



METROPOLITAN GOVERNMENT OF NASHVILLE AND DAVIDSON COUNTY

3/24/2021 | 10:19 AM CDT

Ryan Miller
Insituform Technologies LLC
17988 Edison Avenue
Chesterfield, MO 63005

Re: **RFQ # 99216, Construction Services for Sewer System Rehabilitation**

Dear Mr. Miller:

The Metropolitan Government of Nashville and Davidson County (Metro) has completed the evaluation of submitted solicitation offer(s) to the above RFQ # 99216 for Construction Services for Sewer System Rehabilitation. This letter hereby notifies you of Metro's intent to award to Insituform Technologies LLC, 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 Equal Business Opportunity (EBO) 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 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,

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 99216 Construction Services for Sewer System Rehabilitation
Evaluation Committee Score Sheet**

Offeror	BLD Services LLC	Granite Inliner LLC	Insituform Technologies LLC	SAK Construction LLC	SBW Constructors LLC	Moore Construction Co Inc.
Contract Acceptance	Yes	Yes	Yes	Yes	Yes	Yes
Company Information & Capacity (20)	15.00	20.00	20.00	20.00	14.00	12.00
Construction Team Members (2)	16.00	20.00	20.00	19.00	13.00	10.00
Experience on Similar Projects (35)	27.00	33.00	34.00	34.00	27.00	15.00
Approach for Specialty Project Work & Schedule (25)	21.00	25.00	23.00	23.00	24.00	8.00
Total Evaluation Scores	79.00	98.00	97.00	96.00	78.00	45.00
Surety Statement (Pass/Fail)	Pass	Pass	Pass	Pass	Pass	Pass

Evaluation Comments

BLD Services LLC
Strengths
Firm's proposal demonstrated key team member's liner experience. Firm's proposal demonstrated firm's production rate exceeds that of Metro's expectation. Firm's proposal demonstrated and provided all other required information with the exception of the weaknesses noted below.
Weaknesses
Firm's proposal demonstrates that all volume of CIPP experience represents lateral installation only. Firm failed to provide EMR information as requested in solicitation. Firm's proposal lacked detail for team member experience, failed to provide construction team members and organization chart. Firm failed to provide five (5) reference projects of similar size, scope and complexity reference projects provided lacked detail. Firm's quality assurance plan lacked detail. Firm's proposal lacked information for addressing coordination of work in environmentally sensitive areas.

Granite Inliner LLC
Strengths
Firm's proposal provided detailed plan for dedicated crew availability for Metro contract. Firm's proposal demonstrated a good safety and EMR record. Firm's proposal demonstrated extensive CIPP experience in TN. Firm's proposal demonstrated previous collaborations with proposed subcontractors. Firm's proposal provided a detailed risk mitigation plan for sewer back-ups and environmental impact. Firm's proposal demonstrated and provided all other required information with the exception of the weaknesses noted below.
Weaknesses
Firm's reference projects lacked detail, failed to list number of manholes and laterals per project.

Insituform Technologies LLC

Strengths

Firm's proposal demonstrated that all proposed team members have Clean Water Nashville experience. Firm provided a detailed construction schedule. Firm's proposal demonstrated previous collaborations with proposed subcontractors. Firm's proposal demonstrated and provided all other required information with the exception of the weaknesses noted below.

Weaknesses

Firm's reference projects lacked detail, failed to demonstrate if they were of similar scope to requirements in solicitation. Firm's proposal failed to address coordination of work in limited access areas and environmentally sensitive areas. Firm's quality assurance plan lacked detail.

SAK Construction LLC

Strengths

Firm's proposal demonstrated exceptional safety and EMR record. Firm's proposal demonstrated detailed subcontractor information to include previous collaborations with proposed subcontractors. Firm's proposal addressed COVID protocol. Firm's proposal demonstrated and provided all other required information with the exception of the weaknesses noted below.

Weaknesses

Firm's proposal failed to demonstrate bypass pumping experience. Firm's quality assurance plan lacked detail.

SBW Constructors LLC

Strengths

Firm's proposal demonstrated and provided all other required information with the exception of the weaknesses noted below.

