

JOHN COOPER, MAYOR

DEPARTMENT OF FINANCE

**METROPOLITAN GOVERNMENT OF NASHVILLE AND DAVIDSON COUNTY**

9/17/2020 | 8:50 AM CDT

Penni Snodgrass
Tank Industry Consultants
7740 West New York Street
Indianapolis, IN 46214

Re: **RFQ#61105, Tank Inspections**

Dear Ms. Snodgrass:

The Metropolitan Government of Nashville and Davidson County (Metro) has completed the evaluation of submitted solicitation offer(s) to the above RFQ# 61105, Tank Inspections. This letter hereby notifies you of Metro's intent to award to **Tank Industry Consultants**, 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 Christopher Wood, BAO Representative, at (615) 862-6710 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 Buyer Sandra Walker by email at Sandra.walker@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 cursive script 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: 61105-Tank Inspections

Offeror	Dixon Engineering, Inc.	In Depth Inc.	Mid-South Tank Consultants	Tank Industry Consultants	Underwater Solutions Inc
Business Plan (25 Points)	15.00	8.00	25.00	25.00	0.00
Corporate Qualifications and Experience (25 Points)	8.00	4.00	18.00	23.00	5.00
References (15 Points)	7.00	5.00	12.00	14.00	10.00
Firm's Capacity to Perform (15 Points)	5.00	0.00	10.00	15.00	0.00
Scheduling to Achieve Project Completion (20 Points)	15.00	7.00	20.00	20.00	0.00
	50.00	24.00	85.00	97.00	15.00

Evaluation Comments

Dixon Engineering, Inc.
Strengths - Safety programs; quality assurance testing and insuring equipment is functional; Firms qualifications; Scheduling commitment and schedule for the project completion and major tasks and sub-tasks.
Weaknesses - Vendors response to the underlying philosophy of their firm in providing the requested service/product and detail of their understanding of the contract scope and the desired deliverables was boilerplate; major task and sub task did not address the report documentation system; Failed to provide organizational structure, interrelationships and interactions; Functional requirements lacked specific detail; Overall information was difficult to locate; Quality assurance didn't mention quality control reporting; Failed to provide a response to identifying potential risks associated with the execution of this contract and how their firm proposes mitigating those risks; Failed to provide financial strengths, resumes of "key" individuals, copy of Tennessee Professional Engineering License and documentation of their NACE 3 level certified corrosion expert; All projects not of similar size and scope; Failed to provide dollar value of projects; Failed to provide a response to listing other work assignments that the Key Personnel on this project are currently engaged in performing and the time commitment for each of the Key Personnel on this project; Response to firm's management capacity and system for coordinating all the services to be provided under this contract was boilerplate and Failed to list any assumptions that are being made to successfully achieve the schedule.
In Depth Inc.
Strengths - Project approach to ROV and diving;

Weaknesses- Failed to provide a response to indicate the underlying philosophy of their firm in providing the requested service/product and detail their understanding of the contract scope and the desired deliverables; Failed to address drying inspections; Failed to provide organizational structure, interrelationships and interactions; Functional requirements lacked specific detail; Failed to provide a response to proposed quality assurance plan your firm will conduct to ensure the performance of contract deliverables and identify potential risks associated with the execution of this contract and how their firm proposes mitigating those risks; Failed to provide documentation of their firm's and subcontractors' qualifications to produce the required outcomes, including their ability, skill, financial strength, and number of years' experience in providing the required services; Did not provide Tennessee Professional Engineering License or documentation of their NACE 3 level certified corrosion expert; Failed to provide detail on project size; Failed to provide list of other work assignments that the Key Personnel on this project are currently engaged in performing; Failed to provide time commitment for each of the Key Personnel on this project; Failed to provide firm's management capacity and system for coordinating all the services to be provided under this contract; Failed to provide a schedule for the project completion listing major tasks and sub-tasks to accomplish the schedule and their proposed schedule; Failed to provide any assumptions that are being made to successfully achieve this schedule.

Mid-South Tank Consultants

Strengths - Good overall detail business plan; Business plan very thorough and comprehensive; Firms and subs qualifications; Firm's management capacity and system for coordinating all the services to be provided under this contract and Good overall detailed scheduling to achieve project completion.

