



## METROPOLITAN GOVERNMENT OF NASHVILLE AND DAVIDSON COUNTY

August 12, 2020

John Castellaw  
Access Data Network Solutions, Inc.  
4077 Viscount Avenue  
Memphis, TN 38118

Re: **RFQ #57094, Audio-Video Equipment Purchase, Repair, and Maintenance Support Services**

Dear Mr. Castellaw:

The Metropolitan Government of Nashville and Davidson County (Metro) has completed the evaluation of submitted solicitation offer(s) to the above RFQ #57094, Audio-Video Equipment Purchase, Repair, and Maintenance Support Services. This letter hereby notifies you of Metro's intent to award to **Access Data Network Solutions, Inc.**, contingent upon successful contract negotiations. Please provide a certificate of Insurance indicating all applicable coverages within 15 business days of the receipt of this letter.

If the Equal Business Opportunity (EBO) Program requirements were a part of this solicitation, the awardee must forward a signed copy of the "Letter of Intent to Perform as Subcontractor/Subconsultant/Supplier/Joint Venture" for any minority/women-owned business enterprises included in the response to the Business Assistance Office within two business days from this notification.

Additionally, the awardee will be required to submit evidence of participation of and contractor's payment to all Small, Minority, and Women Owned Businesses participation in any resultant contract. This evidence shall be submitted monthly and include copies of subcontracts or purchase orders, the Prime Contractor's Application for Payment, or invoices, and cancelled checks or other supporting payment documents. Should you have any questions concerning this requirement, please contact **Jeremy Frye**, BAO Representative, at **(615) 862-6638** or at [Jeremy.Frye@Nashville.gov](mailto:Jeremy.Frye@Nashville.gov).

Depending on the file sizes, the responses to the procurement solicitation and supporting award documentation can be made available either by email, CD for pickup, or in person for inspection. If you desire to receive or review the documentation or have any questions, please contact Buyer **Brad Wall** by email at [Brad.Wall@Nashville.gov](mailto:Brad.Wall@Nashville.gov) Monday through Friday between 8:30am and 3:30pm.

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

Sincerely,

*Michelle A. Hernandez Lane*

Michelle A. Hernandez Lane  
Purchasing Agent

Cc: Solicitation File, Other Offerors

Pursuant to M.C.L. 4.36.010 Authority to resolve protested solicitations and awards.

A. **Right to Protest.** 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.

Procurement Division

730 Second Avenue South, Suite 112  
P.O. Box 196300  
Nashville, Tennessee 37219-6300

[www.Nashville.gov](http://www.Nashville.gov)  
Phone: 615-862-6180  
Fax: 615-862-6179



## METROPOLITAN GOVERNMENT OF NASHVILLE AND DAVIDSON COUNTY

August 12, 2020

Rebecca Betts  
M3 Technology Group, Inc.  
925 Airpark Center Drive  
Nashville, TN 37217

Re: **RFQ #57094, Audio-Video Equipment Purchase, Repair, and Maintenance Support Services**

Dear Mrs. Betts:

The Metropolitan Government of Nashville and Davidson County (Metro) has completed the evaluation of submitted solicitation offer(s) to the above RFQ #57094, Audio-Video Equipment Purchase, Repair, and Maintenance Support Services. This letter hereby notifies you of Metro's intent to award to **M3 Technology Group, Inc.**, contingent upon successful contract negotiations. Please provide a certificate of Insurance indicating all applicable coverages within 15 business days of the receipt of this letter.

If the Equal Business Opportunity (EBO) Program requirements were a part of this solicitation, the awardee must forward a signed copy of the "Letter of Intent to Perform as Subcontractor/Subconsultant/Supplier/Joint Venture" for any minority/women-owned business enterprises included in the response to the Business Assistance Office within two business days from this notification.

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## METROPOLITAN GOVERNMENT OF NASHVILLE AND DAVIDSON COUNTY

August 12, 2020

Brian Flint  
One Diversified  
1449 Donelson Pike  
Nashville, TN 37217

Re: **RFQ #57094, Audio-Video Equipment Purchase, Repair, and Maintenance Support Services**

Dear Mr. Flint:

The Metropolitan Government of Nashville and Davidson County (Metro) has completed the evaluation of submitted solicitation offer(s) to the above RFQ #57094, Audio-Video Equipment Purchase, Repair, and Maintenance Support Services. This letter hereby notifies you of Metro's intent to award to **One Diversified**, contingent upon successful contract negotiations. Please provide a certificate of Insurance indicating all applicable coverages within 15 business days of the receipt of this letter.

If the Equal Business Opportunity (EBO) Program requirements were a part of this solicitation, the awardee must forward a signed copy of the "Letter of Intent to Perform as Subcontractor/Subconsultant/Supplier/Joint Venture" for any minority/women-owned business enterprises included in the response to the Business Assistance Office within two business days from this notification.

