



Notice of Intent to Award

Solicitation Number	396476	Award Date	11/7/2025 2:05 PM CST
Solicitation Title	Audio-Visual Equipment Purchase, Repair, and Maintenance Support Services		
Buyer Name	Brad Wall	Buyer Email	brad.wall@nashville.gov
BAO Rep	Evans Cline	BAO Email	evans.cline@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	ACCESS Data Network Solutions, Inc	Company Contact	Shayne Castellaw
Street Address	4077 Viscount Avenue		
City	Memphis	State	TN
		Zipcode	38118

Company Name	INA LED US, INC dba INA Display	Company Contact	Josh Kim
Street Address	1410 Donelson Pike, #A13		
City	Nashville	State	TN
		Zipcode	37217

Company Name	M3 Technology Group, Inc	Company Contact	Bradley Sherk
Street Address	925 Airpark Center Dr		
City	Nashville	State	TN
		Zipcode	37217

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.

A valid protest must demonstrate that the purchasing agent did not follow the law, the regulations, or the dictates of the solicitation. Protests based upon subjective scoring are not appropriate and may be grounds for placing the actual or prospective bidder, offeror, or contractor on the list of suspended or debarred persons.

Dennis Rowland
Dennis Rowland
Purchasing Agent & Chief Procurement Officer

ZK (Initial)
Zak Kelley



RFQ #396476 – Audio-Visual Equipment Purchase, Repair, and Maintenance Support Services

Company Name	Qualifications and Experience (35 Points)	Service Delivery (35 Points)	Cost Criteria (30 Points)	Financial Offer	Contract Exceptions (Y/N)	Total Points (100)
ACCESS Data Network Solutions, Inc	33.00	28.00	29.71		No	90.71
Beacon Technologies Inc	30.00	30.00	18.82		No	78.82
INA LED US, INC dba INA Display	31.00	31.00	30.00		No	92.00
M3 Technology Group, Inc	35.00	30.00	23.44		Yes	88.44
NetPlanner Systems, Inc	33.00	20.00	20.35		Yes	73.35
S&L Integrated	30.00	28.00	24.20		No	82.20

ACCESS Data Network Solutions, Inc	
Strengths	Weaknesses
<ul style="list-style-type: none">History of relevant experience with similar scope projects.30 years of experience.Strong capacity to perform section.	<ul style="list-style-type: none">Lacked breakdown of responsibilities of the organizational structureRequired ongoing network accessThe proposed return policy from the offeror is not in the Metropolitan Government of Nashville and Davidson County (Metro's) best interest.

Beacon Technologies Inc	
Strengths	Weaknesses
<ul style="list-style-type: none">Strong qualifications and experiencePreventive maintenance planFavorable return policy	<ul style="list-style-type: none">Lacked details for emergency requestDidn't include sustainable initiativesReference projects are smaller in size

INA LED US, INC dba INA Display	
Strengths	Weaknesses
<ul style="list-style-type: none">The offeror demonstrated a comprehensive understanding of the scope of services.The offeror provided relevant reference projectsDescribed a good understanding of project service delivery	<ul style="list-style-type: none">Ongoing admin access neededDidn't include sustainable initiativesThe offeror didn't specifically specify configuration responsibilities for the audio-visual equipment.

M3 Technology Group, Inc	
Strengths	Weaknesses
<ul style="list-style-type: none">History of relevant experience with projects of similar scope and sizeCertifications and authorization letters providedDetailed description of their understanding of the scope requirements.Good preventative maintenance plan	<ul style="list-style-type: none">Roles and responsibilities of key individuals are not clearly defined.Didn't include sustainable initiatives

NetPlanner Systems, Inc	
Strengths	Weaknesses
<ul style="list-style-type: none">The offeror's reference projects were relevant to what Metro is seeking in the resulting contract.The offeror demonstrated qualifying experience.	<ul style="list-style-type: none">The offeror failed to provide copies of authorization letters from manufacturers.The offeror's return policy lacked detail.The service delivery section lacked detail overall.

--	--

S&L Integrated	
Strengths	Weaknesses
<ul style="list-style-type: none">History of relevant experience with projects of similar scope and sizeGood preventative maintenance planThe offeror demonstrated a thorough understanding of the scope of services being requested.	<ul style="list-style-type: none">The offeror failed to provide copies of authorization letters from manufacturers.Lacked specific details on their return policy.The offeror's approach to providing emergency requests, preventative maintenance services, ordering, and delivery services lacked detail.

