VILLAGE OF KEY BISCAYNE

Office of the Village Manager

MEMORANDUM

Village Council
Mayra P. Lindsay, *Mayor*
Franklin H. Caplan, *Vice Mayor*
Luis F. de la Cruz
Theodore Holloway
Michael E. Kelly
Edward London
James S. Taintor

Village Manager
John C. Gilbert

DATE: December 1, 2015

TO: Honorable Mayor and Members of the Village Council

FROM: John C. Gilbert, Village Manager

RE: Council Chamber Audio Visual Upgrade

RECOMMENDATION

It is recommended that the Village Council select BIS Digital for the purchase and installation of audio visual equipment for the Council Chamber and Channel 77 studio in an amount not to exceed $141,272.60.

BACKGROUND

The Village Council Chamber currently uses standard definition (SD) analog cameras and a mix of audio equipment installed in 2002 when the Key Biscayne Fire Rescue Station and Council Chamber were built. The current set-up is not producing quality live broadcasts or streaming content. This has prompted the Village to pursue an upgrade with new, state-of-the-art digital cameras and audio equipment. The Council Chamber will also get new microphones and projectors to make it easier to view presentations.

Village Staff received three (3) bids for an audio visual upgrade to improve the Council Chamber and Channel 77 studio. After careful review of the attached proposals (see Exhibits A and B), Staff recommends the lowest and most responsive bidder, BIS Digital, for the upgrade. Staff is confident that this audio visual upgrade as well as the improved streaming of live and on demand content discussed at the November 17th Council Meeting will improve the quality for viewers.

This project will be funded by the Capital Improvement Fund.

Reviewed by Mr. Chad Friedman from Weiss Serota Helfman Cole & Bierman as to form and legal sufficiency.

RESOLUTION NO. 2015 -

A CAPITAL PROJECT AUTHORIZING RESOLUTION OF THE VILLAGE COUNCIL OF THE VILLAGE OF KEY BISCAYNE, FLORIDA, SELECTING BIS DIGITAL, INC. FOR THE PURCHASE AND INSTALLATION OF THE AUDIO VISUAL EQUIPMENT UPGRADE FOR THE CHANNEL 77 STUDIO AND VILLAGE COUNCIL CHAMBER; PROVIDING FOR AUTHORIZATION; AND PROVIDING FOR AN EFFECTIVE DATE.

WHEREAS,the Village of Key Biscayne, Florida (the "Village") recently sought proposals for the purchase and installation of an audio/video equipment upgrade (the "Equipment") for the Channel 77 Studio and Village Council Chamber; and

WHEREAS, after review and consideration of the proposals submitted, the Village staff recommended that the Village Council select BIS Digital, Inc. (the "BIS") for the purchase and installation of the Equipment as they were the lowest responsive responsible bidder; and

WHEREAS, the Village Council desires to select BIS for the purchase and installation of the Equipment, and authorizes the Village Manager to execute a purchase order with BIS, consistent with the proposal attached hereto as Exhibit "A;" and

WHEREAS, the Village Council finds that this Resolution is in the best interest and welfare of the residents of the Village.

NOW, THEREFORE, BE IT RESOLVED BY THE VILLAGE COUNCIL OF THE VILLAGE OF KEY BISCAYNE, FLORIDA, AS FOLLOWS:

Section 1. Recitals Adopted. Each of the above stated recitals are hereby adopted, confirmed and incorporated herein.

Section 2. BIS Selected. The Village Council hereby selects BIS for the purchase and installation of the Equipment in an amount not to exceed $141,272.60 as further provided in the

proposal attached hereto as Exhibit "A."

Section 3. **Village Manager Authorized.** The Village Manager is hereby authorized to execute a purchase order with BIS for the purchase and installation of the Equipment in an amount not to exceed $141,272.60 consistent with the proposal attached hereto as Exhibit "A."

Section 4. **Effective Date.** This Resolution shall be effective immediately upon adoption.

PASSED AND ADOPTED this ____ day of _____, 2015.

_____
MAYOR MAYRA PEÑA LINDSAY

ATTEST:

_____
CONCHITA H. ALVAREZ, MMC, VILLAGE CLERK

APPROVED AS TO FORM AND
LEGAL SUFFICIENCY

_____
VILLAGE ATTORNEY

BIS Digital

Integrating Excellence™

Business Information Systems, Inc
1350 NE 56th Street, Suite 300 • Ft. Lauderdale, FL 33334
Phone: (800) 834-7674 • Fax: (877) 858-5611

Village of Key Biscayne, Fl. - Council Chambers Digital AV Integration, Room Control, Broadcast & Control Room Solutions

Date Thursday, November 19, 2015

Quote Number Q-8009384-11.19.2015
Village of Key Biscayne, Fl. - Council Chambers Digital AV Integration, Room Control, Broadcast & Control Room Solutions

Sales Consultant Bradley Uthe
(800) 834-7674 / bradley.uthe@bisdigital.com

Primary Contact Michael Fleming, Information Technology
88 W. Mcintyre Street
Key Biscayne, Fl 33149
(305) 365-8912 / (786) 385-7661 (Fax)
mfleming@keybiscayne.fl.gov (Email)

