

SW Manager (Initial)



Notice of Intent to Award

Solicitation Number	GG000061	Award Date	6/9/2026 10:30 AM CDT
Solicitation Title	Provision of Uninterruptible Power System (UPS) Equipment, Maintenance, Installation, and other Related Services		
Buyer Name	Brad Wall	Buyer Email	brad.wall@nashville.gov
BAO Rep	Brianna Minter	BAO Email	brianna.minter@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)	Johnston Technologies, Inc.
Company Name (2)	
Company Name (3)	
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 A. Hernandez Lane
Michelle Lane
Interim Purchasing Agent & Chief Procurement Officer

ZK (Initial)
Zak Kelley



RFQ #GG000061 – Provision of Uninterruptible Power System (UPS) Equipment, Maintenance, Installation, and other Related Services

Company Name	Capacity to Perform (30 Points)	Experience and Qualifications (30 Points)	Cost/Pricing Criteria (40 Points)	Total Points (100)
Johnston Technologies, Inc.	30	30	40	100

Johnston Technologies, Inc.	
Strengths	Weaknesses
• Offeror provides a current/updated listing of manufacturers they represent and meets expectations in this regard. • Offeror provides a detailed approach to address emergency requests and will guarantee coverage 24/7/36; specifically, offeror provides detailed steps on their response process to ensure rapid resolution and minimal disruption to Metro Nashville Government operations and is above expectations. • Offeror provides detailed information on training offered for system usage, including the number of training hours and training format provided and is above expectation in this regard. • Offeror’s proposed Uninterruptible Power System (UPS) to ensure continuous operations to business-critical functions for the city of Nashville are acceptable and meet expectations. • Based on the three project examples listed in their proposal, offeror demonstrates projects where they provided and installed UPS systems for clients and meets expectations. • Offeror provided documentation that they are a Certified Power Quality reseller of Critical Power and Digital Infrastructure solutions and are above expectations in this regard. • Offeror provides an experienced team that is knowledgeable and demonstrates experience working with public safety and government entities in critical environments and is above expectations. • Offeror’s overall proposal is concise and well organized.	• No specific deficiencies were noted.

RFQ #GG000061 Provision of Uninterruptible Power System (UPS) Equipment, Maintenance, Installation, and other Related Services		
	SBE/SDV Requirement	Total Cost Points
	13.00%	40.00
Offeror's Name	Bids	RFP Cost Points
Johnston Technologies, Inc.	\$7,966,007.98	40.00



Statement of M/WBE Utilization

Proposer's/Firm's Name: Johnston Technologies Inc		Proposer's Phone #: 6156616261	
Solicitation Title: Provision of Interruptible Power System (UPS) Equipment, Maintenance, Installation & other related Services		Proposer's Email Address: sjohnston@johntech.com	
Solicitation #: RFQ # GG000061		Amount Self-performed : 1,194,901	
Proposer's/Firm's Ownership: Non-M/WBE		Total Bid Amount: 7,966,008	
Proposed EBO Goal (%): 4 MBE% 8 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			
MBE/WBE Firm Name			MBE/WBE Firm Address	Phone/E-Mail	Type (MBE or WBE)	Group Type *		UNSPS/NAICS	Dollars (\$)	of Total Contract		
1	EnergyElectives LLC		4921 Indian Summer Lane / Nashville, TN 37207	615-635-2028 / jason@energyelectives.com	+	MBE	Select	26000000 / 26110000 / 26130000 / 7215	+	Engineering/Solar/Power Storage		4
2	DFH Services		PO Box 120371 / Nashville TN 37212	615-390-6131 / angela@DFHservices.com	+	WBE	Select	26000000 / 26110000 / 26130000 / 7215	+	Engineering and Site Acceptance		8
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
Alise Johnston / Account Manager	05/06/2026

*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? YES	For Internal Office Use ONLY	BAO Only
	If No, Good Faith Efforts Met?	

BAO Representative: Brianna Minter	Metro Buyer: Brad Wall	Project Manager: Ava Elsaghir	Date:
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Total MBE Subcontracting	4	%	\$ 318,640
Total WBE Subcontracting	8	%	\$ 637,280
Total MBE/WBE Participation:	12	%	\$ 955,920

BAO Notes:

BAO Small Business Assessment Sheet

BAO Specialist: Brianna Minter
Contract Specialist: Brad Wall
Date: 06/02/2026

Department Name: General Services
RFP/ITB Number: GG000061

Project Name: Provision of Uninterruptible Power System (UPS) Equipment, Maintenance, Installation, and other Related Services					
Primary Contractor*	Prime Bid Amount	Total Proposed SBE/SDV (\$)	Acknowledged SBE/SDV Requirement	SBE/SDV Requirement (%)	Comments
Johnston Technologies Inc	\$ 7,966,008	\$ 2,150,822	Yes	13%	The prime IS a metro Approved SBE. Acknowledged 13% SBE/SDV requirement over life of the project and consequences of misrepresentation. Prime proposed the utilization of EnergyElectives LLC 4% and DFH Services 8%.

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