		RFP Cost Points	Total Cost Points
RFQ 396476 Audio-Visual Equipment Purchase, Repair, and Maintenance Support Services		30.00	30.00
Offeror's Name	Total Bid Amount	RFP Cost Points	Total Cost Points
ACCESS Data Network Solutions, Inc	\$16,791,250.00	29.71	29.71
Beacon Technologies Inc	\$26,509,215.92	18.82	18.82
INA LED US, INC dba INA Display	\$16,630,867.92	30.00	30.00
M3 Technology Group, Inc	\$21,281,968.76	23.44	23.44
NetPlanner Systems, Inc	\$24,519,988.67	20.35	20.35
S&L Integrated	\$20,615,805.09	24.20	24.20



Statement of M/WBE Utilization

Proposer's/Firm's Name: ACCESS Data Network Solutions, Inc.		Proposer's Phone #: 901-365-1571	
Solicitation Title: Audio-Visual Equipment Purchase, Repair, and Maintenance Support Services		Proposer's Email Address: accessdnsi@accessdnsi.com	
Solicitation #: 396476		Amount Self-performed : 93%	
Proposer's/Firm's Ownership: WBE		Total Bid Amount: 16,791,250.00	
Proposed EBO Goal (%): 4 MBE% 7 WBE%		EBO Goal Met? (Y/N) YES	

The following MWBE* subcontractor(s)/supplier(s) will be utilized for the performance of this project:

					Certificate					
MBE/WBE Firm Name			MBE/WBE Firm Address	Phone/E-Mail	Type (MBE or WBE)	* MBE/WBE Group Type *	Code # UNSPS/NAICS	Description of Work	MBE/WBE Dollars (\$)	Percent of Total Contract
1	ACCESS Data Network Solutions, Inc.		4077 Viscount Avenue Memphis, TN 38118	901-365-1571	WBE	Select	238210	AV	15,615,862.50	93%
2	EJO Ventures		612 Hangar Lane Suite 100 Nashville TN 37217	303-704-1425	MBE	1	26120000	AV	1,175,387.50	7%
3					Select	Select				
4					Select	Select				
5					Select	Select				
6					Select	Select				
7					Select	Select				

I am the duly authorized representative and certify the facts and representations contained in this form and supporting documents are true and correct.

Authorized Representative (Printed Name/Title) *Please ensure to save the document as a PDF and refrain from printing and signing it.*	Date
Shayne Castellaw, President	07/07/2025

*Note: MWBE is defined as business enterprise maintaining a significant business presence in the Program Area & performing a commercial useful function that is owned by one or more of the following: (1) African Americans (2) Native Americans, (3) Hispanic Americans, (4) Asian Americans, and (5) Women.

Has Prime Complied with EBO Goal?	NO		For Internal Office Use ONLY	If No, Good Faith Efforts Met?	YES	
-----------------------------------	----	--	-------------------------------------	--------------------------------	-----	--

BAO Representative: Evans Cline	Metro Buyer: Brad Wall	Project Manager:	Date: 10/14/25
---------------------------------	------------------------	------------------	----------------

Total MBE Subcontracting	7	%	\$ 1,175,387.50
Total WBE Subcontracting	0	%	\$ 15,615,862.50
Total MBE/WBE Participation:	100	%	\$ 16,791,250.00

BAO Notes:



Statement of M/WBE Utilization

Proposer's/Firm's Name: INA DISPLAY	Proposer's Phone #: (714) 924-4724
Solicitation Title: Audio-Visual Equipment Purchase, Repair, and Maintenance Support Services	Proposer's Email Address: john@inadisplay.com
Solicitation #: 396476,3	Amount Self-performed :
Proposer's/Firm's Ownership: MBE	Total Bid Amount: 16,630,867.92
Proposed EBO Goal (%): 4.01 MBE% 7 WBE%	EBO Goal Met? (Y/N) YES

The following MWBE* subcontractor(s)/supplier(s) will be utilized for the performance of this project:

			Certificate	* MBE/WBE	Code #	Description of Work	MBE/WBE	Percent		
			Type	Group Type *	UNSPS/NAICS		Dollars (\$)	of Total Contract		
MBE/WBE Firm Name			MBE/WBE Firm Address	Phone/E-Mail	(MBE or WBE)					
1	HQ Direct, LLC		535 Spence Lane Nashville, TN 37210	(615) 254-7444	WBE	3	41113676	Low Voltage	582,080.38 or 7%	3.5 or 7
2	Lynn Staffing LLC		9625 Grays Park Cove, Cordova, TN 38018	(901)-435-6671	MBE	3	41113676	Low Voltage	665,897.80	4.01
3	Hire Elevation Resources Corporation		808 Chestnut St. Suite 1297, Chattanooga, TN 37402	(432) 331-8623	WBE	3	41113676	Low Voltage	582,080.38	3.5
4					Select	Select				
5					Select	Select				
6					Select	Select				
7					Select	Select				

I am the duly authorized representative and certify the facts and representations contained in this form and supporting documents are true and correct.

Authorized Representative (Printed Name/Title) *Please ensure to save the document as a PDF and refrain from printing and signing it.*	Date
John Baek/Manager of Operations & Contracts	10/14/2025

*Note: MWBE is defined as business enterprise maintaining a significant business prescience in the Program Area & performing a commercial useful function that is owned by one or more of the following: (1) African Americans (2) Native Americans, (3) Hispanic Americans, (4) Asian Americans, and (5) Women.