Additionally, the awardee will be required to submit evidence of participation of and contractor's payment to all Small, Minority, and Women Owned Businesses participation in any resultant contract. This evidence shall be submitted monthly and include copies of subcontracts or purchase orders, the Prime Contractor's Application for Payment, or invoices, and cancelled checks or other supporting payment documents. Should you have any questions concerning this requirement, please contact **Jeremy Frye**, BAO Representative, at **(615) 862-6638** or at [Jeremy.Frye@Nashville.gov](mailto:Jeremy.Frye@Nashville.gov).

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Sincerely,

*Michelle A. Hernandez Lane*

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Purchasing Agent

Cc: Solicitation File, Other Offerors

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**RFQ #57094 - Audio-Video Equipment Purchase, Repair, and Maintenance Support Services**

	<b>Access Data Network Solutions, Inc.</b>	<b>M3 Technology Group, Inc.</b>	<b>One Diversified</b>	<b>S&amp;L Integrated</b>
Contract Acceptance	Accepted Contract Without Exceptions	Accepted Contract Without Exceptions	Accepted Contract Without Exceptions	Accepted Contract Without Exceptions
Cost (30 points)	30.00	27.82	26.46	23.65
Experience and Qualifications (40 Points)	40.00	40.00	40.00	5.00
Service Delivery (30 Points)	30.00	29.00	28.00	5.00
<b>Total (100 Points)</b>	<b>100.00</b>	<b>96.82</b>	<b>94.46</b>	<b>33.65</b>

**Access Data Network Solutions, Inc.**

**Strengths** - The offeror has a combined experience of over 27 years in the design, integration, and project management of large and small professional level AV projects. The offeror's reference contracts submitted were of similar size and scope as to what Metro is seeking to procure in this contract. The offeror provided a detailed explanation on how they would manage emergency requests, preventive maintenance, ordering, and delivery.

**Weaknesses** - No weaknesses.

**M3 Technology Group, Inc.**

**Strengths** - The offeror clearly defined the project team's organizational structure along with the key personnel who will be assigned to managing the contract. The offeror's reference contracts submitted were of similar size and scope as to what Metro is seeking to procure in this contract. The offeror provided an emergency requests escalation chart that highlighted their process for receiving urgent request from clients.

**Weaknesses** - The offeror's timeline for providing delivery services on equipment and materials lacked detail.

**One Diversified**

**Strengths** - The offeror's resumes demonstrated significant experience in the Audio Visual Industry. The offeror's reference contracts submitted were of similar size and scope as to what Metro is seeking to procure in this contract.

**Weaknesses** - The offeror's response lacked detail on the types of maintenance that would be provided and the frequency of the maintenance. The offeror's timeline for providing delivery services on equipment and materials lacked detail.

**S&L Integrated**

**Strengths** - No strengths.

**Weaknesses** - The offeror's description of their team's experience providing audio-video systems, products, accessories, and installation services lacked detail. The offeror failed to provide copies of manufacturer's authorization on products they are considered a dealer/distributor. The offeror's proposal lacked detail on their team's capacity to perform work for a client the size of Metro. The offeror failed to provide resumes of the key individuals that will perform work on this contract. The offeror's reference contracts did not demonstrate their capacity to support an organization the size of Metro with ongoing services. The offeror failed to provide the dates and dollar values on their reference contracts. The offeror failed to provide specific information on how the scope of services would be implemented. The offeror's explanation on how they would manage emergency requests, preventive maintenance, ordering, and delivery lacked detail. The offeror failed to provide their policies related to assisting in lowering supply chain costs, providing energy savings, and promoting green and sustainable initiatives. The offeror's proposal as a whole was not specific to Metro's needs.

Enter Solicitation Title & Number Below		
Audio-Video Equipment Purchase, Repair, and Maintenance Support Services; RFQ #57094	Min. SBE/SDV Requirement	Total Cost Points
	<b>5.00%</b>	<b>30.00</b>
Offeror's Name	Bids	RFP Cost Points
Access Data Network Solutions, Inc.	\$20,425,000.00	<b>30.00</b>
M3 Technology Group, Inc.	\$22,022,403.35	<b>27.82</b>
One Diversified	\$23,155,350.62	<b>26.46</b>
S&L Integrated	\$25,910,790.06	<b>23.65</b>

## BAO Small Business Assessment Sheet

BAO Specialist: Jeremy Frye
Contract Specialist: Brad Wall
Date: 07/23/2020

Department Name: General Services (Metro Wide)
RFP/ITB Number: 57094

**Project Name:** Audio-Video Equipment Purchase, Repair, and Maintenance Support Services

Primary Contractor*	Prime Bid Amount	Total Proposed SBE (\$)	Acknowledged SBE Requirement ?	SBE (%)	Comments
Access Data Network Solutions, Inc.(WBE)	\$ 20,425,000.00	IDIQ	Yes	5% Requirement	The prime not an approved SBE and acknowledge the 5% SBE requirement over the life of the contract
M3 Technology Group, Inc.	\$ 22,022,403.35	IDIQ	Yes	5% Requirement	The prime not an approved SBE and acknowledge the 5% SBE requirement over the life of the contract
One Diversified	\$ 23,155,350.62	IDIQ	Yes	5% Requirement	The prime not an approved SBE and acknowledge the 5% SBE requirement over the life of the contract