

JOHN COOPER, MAYOR

DEPARTMENT OF FINANCE

**METROPOLITAN GOVERNMENT OF NASHVILLE AND DAVIDSON COUNTY**

11/6/2020 | 9:59 AM CST

Debbie Harrenbruck  
Hydromax USA, LLC  
344 Inderrieden Rd  
Chandler, IN 47610

**Re: RFQ# 77152, Valve Exercising and Hydrant Maintenance Service**

Dear Ms. Harrenbruck:

The Metropolitan Government of Nashville and Davidson County (Metro) has completed the evaluation of submitted solicitation offer(s) to the above RFQ# 77152, Valve Exercising and Hydrant Maintenance Services. This letter hereby notifies you of Metro's intent to award to **Hydromax USA, LLC**, 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,

*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

RFQ# 77152 - Valve Exercising and Hydrant Maintenance Services		
Evaluation Criteria (Max Points)	Hydromax USA, LLC	Pure Technologies US
Contract Acceptance	Yes	Yes
Solicitation Acceptance	Yes	Yes
ISA Questionnaire Completed and Terms Accepted	Yes	Yes
BAO Documentation	Yes	Yes
Project Approach and Process (25 Points)	24.00	22.00
Project Risk and Mitigation (15 Points)	14.00	13.00
Qualifications and Experience (15 Points)	15.00	15.00
Experience on Similar Projects (15 Points)	15.00	14.00
Cost Criteria (30 Points)	30.00	25.46
Total (100 Points)	<b>98.00</b>	<b>89.46</b>
Strengths & Weaknesses		

### Hydromax USA, LLC

**Strengths:** Firm demonstrated how the requirements and provisions of the scope of this project will be implemented and delivered with a comprehensive plan for completing the specified work in accordance with the scope. Firm demonstrated knowledge of the project objectives/goals and existing conditions and assumptions. Firm demonstrated efficient use of manpower, material resources, equipment and technology necessary for completing the project efficiently within the constraints outlined in the scope. Firm demonstrated their knowledge and experience in locating and exercising water valves, flowing water hydrants and performing hydrant repair in an urban, rural and suburban setting as a maintenance service to water utility services with more than 50,000 customers. Firm provided adequate documentation of similar projects of similar size and scope of Metro.

**Weaknesses:** Firm did not thoroughly explain their training program for field staff. Firm did not include a detailed QA/QC Plan in the proposal. Firm did not provide a detailed list of proposed equipment.

### Pure Technologies US

**Strengths:** Firm demonstrated how the requirements and provisions of the scope of this project will be implemented and delivered with a comprehensive plan for completing the specified work in accordance with the scope. Firm demonstrated knowledge of the project. Firm demonstrated their knowledge and experience in locating and exercising water valves, flowing water hydrants and performing hydrant repair in an urban, rural and suburban setting as a maintenance service to water utility services with more than 50,000 customers.

**Weaknesses:** Firm did not demonstrate adequate knowledge of the project objectives/goals and existing conditions/assumptions. Firm did not demonstrate efficient use of manpower, material resources, equipment and technology necessary for completing the project efficiently within the constraints outlined in the scope. Firm did not thoroughly explain their training program for field staff. Firm did not provide assumptions that are being made to successfully achieve the schedule. Firm did not include a detailed QA/QC Plan in the proposal. Firm did not provide a detailed list of proposed equipment. Firm did not provide all project managers and key field personnel that provided services on their similar projects.

Solicitation Title & Number			RFP Cost Points	RFP SBE/SDV Points	Total Cost Points
Valve Exercising and Hydrant Maintenance Services; RFQ# 77152			30	0	30
Offeror's Name	Total Bid Amount	SBE/SDV Participation Amount	RFP Cost Points	RFP SBE/SDV Points	Total Cost Points
Hydromax USA, LLC	\$11,484,900	\$1,952,433	30.00	0.00	30.00
Pure Technologies US	\$13,530,452	\$2,300,177	25.46	0.00	25.46

## BAO Small Business Assessment Sheet

**BAO Specialist:** Cline, Evans

**Contract Specialist:** Ferguson, Scott

**10/30/2020**

**Department Name:** Water

**RFP/ITB Number:** 77152

**Project Name:** Valve Exercising and Hydrant Maintenance Service

Primary Contractor*	Prime Bid Amount	Total Proposed SBE (\$)	SBE Subs approved?	SBE (%)	Comments
Hydromax USA, LLC	\$11,484,900.31	\$1,952,433.00	Yes	17	The prime is not an approved SBE and proposed Metro-approved SBE/SDV sub Snelling Personnel Services at 17%.