



Ascension Saint Thomas Midtown Nashville, TN

Request for Proposals

**Design & Supply Services – Furniture for
Ascension Saint Thomas Midtown
Hospital Surge Resiliency Unit**

06/19/2025

This document, all materials incorporated herein or by reference, and all matters related to this Request for Proposal shall remain confidential and safeguarded in accordance with in-place Non-Disclosure Agreement(s). Compliance will be enforced to the fullest extent of the law.

Summary of Request

On behalf of Ascension Saint Thomas Midtown (ATSM) (“Owner”) in Nashville, TN, Medxcel Facilities Management (“Medxcel”) is seeking responses from pre-qualified Ascension Health national design partners for participation in Request for Proposals (RFP) from qualified furniture design services to provide design services for Ascension Saint Thomas Midtown Hospital Surge Resiliency Unit (“Project”).

The overall strategy will be executed through Ascension’s Integrated Project Delivery (IDP) agreement, in which all architects, Engineers, Consultants, and Contractors participate.

The terms of the RFP process and the steps and processes set forth herein are subject to change at the discretion of Medxcel and the Owner. Nothing herein, including the firm’s response to or participation in the RFP process, shall be deemed or construed as a right to, or promise of, any contract award or business from or with Ascension Health and/or its Subsidiaries, Health Systems, and Hospitals. Once we receive the intent to respond to this RFP, firms will be held accountable for all statements of capability, functionality, process, and timelines, as well as any other correspondence.

Please email your RFP response within **14 days of receipt** and/or posting to **Keith Chappell (Keith.Chappell@medxcel.com)**.

All correspondence and questions before the response deadline shall be directed via e-mail to:

Keith Chappell
Construction Project Manager – Saint Thomas Health, Tennessee
Keith.Chappell@medxcel.com

Responses shall be transmitted via e-mail, following the instructions below, no later than 07/07/2025. Submissions received after this time will not be considered.

Submission Instructions

E-Mail To: Keith.Chappell@medxcel.com

CC: David.Campbell@medxcel.com

Subject: ASTM Surge Resiliency Unit – RFP Response – *Firm Name*

Attachments: One combined PDF file named
ASTM Surge Resiliency Unit – Furniture RFP Response-*FirmName*.pdf



The Project shall be delivered in alignment with the Ascension Master Services Agreement (MSA). The MSA for Professional Services will be executed with the terms, conditions, and fee schedule as is, with no negotiation. In addition to the MSA contract documents, the required contract documents will include Attachment Flow down Terms, Required Federal Contract Provisions – February 25, 2025, Invoice Requirements, and Certification Regarding Debarment.

The general scope of the Project shall be based on certain key elements.

Statement of Purpose

This Scope of Work (SOW) aims to design services to furnish the surge unit for Ascension Saint Thomas Midtown, located in Nashville, Davidson County, Tennessee, funded through the Healthcare Resiliency Capital Investments program, as approved by the State of Tennessee Department of Health.

The Sub-Recipient, Ascension Saint Thomas Midtown, agrees to administer and complete the project per the scope of work submitted by the Sub-Recipient and approved by the State of Tennessee Department of Health. The Sub-Recipient shall complete the work per all applicable Federal, State, and Local Laws, Regulations, and Codes.

General Qualifications

Medxcel seeks to engage with a selected Partner and its key individuals to achieve the Project goals through participation in the design process, schedule management, cost management, and work execution.

Medxcel intends to onboard one Furniture Design Services (“Designer”).

We seek advice, expertise, and design services for the overall task, which is intended to be defined collaboratively with professionals with the capacity and documented experience in assignments of this nature.

Project Overview

Under this Healthcare Resiliency Capital Investments program, the State of Tennessee has allocated funds to invest in patient-care areas of adult acute care hospitals. This will prepare these critical facilities for future health crises in the state of Tennessee. These Terms and Conditions shall be effective from March 3, 2021 (“Effective Date”) to June 30, 2026.

The Surge Resiliency Unit Project involves the refresh and renovation of two wings on the fourth floor of the ASTM Hospital campus. These areas will comprise 14 Critical Care flex beds and three operating suites. In addition to the existing Intensive Care Units (ICU), Post-Acute Care Unit (PACU), Emergency Department (ED), and Medical/Surgical beds used as overflow beds, these three areas would offer an additional fourteen flex beds. The Critical Care Unit would be created by renovating approximately 13,607 square feet of existing floor space, providing fourteen additional private patient rooms. Renovating another approximately 6,250

square feet of existing, vacant, Operating Room (OR) space would allow for three isolated Operating Suites within the unit. All three adjacent spaces create a Surge Resiliency Unit, essentially a “hospital within a hospital.”

As part of the expansion, furniture will need to be purchased. The outline is the following. We seek a contractor to assist us in reviewing the space and recommending suitable furniture to purchase and place within the environment. The scope of work will include delivery and staging.

