

JLR Manager (Initial)



Notice of Intent to Award

Solicitation Number	GG000051	Award Date	6/24/2026 1:47 PM CDT
Solicitation Title	Public Safety Radio and Commercial Cellular DAS Systems		
Buyer Name	Grace Wichert	Buyer Email	Grace.Wichert@nashville.gov
BAO Rep	Trevor Hilton	BAO Email	Trevor.Hilton@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 (1)	Beacon Technologies, Inc.
Company Name (2)	Motorola Solutions, Inc.
Company Name (3)	Pierson Wireless Corporation
Company Name (4)	
Company Name (5)	
Company Name (6)	

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.

Michelle D. Hernandez Lane
Michelle Lane
Interim Purchasing Agent & Chief Procurement Officer

ZK (Initial)
Zak Kelley



GG000051 - Public Safety Radio and Commercial Cellular DAS Systems

Company Name	Firm and Team Qualifications (35 Points)	Project Approach and Scheduling (25 Points)	Cost Criteria (40 Points)	Total Points (100)
Beacon Technologies, Inc.	20	19	40	79.00
CMS Wireless, LLC	20	18	25.49	63.49
Edward J. Odom dba EJO Ventures	10	10	17.55	37.55
Kamal Adams dba Telteksouth, LLC	25	18	21.29	64.29
Motorola Solutions, Inc.	33	22	30.74	85.74
NetPlanner Systems, Inc	20	10	39.07	69.07
Pierson Wireless Corporation	30	20	29.26	79.29
Pyramid Network Services, LLC	10	12	15.35	37.35
Telnet, Inc.	17	10	33.16	60.16

**Extreme Custom Technology, Inc. was deemed non-responsive
** Progressive Technologies, Inc. was deemed non-responsive

RFQ GG000051 - Public Safety Radio and Commercial Cellular DAS Systems		SBE/SDV Requirement	Lowest Bid	Total Cost Points
		10.00%	\$149,561.47	40.00
Offeror's Name	Bids	Evaluation Amount	RFP Cost Points	
Beacon Technologies, Inc.	\$149,561.47	\$149,561.47	40.00	
CMS Wireless, LLC	\$234,663.80	\$234,663.80	25.49	
Edward J. Odom IV dba EJO Ventures	\$340,952.70	\$340,952.70	17.55	
Kamal Adams dba Telteksouth, LLC	\$280,959.47	\$280,959.47	21.29	
Motorola Solutions, Inc.	\$194,636.83	\$194,636.83	30.74	
NetPlanner Systems, Inc.	\$153,115.48	\$153,115.48	39.07	
Pierson Wireless Corporation	\$204,471.18	\$204,471.18	29.26	
Pyramid Network Services, LLC	\$389,849.84	\$389,849.84	15.35	
Telnet, Inc.	\$180,393.01	\$180,393.01	33.16	

Beacon Technologies, Inc.	
Strengths	Weaknesses
Demonstrated relevant firm experience, which met expectations. Provided qualified personnel with relevant experience, which met expectations. Demonstrated relevant BDA experience, BDA which met expectations. Provided a clearly defined 5-step project approach, which met expectations. Provided a deployment plan that addressed implementation and issue resolution, which met expectations.	Proposal did not distinguish between DAS and BDA support responsibilities, which was below expectations. Operational structure and roles for sub-contractor was not defined, which was below expectations. No SLO noted; ticketing systems for emergency services leaned more towards PM, not reactive which was below expectations. Return policy information referenced audio visual equipment and materials not BDA/ DAS equipment, which was below expectations.

CMS Wireless, LLC	
Strengths	Weaknesses
Experience with public safety DAS environments based on team qualifications and previous projects, which met expectations. Heavy DAS experience, which met expectation. Referenced emergency requests, 24-hour availability, on-call personnel which met expectations.	Limited BDA experience noted demonstrated, which was below expectations. Only one point of contact was identified, which was below expectations. Referenced emergency requests, 24-hour availability and on-call personnel but did not provide detail on how services are provided nor mention of emergency response which was below expectations.

Edward J. Odom dba EJO Ventures	
Strengths	Weaknesses
No specific strengths were noted.	Did not provide information on organizational structure of team which was below expectations. No detail on experience other than list of projects was provided, which was below expectations. No information regarding specialized experience or subcontractor(s) roles and/or responsibilities which was below expectations.

	Reference/ similar projects noted were all airports, nothing similar to Metro infrastructure which was below expectations. Proposal focused heavily on marketing and sales materials and provided limited detailed response to the solicitation requirements and was significantly below expectations.
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Kamal Adams dba Telteksouth, LLC	
Strengths	Weaknesses
Provided clear organizational structure, which met expectations. Experience was relevant and provided clear technical detail, which met expectations. Previous experience provided included a variety of institutions similar to Metro (UT, convention center, high schools, etc.), which met expectations. Referenced emergency requests, which met expectations.	Did not provide resumes or detailed information on proposed team members, which was below expectations. Previous experience did not include project dates or values, which was below expectations. Previous experience reflected primarily subcontracted work with limited prime contractor work, which was below expectations. No timelines for responses or clearly defined responsibilities was provided, including what work would be self-performed vs. subbed, which was below expectations. Emergency request response was referenced but did not provide detail on how response would be handled, which was below expectations.

