



**REQUEST FOR PROPOSALS # 34800-073025
AMENDMENT # 10
FOR TURNKEY AUDIO VISUAL SOLUTION
INCLUDING
AUDIO/VISUAL EQUIPMENT, INSTALLATION,
INTEGRATION, TRAINING, AND
MAINTENANCE AND SUPPORT OF SYSTEM**

DATE: 2/27/2026

RFP # 34800-073025 IS AMENDED AS FOLLOWS:

1. This RFP Schedule of Events updates and confirms scheduled RFP dates. Any event, time, or date containing revised or new text is highlighted.

EVENT	TIME (central time zone)	DATE
1. RFP Issued		September 24, 2025
2. Disability Accommodation Request Deadline	2:00 p.m.	September 29, 2025
3. Pre-response Conference	2:00 p.m.	September 30, 2025
4. Notice of Intent to Respond Deadline	2:00 p.m.	October 3, 2025
5. Written "Questions & Comments" Deadline	2:00 p.m.	October 10, 2025
6. State Response to Written "Questions & Comments"		February 27, 2026
7. Pre Response Conference	2:00 p.m.	March 6, 2026 IN PERSON
8. Second Round Written "Questions & Comments" Deadline		March 12, 2026
9. State Response to Written "Questions & Comments"		March 20, 2026
10. Response Deadline	2:00 p.m.	March 20, 2026
8. State Schedules Respondent Field Test		March 27, 2026
9. Respondent Field Test	8 a.m. - 4:30 p.m.	March 31 – April 3, 2026

10. State Completion of Technical Response Evaluations		April 10, 2026
11.State Opening & Scoring of Cost Proposals	2:00 p.m.	April 13, 2026
12. Negotiations (Optional)	4:30 p.m.	April 14 – April 17, 2026
13.State Notice of Intent to Award Released <u>and</u> RFP Files Opened for Public Inspection	2:00 p.m.	April 20, 2026
14. End of Protest Period		April 27, 2026
15.State sends contract to Contractor for signature		April 28, 2026
16.Contractor Signature Deadline	2:00 p.m.	May 1, 2026

2. State responses to questions and comments in the table below amend and clarify this RFP.

Any restatement of RFP text in the Question/Comment column shall NOT be construed as a change in the actual wording of the RFP document.

RFP SECTION	PAGE #	QUESTION / COMMENT	STATE RESPONSE
		1 In previous budgetary rounds of this project, there have been extensive conversations regarding core equipment rack locations. The current details do not mention equipment rack location(s). Please advise the desired locations.	Training Rooms 1, 2 & 3 have a rack next to them to utilize. Computer Lab will have a rack mounted on the wall in the room. Court Room will have a rack mounted on the wall in the room.
		2 Will the building back-up power (generator) be applied to the AV system (eg. Main equipment rack locations tied to building back up power, etc)?	No, the building back-up power does not cover the closet.
		3 Are there drawings of the facility available?	No. Due to security risks involved, TBI is unable to offer a drawing of the facility.
		4 Is there a scope of work outlining how you want the system to function beyond just a list of equipment?	The RFP outlines the scope of work expected. Three training rooms, courtroom, and computer lab are used for training, instructional and a meeting area and will need the capability for Teams. These rooms are also utilized by outside agencies for training purposes.
		5 Where are we to obtain Attachment A noted in section A.3?	Reference to Attachment A is struck from A.2.k. and A.3. in the Pro Forma Contract.

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		6 Where is the Rack room for the 3-way divisible Training rooms and Courtroom?	The Rack Room is located in a closet next to the training rooms.
		7 Are we providing the racking and power distribution?	The racking and power distribution is available currently in training rooms 1,2, and 3, but the computer lab and courtroom will be replaced and provided by the selected Contractor. There is power in computer lab and courtroom. However, the current courtroom and lab have racks but they are bulky and need to be streamlined.
		8 We would not recommend such a small output projector for a screen of that size. We would recommend a 5500-6000 Lumen projector. Can you modify the spec?	The projector must have a minimum of 6k lumens. Contractors may propose a higher or better quality than what is in the RFP.
		9 Are there existing projectors in the ceilings with existing electric outlets? <input type="checkbox"/> If so, can you provide a distance from that outlet to the front wall of each of the rooms so we can make sure we specify the correct lenses?	Yes, the existing projectors are in the ceiling with existing electrical outlets. The distance from the outlet to the wall in each room is as follows: Training Room 1: 22 feet lens to screen Training Room 2: 22 feet lens to wall Training Room 2: 22 feet lens to wall Computer Room/Lab: 14 feet lens to wall Courtroom: 17 feet 4 in lens to wall
		10 Please confirm that you want the one handheld and one belt pack wireless mic in each of the three training rooms, the courtroom and the computer lab?	There should be two sets of handheld mic and belt pack wireless mic in each room. So, a total of ten handheld mics and ten belt packs.
		11 Can you elaborate on your Conferencing camera request? <input type="checkbox"/> What do you mean by Panoramic view? <input type="checkbox"/> Like an 180-deg shot of the room? <input type="checkbox"/> Please describe your expectation of what "Dual-Eye Intelligent Tracking" will do.	The cameras should be on a pan tilt zoom. The dual eye intelligent tracking will track a speaker's movements.

