Bid Opportunities

F&M Bank Arena, located in the heart of Clarksville, Tennessee, is proudly owned by Montgomery County. Sabertooth Sports & Entertainment (SS&E) serves as the Operator for venue. The venue's primary tenant is Austin Peay State University men's and women's basketball teams. In addition, the facility's flexible event space hosts sporting events, concerts, rehearsals, banquets, conventions, trade shows and more.

Montgomery County in conjunction with SS&E is requesting proposals for Bid #2026-0906 LED Signage Replacement – to include the following:

- LED Exterior digital signage replacement system.
- Bid submissions to include options for signage in (1) one exterior location attached to F&M Bank Arena (specified below):
    - All bids should include screens that are IP67 outdoor rated with a minimum brightness of 6,000 nits, maximum of 10mm pixel pitch. Must be Gold Wire bonded.
        - Screen size 9.45' H x 18.9' W LED Screen (2nd & College St Fascia)
- System is to include back-end media processor for digital signage, and all LED must be capable of full motion.
- Bids are to be inclusive of all low voltage and electrical work; network connection and 90amps at 120/2-8v through a 12 circuit panel are provided. (8) 30am single-pole circuits and breaks are located at the current sign location.
- Drawings of F&M Bank Arena or the existing sign shop drawings can be provided upon request.
- Bidders must include the demolition/removal and storage of the existing sign (to be used for spare parts on an existing sign).

The bidding process begins **Tuesday, October 20, 2026, and bids are due by 2:00 PM CST on Tuesday, November 10, 2026 (followed by post bid interviews). All questions or requests for drawings must be submitted by 2:00 PM CST on Tuesday, November 3, 2026. Responses will be provided by 2:00 PM CST on Thursday, November 5, 2024**.

Questions shall be submitted within the specified time and sent to Elizabeth Black, Purchasing Director at **mocobids@montgomerytn.gov**.

IMPORTANT- To be acceptable, all bid/proposals must be on the correct form, and each such bid/proposal must be addressed and delivered to the Purchasing Director, Montgomery County, Tennessee, prior to the Bid/Proposal opening. Sealed proposals may be sent to Elizabeth Black's attention at 350 Pageant Lane, Suite 101-E, Clarksville, TN 37040, both the envelope and subject line should include "RFP – F&M Arena Exterior LED Signage Replacement". Electronic submissions are accepted through the Bonfire portal, at the Bonfire Portal link located at: Portal – Open Opportunities - Montgomery County, TN

The owner is not responsible for any costs incurred in the production or delivery of proposals. No late proposals will be accepted. Proposals will be publicly opened at the Montgomery County Purchasing Office, 350 Pageant Lane, Suite 101-E, Clarksville, TN 37040 at the time of the submission deadline.

Equipment Specifications

Specifications for Equipment

- Contractor shall provide a turnkey product.
- Bids should be inclusive of air, water, and land freight costs.
- All LED to be front serviceable with a minimum brightness of 6,000 nits.
- All LED to be Gold Wire Bonded.
- All LED to be minimum 10mm pixel pitch or better.
- Video Frame Rate at minimum 60 frames per second.
- Bid to include 3% spare parts.
- Minimum 2 years parts and labor warranty.
- Minimum 100,000 hour lifetime.
- All LED to be IP67 outdoor rated.
- Novastar or Brompton processing is acceptable. Processing to be installed in facilities' technical operation center.
- Processor must be compatible with HDSDI input.
- Screen should be a minimum resolution of 1080p 59.94.
- Vendor to provide pixel maps and raster for signage.
- Installation, power, and signal to be provided by installer.
- System to include media playback server for all signage.

Bid Form Submission Format

Solicitors will provide a total cost for the base bid and all included options. Project cost details for base bid must include the following at a minimum: all equipment, parts, material, shipping, installation, labor, commissioning, programming, and applicable taxes. Fixtures or equipment that do not require installation are tax exempt, tax exemption form can be provided upon request. Fixtures or equipment that require installation are taxable and should be included in the total bid cost.

Detailed specifications of substituted items to be listed in bid proposal and all product data to be submitted with bid to compare substitutions to specified equipment including included warranties.

Provide a proposed timeline indicating task required and the start and completion dates for each. Expectation is that order placement will commence as soon as possible after the contract is awarded. Please list project timeline in bidding documents.

Please state any intent to purchase off statewide, national, or federal contracts.

RFP INVITATION INSTRUCTIONS
(READ CAREFULLY)

(1) ALTERATIONS- Any alterations, additions or omissions of required information, changes of the specifications or RFP schedule, are at the risk of the vendor and may result in the rejection of the bid, unless the approver authorizes such changes.

