



Notice of Intent to Award

Solicitation Number	387421	Award Date	1/31/2025 7:30 AM CST
Solicitation Title	Network-Video System Service and Maintenance		
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	Eye in the Sky, LLC	Company Contact	Joey Edenfield
Street Address	2948 Foster Creighton Dr		
City	Nashville	State	TN
		Zipcode	37204

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.

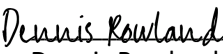
A copy of this notice will be placed in the solicitation file and sent to all offerors.

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
Purchasing Agent & Chief Procurement Officer

RFQ #387421 Network-Video System Service & Maintenance				
	Convergent Technologies LLC	Eye in the Sky, LLC	Johnson Controls, Inc	South Western Communications Inc
Contract Acceptance	Took exceptions to Metro's standard contract	Accepted Metro's standard contract without exceptions	Accepted Metro's standard contract without exceptions	Accepted Metro's standard contract without exceptions
Cost/Pricing (30 Points)	18.45	28.22	24.50	30.00
Qualifications and Experience (35 Points)	24.00	34.00	16.00	25.00
Service Delivery (35 Points)	29.00	35.00	29.00	28.00
Total (100 Points)	71.45	97.22	69.50	83.00

Convergent Technologies LLC

Strengths - The offeror provided documentation that they are an authorized dealer in Milestone, Axis, and Hanwha. The offeror is a premiere partner tier for Milestone. The offeror provided an adequate organizational chart. The offeror demonstrated experience working in the public sector. The offeror demonstrated their company's strategy for providing emergency requests, ordering, restocking, and returns.

Weaknesses - The offeror provided their number of years in business but lacked details of their experience supplying network video systems equipment, parts, and supplies. The offeror's resumes did not demonstrate any Milestone personnel certifications and none of the reference projects listed within the resumes were related to Milestone VMS as referenced in the evaluation criteria. The offeror failed to provide individual/personal certifications with Milestone VMS. The offeror's scope of services for their reference contracts lacked detail on the exact scope of services performed for each reference project. The offerors understanding of the entire scope of services was lacking and they displayed limited knowledge to support Milestone VMS. The offeror's strategy for equipment under warranty is unclear.

Eye in the Sky, LLC

Strengths - The offeror provided documentation that they are an authorized dealer in Milestone, Axis, and Hanwha in addition to several other manufacturers. The offeror is a premiere partner tier for Milestone. The offeror provided an adequate organizational chart. The offeror demonstrated experience working in the public sector. The offeror provided individual/personal certifications with Milestone VMS. The offeror's scope of services for their reference contracts demonstrated detail on the exact scope of services performed for each reference project. The offeror's reference contracts were the most relevant to what the Metropolitan Government of Nashville and Davidson County (Metro) is seeking in the resulting contract. The offeror demonstrated a clear understanding of the entire scope of services and their service team members maintain Axis and Milestone certifications to deliver the required services. The offeror demonstrated their company's strategy for providing emergency requests, ordering, restocking, returns, and warranties. In the offeror's proposal, it was stated that Metro would receive an installation warranty for a period of three (3) years and Axis products would receive a warranty for a period of five (5) years for parts and labor.

Weaknesses - The formatting of the offeror's resumes lacked detail; specifically, the offeror submitted a biography versus a resume.

Johnson Controls, Inc

Strengths - The offeror demonstrated experience working in the public sector. The offeror demonstrated their company's strategy for providing emergency requests, ordering, restocking, and returns.

Weaknesses - The offeror failed to provide documentation that they are an authorized dealer in Milestone VMS. The offeror provided their number of years in business but lacked details of their experience supplying network video systems equipment, parts, and supplies. The offeror's organization chart only included job titles and not specific individuals/team members. The offeror failed to provide resumes. The offeror failed to provide individual/personal certifications with Milestone VMS. The offeror's scope of services for their reference contracts lacked detail on the exact scope of services performed for each reference project as related the scope of services for this request for proposal (RFP). The offerors understanding of the entire scope of services was lacking and they displayed limited knowledge to support Milestone VMS.

South Western Communications Inc

Strengths - The offeror provided an adequate organizational chart. The offeror demonstrated experience working in the public sector. The offeror has over twenty (20) years in business and has experience supplying network video systems equipment, parts, and supplies. The offeror demonstrated their company’s strategy for providing emergency requests, restocking, and returns.

Weaknesses - Based on the documentation provided by the offeror in their proposal, the offeror is not an authorized dealer in Axis. The offeror has the lowest authorized partner tier for Milestone. Based on the resumes submitted, the field staff does not have any Milestone certifications and none of the reference projects listed within the resumes were related to Milestone VMS as referenced in the evaluation criteria. One (1) of the offeror’s reference contracts was not of similar scope to what the Metropolitan Government of Nashville and Davidson County (Metro) is seeking in the resulting contract. The offerors understanding of the entire scope of services was lacking and they displayed limited knowledge to support Milestone VMS. The offeror’s description of their strategy for ordering and delivery services lacked detail.

Enter Solicitation Title & Number Below		
Network-Video System Service & Maintenance; RFQ #387421		Total Cost Points
		30.00
Offeror's Name	Bids	RFP Cost Points
Convergint Technologies LLC	\$5,256,318.00	18.45
Eye in the Sky, LLC	\$3,437,087.50	28.22
Johnson Controls, Inc	\$3,958,845.00	24.50
South Western Communications Inc	\$3,233,162.50	30.00



Statement of M/WBE Utilization

Proposer's/Firm's Name: Eye in the Sky, LLC	Proposer's Phone #: 615-566-4660
Solicitation Title: Network-Video System Service & Maintenance	Proposer's Email Address: JEDENFIELD@EYEINTHESKYCAMS.COM
Solicitation #: 387421.3	Amount Self-performed : \$3,367,087.50
Proposer's/Firm's Ownership: Non-M/WBE	Total Bid Amount: \$3,437,087.50
Proposed EBO Goal (%): 1 MBE% 1 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 Dollars (\$)	Percent of Total Contract
MBE/WBE Firm Name			Type (MBE or WBE)	Group Type *	UNSPSC/NAICS			
1	Titan Fastener & Supply LLC	935 5th Avenue South Nashville, TN 37203	615-734-3451	WBE	5	UNSPSC 27112700	Power tools	\$15,000
2	Titan Fastener & Supply LLC	935 5th Avenue South Nashville, TN 37203	615-734-3451	WBE	5	UNSPSC 31162400	Miscellaneous Material	\$20,000
3	Gateway Security, DBA Paris Spraggins	2923 Melbourne Terrace Mt. Juliet, TN 37122	615-425-8519	MBE	1	UNSPSC 46161500	Traffic Control	\$35,000
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.* Joey Edenfield / Sales Rep.	Date 12/02/2024
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*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: 01/30/24
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Total MBE Subcontracting	1	%	\$ 35,000
Total WBE Subcontracting	1	%	\$ 35,000
Total MBE/WBE Participation:	2	%	\$ 70,000

BAO Notes:

BAO Small Business Assessment Sheet

BAO Specialist: Evans Cline
Contract Specialist: Brad Wall
1/30/2025

Department Name: ITS
RFP/ITB Number: 378421

Project Name: Network Video System Service and Maintenance					
Primary Contractor*	Prime Bid Amount	Total Proposed SBE (\$)	SBE Subs approved?	SBE (%)	Comments
Eye in the Sky, LLC	\$3,437,087.50	\$0.00	N/A	0	The prime is not an approved SBE and proposed no Metro-approved SBE/SDV subs.