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		12 Microsoft Teams does not currently or plan to have 4K camera input or video output support. Do you still want to specify a 4K projector and 4K PTZ cameras at the extra expense?	Yes. This is a requirement within the specifications.
		13 Do you need BYOD device web conferencing connectivity to support any of the rooms for hosted meetings that are not Teams?	Yes, web conferencing connectivity will be needed in each room.
		14. Please confirm you want a podium / lectern for each of the 5 rooms?	Yes. Each room must contain at least one podium or lectern as specified.
		15 How do you want to bring cabling up through the top of the lectern? Would you like a Cable Cubby or just a grommet with loose wiring?	A Cable Cubby is desired.
		16 How many entry doors/locations per each of the room types? Do you want a room scheduling panel at each of those locations?	There are individual doors entering all 5 rooms, but several rooms have multiple doors. In total, there are eight doors. However, there should be only 5 room scheduling panels
		17 Can you send out scale drawings of the rooms we will be working in? <input type="checkbox"/> Are there any photos available for the rooms?	For security reasons, we cannot supply a scale drawing.
		18. Can you provide a more formal scope of work describing how you are expecting these rooms types to work? We want to make sure you get what you need and that it can be hard to determine off a basic description of product.	The goal is to provide a “plug and play” environment with very little that a speaker must do to get be able to present within the room. The rooms are for training.
		19. Will you allow time for follow-up questions about your answers to respondents’ questions?	Yes.
		19 Are respondents/vendors able to request and/or offer clarifications on the Pro Forma Contract?	No, the Pro Forma contract will not be altered.
		20 Section A.21.a. Does the State want the projectors on a motorized lift?	No.
		21 Section A.21 Is the State asking for projectors with motorized lenses?	Yes, the projectors should be laser projectors.

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		22 Section 5.2.1.5. Please define the term "field test" as it is used in the RFP document?	The field test will be a demonstration of equipment that can be shown to evaluation team for scoring.
		23 Section A.21.F. Does the State require 4K Cameras, being that TEAMS does not currently support 4K video?	See Questions and Answers number 8 and 12.
		24 Section A.21.F. Under the network switches, is 10 bps (bits per second) a typing error because the switches come in 1 Gbps (most typically used) or 10 Gbps?	Yes, it should be 10 Gbps.
		25 Attachment 2. If a respondent/vendor does not plan to subcontract with a Tennessee diverse certified business, what form can we complete? Or should we just include Attachment Two as is, with "Not Applicable" typed at the top of the form?	This information has been struck from the RFP.
		26 Can you provide the existing design drawings including electrical low voltage and reflected ceiling plan for the 5 rooms involved in this RFP?	A pre-proposal conference will be allowed for proposers to measure and see the rooms.
		27 Pro Forma A.8 -- What is the expected procedure once the help desk is notified of a service issue in any room?	Once the Contractor is notified of an issue, they should refer to the SLAs within the Contract to respond within the particular time frame. Contractor shall provide a ticketing system/dashboard, at no cost to the State, so that State is able to submit requests and see progress with request.
		28 Pro Forma A.8 -- Please define "outage."	Outage is defined as a period during which a system, application, network, or service is unavailable, down, or not functioning as intended.
		29 Where are the AV racks & head-end AV equipment to be located for the Training Rooms 1 - 2 - 3, Courtroom, and Computer Room? a. In each Room with a new AV equipment cabinet?	See Question and Answer 1. Training rooms have an AV rack system in the network closet next to Training Room 1 using existing rack system.