(2) PROPOSALS- All proposals must be typed or written legibly in ink. **Vendors, verify bids before submission. No proposal may be withdrawn or changed after the official opening.**

(**3) DELIVERIES-** Montgomery County Government assumes no liability for merchandise or other materials delivered without written order of the purchasing director**.**

(4) RESPONSIBLE VENDORS- Failure of a vendor to execute a purchase order awarded to him or to comply with any of the terms and conditions therein may disqualify him from receiving future business.

(5) PROPOSING FIRM- The agent of the proposing firm hereby certifies to the best of his knowledge and belief that this bid/proposal submitted to Montgomery County has not been prepared in collusion with any other seller of similar products. The prices, terms and conditions of said bid/proposal have not been communicated by the undersigned nor by any employee or agent of the proposing firm to any other seller of similar products and will not be communicated to any such seller prior to the official opening of said proposal. The affiant further states that no official or employee of Montgomery County Government has promised any personal financial or other beneficial interest, either directly or indirectly in order to influence award of this RFP.

(**6) IMPORTANT- To be acceptable,** all bid/proposals must be on the correct form, and each such bid/proposal must be addressed and delivered to the Purchasing Director, Montgomery County, Tennessee, **350 Pageant Lane, Suite 101-E, Clarksville, TN 37040**, prior to the Bid/Proposal opening. Bid/Proposal envelopes must be **sealed** and **clearly** indicate the words, "RFP – F&M Arena Exterior LED Signage Replacement". Such bids/proposals delivered to other persons, locations, or on another form will not be acceptable. ***Electronic is an acceptable submission method via Bonfire at*** Portal — Open Opportunities - Montgomery County, TN.

All vendors, awarded contracts agree to the terms and conditions herein set forth.

The Purchasing Director reserves the right to reject any or all bids.

Elizabeth L. Black
Purchasing Director
Telephone: (931) 648-5720
elblack@montgomerytn.gov

Price Proposal

Price Proposal:

Vendor representative that is authorized to propose bid, please fill out the information below.

Replacement LED Signage Cost:_____

Cost in words:_____

Company:

Signed:

Printed Name:

Email:

Date

MONTGOMERY COUNTY
TENNESSEE
PURCHASING

Addenda Acknowledgment

The bidder acknowledges that they have received the following Addendum. The modifications to the bid documents noted therein have been considered and all costs thereto are included in the bid.

Company Name:_____

Bid/RFP Name:_____

Printed Representative Name:_____

Signature:_____

Addendum Number _____ **Date**_____
Addendum Number _____ **Date**_____
Addendum Number _____ **Date**_____

MONTGOMERY COUNTY
TENNESSEE
PURCHASING

Non-Boycott of Israel Act
TCA 12-4-1

Concerning the Non-Boycott of Israel Act (TCA 12-4-1 et seq.), by submission of this bid/quote/proposal, it is certified by each supplier and each person signing on behalf of any supplier. In the case of a joint bid/quote/proposal, each party thereto certifies as to its own organization, under penalty of perjury, that to the best of its knowledge and belief that each supplier is not boycotting Israel pursuant to § 12-4-1 and will not during the term of any award. ***Note: Applicable only to contracts of $250,000 or more and to suppliers with 10 or more employees.***

The undersigned hereby acknowledges receipt of these affidavits and certifies that submittal in response to this solicitation is in full compliance with the listed requirements. Failure to give proper acknowledge to issues concerning the above is grounds for bid rejection and may subject the signer to penalties as directed by the appropriate laws.

Organization Representative/Designee:

Organization Name:

Address:

Date:

MONTGOMERY COUNTY
TENNESSEE

PURCHASING

IRAN DIVESTMENT ACT

Certification of Non-inclusion

NOTICE: Pursuant to Divestment Act, Tenn. Code Ann. 12-12-106 requires the State of Tennessee Chief Procurement Officer to publish, using creditable information freely available to the public, a list of persons it determines engage in investment activities in Iran, as described in 12-12-105. Inclusion on this list makes a person ineligible to contract with the State of Tennessee; if a person ceases its engagement in investment activities in Iran, it may be removed from the list. A list of entities ineligible to contract in the State of Tennessee Department of General Services or any political subdivision of the State may be found here:

LIST OF INELIGIBLE ENTITIES

By submission of this bid, each bidder and each person signing on behalf of any bidder certifies, and in the case of a joint bid each party thereto certifies as to its own organization, under penalty of perjury, that to the best of its knowledge and belief that each bidder is not on the list created pursuant to T.C.A. 12-12-106.

