



Notice of Intent to Award

| | | | |
|---------------------|---|-------------|--------------------------------|
| Solicitation Number | 149216 | Award Date | 9/28/2022 9:11 AM CDT |
| Solicitation Title | Temporary Professional and Business Clerical Related Staffing Positions | | |
| Buyer Name | Sandra Walker | Buyer Email | sandra.walker@nashville.gov |
| BAO Rep | Christopher Wood | BAO Email | christopher.wood@nashville.gov |

Awarded Supplier(s)

In reference to the above solicitation and contingent upon successful contract negotiation, it is the intent of the Metropolitan Government of Nashville and Davidson County to award to the following supplier(s):

| | | | |
|----------------|------------------------------|-----------------|-------------|
| Company Name | Abacus Corporation | Company Contact | Chris Price |
| Street Address | 610 Gusryan Street Baltimore | | |
| City | Baltimore | State | MD |
| | | Zipcode | 21224 |

| | | | |
|----------------|---------------------------------|-----------------|-------------|
| Company Name | Infojini Inc. | Company Contact | Kajal Joshi |
| Street Address | 10015 Old Columbia Rd STE b215, | | |
| City | Old Columbia | State | MD |
| | | Zipcode | 21045 |

| | | | |
|----------------|-----------------------------|-----------------|-----------------|
| Company Name | Randstad North America Inc. | Company Contact | Joeanne Pridgen |
| Street Address | 3207 West End Ave Suite 101 | | |
| City | Nashville | State | TN |
| | | Zipcode | 37203 |

Certificate of Insurance

The awarded supplier(s) must submit a certificate of insurance (COI) indicating all applicable coverage required by the referenced solicitation. The COI should be emailed to the referenced buyer no more than 15 days after the referenced award date.

Equal Business Opportunity Program

Where applicable, the awarded supplier(s) must submit a signed copy of the letter of intent to perform for any and all minority-owned (MBE) or woman-owned (WBE) subcontractors included in the solicitation response. The letter(s) should be emailed to the referenced business assistance office (BAO) rep no more than two business days after the referenced award date.

Yes, the EBO Program is applicable. No, the EBO Program is not applicable.

Monthly Reporting

Where applicable, the awarded supplier(s) will be required monthly to submit evidence of participation and payment to all small (SBE), minority-owned (MBE), women-owned (WBE), LGBT-owned (LGBTBE), and service disabled veteran owned (SDV) subcontractors. Sufficient evidence may include, but is not necessarily limited to copies of subcontracts, purchase orders, applications for payment, invoices, and cancelled checks.

Questions related to contract compliance may be directed to the referenced BAO rep.

Yes, monthly reporting is applicable. No, monthly reporting is not applicable.

Public Information and Records Retention

Solicitation and award documentation are available upon request. Please email the referenced buyer to arrange.

A copy of this notice will be placed in the solicitation file and sent to all offerors.

Right to Protest

Per MCL 4.36.010 – 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.

Mdl
Supervisor (Initial)

Michelle A. Hernandez Lane

Michelle A. Hernandez Lane
Purchasing Agent & Chief Procurement Officer

RFQ: 149216-Temporary Professional and Business Clerical Related Staffing Positions

| | | | | |
|---|--|-------------------------------|------------------------------|------------------------------------|
| Offeror | 1-Abacus Corporation | 2-Allegis Group Holdings, Inc | 3-CTD Staffing | 4-Express Employment Professionals |
| Cost (35 Points) | 35.00 | 31.46 | 32.17 | 27.22 |
| Methodology and Approach (35 Points) | 31.00 | 28.00 | 19.00 | 29.00 |
| Qualifications and Experience (30 Points) | 24.00 | 23.00 | 25.00 | 27.00 |
| | 90.00 | 82.46 | 76.17 | 83.22 |
| 5-Infojini Inc | 6-JAM of Tennessee, LLC dba Industrial Staffing of Tennessee | 7-LanceSoft, Inc | 8-Randstad North America Inc | 9-SoftHQ, Inc |
| 31.65 | 32.84 | 30.52 | 30.57 | 31.07 |
| 33.00 | 25.00 | 33.00 | 33.00 | 30.00 |
| 28.00 | 22.00 | 25.00 | 25.00 | 25.00 |
| 92.65 | 79.84 | 88.52 | 88.57 | 86.07 |

