



Notice of Intent to Award

Solicitation Number	357279	Award Date	2/21/2024 7:21 PM CST	
Solicitation Title	Industrial Pressure Washing Services			
Buyer Name	Von L Bell	Buyer Email	von.bell@nashville.gov	
BAO Rep	Angie Martin	BAO Email	Angie.Martin@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	ERT, LLC dba AeroRinse	Company Contact	Kevin Seats		
Street Address	220 Great Circle Road Suite 224				
City	Nashville	State	TN	Zipcode	37228

Company Name	Premiere Building Maintenance Corporation	Company Contact	Jackie Bass		
Street Address	1416 McCalla Avenue				
City	Knoxville	State	TN	Zipcode	37915

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.

MLL Supervisor (Initial)

Michelle A. Hernandez Lane
Michelle A. Hernandez Lane
Purchasing Agent & Chief Procurement Officer

RFQ# 357279 Evaluation Team/Review Board Score Sheet					
Offeror	Akers Advisory Group LLC dba City Wide Facility Solutions of Nashville	TPM INC	ERT, LLC dba AeroRinse	Maidattendants dba Attendants, Inc	Premiere Building Maintenance Corporation
Contract Acceptance	Yes	Yes	Yes	Yes	Yes
Management/Quality Plan (35 Points)	31.00	5.00	35.00	23.00	35.00
Technical Capability (35 Points)	32.00	21.00	32.00	23.00	35.00
Financial Offer (30 Points)	19.52	17.59	30.00	18.85	15.84
Total Evaluation Scores	82.52	43.59	97.00	64.85	85.84

*****DetailXerts Franchise Systems LLC was deemed non-responsive*****

Evaluation Comments

Akers Advisory Group LLC dba City Wide Facility Solutions of Nashville
Strengths The offer meets standards and demonstrates sufficient understanding of the goals and objectives of the solicitation. Offeror provided a detailed technical plan with majority of requested information that included references of similar work with dates services were performed within three years as required.
Weaknesses Proposal lacked specific details in the management and quality plan: process to perform scope of work and procedure to monitor employees a subcontractors during contract period.

TPM Inc dba TPM Group
Strengths The proposal greatly failed to meet standards and demonstrates inferior understanding of solicitation goals & objectives. Award justification notes significantly less strengths than weaknesses; weaknesses are impossible to correct.
Weaknesses Proposal failed to provide procedures on of how firm would perform scope of work. Offerors technical capabilities severely lacked procedures of requested information that included equipment to perform scope of work. Offeror fail to provide plans to monitor employees, overview in their submitted management quality plan. The proposal provided minimal, no responses, or referenced current contracts with metro for the requested evaluation criteria.

ERT, LLC dba AeroRinse
Strengths Offer greatly exceeds standards and demonstrates superior understanding of solicitation goals and objectives. Award justification notes several major strength and very few minor weaknesses. Proposal provided a very detailed management plan that included procedures upon receipt of call to perform scope of services, scheduling, and dispatch capability. The proposal additionally provided firms technical capability with equipment owned to perform services, firms experience of similar work and size with references, and overview of the firm.
Weaknesses Proposal did not include date and year of similar work performed.

Maidattendants dba Attendants, Inc
Strengths Offer greatly fails to meet standards and demonstrates inferior understanding of solicitation goals and objectives. Award justification notes significantly less strengths than weaknesses; weaknesses are impossible to correct.
Weaknesses Proposal failed to provide management and quality plan with procedures, schedules, plan to receive calls, and dispatch capability as requested. Proposal failed to provide the firm's technical capabilities: plan omitted adequate machinery and equipment. Offer provided list of references for similar work but failed to include dates and years when work was performed. Offer failed to identify the office location where work would be performed. Offer additionally failed to indicate the number of years firm has been in business.

Premiere Building Maintenance Corporation
Strengths Offer meets standards and demonstrates sufficient understanding of solicitation goal & objectives. The proposal included firms years in business, similar work with dates, and required equipment as requested. The firms management plan proposal included a majority of requested information with approach, procedures, and performance strategy plan to receive calls, scheduling, and dispatch capability. Award justification notes more strengths than weaknesses.
Weaknesses Proposal included information for unrelated services not included in the solicitation.

