



Full Service Elevator, Escalator, Chairlift and Platform Lift Service and Maintenance
Executive Summary

Lead Agency: Metro Nashville, TN
RFP Issued: October 8, 2010
Date Open: November 11, 2010

Solicitation: RFP 10-23
Pre-Proposal Date: October 22, 2010
Proposals Received: 3

Awarded to: 

The Metropolitan Government of Nashville and Davidson County, TN Procurement Department issued RFP 10-23 on October 8, 2010 to establish a national cooperative contract for full-service elevator, escalator, chairlift, and platform lift service and maintenance.

Notice of the solicitation was advertised in the following:

- Metro Nashville Procurement website
- Hawaii Tribune-Herald, HI
- Daily Journal of Commerce, OR
- The News Tribune, WA
- The State, SC
- National IPA website

On November 11, 2010 proposals were received from the following offerors:

Otis Elevator Company
Thyssenkrup Elevator
Kone Corporation

The proposals were evaluated by an evaluation committee. Using the evaluation criteria established in the RFP the committee invited all firms to participate in interviews. Following the interviews a request for revised offer was sent to the offerors.

The evaluation committee evaluated revised offers. Based on revised offers, interviews and relative strengths and weaknesses of each proposal, the committee requested a best and final offer from Otis Elevator Company. After evaluation of the best and final offer from Otis Elevator Company, the committee recommended entering 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 July 27, 2011 with a contract effective date of July 27, 2011.



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

Term:

Five year agreement from July 27, 2011 through July 26, 2016.

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.

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 particular maintenance requirements.

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

- 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.