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		<p>b. In the first floor Telco closet adjacent to the Training Rooms near the front door?</p> <p>c. In the third floor Telco room in a new AV equipment cabinet? Fiber Cables provide and to be used.</p> <p>d. Each room to be independent with the ability to be combinable.</p>	<p>The Computer Room and Court Room will need to have new AV equipment cabinet installed on the wall for the equipment to be independent with the ability to be combined.</p>
		<p>30 If the AV racks & head-end AV equipment are to be located on third floor Telco Room, may the current fiber cabling on the first floor to the third floor be used for AV over IP configurations / transmissions?</p>	<p>Everything will be on the first floor. Nothing will be used on the third floor.</p>
		<p>32 Do the AV vendors need to provide their own IP / VPN networks per room and not configure with the TBI closed IT network? OR do you want the AV vendors to use the TBI IT network and configure new firewall access. In other words, Vendors could create separate IP / VPN networks and not use the TBI IT network. Thus, not create new access and use open firewall access.</p>	<p>TBI IT Network will be used.</p>
		<p>33 What are the exact requirements or specifications needed for each Training Room 1 - 2 - 3? Courtroom? Computer Room? The reason is there have been several revised specifications to date over the last two years. The minimum requirements are very vague. Please let the vendors know exactly what workflow and system requirements that must be provided. Training Room 1 - 2 -3, Courtroom, and Computer Room.</p>	<p>The requirements are listed in this RFP. A preproposal conference will be held for potential Respondents to view the spaces.</p>
		<p>34 SHI International Corporation and Business Information Systems are asking for an extension of the time of three (3) to four (4) weeks from the original</p>	<p>The new schedule of events is attached.</p>

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		<p>due date deadline of October 24th, 2025. Reason, new requirements to submit proper paperwork and credentials.</p>	
		<p>35 <u>Section A.17</u> – This section calls for the AV contractor to remove all existing equipment. Is there a system diagram or list that details how much and what type of equipment needs to be removed?</p>	<p>This can be reviewed at the pre-proposal conference.</p>
		<p>36 <u>Section A.21.a</u> – What type of “Cabinet” does this specification reference? Is this in reference to a motorized projector lift system? How was the lumen count of 4000 determined and is there documentation that proves 4000 lumens is adequate for each room?</p>	<p>Strike reference to cabinet in A.21.a 4k lumens is the minimum requirement but Respondents may propose a higher level of lumens within their response.</p>
		<p>37 <u>Section A.21.e</u> – A TEAMS touch panel on podiums is called out but no other reference to podiums. What type of podium is required and for which rooms? Also, this indicates a dedicated TEAMS touch panel however a previous requirement is that the system be agnostic to conferencing platform. Please clarify. Please also clarify what is meant by wifi capabilities regarding these panels.</p>	<p>This is a reference to a native TEAMS kit that should contain all of the necessary hardware. This should all be native to TEAMS. Kit must be compatible with other equipment within the room. The kit comes with a TEAMS panel. We will need 5 podiums. 4 of them 43” wide with doors open in back split 50/50. We will need 1 for the Court Room size 33”</p>
		<p>38 <u>Section A.21.f</u> – “Two Built-In Wall Mounted Cameras” are called out. Please clarify the “Built-in” portion of this statement. Are they to be recessed into the wall? Does every room have two cameras?</p>	<p>Cameras must be mounted, not recessed. There must be two cameras per room.</p>
		<p>39 There is no mention of video input sources. What should the video input sources be, how many per room and where are they located?</p>	<p>Projector, camera, and room laptop computer should be the video sources.</p>
		<p>40 Are there any diagrams depicting connections to equipment and signal flow or are we to design our own system around the</p>	<p>A preproposal conference will be held, and potential Respondents will have an opportunity to view the rooms.</p>

