

JOHN COOPER, MAYOR

DEPARTMENT OF FINANCE

**METROPOLITAN GOVERNMENT OF NASHVILLE AND DAVIDSON COUNTY**

1/19/2021 | 11:48 AM CST

Lynn Shaffer
Republic Services
Metro Courthouse Ste. 108
Nashville, TN 37219

Re: RFQ 81145 Waste and Recycling Containers, Collection and Services

Dear Lynn Shaffer:

The Metropolitan Government of Nashville and Davidson County (Metro) has completed the evaluation of submitted solicitation offer(s) to the above RFQ 81145 Waste and Recycling Containers, Collection and Services. This letter hereby notifies you of Metro's intent to award to Republic Services, 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 Cierra Rowe at 615-862-6136 or at Cierra.Rowe@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, Daniel Drumwright, by email at Daniel.Drumwright2@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	RFP SBE/SDV Points	Total Cost Points
RFQ 81145 Waste and Recycling Containers, Collection and Services			30	10	40
Offeror's Name	Total Bid Amount	SBE/SDV Participation Amount Proposed	RFP Cost Points	RFP SBE/SDV Points	Total Cost Points
Republic Services	\$30,374,296.17	0.00	30.00	0.00	30.00

RFQ # 81145- Waste and Recycling Containers, Collection and Services

Offeror	Republic Services
Cost Criteria (40 Points)	30.00
Qualifications and Management (30 Points)	27.00
Experience and Approach (30 Points)	25.00
Total Evaluation Scores	82.00

Evaluation Comments

Republic Services

Strengths - Good overall Qualifications and Management, Good overall Experience and Approach, Provided detailed responses on all deliverables, Strong execution plan for completing work; Good Deployment Plan related to maintaining pick-up frequency, Strong Company History and Background, Sustainability Report provided sound plan for executing work related to the project, Resume provided specific detail and experience related to the project

Weakness - Failed to provide specific fleet information related to completing the services requested, Failed to provide plan to monitor subcontractor performance, Failed to provide financial information related to the capacity to perform work

BAO Small Business Assessment Sheet**BAO Specialist:** Cierra Rowe**Contract Specialist:** Daniel Drumwright**Date:** 12/4/2020**Department Name:** Water Services**RFP/ITB Number:** 81145**Project Name:** Collection Waste and Recycling Containers

Primary Contractor*	Prime Bid Amount	Total Proposed SBE (\$)	SBE Subs approved?	SBE (%)	Comments
Republic Services	\$30,374,296.17	\$0	No	0%	The prime is not an approved SBE did not propose to utilize SBE subcontractors.



Statement of M/WBE Utilization

Proposer's/Firm's Name: Republic Services		Proposer's Phone #: 615-568-6633	
Solicitation Title: Waste and Recycling Containers, Collections, and Service		Proposer's Email Address: cshaffer@republicservices.com	
Solicitation #: RFQ 81145,3		Amount Self-performed : 100	
Proposer's/Firm's Ownership: Non-M/WBE		Total Bid Amount: \$30,374,296.17	
Proposed EBO Goal (%): 6 MBE% 5 WBE%		EBO Goal Met? (Y/N) NO	

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

				Certificate Type	* MBE/WBE	Code #	Description of Work	MBE/WBE	Percent
				(MBE or WBE)	Group Type *	UNSPS/NAICS		Dollars (\$)	of Total Contract
MBE/WBE Firm Name	MBE/WBE Firm Address	Phone/E-Mail							
1				Select	Select				
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)		Date
Lynn Shaffer, Jr. Sales Manager		11/25/2020

*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.

