



Notice of Intent to Award

Solicitation Number	396437	Award Date	7/21/2025 5:40 PM CDT
Solicitation Title	Sound Services for The Nashville Fair		
Buyer Name	Harrison Bond	Buyer Email	harrison.bond@nashville.gov
BAO Rep	Christopher Wood	BAO Email	christopher.wood@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	HAWK Specialty Services	Company Contact	David Hale
Street Address	3443 Coles Ferry Pike		
City	Lebanon	State	TN
		Zipcode	37087

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.

 Assistant Purchasing Agent (Initial)

Dennis Rowland

Dennis Rowland
Purchasing Agent & Chief Procurement Officer

RFQ #396437 Sound Services for The Nashville Fair Evaluation Committee Score Sheet			
Evaluation Criteria/Offeror	HAWK Specialty Services	Highly Favored Studios	Tour Collective
Contract Acceptance (Yes/No)	Yes	Yes	Yes
Solicitation Acceptance (Yes/No)	Yes	Yes	Yes
Cost (50 Points)	50.00	3.95	9.23
Methodology and Approach (25 Points)	23.00	20.00	23.00
Qualifications and Experience (25 Points)	25.00	22.00	17.00
Total Evaluation Scores	98.00	45.95	49.23

Evaluation Comments

HAWK Specialty Services
Strengths
<ul style="list-style-type: none"> * Identified potential challenges and mitigation for each * Included transportation equipment to support transportation of artists and equipment * Experience with events specific to scope * Thorough description of applicable qualifications and experience * Adequate staff and equipment to meet scope needs
Weaknesses
<ul style="list-style-type: none"> * Lacked some overall detail and detail for pre-event coordination

Highly Favored Studios
Strengths
<ul style="list-style-type: none"> * Identified staff implementation * Backup equipment available on-site * Multi stage management experience * Experience with outdoor live events
Weaknesses
<ul style="list-style-type: none"> * Lacked detailed approach to project specific scope * Lacked detail identifying potential challenges and mitigation techniques * Didn't provide breakdown of staff experience

Tour Collective
Strengths
<ul style="list-style-type: none"> * Detailed understanding overall understanding of scope needs * Identified potential challenges and mitigation strategies * Equipment tailored to meet scope needs * Multi stage management experience
Weaknesses
<ul style="list-style-type: none"> * Lacked timeline for pre-event coordination * Uncertainty regarding specific engineers for The Nashville Fair * Experience described is different from scope similar to Fair

Solicitation Title & Number		RFP Cost Points
RFQ 396437 Sound Services for The Nashville Fair		50
Offeror's Name	Total Bid Amount	RFP Cost Points
HAWK Specialty Services	\$107,748.75	50.00
Highly Favored Studios	\$1,364,830.92	3.95
Tour Collective	\$583,954.87	9.23