Enter Solicitation Title & Number Below			
Industrial Pressure Washing Services RFQ 357279		Lowest Bid	
		\$1,850,000.00	30
Offeror's Name	Bids	Evaluation Amount	RFP Cost Points
ERT, LLC dba AeroRinse	\$1,850,000.00	\$ 1,850,000.00	30.00
Ackers Advisory Group LLC dba City Wide Facility Solutions of Nashville	\$2,843,673.73	\$ 2,843,673.73	19.52
Maidattendants	\$ 2,944,332.61	\$ 2,944,332.61	18.85
TPM INC	\$ 3,154,479.11	\$ 3,154,479.11	17.59
Premiere Building Maintenance Corporation	\$ 3,504,631.62	\$ 3,504,631.62	15.84
****DetailXPerts Franchise Systems, LLC was deemed non-responsive****			



METROPOLITAN GOVERNMENT OF NASHVILLE AND DAVIDSON COUNTY

1/26/2024 | 12:44 PM CST

Angela Williams
DetailXPerts Franchise Systems, LLC
6121 Heritage Park Drive, Suite A
Chattanooga, TN 37416

INFO@DETAILXPERTS.NET - SENT VIA EMAIL

RFQ 357279 – Industrial Pressure Washing Services

Dear Ms. Williams:

The Metropolitan Government of Nashville and Davidson County has completed its evaluation of submitted responses to the above solicitation and unfortunately, has determined that your submission was non-responsive to the solicitation requirements.

Specifically, the submitted proposal was non-responsive due to a failure to comply with the Equal Business Opportunity Program requirements since none of the required forms were submitted at the time of the original proposal submission deadline. If any forms were submitted after the deadline, they may not be considered because any forms received after the solicitation deadline would be a violation of the Procurement Regulations' prohibition on late submissions.

Thank you for participating in Metro's competitive procurement process.

Kind Regards,

Michelle A. Hernandez Lane

Michelle A. Hernandez Lane
Chief Procurement/Purchasing Agent
Metropolitan Government of Nashville & Davidson County

cc: Solicitation Files

Certificate Of Completion

Envelope Id: 11BD01127C8942AFA5F00E774F238FF8	Status: Completed
Subject: CORRECTED NonResponsive Letter - RFQ #357279 Industrial Pressure Washing Services	
Source Envelope:	
Document Pages: 1	Signatures: 1
Certificate Pages: 2	Initials: 1
AutoNav: Enabled	Envelope Originator:
Envelope Stamping: Enabled	Procurement Resource Group
Time Zone: (UTC-06:00) Central Time (US & Canada)	730 2nd Ave. South 1st Floor
	Nashville, TN 37219
	prg@nashville.gov
	IP Address: 170.190.198.185

Record Tracking

Status: Original	Holder: Procurement Resource Group	Location: DocuSign
1/24/2024 12:38:06 PM	prg@nashville.gov	
Security Appliance Status: Connected	Pool: StateLocal	
Storage Appliance Status: Connected	Pool: Metropolitan Government of Nashville and Davidson County	Location: DocuSign

Signer Events

Signer Events	Signature	Timestamp
Gary C Clay		Sent: 1/24/2024 12:44:59 PM
Gary.Clay@nashville.gov		Viewed: 1/24/2024 12:48:40 PM
Asst. Purchasing Agent		Signed: 1/24/2024 12:50:07 PM
Security Level: Email, Account Authentication (None)	Signature Adoption: Uploaded Signature Image	
	Using IP Address: 170.190.198.185	

Electronic Record and Signature Disclosure:
Not Offered via DocuSign

Michelle A Hernandez Lane		Sent: 1/24/2024 12:50:08 PM
michelle.lane@nashville.gov		Viewed: 1/26/2024 12:43:13 PM
Chief Procurement Officer/Purchasing Agent		Signed: 1/26/2024 12:44:02 PM
Metro	Signature Adoption: Pre-selected Style	
Security Level: Email, Account Authentication (None)	Using IP Address: 170.190.198.185	

Electronic Record and Signature Disclosure:
Not Offered via DocuSign

In Person Signer Events

In Person Signer Events	Signature	Timestamp
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Editor Delivery Events

Editor Delivery Events	Status	Timestamp
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Agent Delivery Events

Agent Delivery Events	Status	Timestamp
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Intermediary Delivery Events

Intermediary Delivery Events	Status	Timestamp
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Certified Delivery Events

Certified Delivery Events	Status	Timestamp
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Carbon Copy Events

Carbon Copy Events	Status	Timestamp
Von Bell	<div style="border: 2px solid blue; padding: 5px; display: inline-block;">COPIED</div>	Sent: 1/26/2024 12:44:03 PM

von.bell@nashville.gov
Procurement Officer
Metro Nashville Government Finance
Security Level: Email, Account Authentication (None)

