

JOHN COOPER, MAYOR

DEPARTMENT OF FINANCE

**METROPOLITAN GOVERNMENT OF NASHVILLE AND DAVIDSON COUNTY**

1/25/2021 | 11:34 AM CST

David Reichman
Rosenbauer America, LLC
100 Third Street
Lyons, SD 57041

Re: **RFQ# 72154, New Fire Apparatus Custom Chassis Pumper with a 1500 GPM Single Stage Pump**

Dear Mr. Reichman:

The Metropolitan Government of Nashville and Davidson County (Metro) has completed the evaluation of submitted solicitation offer(s) to the above RFQ# 72154, New Fire Apparatus Custom Chassis Pumper with a 1500 GPM Single Stage Pump. This letter hereby notifies you of Metro's intent to award to **Rosenbauer America, LLC** 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 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 **Marissa Conklin** by email at Marissa.conklin@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

Solicitation Title & Number		RFP Cost Points
RFQ 72154; New Fire Apparatus - Custom Chassis Pumper with a 1500 GPM Single Stage Pump		30
Offeror's Name		RFP Cost Points
Toyne, Inc	\$21,567,833.31	30.00
Rosenbauer America, LLC	\$21,648,807.07	29.89
Kovatch Mobile Equipment Corp	\$26,584,134.41	24.34
G&W Diesel Service Inc	\$26,796,270.26	24.15

RFQ 72154 New Fire Apparatus-Custom Chassis Pumper with a 1500 GPM Single Stage Pump

Evaluation Committtee Scoring Sheet

Offeror	G&W Diesel Service Inc	Kovatch Mobile Equipment Corp	Rosenbauer America, LLC	Toyne Inc
Contract Acceptance (Yes/No)	Yes	Yes	Yes	Yes
Cost (30)	24.15	24.34	29.89	30
Minimum Vehicle Specifications Form (50)	5.00	20.00	48	35
Delivery Time Form (20)	19.52	16.20	18.49	16.51
Total Evaluation Scores	48.67	60.54	96.38	81.51

Evaluation Comments

G&W Diesel Service Inc

Strengths

Met government and ten year expereince on the Delivery Time Form and had lowest construstion time.

Weaknesses

No firm date just ranges on delivery time form. Proposer failed to meet several specifications listed in Minimum Specifications form required by Metro. Some key aspects such as section 3.8.1, 3.3.22, 3.3.8, 4.1.2, 4.1.3, etc, responded with "NO".

Kovatch Mobile Equipment Corp

Strengths

Met government and ten year experience on Delivery Time Form.

Weaknesses

Proposer responded with "NO" on key aspects; Sections 3.3.1, 3.3.15, 3.3.26, 3.3.28, 3.4.8.
On Proprietary Parts, parts are made by a 3rd party which all parts related are now renamed

and renumbered as REV parts which has created proprietary parts issues. Construction date was one of the highest on the Delivery Time Form.

Rosenbauer America LLC

Strengths

Met all minimum specifications requested. Gave a date not range on the delivery time form and met all experience requirements on the delivery time form.

Weaknesses

Proposal was not clear on Training days listed.

Toyne Inc

Strengths

Met most specifications. Met the experience requirement on the Delivery Time Form.

Weaknesses

Longest construction time on the Delivery Time Form and gave a date range not a specific date listed. On Proprietary Parts, parts are made by a 3rd party which all parts related are now renamed and renumbered as REV parts which has created proprietary parts issues. On section 3.3 the response was "yes" however the cab manufacturuer states they use "bonding" in the building of the cab.