

JOHN COOPER, MAYOR

DEPARTMENT OF FINANCE

**METROPOLITAN GOVERNMENT OF NASHVILLE AND DAVIDSON COUNTY**

11/18/2020 | 8:06 AM CST

Julie Jacobs
Water Systems Optimization
1410 Donelson Pk. Ste. #A1
Nashville, TN 37217

Re: **RFQ 62115 Leak Detection Program**

Dear Ms. Jacobs:

The Metropolitan Government of Nashville and Davidson County (Metro) has completed the evaluation of submitted solicitation offer(s) to the above **RFQ 62115 Leak Detection Program**. This letter hereby notifies you of Metro's intent to award to **Water Systems Optimization**, 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 evan.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 **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# 62115 Leak Detection Program Evaluation Committee Score Sheet

Offeror	Water Systems Optimization	M.E. Simpson Co. Inc.
Contract Acceptance (Yes/No)	Yes	Non-Responsive
ISA Questionnaire (Yes/No)	Yes	
Cost (30 Points)	30.00	
Firm Qualifications (25 Points)	22.00	
Reference Projects & Team Qualifications (20 Points)	17.00	
Project Approach (25 Points)	22.00	
Total Evaluation Scores	91.00	0.00

Evaluation Comments

Water Systems Optimization
Strengths
Firm's proposal demonstrated firm's experience and years of services for the scope of work for this project. Firm's proposal demonstrated proposed team's qualifications. Firm's proposal provided detailed information for project tasks. Firm's proposal demonstrated a local presence. Firm's proposal demonstrated firm's understanding of scope of work for this project. Firm's proposal demonstrated and provided all other required information with the exception of the weaknesses noted below.
Weaknesses
Firm's proposal lacked detail for adapting to new technology. Firm's proposal failed to demonstrate firm's ability to adapt to a leak detection strategy when tactics are no longer yielding positive results. Firm's proposal only demonstrated 2 of requested 3 reference projects of similar size, scope and complexity.

M.E. Simpson Co. Inc.	
Strengths	
Weaknesses	
Non-Responsive for failure to comply with SBE/SDV REQUIREMENT.	

Solicitation Title & Number			RFP Cost Points	Total Cost Points
Leak Detection Program; RFQ# 62115			30	30
Offeror's Name	Total Bid Amount	SBE/SDV Participation Amount	RFP Cost Points	Total Cost Points
Water Systems Optimization	\$20,967,200.00	\$1,048,360.00	30.00	30.00
*M E Simpson Co. Inc. deemed non-responsive for failure to comply with SBE/SDV REQUIREMENT.				

BAO Small Business Assessment Sheet**BAO Specialist: Cline, Evans****Contract Specialist: Alexander, Christina****11/16/2020****Department Name: Water****RFP/ITB Number: 62115****Project Name: Leak Detection Program**

Primary Contractor*	Prime Bid Amount	Total Proposed SBE (\$)	SBE Subs approved?	SBE (%)	Comments
Water Systems Optimization, Inc.	\$20,967,200.00	\$1,048,360.00	Yes	5	The prime is not an approved SBE and has proposed Metro-approved SBEs Dan Weaver Services at 3.8% and NuOrigin at 1.2%.

Certificate Of Completion

Envelope Id: 8BB02FE85FC34C149E7F4BAA1F3BD45B

Status: Completed

Subject: Intent to Award - RFQ #62115 Leak Detection Program

Source Envelope:

Document Pages: 5

Signatures: 1

Envelope Originator:

Certificate Pages: 1

Initials: 0

Procurement Resource Group

AutoNav: Enabled

730 2nd Ave. South 1st Floor

Envelopeld Stamping: Enabled

Nashville, TN 37219

Time Zone: (UTC-06:00) Central Time (US & Canada)

prg@nashville.gov

IP Address: 170.190.198.185

Record Tracking

Status: Original

Holder: Procurement Resource Group

Location: DocuSign

11/16/2020 3:55:29 PM

prg@nashville.gov

Signer Events

Michelle A. Hernandez Lane

michelle.lane@nashville.gov

Chief Procurement Officer/Purchasing Agent
Metro

Security Level: Email, Account Authentication
(None)

Signature

Michelle A. Hernandez Lane

Signature Adoption: Pre-selected Style
Using IP Address: 170.190.198.185

Timestamp

Sent: 11/16/2020 3:58:58 PM

Viewed: 11/18/2020 8:05:48 AM

Signed: 11/18/2020 8:06:03 AM

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)

COPIED

Sent: 11/18/2020 8:06:04 AM

Viewed: 11/18/2020 9:39:04 AM

Electronic Record and Signature Disclosure:

Not Offered via DocuSign

Witness Events

Signature

Timestamp

Notary Events

Signature

Timestamp

Envelope Summary Events

Status

Timestamps

Envelope Sent

Hashed/Encrypted

11/16/2020 3:58:58 PM

Certified Delivered

Security Checked

11/18/2020 8:05:48 AM

Signing Complete

Security Checked

11/18/2020 8:06:03 AM

Completed

Security Checked

11/18/2020 8:06:04 AM

Payment Events

Status

Timestamps