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		<p>limited information given? How will scoring be affected if the bids you receive are not comparable in terms of like equipment and design?</p>	
		<p>41 Is there a need for each room to have the ability to record audio and video during use?</p>	<p>Yes, there must be the ability to record audio and video within each room.</p>
		<p>42 There is a definition under section A.2.a that states 4K is a horizontal pixel count of 4000 however standard 4K is only 3840 pixels and cinema 4K is 4096 pixels. Is the client ok with using the standard UHD 4K resolution of 3840x2160?</p>	<p>Yes. Standard 4k is acceptable as the minimum but Respondent may propose a greater amount of pixels.</p>
		<p>43 Are there any restrictions on the brands of equipment used for video, audio, control or conferencing? Are there preferred or required brands for certain equipment types?</p>	<p>There are no restrictions on brands of the equipment, but all of the equipment provided must be current and not obsolete, compatible and accepted by the State as satisfactory. At the time of installation, refurbished, discontinued, or superseded models shall not be provided.</p>
		<p>44 Are there going to be dedicated room PC's for presentation and conferencing or is it just a laptop connection?</p>	<p>This will be a laptop connection.</p>

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		45 Are there PDF or CAD files of the building/rooms that can be provided for use as system design documentation?	No.

Delete and replace A.21. in Pro Forma Contract with the following:

A.21. Solution must contain at a minimum the following specifications:

- a. Motorized Overhead Laser Projector and Lens with Cabinet Mounted to Ceiling:
4k Resolution High Definition
Lens Power Zoom
6000 Lumens
Per each room except 2 projectors are needed in Computer Lab. Total of 6 projectors.
- b. 136" HD 16.9 Projection Screen – Motorized Mounted in Ceiling (3 total for each training room)
*Computer Lab must have 122" Screen (x 2 screens)
*Courtroom must have 109" Screen
- c. Two wall mounted control room panels that are 10" in size and located in the front and back of room. Panels should be able to control projector, screen, volume, microphones, etc.
- d. Partition Sensor –only the sensor. Two (2) total FOR PROJECT NOT PER ROOM (one between Training Room 1 and 2 and one between Training Room 2 and 3. Infrared (IR) beam to sense the position of movable partitions.
- e. TEAMS Touch Screen Control Panel on Podiums –With all necessary ports and Wi-Fi capabilities (WiFi available within space) (Lectern in courtroom does not have control panel)
- f. Two Built-in Wall Mounted 4k Camera---one in front and one in back of room. Ability for Panoramic View and ability to switch back and forth between cameras
Resolution: 16:9
Pan, Tilt, Zoom (PTZ)
Dual-Eye Intelligent Tracking
4K USB Wireless Presentation Pod
Switches:
12 Port Network Ethernet (Audio) Switch
26 Port Network Ethernet (Audio, Video, and Control) Switch
Ethernet Switch to connect devices to LAN
10 Gbps speed per port
Preconfigured to provide automated IP connectivity for standalone audio-visual systems
- g. Audio_Requirements
Dante license must be included.
One tabletop microphone-- one per room except Courtroom.
7 Gooseneck Microphones wired into the floor for Courtroom
2 Channel amplifier
Loudspeaker mounted in ceiling
2 microphone arrays mounted in ceiling
Digital Multi-Channel Receiver
Digital handheld transmitter – wireless microphone
Digital wireless bodypack microphone kit
Wireless table stand
Lavalier/lapel microphone
- h. Four bay network charger for body pack

- i. Cherry finish podiums 43* inches wide (total of 4) and 33 inches wide podium in courtroom
- j. UPS Battery Backup Premium Series Rack Mount Power 8 Outlets for Courtroom and Training Rooms-- wiring closet rack mounted and Courtroom rack mounted.
- k. Scheduling panels: 10 inch compact touch screen for mounting outside of meeting spaces, that displays meeting details and enables on-the-spot reservations via Teams or Microsoft 365 calendaring applications.
- l. Court room: Mounted on wall 75" lcd tv Direct LED Backlit – 330 Nit – 2160p, 4K UHD 8 ms, High Dynamic Range (HDR) – 3840 x 2160 – 16:9, HDMI, USB, Serial, Wireless LAN, Bluetooth, and Ethernet.
- m. 32" 4K UHD LCD Monitor for Courtroom only – 16:9 – Black – LED Backlight – 3840 x 2160 installed in jury gallery and should have a screen that is tiltable so that jurors can view the screen.
- n. UPS Battery Backup (Uninterruptible Power Supply) (1RU, 1000 VA)
- o. Any other equipment/hardware or software that would be necessary for State to be able to perform training in fully operational audio equipped and video equipped training rooms (dimensions as listed above).
- p. 75" screen television mounted on wall in Court Room

20. **RFP Amendment Effective Date.** The revisions set forth herein shall be effective upon release. All other terms and conditions of this RFP not expressly amended herein shall remain in full force and effect.