Vendor Name (Printed) Address

By (Authorized Signature) Date Executed:

Printed Name and Title of Person Signing:

Montgomery County Government
Purchasing

Elizabeth L. Black
Purchasing Agent
350 Pageant Ln.
Suite 101-E
Clarksville, TN 37040
Phone: (931) 648-5720
elblack@montgomerytn.gov

_____
Contract Number

It is the policy of Montgomery County Government not to discriminate on the basis of race, color, national origin, age, sex, or disability in its hiring and employment practices, or in admission to, access to, or operation of its programs, services, and activities. With regard to all aspects of this contract, Contractor certifies and warrants it will comply with this policy.

Please Print:

_____
Contractor's Name

_____
Street Address

_____
City State Zip Code

_____
Contractor's Phone Number

I, **Name**, hereby agree to abide by the aforementioned non-discrimination statement and included Title VI regulations.

_____
Signature

_____
Date

For Title VI compliance, we ask for voluntary disclosure of the following information:

Ownership Type (please check all that apply):

___Woman-Owned Business
___Woman Minority-Owned Business
___African American-Owned Business
___Native American-Owned Business
___Hispanic-Owned Business
___Asian-Owned Business
___Veteran-Owned Business
___Business Owned by a Person with a Disability
___Other Option:_____

MONTGOMERY COUNTY
TENNESSEE

PURCHASING

Elizabeth L Black
Purchasing Director

350 Pageant Lane, Suite 101-E
Clarksville, Tennessee 37041

Email: elblack@montgomerytn.gov
Phone: (931) 648-5720

Prohibited Contract Clauses or Provisions

Montgomery County is not allowed to waive or limit liability, nor waive or limit the legal rights it would have under existing law to recover its losses under Tennessee law by contract. Powers to do so simply are not granted by the State to a county.

If through the statutory purchasing process, no acceptable supplies, materials, equipment and contractual services proposal is received, and the supplies, materials, equipment and contractual services are essential to the operation of Montgomery County, then and only then will Montgomery County consider a proposal with a limitation of liability, and then only "to the extent allowed by law". While a proposal may be made with a limitation of liability, no proposal with a limitation of liability will be considered if other otherwise acceptable proposals contain no limitation of liability. Acceptance of any proposal with a limitation of liability will be rare and strictly scrutinized.

Generally, contract clauses in derogation of the County's prohibitions are found in the list below and are not acceptable.

- Provisions requiring the County to pay taxes that we are exempt from paying under Tennessee law.
- Provisions requiring the County to pay cancellation fees, incidental or consequential damages, or punitive or exemplary damages. County is liable for actual damages only.
- Provisions requiring the County to pay punitive damages, attorney fees, collection costs, or costs of litigation.
- Provisions requiring the County to agree to assume the risk of liability which might otherwise fall on other parties are void as both an unauthorized attempt to abrogate sovereign immunity and an unauthorized attempt to lend the County's credit (Tenn. Const. I, § 17; Tenn. Const. art. II, § 31).
- Provisions requiring the County to insure, guarantee, or indemnify or hold harmless the Vendor or any party from claims which may arise out of the Agreement or be brought by third parties (OAG 93-1, OAG No. 99-095, OAG 04-065).
- Provisions that limit or cap the total liability of any other party.

- Provisions requiring the County to purchase or obtain liability, property, or other insurance or a performance bond. The County self-insures its exposures in general liability.
- Provisions designating the governing law of a state other than Tennessee.
- Provisions designating the Venue for any claim brought against the County other than Tennessee.
- Provisions requiring confidentiality and nondisclosure that violate the Tennessee Open Records Act (T.C.A. § 10-7-101, *et seq*.). Except as otherwise provided by statute, all County records are public records and open to inspection by any citizen of this State (T.C.A. § 10-7-503).
- Provisions providing for a limitation of time in which the County may bring suit (T.C.A. § 28-1-113).
- Provisions limiting the Vendor's maximum liability. The County cannot waive its right to recover from the vendor what the law would provide under otherwise governing applicable legal principles. In part, it is impermissible for counties to agree to limitations on liability and indemnification clauses because it appropriates money and nullifies governmental immunity without the consent of the legislature. The general existing applicable law regarding duties and liability cannot be waived. Response proposals may be made with limitations of liability subject to the complete statement above.
- Provisions that simply attempt to restate the existing law.

The above is not an exhaustive list. Different contract clauses may set out prohibited duties and rights, and/or limitations/waivers differently.

All proposed contracts for Montgomery County's review must be delivered as a WORD document for use to exchange revisions.