Electronic Record and Signature Disclosure:

Carbon Copy Events	Status	Timestamp
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Not Offered via DocuSign

Witness Events	Signature	Timestamp
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Notary Events	Signature	Timestamp
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Envelope Summary Events	Status	Timestamps
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Envelope Sent	Hashed/Encrypted	1/24/2024 12:44:59 PM
Certified Delivered	Security Checked	1/26/2024 12:43:13 PM
Signing Complete	Security Checked	1/26/2024 12:44:02 PM
Completed	Security Checked	1/26/2024 12:44:03 PM

Payment Events	Status	Timestamps
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BAO Small Business Assessment Sheet

BAO Specialist: Angie Martin
Contract Specialist: Von Bell
Date: 1/29/24

Department Name: General Services
RFP/ITB Number: 357279

Project Name: Industrial Pressure Washing Services

Primary Contractor*	Prime Bid Amount	Total Proposed SBE/SDV (\$)	Acknowledged SBE/SDV Requirement	SBE/SDV Requirement (%)	Comments
ERT, LLC	\$ 1,850,000	\$TBD	Yes	6%	The prime IS NOT a metro Approved SBE. Acknowledged 6% SBE/SDV requirement over life of the project and consequences of misrepresentation.

f

BAO Small Business Assessment Sheet

BAO Specialist: Angie Martin

Contract Specialist: Von Bell

Date: 1/29/24

Department Name: General Services

RFP/ITB Number: 357279

Project Name: Industrial Pressure Washing Services

Primary Contractor*	Prime Bid Amount	Total Proposed SBE/SDV (\$)	Acknowledged SBE/SDV Requirement	SBE/SDV Requirement (%)	Comments
Premiere Building Maintenance Corporation	\$ 3,504,632	\$TBD	Yes	6%	The prime IS NOT a metro Approved SBE. Acknowledged 6% SBE/SDV requirement over life of the project and consequences of misrepresentation.

f



Statement of M/WBE Utilization

Proposer's/Firm's Name: Premiere Building Maintenance Corporation	Proposer's Phone #: 865-522-7731
Solicitation Title: Industrial Pressure Washing Services	Proposer's Email Address: msiom@premierebuilding.com
Solicitation #: 357279	Amount Self-performed : \$2,102,778.97
Proposer's/Firm's Ownership: MBE <input type="checkbox"/>	Total Bid Amount: \$3,504,631.62
Proposed EBO Goal (%) : <u>18</u> MBE% <u>4</u> WBE%	EBO Goal Met? (Y/N) YES <input type="checkbox"/>

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

		Certificate							
MBE/WBE Firm Name	MBE/WBE Firm Address	Phone/E-Mail	Type (MBE or WBE)	* MBE/WBE Group Type *	Code # UNSPS/NAICS	Description of Work	MBE/WBE Dollars (\$)	Percent of Total Contract	
1 Dale's Cleaning	1020 Heritage Woods Dr, Hendersonville TN 37075	615-474-9257, moore1226@comcast.net	MBE <input type="checkbox"/>	Select	561790	Pressure Washing	\$700,926.32	20%	
2 K. Payne Contracting	3301 Clarksville Pike, Suite 9, Nash TN 37219	615-307-1135, kpayne@kpcjanitor.com	WBE <input type="checkbox"/>	Select	561790	Pressure Washing	\$350,463.16	10%	
3 Spring Clean	475 Metroplex Dr, Suite 101, Nash TN37211	615-582-5862, springclean@comcast.net	MBE <input type="checkbox"/>	Select	561790	Pressure Washing	\$350,463.16	10%	
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) Mark Isom/President & CEO	Date 12/19/2023
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*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.

Has Prime Complied with EBO Goal? <input type="checkbox"/> YES	For Internal Office Use ONLY	If No, Good Faith Efforts Met? <input type="checkbox"/> BAO Only
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BAO Representative: Angie Martin **Metro Buyer:** Von Bell **Project Manager:** Ava Elsaghir **Date:** 01/29/24

Total MBE Subcontracting	<u>30</u> %		<u>\$ 1,051,389</u>
Total WBE Subcontracting	<u>10</u> %		<u>\$ 350,463</u>
Total MBE/WBE Participation:	<u>100</u> %		<u>\$ 3,504,632</u>

BAO Notes:



Statement of M/WBE Utilization

Proposer's/Firm's Name: ERT, LLC	Proposer's Phone #: 615-525-9075
Solicitation Title: Industrial Pressure Washing Services	Proposer's Email Address: kseats@ertnashville.com
Solicitation #: 357279,5	Amount Self-performed : 1,443,000
Proposer's/Firm's Ownership: MBE	Total Bid Amount: 1,850,000
Proposed EBO Goal (%) : 18 <u> </u> MBE% 4 <u> </u> WBE%	EBO Goal Met? (Y/N) YES

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

				Certificate					
MBE/WBE Firm Name		MBE/WBE Firm Address		Type		Code #		Percent	
		Phone/E-Mail		(MBE or WBE)		UNSPS/NAICS		of Total Contract	
				* MBE/WBE Group Type *		Description of Work		MBE/WBE Dollars (\$)	
1	Americore Textiles	Mt. Juliet, TN	615-613-5803	MBE	Select	4713000	Janitorial Supplies	333,000	18
2	BAC Paving	Hermitage, TN	615-394-0019	WBE	Select	72103301	Parking Lot Maintenance	74,000	4
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) Kevin J. Seats/Managing Director	Date 12/19/2023
<i>Kevin J. Seats</i>	

*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.

Has Prime Complied with EBO Goal? YES	For Internal Office Use ONLY	If No, Good Faith Efforts Met? BAO Only
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BAO Representative: Angie Martin **Metro Buyer:** Von Bell **Project Manager:** Ava Elsaghir **Date:** 01/29/24

Total MBE Subcontracting	18 <u> </u> %		\$ 333,000 <u> </u>
Total WBE Subcontracting	4 <u> </u> %		\$ 74,000 <u> </u>
Total MBE/WBE Participation:	100 <u> </u> %		\$ 1,850,000 <u> </u>

BAO Notes:

Certificate Of Completion

Envelope Id: 572FDEE496B14629AA1CAC53F79D4927	Status: Completed
Subject: Intent to Award - RFQ #357279 for Industrial Pressure Washing Services	
Source Envelope:	
Document Pages: 10	Signatures: 1
Certificate Pages: 2	Initials: 1
AutoNav: Enabled	Envelope Originator:
Envelopeld Stamping: Enabled	Von Bell
Time Zone: (UTC-06:00) Central Time (US & Canada)	730 2nd Ave. South 1st Floor
	Nashville, TN 37219
	von.bell@nashville.gov
	IP Address: 170.190.198.185


Record Tracking

Status: Original 2/15/2024 7:55:40 AM	Holder: Von Bell von.bell@nashville.gov	Location: DocuSign
Security Appliance Status: Connected	Pool: StateLocal	
Storage Appliance Status: Connected	Pool: Metropolitan Government of Nashville and Davidson County	Location: DocuSign

Signer Events

Signer Events	Signature	Timestamp
Gary Clay Gary.Clay@nashville.gov Asst. Purchasing Agent Security Level: Email, Account Authentication (None)	 Signature Adoption: Uploaded Signature Image Using IP Address: 170.190.198.185	Sent: 2/15/2024 7:59:26 AM Viewed: 2/15/2024 9:34:07 AM Signed: 2/15/2024 9:34:19 AM

Electronic Record and Signature Disclosure:
Not Offered via DocuSign

Michelle A. Hernandez Lane michelle.lane@nashville.gov Chief Procurement Officer/Purchasing Agent Metro Security Level: Email, Account Authentication (None)	 Signature Adoption: Pre-selected Style Using IP Address: 170.190.198.185	Sent: 2/15/2024 9:34:20 AM Viewed: 2/15/2024 2:12:51 PM Signed: 2/21/2024 7:21:47 PM
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Electronic Record and Signature Disclosure:
Not Offered via DocuSign

In Person Signer Events	Signature	Timestamp
Editor Delivery Events	Status	Timestamp
Agent Delivery Events	Status	Timestamp
Intermediary Delivery Events	Status	Timestamp
Certified Delivery Events	Status	Timestamp
Carbon Copy Events	Status	Timestamp
Witness Events	Signature	Timestamp
Notary Events	Signature	Timestamp
Envelope Summary Events	Status	Timestamps

Envelope Summary Events	Status	Timestamps
Envelope Sent	Hashed/Encrypted	2/15/2024 7:59:27 AM
Certified Delivered	Security Checked	2/15/2024 2:12:51 PM
Signing Complete	Security Checked	2/21/2024 7:21:47 PM
Completed	Security Checked	2/21/2024 7:21:47 PM

Payment Events	Status	Timestamps
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