Evaluation Comments

| |
|---|
| 1-Abacus Corporation |
| <p>Strengths: Good overall Methodology and Approach, Good overall comprehensive plan for implementation, Six step candidate selection, Extensive employee database, Good overall approach to managing project, Passive and active recruiting methods, Provides detailed employee summary's on each potential candidate, Detailed transition plan for current agency staff, Monitors staff throughout job placement, Detailed overview of firm's years performing the scope of service, knowledge and project experience and capacity to perform work. Good organization structure and Projects of similar scope.</p> |
| <p>Weaknesses: Identify potential issues/challenges and their approach to minimizing any disruptions to performance lacked specific detail. Failed to provide sub level years performing the scope of service, knowledge and project experience and capacity to perform work. Failed to list sub level information in organization structure, Failed to attach resumes, Failed to provide information on all key individuals, Failed to provide a response for current litigations.</p> |
| 2-Allegis Group Holdings, Inc |
| <p>Strengths: Good overall Methodology and Approach, Good overall comprehensive plan for implementation, Detailed transition plan for current agency staff, Approach to managing project was adequate, Detailed overview of firm's years performing the scope of service, knowledge and project experience and capacity to perform work, Good organization structure, Good key individuals resumes and information and Projects of similar scope.</p> |
| <p>Weaknesses: Overall information was difficult to locate throughout proposal, Failed to provide sub level years performing the scope of service, knowledge and project experience and capacity to perform work, Failed to list sub level information in organization structure, Failed to provide a response for current litigations and Dollar values were missing on some references listed.</p> |
| 3-CTD Staffing |
| <p>Strengths: Detailed overview of firm's years performing the scope of service, knowledge and project experience and capacity to perform work, No litigations listed and Projects of similar scope.</p> |
| <p>Weakness: Overall Methodology and Approach lacked specific detail, Comprehensive plan lacked specific detail, Approach to managing project lacked specific detail, Failed to provide sub level years performing the scope of service, knowledge and project experience and capacity to perform work and Overall organization structure lacked specific detail.</p> |
| 4-Express Employment Professionals |

Strengths: Good overall Methodology and Approach, Good overall comprehensive plan for implementation, Proprietary technology, Approach to managing project was adequate, Quality assurance process was detailed, Established plan of action for challenges/issues for day to day operations, Detailed overview of firm's years performing the scope of service, knowledge and project experience and capacity to perform work, Good organization structure, No litigation listed, Provided resumes and Projects of similar scope.

Weaknesses: Failed to provide sub level years performing the scope of service, knowledge and project experience and capacity to perform work and Failed to list sub level information in organization structure.

5-Infojini Inc

Strengths: Good overall Comprehensive Methodology and Approach, Good overall comprehensive plan for implementation, Detailed approach to managing project, Clearly identified issues/challenges and provided a clear defined solution for solving them, Extensive flowchart for recruiting and staffing, Passive and active recruiting methods, Extensive employee database, Proprietary technology, Provides separate orientation program for employees, Detailed overview of firm's and sub level years performing the scope of service, knowledge and project experience and capacity to perform work, Good organization structure, No litigation listed and Projects of similar scope.

Weaknesses: Failed to provide sub level capacity to perform work.

6-JAM of Tennessee, LLC dba Industrial Staffing of Tennessee

Strengths: Approach to managing project was detailed, Will provide consistence contact with Metro and their employees, Three step hiring process, Detailed billing procedures, Detailed overview of firm's years performing the scope of service, knowledge and project experience and capacity to perform work, Good organization structure and Resumes provided.

Weaknesses: Overall Methodology and Approach lacked specific detail, Comprehensive plan for implementation lacked specific detail, Failed to provide any challenges/issues and plans for resolution, Limited technology and equipment methods, Failed to provide sub level years performing the scope of service, knowledge and project experience and capacity to perform work and Failed to list sub level information in organization structure, Failed to provide a response for current litigations, Failed to provide dollar value of projects referenced and Some projects not of similar scope.

7-LanceSoft, Inc

Strengths: Good overall Methodology and Approach, Good overall comprehensive plan for implementation, Good approach to managing project, Clearly identified issues/challenges and provided a clear defined solution for solving them, Detailed transition plan, Passive and active recruiting methods, Proprietary technology, Detailed overview of firm's years performing the scope of service, knowledge and project experience and capacity to perform work, Detailed organization structure, No litigation listed and Projects of similar scope.

Weaknesses: Failed to provide sub level years performing the scope of service, knowledge and project experience and capacity to perform work, Failed to list sub level information in organization structure and Resumes lacked specific detail.

