



METROPOLITAN GOVERNMENT OF NASHVILLE AND DAVIDSON COUNTY

September 17, 2019

Mr. Erik East
Pepsi Bottling Group
7021 Westbelt Drive
Nashville, TN 37209
Re: **RFQ # 1285657, Pouring Rights for Non-Alcoholic Beverages**

Dear Mr. East:

The Metropolitan Government of Nashville and Davidson County (Metro) has completed the evaluation of submitted solicitation offer(s) to the above RFQ # 1285657 for Pouring Rights for Non-Alcoholic Beverages. This letter hereby notifies you of Metro's intent to award to Pepsi Bottling Group, contingent upon Fairground Board approval and 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 Christopher Wood, BAO Representative, at 615-880-6710 or at christopher.wood@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 Terri Troup by email at 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 # 1285657 – Pouring Rights for Non-Alcoholic Beverages
Scoring and Justification
Fairgrounds Facilities**

	Pepsi	Coke
Qualifications & Experience (35 Points)	32.00	15.00
Financing Proposal (35 Points)	24.00	18.00
Detailed Plan (30 Points)	25.00	8.00
Total (100 Points)	81.00	41.00

Coca-Cola Bottling Co. Consolidated

Strengths – N/A

Weaknesses – Fee and revenue sharing distribution information was provided but lacked detailed as it relates to what makes up those numbers. Several responses for the qualifications and experience were provided as part of the Parks and Recreation Facility response but not provided as part of the response to the Fairgrounds Facilities which included the following:

- How long has your firm been in business doing work similar in the scope of service described herein?
- Provide information regarding your firm’s ability to perform the requirements of this solicitation.
- Ability to meet demand and delivery needs
- Identify their names of key personnel that will be working on this scope of services, years of experience and any certifications applicable. Provide resumes’ of all personnel working assigned to the team.
- Has the staff that will be involved in the scope of services of the resulting contract been provided any type of training that is relevant to this scope of services? If so, please provide details related to this training for each staff member (can include on the resume).
- Clearly define the proposed organizational structure including defined responsibilities (including any subcontractors/sub-consultants and their ability to undertake the assignment).
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Failed to provide responses to several items requested in the financing proposal section of the evaluation criteria which included the following:

- Describe the financial capabilities of the team, including minimizing and protecting the role of Metro.
- Detail any financial or in-kind support you are requesting of the city (one time and on-going).
- Describe your plan for routine and emergency delivery, service, and maintenance.
- Specific sales objectives for each product and distribution channel.

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- Service and reporting commitments, together with specific suggestions regarding communication, planning, and performance review.
- Please include an explanation of any variables, cost increases or decreases, or additional relevant circumstances that you anticipate may alter that formula.
- Include a proposed quality assurance plan your firm will conduct to ensure performance of contract deliverable.

Response to detailed approach was not specific to facility. Failed to provide responses to several items requested in the detailed plan section of the evaluation criteria which included the following:

- Provide a detailed plan on how you plan to execute the scope of services outlined within the solicitation.
- Describe your approach to providing the outlined requirements for each agency.
- Describe your approach to on-going training program that ensures that all employees perform their job with the highest standards of efficiency, courtesy, and sanitation.
- Demonstrate how the detailed plan will be implemented including identifying challenges and issues.

Pepsi Bottling Group

Strengths – Proposal demonstrated similar scope experience and qualifications performing the required services and addressed the outlined requirements for each agency in a clear and concise manner.

Weaknesses - Proposal failed to provide a response to any current litigation in which key participants are a defendant as requested in the qualifications and experience section of the evaluation criteria. Financing proposal was not as strong as proposed by other offeror. Proposal failed to provide responses to several items requested in the financing proposal section of the evaluation criteria which included the following:

- Detail any financial or in-kind support you are requesting of the city (one time and on-going)
- Specific sales objectives for each product and distribution channel.