Weaknesses - Failed to provide a copy of Tennessee Professional Engineering License; Failed to provide financial strengths; Information was difficult to locate; All projects not of similar size; Failed to provide list of the other work assignments that the Key Personnel on this project are currently engaged in performing and response to time commitment for each of the Key Personnel on this project was boilerplate.

Tank Industry Consultants

Strengths - Good overall detailed business plan; Computerized rating and maintenance prioritization system; Firm's and subcontractors' qualifications; Good overall detailed corporate qualifications and experience; Firm's management capacity and system for coordinating all the services was detailed; Good overall references; Projects of similar size and scope; Good overall Firm's Capacity to Perform; Good overall scheduling to achieve project completion and Schedule for project completion and major tasks and sub-tasks.

Weaknesses - Failed to provide financial strengths; Bad contact information listed on one project

Underwater Solutions Inc

Strengths - N/A

Weaknesses - Failed to provide a business plan; Failed to provide a response to documentation of their firm's and subcontractors' qualifications to produce the required outcomes, including their ability, skill, financial strength, and number of years' experience in providing the required services; Failed to provide copy of their Tennessee Professional Engineering License and documentation of their NACE 3 level certified corrosion expert; All projects not of similar size and scope; Failed to provide Firms capacity to

EBO Compliance Results Form

Department Name: Metro Water Services

RFP/ITB Number: 61105

Tank Inspections

Primary Contractor	Acknowledged Established EBO Goals (Yes/No)	Determination Comments of Participation Proposed or Bid
Dixon Engineering	Yes	Proposer is not compliant with the Equal Business Opportunity Program. Didn't list any MWBE subs on their Statement of MWBE Utilization & Good Faith Efforts lack evidence of trying to meet requirements
In-Depth, Inc.	Yes	Proposer is not compliant with the Equal Business Opportunity Program. Didn't list any MWBE subs on their Statement of MWBE Utilization & Good Faith Efforts lack evidence of trying to meet requirements.
Mid-South Tank Consultants	Yes	Proposer is compliant with the Equal Business Opportunity Program having acknowledge M/WBE goals and can achieve as required by the Procurement Code. Proposed the WBE engagement KS Ware & Associates Inc. Proposed the MBE engagement of Cornerstone Engineering
Tank Industry Consultants, Inc.	Yes	Proposer is compliant with the Equal Business Opportunity Program. They acknowledged M/WBE goals and that they can achieve as required by the Procurement Code. Proposed the MBE engagement of Action Janitorial Paper Safety. There was no WBE engagement proposed. Provided Good Faith Summary Sheets documenting successful Good Faith Efforts.

*Denotes follow-up required

Date: 8/6/2020

Metro Buyer: Sandra Walker

BAO Rep: Christopher S. Wood

BAO SBE Assessment Sheet

BAO Specialist: Christopher S. Wood

Contract Specialist: Sandra Walker

Date: 08/06/2020

Department Name: Metro Water Services

RFP/ITB Number: 61105

Project Name: Pavement Program Management Services

SBE/SDV Requirement		Comments
Primary Contractor	Acknowledged?	
Dixon Engineering	Yes	Proposer acknowledged the 10% SBE/SDV participation expectation over the life of the project as required by the solicitation. Proposed the engagement of SBE firms: None (didn't see a subcontractor/subconsultant document for review) - Proposer isn't an approved Metro SBE
In Depth, Inc.	Yes	Proposer acknowledged the 10% SBE/SDV participation expectation over the life of the project as required by the solicitation. Proposed the engagement of SBE firms: None - Proposer isn't an approved Metro SBE
Mid South Tank Consultants	Yes	Proposer acknowledged the 10% SBE/SDV participation expectation over the life of the project as required by the solicitation. Proposed the engagement of SBE firms: Cornerstone Engineering and KS Ware & Associates.
Tank Industry Consultants	Yes	Proposer acknowledged the 10% SBE/SDV participation expectation over the life of the project as required by the solicitation. Proposed the engagement of SBE firms: Bar Environmental