For Internal Office Use ONLY	
Has Prime Complied with EBO Goal? NO	If No, Good Faith Efforts Met? YES

BAO Representative: Cierra Rowe Date: 12/04/20

Total MBE Subcontracting	0 %	\$ 0
Total WBE Subcontracting	0 %	\$ 0
Total MBE/WBE Participation:	0 %	\$ 0

METROPOLITAN GOVERNMENT OF NASHVILLE - DAVIDSON COUNTY

M/WBE SUBCONTRACTORS GOOD FAITH EFFORTS

SUMMARY SHEET

THIS DOCUMENT MUST BE ACCURATELY COMPLETED, SIGNED AND SUBMITTED WITH THE BID OR PROPOSAL (Due with Bid Submission if Applicable)			
Project Name: Waste and Recycling Collection, Containers,		Project Number: 81145,3	
Company Name: Republic Services	Date Submitted: 11/03/2020	Total Contract Value: \$30,374,296.17	
Address: 621 Hill Avenue, Nashville, TN 37210		Federal Tax ID# 65-0716904	
Contact Person: Lynn Shaffer, Jr.	Email:	Phone #: 615-568-6633	
GOOD FAITH EFFORTS SUMMARY SHEET			
Number	Bidder Action(s)	BAO Only	
1.	<p>Solicitation and written notice to available and certified MWBEs: Soliciting specific individual MWBEs whose availability as potential sources of goods or services can be reasonably ascertained. This measure includes sending letters or making other personal contacts with specific certified MWBEs including those that the Bidder has contracted with in the past as well as other MWBEs with which the Bidder may be unfamiliar, but whose identities can be ascertained from a directory of certified MWBEs maintained by the BAO.</p> <p>The written notices contain:</p> <ul style="list-style-type: none"> I. Enough information about the plans, specs, and terms & conditions of the solicitation; II. A contact person knowledgeable of the project documents available to answer questions about the condition of the contract; III. Information regarding the Bidder's bonding requirements; IV. The deadline for submission of price quotations. 	Fail	

For each MBE/WBE firm contacted, list the name(s) and all information requested below related to the above project. If additional space is required, this form may be duplicated.

Company Name/Address/Contact Person/Phone/Email	Type of Business	Type of Work/Service(s) Solicited	How Business was contacted (i.e. email, phone, letter, etc.?)	Response to Solicitation (i.e. will submit bid, no response, not interested)	Bid/Quote Amount	Company Selected (Write Yes or NO)
Nashville Fabrication & Engineering, Andy Hobbs	MBE	Repair of containers	Phone/Email	Still working with company	TBD	Select
DevMar Products, LLC. Kerri McNair	WBE	Sanitation products for office/trucks	Phone/Email	Still working with company	TBD	Select

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GOOD FAITH EFFORTS SUMMARY SHEET CHECKLIST		
Number	Bidder Action(s)	BAO Only
2.	Meetings: Attended or held informational meetings to update potential subcontractors or vendors of subcontracting or supply opportunities.	Pass

List all information requested below related to the above project. If additional space is required, this form may be duplicated.

Company Name/Address/Contact Person/Phone Number/Email	Description of Meeting Notices for M/W/SDVEs	Date M/W/SDVE Attended, if applicable
Nashville Fabrication & Engineering/2039 HWY 12 S, Ashland City, TN 37015, Andy Hobbs, andy@nashvillefab.com,	Repair/Welding of waste containers	10/29/2020
DevMar Products, LLC.1865 Air Lane	Sanitation supplies for trucks	11/02/2020

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Company Name: Republic Services		Date Submitted: 11/03/2020	Total Contract Value: \$30,374,296.17
Address: 621 Hill Avenue, Nashville, TN 37210		Federal Tax ID# 65-0716904	
Contact Person: Lynn Snatter, Jr.		Email:	Phone #: 615-568-6633

GOOD FAITH EFFORTS SUMMARY SHEET CHECKLIST

Number	Bidder Action(s)	BAO Only
3.	Unbundling. Divided the contract, in accordance with normal industry practice, into small, economically feasible segments that could be performed by MWBEs. Under no circumstances, however, shall a bidder segment work solely for the purpose of utilizing MWBEs as subcontractors where such segmentation is not in accordance with common and accepted industry practices relating to the utilization of other firms as subcontractors.	Pass

What Scope of Project Was Divided?

