



Notice of Intent to Award

| | | | |
|---------------------|--|-------------|---------------------------|
| Solicitation Number | 373402 | Award Date | 11/25/2024 8:30 AM CST |
| Solicitation Title | Automated Meter Reading (AMR) Meter Exchange Program | | |
| Buyer Name | Brad Wall | Buyer Email | brad.wall@nashville.gov |
| BAO Rep | Evans Cline | BAO Email | evans.cline@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 | Contract Callers, Inc. | Company Contact | Michael Maguire |
| Street Address | 501 Greene St | | |
| City | Augusta | State | GA Zipcode 30901 |

| | | | |
|----------------|--|-----------------|---------|
| 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.

EC Assistant Purchasing Agent (Initial)

Dennis Rowland
 Dennis Rowland
 Purchasing Agent & Chief Procurement Officer

| RFQ #373402 - Automated Meter Reading (AMR) Meter Exchange Program | | |
|--|---|---|
| | Contract Callers, Inc. | Vanguard Utility Service, Inc. |
| Contract Acceptance | Accepted Metro's standard contract without exceptions | Accepted Metro's standard contract without exceptions |
| Cost/Pricing (30 Points) | 30.00 | 27.54 |
| Firm Qualifications and Experience (20 Points) | 17.00 | 10.00 |
| Team Qualifications and Experience (15 Points) | 15.00 | 15.00 |
| Project Approach and Process (20 Points) | 20.00 | 10.00 |
| Capacity and Risk Mitigation (15 Points) | 10.00 | 10.00 |
| Total (100 Points) | 92.00 | 72.54 |

| Contract Callers, Inc. |
|---|
| <p>Strengths - The offeror provided detailed information regarding their process for repairing and/or replacing damaged meter boxes. The offeror’s reference projects were relevant in size, type, scope, and complexity as to what the Metropolitan Government of Nashville and Davidson County “Metro” is seeking in the resulting contract. The resumes for the offerors project team were adequate. The offeror provided a detailed understanding of the project; specifically, roadmap and timeline on deliverables, training schedule, flexibility with Metro Water Services (MWS) based on need, and roles needed for this contract.</p> <p>Weaknesses - The offeror’s description of their experience backflushing service lines to correct low pressure wasn’t clear on how the offeror would handle a clogged customer service line. The offeror failed to provide the original and final dollar value for their reference projects. The offeror’s description on how they would prevent water supply contamination/leaving customers out of water for extended periods of time lacked detail and was unclear. The offeror’s identification of risks along with countermeasures for this project lacked detail.</p> |
| Vanguard Utility Service, Inc. |
| <p>Strengths - The resumes for the offerors project team were adequate.</p> |

Weaknesses - The offeror stated they would perform repairs two feet of the center line of the water meter if they break it, but breaks can occur further away from the meter than two feet. When backflushing service lines to a correct low pressure, the offeror stated in their proposal, if the lines were in poor condition they would not get the customer back into service. The offeror failed to specifically address how they would repair and/or replace damaged customer service lines, instead they would put the responsibility on the customer if the damage were not within two feet of the center line of the meter. The offeror's reference projects were not of similar size as to what the Metropolitan Government of Nashville and Davidson County "Metro" is seeking in the resulting contract. The offeror's narrative of their understanding of the project lacked detail; specifically, addressing the drilling of the meter lids. The offeror is only providing a thirty (30) day warranty for any faulty workmanship. The offeror's description on how they would prevent water supply contamination/leaving customers out of water for extended periods was for commercial meter work which is not applicable and not for residential meter work.

| Enter Solicitation Title & Number Below | | |
|---|--------------------------|-------------------|
| Automated Meter Reading (AMR) Meter Exchange Program; RFQ #373402 | Min. SBE/SDV Requirement | Total Cost Points |
| | 8.00% | 30.00 |
| Offeror's Name | Bids | RFP Cost Points |
| Contract Callers, Inc. | \$17,144,579.91 | 30.00 |
| Vanguard Utility Service, Inc. | \$18,676,267.18 | 27.54 |



Statement of M/WBE Utilization

| | |
|---|---|
| Proposer's/Firm's Name: Contract Callers, Inc. | Proposer's Phone #: 610 960-4110 |
| Solicitation Title: Automated Meter Reading (AMR) Meter Exchange Program | Proposer's Email Address: mmaguire@contractcallers.com |
| Solicitation #: 373402, 2 | Amount Self-performed : 100% |
| Proposer's/Firm's Ownership: Non-M/WBE <input type="checkbox"/> | Total Bid Amount: \$17,000,000.00 |
| Proposed EBO Goal (%) : <u>7</u> MBE% <u>3</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 | | | | | | | |
|-------------------|---------------------|-------------------------------|----------------------|--------------|-------------|---------------------|------------------|--------------|-------------------|--|
| | | | Type | * MBE/WBE | Code # | | | MBE/WBE | Percent | |
| | | | (MBE or WBE) | Group Type * | UNSPS/NAICS | Description of Work | | Dollars (\$) | of Total Contract | |
| MBE/WBE Firm Name | | | MBE/WBE Firm Address | | | Phone/E-Mail | | | | |
| 1 | Lynn Staffing | 7087 Brady Hill Dr Cordova TN | 901 262-9417 | MBE | 1 | 561311 | Staffing | \$1.7M | 10% | |
| 2 | Inventive Solutions | 1498 Macon Hw Warrenton GA | 706 99-2166 | WBE | 1 | 561110 | Fleet management | \$1.4M | 8% | |
| 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) *Please ensure to save the document as a PDF and refrain from printing and signing it.* Michael Maguire/VP | Date 09/12/2024 |
|--|---------------------------|

*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: Evans Cline
Metro Buyer: Brad Wall
Project Manager: _____
Date: 11/20/24

| | | | |
|-------------------------------------|----|---|--------------|
| Total MBE Subcontracting | 8 | % | \$ 1,700,000 |
| Total WBE Subcontracting | 10 | % | \$ 1,400,000 |
| Total MBE/WBE Participation: | 18 | % | \$ 3,100,000 |

BAO Notes:

BAO Small Business Assessment Sheet

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|---------------------------------------|
| BAO Specialist: Evans Cline |
| Contract Specialist: Brad Wall |
| Date: 11/21/24 |

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|--|
| Department Name: Metro Water Services |
| RFQ#: 373402 |

Project Name: Automated Meter Reading (AMR) Meter Exchange Program

| Primary Contractor* | Prime Bid Amount | Total Proposed SBE (\$) | Acknowledged SBE Requirement ? | SBE (%) | Comments |
|------------------------|------------------|-------------------------|--------------------------------|---------|---|
| Contract Callers, inc. | \$ 17,000,000.00 | \$ 300,000.00 | Yes | 2% | The prime is not an approved SBE and acknowledged the 8% SBE/SDV requirement over the life of the contract. Prime proposed the utilization of the following SBE: The Ingram Group, Inc. @ \$300,000/2% . |