Weaknesses

Firm's proposal failed to demonstrate CIPP volume experience. Firm's proposal demonstrated a high EMR record. Firm's proposed construction team members lacked detail, failed to identify CCTV and Bypass pumping subcontractors. Firm's proposal failed to demonstrate previous collaborations experience with proposed subcontractors. Firm's proposed team members did not identify a prime consultant. Firm provided 3 of requested 5 projects of similar size, scope and complexity. Firm's quality assurance plan lacked detail.

Moore Construction Co Inc.

Strengths

Firm's proposal demonstrated and provided all other required information with the exception of the weaknesses noted below.

Weaknesses

Firm's proposal failed to demonstrate required experience for scope of work in this solicitation. Firm's proposal demonstrated a high EMR record. Firm's proposal demonstrated firm's yearly production averages one (1) Metro project. Firm's construction team members lacked detail, failed to address crew availability for Metro contract. Firm failed to provide reference projects of similar size, scope and complexity. Firm failed to provide contact information for the reference projects that were provided. Firm's proposal lacked detail for safety approach. Firm's quality assurance plan lacked detail. Firm failed to provide a detailed plan to manage projects and management functions. Firm failed to provide specific examples from previous projects.

**Construction Services for Sewer System
Rehabilitation; RFQ# 99216**

Offeror's Name	Responsive
BLD Services LLC	Yes
Granite Inliner LLC	Yes
Insituform Technologies LLC	Yes
Moore Construction Co Inc.	Yes
SAK Construction LLC	Yes
SBW Constructors LLC	Yes

BAO SBE Assessment

BAO Specialist: JoeAnn Carr
Contract Specialist: Christina Alexander
Date: 03/22/2021
Department Name: Water Services
RFP/ITB Number: 99216

Project Name: Construction Services for Sewer System Rehabilitation

Primary Contractor	SBE/SDV Requirement Acknowledged?	Comments
BLD Services LLC	Yes	BLD Services LLC acknowledged the SBE/SDV participation expectations over the life of the contract and consequences of misrepresentation as a part of their proposal as required by the solicitation.
Granite Inliner LLC	Yes	Granite Inliner LLC acknowledged the SBE/SDV participation expectations over the life of the contract and consequences of misrepresentation as a part of their proposal.as required by the solicitation.
Insituform Technologies LLC	Yes	Insituform Technologies LLC acknowledged the SBE/SDV participation expectations over the life of the contract and consequences of misrepresentation as a part of their proposal.as required by the solicitation.
SAK Construction LLC	Yes	SAK Construction LLC acknowledged the SBE/SDV participation expectations over the life of the contract and consequences of misrepresentation as a part of their proposal.as required by the solicitation.
SBW Constructors LLC	Yes	SBW Constructors LLC is a Metro-approved SBE and acknowledged the SBE/SDV participation expectations over the life of the contract and consequences of misrepresentation as a part of their proposal.as required by the solicitation.