8-Randstad North America Inc

Strengths: Good overall Methodology and Approach, Good overall comprehensive plan for implementation, Good approach to managing project, Available to meet various timelines, Clearly identified issues/challenges and provided a clear defined solution for solving them, Passive and active recruiting methods, Proprietary technology, Detailed overview of firm's years performing the scope of service, knowledge and project experience and capacity to perform work, Detailed organization structure, Provided resume and Projects of similar scope.

Weaknesses: Failed to provide sub level years performing the scope of service, knowledge and project experience and capacity to perform work, Failed to list sub level information in organization structure, Failed to provide a response for current litigations and Failed to provide dollar value of some projects referenced.

9-SoftHQ, Inc

Strengths: Good overall Methodology and Approach, Good overall comprehensive plan for implementation, Good approach to managing project, Clearly identified issues/challenges and provided a clear defined solution for solving them, Passive and active recruiting methods, Detailed overview of firm's years performing the scope of service, knowledge and project experience and capacity to perform work, Detailed organization structure, No litigation listed and Projects of similar scope.

Weaknesses: Sub level years performing the scope of service, knowledge and project experience and capacity to perform work was unclear, Failed to list sub level information in organization structure and resumes lacked specific detail.

| RFQ:149216-Temporary Professional and Business Clerical Related Staffing Positions | | Max. RFP Cost Points |
|---|-------------------|------------------------------------|
| | | 35 |
| Offeror's Name | Total Cost | RFP Cost Point Distribution |
| 1-Abacus Corporation | \$3,399.82 | 35.00 |
| 2-Allegis Group Holdings, Inc | \$3,782.53 | 31.46 |
| 3-CTD Staffing | \$3,699.41 | 32.17 |
| 4-Express Employment Professionals | \$4,371.38 | 27.22 |
| 5-Infojini Inc | \$3,759.85 | 31.65 |
| 6-JAM of Tennessee, LLC dba Industrial Staffing of Tennessee | \$3,623.46 | 32.84 |

Statement of M/WBE Utilization

| | | |
|--|--|--|
| Proposer's/Firm's Name: Randstad | | Proposer's Phone #: 615-771-2800 |
| Solicitation Title: Temporary Professional and Business Clerical Related Staffing Positions | | Proposer's Email Address: jill.eubank@randstadusa.com |
| Solicitation #: 149216 | | Amount Self-performed: |
| Proposer's/Firm's Ownership: Non-M/WBE | | Total Bid Amount: |
| Proposed EBO Goal (%): 12 MBE% 15 WBE% | | EBO Goal Met? (Y/N) YES |

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

| MBE/WBE Firm Name | MBE/WBE Firm Address | Phone/E-Mail | Certificate Type (MBE or WBE) | * MBE/WBE Group Type * | Code # UNSPS/NAICS | Description of Work | MBE/WBE Dollars (\$) | Percent of Total Contract |
|------------------------|--|--------------|-------------------------------|------------------------|--------------------|------------------------------------|----------------------|---------------------------|
| 1. KBMD | KBMD & ASSOCIATES P-C 215 10th Ave N #118 Nashville TN 37203 | 615-346-4016 | MBE | 1 | H0111600 | Office and administrative staffing | | 12% |
| 2. Homeland LLC | 2550 Mendon Blvd Suite 180 Franklin TN 37067 | 615-567-6151 | WBE | 1 | H0111600 | Office and Administrative staffing | | 15% |
| 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) Jill Eubank, VP of Sales and Customer Experience | Date 12/02/2021 |
|---|---------------------------|

*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? **YES**

If No, Good Faith Efforts Met? **BAO Only**

BAO Representative: **Christopher S. Wood** Metro Buyer: **Sandra Walker** Project Manager: _____ Date: **08/08/20**

| | | | |
|------------------------------|----|---|--------|
| Total MBE Subcontracting | 12 | % | \$ TBD |
| Total WBE Subcontracting | 15 | % | \$ TBD |
| Total MBE/WBE Participation: | 27 | % | \$ TBD |

BAO Notes:

Statement of M/WBE Utilization

| | |
|---|--|
| Proposer's/Firm's Name: Abacus Corporation | Proposer's Phone #: 757-842-0560 |
| Solicitation Title: Temporary Professional and Business Clerical Related Staffing Positions | Proposer's Email Address: cprlca@abacuscorporation.com |
| Solicitation #: 149216,6 | Amount Self-performed: \$3,890,520.40 |
| Proposer's/Firm's Ownership: Non-M/WBE | Total Bid Amount: \$5,329,480.00 |
| Proposed EBO Goal (M): <u>12</u> MBE% <u>15</u> WBE% | EBO Goal Met? (Y/N) YES |

