



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 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
Parks and Recreation Facilities**

	Pepsi	Coke
Qualifications & Experience (35 Points)	32.00	27.00
Financing Proposal (35 Points)	24.00	18.00
Detailed Plan (30 Points)	25.00	8.00
Total (100 Points)	81.00	53.00

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. Proposal failed to provide response to having 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). Pages 53-60 of “Metro Parks Proposal” that was submitted doesn’t even belong to this RFP. Seems all to be based upon a proposal submitted to Tennessee State University, and includes multiple references to TSU throughout the document (see pages 23, 26, 28, 40, 41, 43, 44, 45, 62). Submitted proposal 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.
- Include a proposed quality assurance plan your firm will conduct to ensure performance of contract deliverable.
- 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.

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:

- 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.

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- 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 responses to any current litigations in which key participants are a defendant. Proposal failed to provide a response to describing the approach to providing the outlined requirements for each agency requested in detailed plan of the evaluation criteria. 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.