EBO Compliance Results Form

Department Name: Water Services

RFP/ITB Number: 99216

Solicitation Name: Construction Services for Sewer System Rehabilitation

Primary Contractor	Acknowledge Established EBO Goals (Yes/No)	Determination Comments/% of Participation Proposed or Bid
BLD Services LLC	Yes	BLD Services LLC is compliant with the solicitation's Equal Business Opportunity M/WBE Program goal participation expectations. The proposer has acknowledged the EBO program participation expectations and consequences of misrepresentation as a part of their proposal. Proposer is compliant with the Equal Business Opportunity Program requirements having acknowledged the 7% MBE and 4% WBE subcontracting goals as required by the Procurement Code. Consistent with the Procurement Code, actual dollar amounts will be confirmed upon contract award.
Granite Inliner LLC	Yes	Granite Inliner LLC is compliant with the solicitation's Equal Business Opportunity M/WBE Program goal participation expectations. The proposer has acknowledged the EBO program participation expectations and consequences of misrepresentation as a part of their proposal. Proposer is compliant with the Equal Business Opportunity Program requirements having acknowledged the 7% MBE and 4% WBE subcontracting goals as required by the Procurement Code. Consistent with the Procurement Code, actual dollar amounts will be confirmed upon contract award.
Insituform Technologies LLC	Yes	Insituform Technologies LLC is compliant with the solicitation's Equal Business Opportunity M/WBE Program goal participation expectations. The proposer has acknowledged the EBO program participation expectations and consequences of misrepresentation as a part of their proposal. Proposer is compliant with the Equal Business Opportunity Program requirements having acknowledged the 7% MBE and 4% WBE subcontracting goals as required by the Procurement Code. Consistent with the Procurement Code, actual dollar amounts will be confirmed upon contract award.
SAK Construction LLC	Yes	SAK Construction Services LLC is compliant with the solicitation's Equal Business Opportunity M/WBE Program goal participation expectations. The proposer has acknowledged the EBO program participation expectations and consequences of misrepresentation as a part of their proposal. Proposer is compliant with the Equal Business Opportunity Program requirements having acknowledged the 7% MBE and 4% WBE subcontracting goals as required by the Procurement Code. Consistent with the Procurement Code, actual dollar amounts will be confirmed upon contract award.
SBW Constructors LLC	Yes	SBW Constructors LLC is compliant with the solicitation's Equal Business Opportunity M/WBE Program goal participation expectations. The proposer has acknowledged the EBO program participation expectations and consequences of misrepresentation as a part of their proposal. Proposer is compliant with the Equal Business Opportunity Program requirements having acknowledged the 7% MBE and 4% WBE subcontracting goals as required by the Procurement Code. Consistent with the Procurement Code, actual dollar amounts will be confirmed upon contract award.

*Denotes Contractor with whom follow up was required

Date: 3/22/2021

Metro Buyer: Christina Alexander

BAO Rep: JoeAnn Carr

Certificate Of Completion

Envelope Id: FF646893930944149571E62A3FF83213	Status: Completed
Subject: Intent to Award - RFQ #99216 Construction Services for Sewer System Rehabilitation	
Source Envelope:	
Document Pages: 10	Signatures: 5
Certificate Pages: 15	Initials: 0
AutoNav: Enabled	Envelope Originator:
Envelopeld Stamping: Enabled	Procurement Resource Group
Time Zone: (UTC-06:00) Central Time (US & Canada)	730 2nd Ave. South 1st Floor
	Nashville, TN 37219
	prg@nashville.gov
	IP Address: 170.190.198.185

Record Tracking

Status: Original 3/23/2021 2:40:45 PM	Holder: Procurement Resource Group prg@nashville.gov	Location: DocuSign
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Signer Events

Signature	Timestamp
Michelle A. Hernandez Lane michelle.lane@nashville.gov Chief Procurement Officer/Purchasing Agent Metro Security Level: Email, Account Authentication (None)	Sent: 3/23/2021 2:49:41 PM Viewed: 3/24/2021 10:18:36 AM Signed: 3/24/2021 10:19:08 AM
Signature Adoption: Pre-selected Style Using IP Address: 170.190.198.185	

Electronic Record and Signature Disclosure:
Not Offered via DocuSign

In Person Signer Events

Signature	Timestamp

Editor Delivery Events

Status	Timestamp

Agent Delivery Events

Status	Timestamp

Intermediary Delivery Events

Status	Timestamp

Certified Delivery Events

Status	Timestamp

Carbon Copy Events

Status	Timestamp
Christina Alexander christina.alexander@nashville.gov Security Level: Email, Account Authentication (None)	Sent: 3/24/2021 10:19:10 AM Viewed: 3/24/2021 10:44:21 AM

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Electronic Record and Signature Disclosure:
Accepted: 3/18/2021 10:30:43 AM
ID: 7c5b5d71-f1d8-4f0e-9f7e-616947aef019

Witness Events

Signature	Timestamp

Notary Events

Signature	Timestamp

Envelope Summary Events

Status	Timestamps
Envelope Sent	3/23/2021 2:49:41 PM
Certified Delivered	3/24/2021 10:18:36 AM
Signing Complete	3/24/2021 10:19:08 AM
Completed	3/24/2021 10:19:10 AM

Payment Events

Status	Timestamps

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