



METROPOLITAN GOVERNMENT OF NASHVILLE AND DAVIDSON COUNTY

9/7/2021 | 5:04 PM CDT

Mr. Mike Rivera
Fire Recovery USA, LLC
2271 Lava Ridge Court, Suite 120
Roseville, CA 95661

Re: **RFQ # 117216, Nashville Fire Hazardous Materials Cost Recovery**

Dear Mr. Rivera]:

The Metropolitan Government of Nashville and Davidson County (Metro) has completed the evaluation of submitted solicitation offer(s) to the above RFQ # 117216 for Nashville Fire Hazardous Materials Cost Recovery. This letter hereby notifies you of Metro's intent to award to Fire Recovery 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 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 Sandra Walker by email at sandra.walker@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: 117216 - Nashville Fire Hazardous Materials Cost Recovery

Offeror	Cost Recovery Corp	Fire Recovery USA, LLC	Regina Moore Jones dba R. MOORE SOLUTIONS, LLC
COST (25 Points)	25.00	22.73	20.00
Methodology and Approach (20 Points)	7.00	18.00	20.00
Qualifications and Experience (20 Points)	6.00	10.00	12.00
Project Understanding (20 points)	7.00	20.00	15.00
Firm Years in Business (10 Points)	5.00	5.00	5.00
Diversity Practices (5 Points)	0.00	0.00	0.00
	50.00	75.73	72.00

Evaluation Comments

Cost Recovery Corp
Strengths - N/A
Weaknesses - Overall methodology and approach. How the requirements and provisions of the scope of the project would be implemented lacked specific detail. Failed to provide a comprehensive plan for completing the specified work in accordance with the scope. Potential issues and approach to minimizing any disruptions to performance description lacked specific detail. Description on the project management methodology that would be utilized lacked specific detail. Numerous spelling errors throughout proposal. Overview of firm's years performing the scope of service lacked specific detail. Team resumes did not provide any reference to hazmat recovery expertise performing scope of services. Organizational chart was vague. Reasons why your proposal is the most qualified and best choice to be awarded this contract lacked specific detail. History and background as it relates to the scope of work being requested for this project lacked specific detail. Business plan lacked specific detail. Firms years in business and incorporation contradict. Diversity Plan was limited.
Fire Recovery USA LLC
Strengths - Good overall methodology and approach. Detailed description on how the requirements and provisions of the scope of this project would be implemented. Detailed comprehensive plan. Good overall project understanding. Detailed reasons why their proposal was the most qualified, best choice to be awarded this contract. Detailed business plan.
Weaknesses - Did not identify any potential issues or challenges. Failed to provide an response on current litigation. Failed to provide three projects of similar scope. Diversity Plan was limited. Failed to provide documents confirming incorporation.
Regina Moore Jones dba R. MOORE SOLUTIONS, LLC

Strengths - Good overall Methodology and Approach. Detailed demonstration on how the requirements and provisions of the scope of this project will be implemented. Comprehensive and detailed response on knowledge of the project objectives/goals and existing conditions/assumptions, identify potential issues/challenges, their approach to minimizing any disruptions to performance and comprehensive plan for completing the specified work in accordance with the scope. Detailed team's knowledge and project experience in the provision of services related to the project. Project team's organizational structure. Detailed history and background and Detailed business plan and approach including a timeline that will ensure successful completion of the requested services.

Weaknesses- Firm's years performing the scope of service was vague. Type of project description was vague. Failed to provide current litigations. Failed to provide a response to specific reasons why their proposal was the most qualified and best choice to be awarded this contract . Proposal lacked clarity on actual years in business. Firm does not appear to have been in business a full year. Failed to provide a diversity plan.

Enter Solicitation Title & Number Below			
RFQ 117216 - Nashville Fire Hazardous Materials Cost Recovery		Incentive Calculator	MACP
Offeror's Name	Bids	Cost Evaluation (25 Pt Max)	Total Cost Points (25 Pt)
Cost Recovery Corp	20.00%	25.00	25.00
Fire Recovery USA, LLC	22.00%	22.73	22.73
Regina Moore Jones dba R. MOORE SOLUTIONS, LLC	25.00%	20.00	20.00