LEE COMPANY	\$2,451,626.19	\$245,162.62	Yes	10	Lee Company proposed the inclusion of Metro-approved SBE Titan Fastener & Supply LLC for 10% of the work.
RAINS ELECTRIC CO	\$1,292,774.57	\$1,163,497.11	Yes	90	RAINS ELECTRIC CO is an approved Metro SBE and proposed to self-perform 90% of the work. Middle
Southeast Electric, Inc.	\$1,035,000.00	\$972,900.00	Yes	94	Southeast Electric, Inc. is an approved Metro SBE and proposed to self-perform 94% of the work. Middle