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

| MBE/WBE Firm Name | MBE/WBE Firm Address | Phone/E-Mail | Certificate Type (MBE or WBE) | * MBE/WBE Group Type * | Code # UNSPS/NAICS | Description of Work | MBE/WBE Dollars (\$) | Percent of Total Contract |
|---------------------------|---|--------------|-------------------------------|------------------------|--------------------|------------------------------|----------------------|---------------------------|
| 1. Alltech, Inc | 613 Potomac Pl, Smyrna, TN 37167 | 615-309-0870 | WBE | 5 | 80111600 | Temporary personnel services | \$799,422 | 15% |
| 2. Oloop LLC | 75 Executive Dr, #329, Aurora, IL 60504 | 630-848-9256 | MBE | 4 | 80111600 | Temporary personnel services | \$319,769 | 6% |
| 3. Universal Staffing LLC | 2701 Jefferson St, Nashville, TN 37208 | 615-678-6861 | MBE | 1 | 80111600 | Temporary personnel services | \$319,769 | 6% |
| 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) Christopher Price/Client Relationship Manager | Date 02/04/2022 |
|--|---------------------------|

*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.

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Has Prime Complied with EBO Goal? BAO Only **Yes** If No, Good Faith Efforts Met? BAO Only

BAO Representative: Christopher S. Wood Metro Buyer: Sandra Walker Project Manager: _____ Date: 02/03/22 8/8/2022

| | | |
|------------------------------|-------------|---------------|
| Total MBE Subcontracting | <u>12</u> % | \$ <u>TBD</u> |
| Total WBE Subcontracting | <u>15</u> % | \$ <u>TBD</u> |
| Total MBE/WBE Participation: | <u>27</u> % | \$ <u>TBD</u> |

BAO Notes:



Statement of M/WBE Utilization

| Statement of M/WBE Utilization | | | | | | | | | |
|--|--|---------------|-------------------------------|--|------------|---------------------|----------------------|-----------------------------|--|
| Proposer's/Firm's Name: Infojini Inc | | | | Proposer's Phone #: 443-257-0086 | | | | | |
| Solicitation Title: Temporary Professional and Business Clerical Related Staffing Positions | | | | Proposer's Email Address: statebids@infojiniconsulting.com | | | | | |
| Solicitation #: RFQ: 149216 | | | | Amount Self-performed: TBD | | | | | |
| Proposer's/Firm's Ownership: Non-M/WBE | | | | Total Bid Amount: TBD | | | | | |
| Proposed EBO Goal (%): 12 MBE% 15 WBE% | | | | EBO Goal Met? (Y/N): YES | | | | | |
| The following MWBE* subcontractor(s)/supplier(s) will be utilized for the performance of this project: | | | | | | | | | |
| MBE/WBE Firm Name | MBE/WBE Firm Address | Phone/E-Mail | Certificate Type (MBE or WBE) | * MBE/WBE Group Type * | USPS/NAICS | Description of Work | MBE/WBE Dollars (\$) | Percent of Total Contract | |
| 1. Homeland LLC | 2509 Madison Blvd Ste 180, Franklin, TN 37067 | 931-619-8991 | WBE | Select | | Temporary Staffing | TBD | 15% of Total Contract Value | |
| 2. KBMD & Associates | 315 1/2th Ave N, Suite 118 Nashville, TN 31215 | (615)346-4016 | MBE | Select | | Temporary Staffing | TBD | 12% of Total Contract Value | |
| 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 | |
| Sandeep Harjani | | | | | | | | 04/20/2022 | |
| <small>*Note: MBE/WBE is defined as business enterprise maintaining a significant business presence in the Program Area & performing a commercial useful function that is owned by, and/or more of the following: (1) African Americans; (2) Native Americans; (3) Hispanic Americans; (4) Asian Americans; and (5) Women.</small> | | | | | | | | | |
| Has Prime Complied with EBO Goal? BAO Only YES | | | | For Internal Office Use ONLY | | | | | |
| | | | | If No, Good Faith Efforts Met? BAO Only | | | | | |
| BAO Representative: Christopher S. Wood | | | | Metro Buyer: Sandra Walker | | Project Manager: | | Date: 8/8/2022 | |
| Total MBE Subcontracting | | 12 % | | \$ | | | | | |
| Total WBE Subcontracting | | 15 % | | \$ | | | | | |
| Total MBE/WBE Participation: | | 27 % | | \$ | | | | | |
| BAO Notes: | | | | | | | | | |