Types of furniture that could be used:

Furniture item
2-Seater (neutral)
3-Seater
Banquette
Bariatric Recliner
Chair
Counter Height Table
Credenza
Dining Table, Small
End Table Square
Glider
Guest Chair
Lounge Chair
Lounge Chair A
L-Shaped Desk
Meeting Chair
Mobile Pedestal
Pull Up Table
Pull Up Table A
Quiet Area Recliner
Recliner
Settee
Side Chair
Side Table
Side Table
Sofa
Stool
Storage
Table
Table

Furniture item
Table
Task Chair
Task Stool
Wheelchair Accessible Booth

Project Location:

ID#	Name/Station	Location	Coordinates
1)	Ascension Saint Thomas Hospital Midtown	2000 Church St, Nashville, TN 37203	36.15432526712318, -86.8020239656067



Key Team Member Attributes and Qualifications

Medxcel is committed to ensuring the following qualifications exist within the Project Delivery Team. The partnership we intend to create must be strengthened by the Architect and key individuals who have exemplified these attributes through their previous and current work **accomplishments**.

Attributes for this Request for Qualifications

Similar Project Scope Experience

Virtual Reality or Project Rendering Technology

Integrated Project Delivery Experience

Innovation & Creativity

Collaborative Project Management System

Team Composition and Roles

The Project's primary objective is that the team members work collaboratively, creatively, and authentically to challenge and support ideas, means, methods, and concepts to achieve a timely, budget-respected project. Two teams will be driving this project's implementation:

Executive Management Team

Project Management Team

Executive Management Team


The Executive Management Team will comprise C-level Executives (s) with binding signatory authority from each party participating in the IPD Agreement. These individuals shall not be decision-makers of any other project's teams. This team's function is to manage dispute resolution and support the Project Management Team. A senior leader from Ascension St. Thomas Midtown will participate on this team.

Project Management Team

The core of the Project Management Team shall be composed of one representative each from the Owner, architect, engineer, and contractor. The core team may elect other key parties to participate in this decision-making team. Each shall be given one voice in the decision-making process for the delivery and execution of the project. Members of this core team shall not serve as members of the Executive Management Team. The Owner's role shall be to have one voice in the team even though the Owner may have many members in consultation for the execution of the project. The Owner's voice will come from the Construction Project Manager assigned to the Project by Medxcel Planning, Design & Construction.

Qualifications Submission

Medxcel requests that responses be composed in the following formats and address the following qualifications. For file naming conventions, refer to page 2.

- A. **Required:** One (1) electronic (PDF) expressing and **identifying the firm's interest, philosophy, and approach**. Discuss responsibilities to be fulfilled by each team member assigned to the project.
- Firm's interest in participating.
 - Firms' proposal for provided services.
 - Define any scope of services excluded.
- B. **Required:** One (1) electronic (PDF) addressing the **firm's qualifications** regarding the following topics and addressing the key attributes and qualifications as identified earlier in this document (enumerate answers in alignment with the following):
- Firm's determinants to project success
 - Firms design approach and methodology.
 - Firm's approach to project cost control methodology
 - Project life cycle cost analysis for systems and design features completed during the design process.
 - Describe the Firm's experience with owner-provided design standards. What internal processes are utilized to communicate owner standards?
 - Showcase of Firm's similar project achievements
- C. **Optional:** A supplemental electronic (PDF) document may be submitted to supplement and support the firm's accomplishments and attributes.
- D. **Required:** One (1) electronic (PDF) addressing the individual identified for the **Executive Management Team's** core membership qualifications regarding the following topics and addressing the key attributes and qualifications as identified earlier in this document (enumerate answers in alignment with the following):
- Professional credentials, experiences, and career accomplishments (beyond experiences with the firm)
 - Previous or Current Leadership roles under an IPD structure (of any type)
 - Resumes should specifically address significant experience with healthcare and/or projects similar in size and scope to this project.
- E. **Required:** A PDF floor plan showing the proposed furniture layout
- Include images of the proposed furniture by area
- F. **Required:** A PDF proposal including the individual item cost and overall cost by area. 



NOTE: The PDF submittals shall be the primary documents to be referenced by the selection committee. All information responding to the key attributes and qualifications of the firm and individuals must be identified in the PDF submittals.

Selection Process

Medxcel Planning, Design & Construction will review the submitted proposals. Medxcel reserves the right to request additional information from those submitting responses. The following criteria will be considered in the evaluation of the PDF documents submitted with the responses:

1. Responses to the PDF submissions clearly answer, illustrate, and relate to the qualifications and attributes outlined in this document.
2. The proposed qualifications and attributes of the personnel providing direct oversight and contact with Medxcel as members of the Design Team.
3. Understanding of project goals, general approach, and project process.
4. The proposed floor plan and itemized list of furniture with associated costs and recommended Manufacturer/Vendor and models.

After Medxcel completes reviewing the submittals, the final firms may be contacted for questions and clarification (if needed).

Terms and conditions, fees, prices, etc., shall follow the Ascension IPD Agreement and the Attachment Flow down Terms. If a mutually acceptable agreement cannot be executed with the top-ranked firm, the owner may terminate discussions and initiate discussions with the next-ranked firm.

RFP Timeline for Selection Process

Milestone	Anticipated Date
RFP Posted	6/23/25
Partner Responses Due to Medxcel	7/7/25
Notification of award	7/11/25
Notice to Proceed with Preconstruction Services	7/14/25
Targeted Project Completion	5/1/26

End of RFP