1. Cleaning/Sanitation of Trucks	2. Repair of Equipment
3. Soap/Sanitizer for Trucks/Office	4.
5.	6.

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GOOD FAITH EFFORTS SUMMARY SHEET CHECKLIST			
Number	Bidder Action(s)	BAO Only	
4.	Rejection: Provided a written explanation for rejection of any potential subcontractor or vendor to the Bidder, including the name of the firm awarded the subcontract or supply agreement.	Pass	

For each MBE/WBE firm contacted, list the name(s) and all information requested below related to the above project. If additional space is required, this form may be duplicated.

M/WBE Firm Name/Address/Contact Person/Phone Number/Email	Description of Proposed Work	Reason for Rejection
Nashville Fabrication & Engineering/2039 HWY 12 S, Ashland City, TN 37015, Andy Hobbs, andy@nashvillefab.com, 615-352-5296	Repair/Welding of waste container	This has not been rejected but no
DevMar Products, LLC. 1865 Air Lane Drive, Nashville, TN 37210 Kerri McNair, 615-232-7040	Sanitation supplies for trucks/offi	This has not been rejected but no
Imperial Cleaning Services 968 Madison Square STE 109 Nashville, TN 37115	Cleaning of Trucks	Rejected due to not response

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GOOD FAITH EFFORTS SUMMARY SHEET CHECKLIST

Number	Bidder Action(s)	BAO Only
5.	Non-discrimination: Providing a non-discriminatory work site. Maintaining a work environment free of harassment, intimidation and coercion at all construction sites, offices and other facilities at which the Bidder's employees are assigned to work. The Bidder shall specifically ensure that all labor supervisors, superintendents, and other on-site supervisory personnel are aware of and carry out the Bidder's obligation to maintain a non-discriminatory work environment.	Pass

For each training, list the type of training and date.

Type of Training	Date of Training
Harassment Prevention Training for Workplace	10/01/2020

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GOOD FAITH EFFORTS SUMMARY SHEET CHECKLIST		
Number	Bidder Action(s)	BAO Only
6.	Community and Other Organizational Services Support: Advertising in trade publications of general circulation in the Program Area. The advertisement shall identify and describe the specific subcontracting or other opportunity in reasonable detail.	Fail

For each MBE/WBE firm contacted, list the name(s) and all information requested below related to the above project. If additional space is required, this form may be duplicated.

Publication Name	Date of Publication	Please provide copy.
We do not advertise in trade publicatio		

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Number	Bidder Action(s)	BAO Only
7.	Assistance: Bonding/Lines of Credit/Insurance: Providing reasonable assistance to a MWBE in need of equipment, supplies, bonding, letters of credit and/or insurance.	N/A

For each MBE/WBE firm contacted, list the name(s) and all information requested below related to the above project. If additional space is required, this form may be duplicated.

Company Name/Address/Contact Person/Phone Number/Email	Type of Assistance
No one requested assistance	No one requested assistance

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8.	Database Utilization Accessed all reasonable and available means to include, but not limited to the following examples: https://www.nashville.gov/Finance/Procurement/Business-Assistance-Office/SMWBE-Lists-and-Forms.aspx or https://nashville.diversitycompliance.com/	Pass

For each MBE/WBE firm contacted, list the name(s) and all information requested below related to the above project. If additional space is required, this form may be duplicated.

Database Accessed	Date of Access	Results
yes using the nashville.diversitycompliance.com website. The other links did not work.	10/29/20	Found the vendors listed above

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GOOD FAITH EFFORTS SUMMARY SHEET CHECKLIST		
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9.	Mentor Protégé' Relationship/Technical Assistance: Providing reasonable technical assistance to a MWBEs to ameliorate any deficiencies of technical knowledge or advance skill, where such assistance is undertaken by the Bidder to facilitate the MWBE's successful participation on a project or contract.	N/A

For each MBE/WBE firm assisted, list the name(s) and all information requested below related to the above project. If additional space is required, this form may be duplicated.

