



Elevator, Escalator, Lifts Maintenance, Repair and Related Services
Executive Summary

Lead Agency: Metro Nashville, TN
RFP Issued: April 1, 2016
Date Open: May 3, 2016

Solicitation: RFQ 894517
Pre-Proposal Date: April 14, 2016
Proposals Received: 2

Awarded to: 

The Metropolitan Government of Nashville and Davidson County, TN Procurement Department issued RFQ 894517 on April 1, 2016 to establish a national cooperative contract for elevator, escalator, lifts maintenance, repair and related services.

Notice of the solicitation was advertised in the following:

- Metro Nashville Procurement website
- Hawaii Tribune–Herald, HI
- Daily Journal of Commerce, OR
- The Olympian, WA
- The State, SC
- Arizona Business Gazette, AZ
- Houston Community Newspapers, TX
- Desert News, Utah
- New Jersey Herald, NJ
- Richmond Times, Virginia
- San Bernardino County Sun, CA
- The Advocate, LA
- The Herald News, IL
- Times Union, NY
- USA Today
- National IPA website

On May 3, 2016 proposals were received from the following offerors: Otis

Elevator Company
Kone Corporation

An evaluation committee evaluated the proposals. Using the evaluation criteria established in the RFQ, the committee recommended entering into negotiations with the intent to award the contract to Otis Elevator Company.

Metro Nashville, National IPA, and Otis Elevator Company successfully negotiated a contract with execution on August 5, 2016 with a contract effective date of August 5, 2016.



NOTE: Otis' wholly-owned subsidiaries (i.e. AMTECH Elevator Services, Delta Beckwith Elevator Company, United Elevator Company) are also included in the award as providers of full scope maintenance service under the contract.

Contract includes: Full service elevator, escalator, chairlift and platform lift maintenance and repair, modernization, replacement and new installation.

Term:

Five-year agreement from August 5, 2016 through June 30, 2021.

Pricing/Discount:

Discounts and value added solutions on a comprehensive program unique to the needs and requirements of each individual agency for elevator and escalator service, replacement and installation

PLEASE NOTE: Due to the uniqueness of each agency's needs, participants must work with their local Otis teams to determine the appropriate program for their maintenance requirements.

Program pricing is based on a variety of factors including, but not limited to:

- **National pricing represents an average 20% discount off standard rates**
- Type of equipment (relay vs. microprocessor)
- Age, model, and condition of existing equipment
- Actual rise and number of openings
- Resident mechanic, route structure, fixed labor requirements, overtime requirements
- Equipment usage
- Building specific requirements
- Outdoor elevator/escalator pricing dependent on conditions and waterproof protection

Otis Elevator will conduct a thorough site survey to establish each specific agency's requirements. There is no cost associated with the site survey and the resulting report.