Motorola Solutions, Inc	
Strengths	Weaknesses
Provided detailed information regarding firm qualifications, project experience and team structure which exceeded expectations. Detailed response to services which exceeded expectations. Experience as both prime and sub with previous projects noted aligning with similar Metro needs which exceeded expectations. Detailed step plan on how services will be provided (Gannt chart) which exceeded expectations. Detailed information with regards to emergency requests and warranty process which exceeded expectations. Large team presence which met expectations. Organization structure detail provided including resumes for proposed team which met expectations.	Previous project experience did not include details requested for contract value which was below expectations. No timeline provided on responses for emergency requests or warranty response which was below expectations. Proposal did not identify anticipated project challenges or mitigation strategies which was below expectations.

NetPlanner Systems, Inc.	
Strengths	Weaknesses
Detailed organizational chart provided which met expectations. Demonstrated experience with DAS environments and low voltage systems, which exceeded expectations. Previous experience included a variety of facilities, including hospitals, schools and administrative buildings, which met expectations. Provided a detailed list of objectives and goals for project approach, which met expectations. Warranty process was referenced, which met expectations.	No reference of BDA experience; BDA was only mentioned in the footer, which was significantly below expectations. Referenced projects reflected subcontractor experience rather than prime, which was below expectations. No resumes provided, short summaries only for proposed team, which was below expectations. Previous projects did not reference contract value, which was below expectations. No reference to emergency service request response, plan or timeline. No information on returns, delivery or return policy which was below expectations.

Pierson Wireless Corporation	
Strengths	Weaknesses
Strong DAS & ERCES (BDA) Public Safety radio experience, which met expectations. Well-rounded experience across the board, which exceeded expectations. Project team experience was strong, which met expectations. Provided primary and secondary contact, which met expectations.	Project team information provided was for Director level positions, which was below expectations. No resumes provided, only summaries, which was below expectations. Previous projects gave perspective of size but did not include contract value, which was below expectations. Different terminology used for BDA reference (ERCES) making proposal hard to follow, which was below expectations.

Detailed experience and certification were provided for project team listed, which exceeded expectations. Acknowledged warranty and emergency response processes, which met expectations. Provided clear validation testing process and process for mitigating issues after installation, which exceeded expectations. Provided detail on bench testing and staging for installation which exceeded expectations.	No detailed information regarding process for warranty or emergency requests provided. Information that was provided was split between two sections, making it hard to locate which was below expectations.
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Pyramid Network Services, LLC	
Strengths	Weaknesses
Resumes were provided, which met expectations. Proposal included a multi-step project approach with timelines, implementation activities and deployment schedule which meets expectations.	Limited information regarding BDA and DAS specific experience, which was significantly below expectations. Proposal primarily focused on cell towers, private LTE and outdoor DAS projects, which was below expectations. Referenced technical experience did not align with solicitation requirements, which was below expectations. Limited information regarding multi-carrier DAS experience provided, which was below expectations. 11Requested primary and secondary contacts were not provided, which was below expectations. Emergency response, warranty and return processes were not addressed, which was below expectations.

Telnet, Inc.	
Strengths	Weaknesses
Technical experience, certifications for technical/ engineering staff and references supporting carrier and carrier facility projects provided, which met expectations. References included projects similar to the services requested and showed both BDA and DAS deployments, which met expectations. Variety of projects referenced and letter of recommendation provided, which met expectations. Project timeline, Gannt chart and three-step implementation approach were provided, which met expectations. Design documents, examples provided and design approach met requirements, which met expectations.	Resumes were not provided and only one POC was identified, which was below expectations. Unclear whether certified personnel would be assigned to Metro or how their experience would support requested services, which was below expectations. Referenced projects did not include project dates and letter of recommendation was not included as a project reference, which was below expectations. Specialized skills and experience of proposed staff were not identified past job titles, which was below expectations. Information regarding emergency response, warranty services, testing, response times and risk mitigation was not provided, which was below expectations. Several required elements of the project approach were not addressed, which was below expectations.



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Notice of Rejection

Solicitation Number	GG000051	Date	5/12/2026 1:34 PM CDT
Solicitation Title	Public Safety Radio and Commercial Cellular DAS Systems		
Buyer Name	Grace Wichert	Buyer Email	Grace.Wichert@nashville.gov
BAO Rep	Trevor Hilton	BAO Email	Trevor.Hilton@nashville.gov

The Metropolitan Government of Nashville and Davidson County has determined the offer submitted by the following supplier is not minimally responsive to the requirements of the referenced solicitation:

Company Name	Extreme Custom Technology, Inc.	Company Contact		Garrett Cunningham	
Street Address	528 Teal Lane				
City	Manchester	State	TN	Zipcode	37355
Reason	Offer fails to conform in all material aspects to the solicitation and is not responsive.				
Other/Notes	Failed to comply with Equal Business Opportunity (EBO) Requirements of the solicitation.				

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Michelle D. Hernandez Lane

Michelle Lane
Interim Purchasing Agent & Chief Procurement Officer

SHK



JGR

Notice of Rejection

Solicitation Number	GG000051	Date	6/23/2026 5:04 PM CDT
Solicitation Title	Public Safety Radio and Commercial Cellular DAS Systems		
Buyer Name	Grace Wichert	Buyer Email	Grace.Wichert@nashville.gov
BAO Rep	Trevor Hilton	BAO Email	Trevor.Hilton@nashville.gov

The Metropolitan Government of Nashville and Davidson County has determined the offer submitted by the following supplier is not minimally responsive to the requirements of the referenced solicitation:

Company Name	Progressive Technologies, Inc.	Company Contact		Sandi Scott	
Street Address	2929 Berry Hill Drive				
City	Nashville	State	TN	Zipcode	37024
Reason	Offer fails to conform in all material aspects to the solicitation and is not responsive.				
Other/Notes	Failed to comply with Equal Business Opportunity (EBO) Requirements of the solicitation.				

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