Company Name	Type of Assistance	If Mentor Protégé' Agreement Reached, Please Provide Copy.

It is hereby certified that the above firms were contacted and offered an opportunity to respond on the above project. We further certify that the above statements are a true account of all firms' responses to our solicitation. Copies of all bids and/or quotes will be made available upon request.

Signature: Lynn Shaffer, Jr. Print Name: Lynn Shaffer, Jr. Title: Sales Manager

Drumwright, Daniel (Finance - Purchasing)

From: Lane, Michelle (Finance - Procurement)
Sent: Tuesday, January 12, 2021 1:10 PM
To: Drumwright, Daniel (Finance - Purchasing)
Cc: Walker, Sandra (Finance - Procurement)
Subject: RE: Single Bidder Award Approval: RFQ 81145 Waste and Recycling Containers, Collection and Services

Award to a single offeror is approved.

Michelle A. Hernandez Lane
Chief Procurement Officer/Purchasing Agent
Department of Finance
Procurement Division
Metropolitan Nashville Davidson County
730 2nd Avenue South, Ste. 101
Nashville, TN 37201
Office- 615.862.5471

From: Drumwright, Daniel (Finance - Purchasing) <Daniel.Drumwright2@nashville.gov>
Sent: Tuesday, January 12, 2021 12:43 PM
To: Lane, Michelle (Finance - Procurement) <Michelle.Lane@nashville.gov>
Cc: Walker, Sandra (Finance - Procurement) <Sandra.Walker@nashville.gov>
Subject: FW: Single Bidder Award Approval: RFQ 81145 Waste and Recycling Containers, Collection and Services

Michelle,

RFQ # 81145 closed with a single bidder, Republic Services. The department considers the single offer as fair and reasonable and are in agreement to move forward in awarding to Republic Services. This RFP was solicited to registered vendors under the commodity code 76120000. An adequate pool of offerors had an opportunity to submit a response.

Thanks,

Daniel Drumwright

Procurement Officer II
Department of Finance
(615)862-6632
Daniel.Drumwright2@nashville.gov

From: Walker, Sandra (Finance - Procurement) <Sandra.Walker@nashville.gov>
Sent: Tuesday, January 12, 2021 10:44 AM
To: Drumwright, Daniel (Finance - Purchasing) <Daniel.Drumwright2@nashville.gov>
Subject: RE: Single Bidder Award Approval: RFQ 81145 Waste and Recycling Containers, Collection and Services

Approved.

From: Drumwright, Daniel (Finance - Purchasing) <Daniel.Drumwright2@nashville.gov>
Sent: Monday, January 11, 2021 1:10 PM
To: Walker, Sandra (Finance - Procurement) <Sandra.Walker@nashville.gov>
Subject: FW: Single Bidder Award Approval: RFQ 81145 Waste and Recycling Containers, Collection and Services

Sandra,

Please see the attached and advise.

Michelle,

RFQ # 81145 closed with a single bidder, Republic Services. The department considers the single offer as fair and reasonable and are in agreement to move forward in awarding to Republic Services. This RFP was solicited to registered vendors under the commodity code 76120000. An adequate pool of offerors had an opportunity to submit a response.

Thanks,

Daniel Drumwright

Procurement Officer II
Department of Finance
(615)862-6632
Daniel.Drumwright2@nashville.gov

From: Drumwright, Daniel (Finance - Purchasing)
Sent: Thursday, January 7, 2021 4:01 PM
To: Walker, Sandra (Finance - Procurement) <Sandra.Walker@nashville.gov>
Subject: Intent to Award RFQ 81145 Waste and Recycling Containers, Collection and Services

Sandra,

Please see attached and advise.

Thanks,

Daniel Drumwright

Procurement Officer II
Department of Finance
Daniel.Drumwright2@nashville.gov
(615)669-7586