

JOHN COOPER, MAYOR

DEPARTMENT OF FINANCE

**METROPOLITAN GOVERNMENT OF NASHVILLE AND DAVIDSON COUNTY**

11/2/2020 | 12:58 PM CST

Ronald Woodall  
NAFECO  
1515 West Moulton St.  
Decatur, AL 35601

**Re: RFQ #62116, Nashville Fire Department Fire and Rescue Supplies**

Dear Mr. Woodall:

The Metropolitan Government of Nashville and Davidson County (Metro) has completed the evaluation of submitted solicitation offer(s) to the above RFQ #62116, Nashville Fire Department Fire and Rescue Supplies. This letter hereby notifies you of Metro's intent to award to **NAFECO**, 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 **Brad Wall** by email at **brad.wall@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](http://www.Nashville.gov)  
Phone: 615-862-6180  
Fax: 615-862-6179

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11/2/2020 | 12:58 PM CST

Mandy McCain  
G&W Diesel Service, Inc.  
3502 Dickerson Pike  
Nashville, TN 37207

**Re: RFQ #62116, Nashville Fire Department Fire and Rescue Supplies**

Dear Ms. McCain:

The Metropolitan Government of Nashville and Davidson County (Metro) has completed the evaluation of submitted solicitation offer(s) to the above RFQ #62116, Nashville Fire Department Fire and Rescue Supplies. This letter hereby notifies you of Metro's intent to award to **G&W Diesel Service, 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 **Christopher Wood**, BAO Representative, at **(615) 862-6710** or at **christopher.wood@nashville.gov**.

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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

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## RFQ #62116 - Nashville Fire Department Fire and Rescue Supplies

|   | G&W Diesel Service, Inc.             | High Tech Rescue, Inc.               | NAFECO                               |
|---|--------------------------------------|--------------------------------------|--------------------------------------|
| Contract Acceptance                       | Accepted Contract Without Exceptions | Accepted Contract Without Exceptions | Accepted Contract Without Exceptions |
| Capacity to Perform (70 points)           | 65.00                                | 10.00                                | 60.00                                |
| Experience and Qualifications (30 Points) | 20.00                                | 10.00                                | 20.00                                |
| <b>Total (100 Points)</b>                 | <b>85.00</b>                         | <b>20.00</b>                         | <b>80.00</b>                         |

**G&W Diesel Service, Inc.**

**Strengths** - The offeror has scheduled internal deliveries between all four (4) of their stocking locations located in Memphis, Nashville, Conway Arkansas (Little Rock) and Southaven Mississippi, this insures if they have a shortage of a product at one location, they can transfer the product from another location to fill the demand. The Nashville Fire Department will be supported by the offeror's Middle Tennessee Territory Sales Manager for any customer service needs, and the offeror provided a procedure of the steps taken to resolve customer service issues. The offeror's computer system is cloud based and is backed up every night, and the offeror reviews their disaster recovery plan on a yearly basis. The offeror was founded in 1958. The offeror has experience in providing fire and rescue supplies to Metro.

**Weaknesses** - The offeror's description of their disaster recovery plan lacked detail; specifically, the offeror didn't address how they would be able to prevent a disaster within their disaster recovery plan. The offeror's description of their experience in providing fire and rescue supplies to clients and municipalities the size of Metro lacked detail; specifically, the offeror failed to provide a list of individual fire departments who they are supplying fire and rescue supplies and how long.

**High Tech Rescue, Inc.**

**Strengths** - The offeror's software is backed up automatically daily to a cloud-based server to insure off site data protection. The offeror was established in 1993.

**Weaknesses** - The offeror didn't describe any warehouse space or stocking locations their firm has to store and deliver products. It's unclear how frequently the offeror's disaster recovery plan is reviewed and tested. The offeror didn't address a specific procedure for resolving customer service issues. The offeror's description of their experience in providing fire and rescue supplies to clients and municipalities the size of Metro lacked detail; specifically, the offeror failed to provide a list of individual fire departments who they are supplying fire and rescue supplies.

**NAFECO**

**Strengths** - The offeror has over 84,000 square feet of warehouse space located in three buildings and is able to ensure products will be received by Metro within five (5) days or less. The offeror has multiple personnel within customer service, accounting, and warranty departments to address customer service issues. The offeror reviews their disaster recovery plan quarterly. The offeror has been in business for over 52 years. The offeror has experience in providing fire and rescue supplies to Metro.

**Weaknesses** - The offeror didn't address a specific procedure for resolving customer service issues. The offeror's description of their disaster recovery plan lacked detail. The offeror's description of their experience in providing fire and rescue supplies to clients and municipalities the size of Metro lacked detail; specifically, the offeror failed to provide a list of individual fire departments who they are supplying fire and rescue supplies and how long.