



Notice of Intent to Award

Solicitation Number	228241	Award Date	10/25/2022 2:48 PM CDT
Solicitation Title	Cross Connection Database Tracking Software System		
Buyer Name	Brad Wall	Buyer Email	brad.wall@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	Watts Water Company	Company Contact	Matthew Walworth	
Street Address	815 Chestnut Street			
City	North Andover	State	MA	Zipcode 01845

Company Name		Company Contact		
Street Address				
City		State		Zipcode

Company Name		Company Contact		
Street Address				
City		State		Zipcode

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 #228241 - Cross Connection Database Tracking Software System		
	Hayem Technical, LLC	Watts Water Company
Contract Acceptance	Accepted Metro's standard contract without exceptions	Proposed contract exceptions to Metro's standard contract
Cost (40 Points)	7.55	40.00
Business Plan (20 Points)	12.00	16.00
Corporate Experience, Qualifications, and Capacity to Perform (40 Points)	26.00	30.00
Total (100 Points)	45.55	86.00
Hayem Technical, LLC		
<p>Strengths - The offeror demonstrated a good understanding of MWS' (Metro Water Services) needs based on the information provided in the solicitation. The offeror provided an adequate description of their proposed service quality program. The offeror's resumes were adequate. The data protection and retention program (Azure SQL) being utilized by the offeror is an industry standard for data security. The offeror adequately detailed their database's ability to interact with Metro's existing CIS program (enQuesta) for billing inspections and reviewing meter flow data. The offeror demonstrated successful experience in working together as a team on previous projects.</p> <p>Weaknesses - The offeror's description of their approach/philosophy to administering their software and providing the proposed services lacked detail. The offeror's description of how they intend to control costs and assist Metro in minimizing its operational expenses is unclear. The offeror provided a vague response that lacked specific details regarding their committed response times to software service request updates. The offeror demonstrated limited knowledge of the project objectives/goals and existing conditions/assumptions associated with the scope of work. The offeror didn't specifically address their approach to minimizing any disruptions to performance when completing the scope of work. The offeror's program didn't address the capabilities of their program to interface with customers. The offeror didn't specifically address the ability of their program to record asset tracking of replaced or moved backflow devices. The offeror failed to provide the owner/client contact name, current phone number, and email address for their reference projects. The offeror failed to provide the dates associated with their reference projects. The offeror didn't specifically address how the scope of work for their reference projects is similar to the proposed scope of work in this solicitation for the city of Nashville.</p>		
Watts Water Company		

Strengths - The offeror demonstrated a good understanding of MWS' (Metro Water Services) needs based on the information provided in the solicitation. The offeror provided an adequate description of their firm's overall approach to administering software and providing the proposed services being requested in the solicitation. The offeror provided an adequate information pertaining to their proposed service quality program. The offeror intends to minimize Metro's operational expenses by proposing a product that streamlines all communication processes to significantly reduce paper test forms and survey forms by using cloud-based services for digital test forms. The offeror has been in business 145 years and designs, manufacturers, and sell products and solutions to manage water systems. The offeror is going to conduct routine weekly meetings at a minimum to demonstrate their flexibility to respond to changing conditions. The offeror's proposed system is a mobile cloud software that provides technology for various mobile devices. The offeror's geographical dashboard provides a visual representation of backflow compliance. The offeror adequately detailed their database's ability to interact with Metro's existing CIS program (enQuesta) for billing inspections and reviewing meter flow data. The offeror currently has standard data fields, and they are offering Metro specific customized data fields to record asset tracking of replaced or moved backflow devices. The offeror's reference projects was of similar size and scope as to what Metro is seeking to procure in the resulting contract

Weaknesses - The offeror's description of their proposed software team and organizational structure lacked detail. The offeror provided a vague response that lacked specific details regarding their committed response times to software service request updates. The offeror didn't specifically address their approach to minimizing any disruptions to performance when completing the scope of work. The offeror's comprehensive plan for completing the specified work in accordance with the scope lacked detail. The offeror provided only one resume for the "key" individuals that will perform work on the project. The offeror's description of their team members' experience in working together as a team on previous projects lacked detail.

Enter Solicitation Title & Number Below		
Cross Connection Database Tracking Software System; RFQ #228241		Total Cost Points
		40.00
Offeror's Name	Bids	RFP Cost Points
Hayem Technical, LLC	\$995,000.00	7.55
Watts Water Company	\$187,800.00	40.00