

JOHN COOPER, MAYOR

DEPARTMENT OF FINANCE

**METROPOLITAN GOVERNMENT OF NASHVILLE AND DAVIDSON COUNTY**

10/19/2020 | 6:38 PM CDT

Leslie Sherrick
Southpro Solutions, Inc.
1908 Myleen Place
Old Hickory, TN 37138

Re: **RFQ# 62114, Electrical Service For The Maintenance of Roadway Illumination Systems**

Dear Ms. Sherrick:

The Metropolitan Government of Nashville and Davidson County (Metro) has completed the evaluation of submitted solicitation offer(s) to the above RFQ# 62114, Electrical Service For The Maintenance of Roadway Illumination Systems. This letter hereby notifies you of Metro's intent to award to **Southpro Solutions, 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 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 **Evans Cline**, BAO Representative, at **615-862-6137** or at **evans.cline@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 **Scott Ferguson** by email at **scott.ferguson@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

Electrical Service and Repair For The Maintenance of Roadway Illumination Systems; RFQ 62114

Winning Bid

\$11,935,051.25

Status of ITB Award

Awarded

Exceeds MACP

Exceeds MACP	
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* STANSELL ELECTRIC CO not minimally responsive

Ferguson, Scott (Finance)

From: Cline, Evans (Finance)
Sent: Friday, August 28, 2020 8:54 AM
To: Ferguson, Scott (Finance)
Subject: Fwd: RFQ 62114 BAO assessment
Attachments: 62114 Electrical Service for Maintenance of Roadway Illumination Signs EBO Assessment.pdf; 62114 Electrical Service for Maintenance of Roadway Illumination Signs SBE assessment.pdf

Please see attached BAO assessments for this solicitation. The prime did not meet EBO goals but is compliant with EBO requirements due to submitting passing Good Faith Effort summary sheets. Thank you.

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From: Cline, Evans (Finance)
Sent: Wednesday, August 26, 2020 12:54:55 PM
To: Wood, Christopher (Finance - Procurement) <Christopher.Wood@nashville.gov>
Cc: Frye, Jeremy (Finance) <Jeremy.Frye@nashville.gov>
Subject: RFQ 62114 BAO assessment

Good afternoon. I have reviewed the proposed awardee's documentation and find that they do not meet EBO goals for the solicitation, but they do appear to have passing Good Faith Effort summary sheets. I would note that the awardee also has \$0 in SBE participation. The solicitation had four respondents originally, but the other three were either not minimally responsive or had bids above the acceptable limit. So, while I find the awardee in technical compliance with the EBO program, I think reissuing the solicitation may result in better SBE/SDV and MWBE participation.

Thanks.

Evans Cline
Contract Compliance Officer
Department of Finance
Procurement Division
Metropolitan Nashville Davidson County
730 2nd Avenue South
Nashville, TN 37201
615-862-6137



Statement of M/WBE Utilization

Proposer's/Firm's Name: Southpro Solutions, Inc.		Proposer's Phone #: 615-337-9039
Solicitation Title: Electrical Electrical Service For The Maintenance of Roadway Illumination Systems		Proposer's Email Address: L.Samantha.Southpro@gmail.com
Solicitation #: 62114,3		Amount Self-performed : 9,880,472.75
Proposer's/Firm's Ownership: MBE		Total Bid Amount: 11,935,051.00
Proposed EBO Goal (%): _____ MBE% _____ WBE%		EBO Goal Met? (Y/N) NO

The following MWBE* subcontractor(s)/supplier(s) will be utilized for the performance of this project:

			Certificate	* MBE/WBE	Code #	Description of Work	MBE/WBE Dollars (\$)	Percent of Total Contract
MBE/WBE Firm Name	MBE/WBE Firm Address	Phone/E-Mail	Type (MBE or WBE)	Group Type *	UNSPS/NAICS			
1 Top Notch Traffic Control	1034 Sharpe Ave., Nashville, TN	615-582-5460	MBE	1	46161500	Traffic Control	50,000	2%
2			Select	Select				
3			Select	Select				
4			Select	Select				
5			Select	Select				
6			Select	Select				
7			Select	Select				

I am the duly authorized representative and certify the facts and representations contained in this form and supporting documents are true and correct.

Authorized Representative (Printed Name/Title/Signature) <div style="display: flex; justify-content: space-between; align-items: center;"> <div style="width: 60%;"> L. Samantha Sherrick President </div> <div style="width: 35%; text-align: center;"> L. Samantha Sherrick <small>Digitally signed by L. Samantha Sherrick DN: cn=L. Samantha Sherrick, o=Southpro Solutions, Inc, ou, email=L.Samantha.Southpro@gmail.com, c=US Date: 2020.08.11 12:21:14 -05'00'</small> </div> </div>	Date <div style="text-align: center; font-size: 1.2em;">08/11/2020</div>
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*Note: MWBE is defined as business enterprise maintaining a significant business presence in the Program Area & performing a commercial useful function that is owned by one or more of the following: (1) African Americans, (2) Native Americans, (3) Hispanic Americans, (4) Asian Americans, and (5) Women.

Has Prime Complied with EBO Goal? BAO Only	For Internal Office Use ONLY If No, Good Faith Efforts Met?	YES
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BAO Representative: Evans Cline

Date: 08/26/20

Total MBE Subcontracting	2 _____ %	\$ 50,000 _____
Total WBE Subcontracting	0 _____ %	\$ 0 _____
Total MBE/WBE Participation:	85% _____ %	\$ 9,930,472.75 _____

BAO SBE Assessment Sheet

BAO Specialist: Cline, Evans

Contract Specialist: Ferguson, Scott

8/26/2020

Department Name: Public Works

RFP/ITB Number: 62114

Project Name: Electrical Service for the Maintenance of Roadway Illumination Signs

Primary Contractor*	Prime Bid Amount	Total Proposed SBE (\$)	SBE Subs approved?	SBE (%)	Comments
Southpro Solutions, Inc.	\$11,935,051.00	\$0.00	N/A	0%	American Constructors is not a Metro-approved SBE and has not proposed utilization of any Metro-approved SBEs.