Has Prime Complied with EBO Goal? YES	For Internal Office Use ONLY	BAO Only
	If No, Good Faith Efforts Met?	

BAO Representative: Evans Cline	Metro Buyer: Brad Wall	Project Manager:	Date: 10/15/25
---------------------------------	------------------------	------------------	----------------

Total MBE Subcontracting	4.01	%	\$ 665,898
Total WBE Subcontracting	7	%	\$ 1,164,161
Total MBE/WBE Participation:	11.01	%	\$ 1,830,059

BAO Notes:



Statement of M/WBE Utilization

Proposer's/Firm's Name: M3 Technology Group	Proposer's Phone #: 615-227-0717
Solicitation Title: Audio-Visual Equipment Purchase, Repair, and Maintenance Support Services	Proposer's Email Address: BradSherk@m3techgroup.com
Solicitation #: 396476	Amount Self-performed : 100%
Proposer's/Firm's Ownership: Non-M/WBE	Total Bid Amount: \$3,851,500
Proposed EBO Goal (%): 4 MBE% 7 WBE%	EBO Goal Met? (Y/N) NO

The following MWBE* subcontractor(s)/supplier(s) will be utilized for the performance of this project:

			Certificate Type	* MBE/WBE	Code #	Description of Work	MBE/WBE Dollars (\$)	Percent of Total Contract
MBE/WBE Firm Name			(MBE or WBE)	Group Type *	UNSPS/NAICS			
1	NA		Select	Select				
2			Select	Select				
3			Select	Select				
4			Select	Select				
5			Select	Select				
6			Select	Select				
7			Select	Select				

I am the duly authorized representative and certify the facts and representations contained in this form and supporting documents are true and correct.

Authorized Representative (Printed Name/Title) *Please ensure to save the document as a PDF and refrain from printing and signing it.* Bradley J Sherk	Date 07/08/2025
--	---------------------------

*Note: MWBE is defined as business enterprise maintaining a significant business presence in the Program Area & performing a commercial useful function that is owned by one or more of the following: (1) African Americans (2) Native Americans, (3) Hispanic Americans, (4) Asian Americans, and (5) Women.

Has Prime Complied with EBO Goal?	NO		For Internal Office Use ONLY	If No, Good Faith Efforts Met?	Yes	
-----------------------------------	----	--	-------------------------------------	--------------------------------	-----	--

BAO Representative: Evans Cline	Metro Buyer: Brad Wall	Project Manager:	Date: 10/09/25
---------------------------------	------------------------	------------------	----------------

Total MBE Subcontracting	0	%	\$0
Total WBE Subcontracting	0	%	\$0
Total MBE/WBE Participation:	0	%	\$0

BAO Notes:

BAO Small Business Assessment Sheet

BAO Specialist: Evans Cline

Contract Specialist: Brad Wall

Date: 10/14/25

Department Name: General Services

RFQ#: 396476

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

Primary Contractor*	Prime Bid Amount	Total Proposed SBE/SDV (\$)	Acknowledged SBE/SDV Requirement ?	SBE/SDV Requirement (%)	Comments
Access Data Network Solutions, Inc.	\$ 16,791,250.00	\$ 1,175,387.50	Yes	6%	The prime is not an approved SBE and acknowledged the 6% SBE/SDV requirement over the life of the contract. Prime proposed the utilization of the following SBE: EJO Ventures @ \$1,175,387.50/7%.

BAO Small Business Assessment Sheet

BAO Specialist: Evans Cline

Contract Specialist: Brad Wall

Date: 10/15/25

Department Name: General Services

RFQ#: 396476

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

Primary Contractor*	Prime Bid Amount	Total Proposed SBE (\$)	Acknowledged SBE Requirement ?	SBE (%)	Comments
INA LED US, INC. dba INA DISPLAY	\$16,630,867.92	\$ 665,000.00	Yes	6%	The prime is not an approved SBE and acknowledged the 6% SBE/SDV requirement over the life of the contract. Prime proposed the utilization of the following SBE: Lynn Staffing @ 4%/665000.

BAO Small Business Assessment Sheet

BAO Specialist: Evans Cline
Contract Specialist: Brad Wall
Date: 10/14/25

Department Name: General Services
RFQ#: 396476

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

Primary Contractor*	Prime Bid Amount	Total Proposed SBE/SDV (\$)	Acknowledged SBE/SDV Requirement ?	SBE/SDV Requirement (%)	Comments
M3 Technology Group, Inc.	\$ 21,281,968.76	\$ -	Yes	0%	The prime is not an approved SBE and acknowledged the 6% SBE/SDV requirement over the life of the contract. Prime proposed no utilization of SBEs.