Billing Address Village of Key Biscayne (FL) / A-1006910
88 W. Mcintyre Street
Key Biscayne, Fl 33149

Shipping Address _____

Users To Train _____

Wiring Required Yes

Installation Notes _____

Item	Code	Qty	Unit Price	Total Price
Biamp Professional Digital PA Mixer AVB Capable w/12 inputs & 8ch USB out	BIS-MX-AVB-USB8	2	$3,700.00	$7,400.00
Biamp 5-port AVB Network Switch	BIS-MX-AVB-5NS	1	$499.99	$499.99
Biamp 4ch Output AVB Expander	BIS-AVB-OUT4	1	$1,400.00	$1,400.00
Biamp Multi-Channel Audio Amplifier (50W)	BIS-PA-MCA050	2	$1,875.00	$3,750.00
Biamp Surface Mount Control (For Professional Digital PA Mixer Only)	BIS-MX-SM1	1	$628.00	$628.00
Biamp PoE+ Injector (For BIS-MX-AVB-24NS Only)	BIS-MX-AVB-PoE	2	$149.99	$299.98

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Icron - USB over Cat5 Range Extender (For Pro PA Mixer w/USB only)	BIS-USB/CAT5	1	$630.00	$630.00
Biamp 50W transformer for 25/70/100V systems (For BIS-PA-MCA050)	BIS-MCA050-70	2	$69.00	$138.00
Audio Technica 21" Gooseneck Microphone w/Mute Switch and Light w/ 120 degree cardiod mic element – 9 Dias members	BIS-M-GNMS-21	9	$429.00	$3,861.00
Audio Technia Microphone Shock Mount Plate w/XLRF Connector – 9 Dias members	BIS-MS-338646	9	$99.00	$891.00
Auido Technica Unipoint Gooseneck Microphone (Long) – One Dias member	BIS-M-U55857quL	1	$450.00	$450.00
BIS Digital Gooseneck Microphone Quickmount Stand w/ Mute Switch – one Dias member	BIS-MS-GNM	1	$110.00	$110.00
Audio Technica UHF Wireless System with Gooseneck Microphone – For Podium	BIS-M-W66GM	2	$854.00	$1,708.00
Audio Technica UniPoint Microphone Shock Mount – for podium wireless mics	BIS-MS-338662	2	$90.00	$180.00
Audio Technica UHF Wireless Mic System 2120 – Hand-Held for Gallery	BIS-M-W662120	2	$799.00	$1,598.00
Joining Hardware for Wireless Mic System	BIS-MK-118630	2	$32.00	$64.00
Atlas Handheld Microphone Desk Stand – For Gallery	BIS-MS-HHD	2	$49.99	$99.98
Atlas Fap42T - 4" Non-Tile Ceiling Speakers - White (Pair) – For Dias Speakers (6) – Control Room – Back Room	BIS-SP-CNT4	4	$300.00	$1,200.00
Atlas FAP82T - 8" Non-Tile Ceiling Speakers - White (Pair) _For Gallery & Hallway speakers	BIS-SP-CNT2	5	$450.00	$2,250.00
JBL 25 AV - 5.25" 100W Indoor/Outdoor Wall Mount Speaker (White) – Outside front door	BIS-SPRK-WM-5.25W	1	$292.00	$292.00
Atlas 8" Drop Tile Ceiling Speakers - White (Pair) – For Restrooms	BIS-SP-DTC	1	$250.00	$250.00

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BIS Digital Enterprise Room Control Manager Placed on BIS provided PC server	BIS-HCMK	1	$8,400.00	$8,400.00
BIS Digital Enterprise Room Control Manager Web Panels Add on 10 Panels each set	BIS-HCM-WP	2	$1,800.00	$3,600.00
BIS Digital Enterprise Room Control Manager Programming (1 day)	BIS-HCM-PGM	4	$1,750.00	$7,000.00
Audio/Video PC / Server for BIS Digital Enterprise Room Control Manager & DCR2 Recording software	BIS-COM-WIN7	1	$1,500.00	$1,500.00
Apple iPad Air 2 (16GB)	BIS-iPad-Air2	1	$599.00	$599.00
iPad Connection Kit (HDMI)	BIS-iPCK-HDMI	1	$115.00	$115.00
iPad Security Mount (Black)	BIS-iPad-SMNT-B	1	$119.00	$119.00
Sony - HD/SD-SDI PTZ Camera – BRCZ700	BIS-CBL-CON	4	$6,600.00	$26,400.00
DataVideo Broadcast Switcher (HD/SD-SDI)	BIS-SW-BS-HDSDI	1	$7,500.00	$7,500.00
DataVideo Character Generator (HD/SD-SDI)	BIS-CH-GEN-HDSDI	1	$5,900.00	$5,900.00
Atlona HDMI over Cat5 Distribution Amp (1in/4out)	BIS-HDMI-CAT1/4	2	$1,199.00	$2,398.00
Atlona HDMI over Cat5 Distribution Amp (1in/8out)	BIS-HDMI-CAT1/8	1	$1,999.00	$1,999.00
NEC 7200-lumen Advanced Professional Installation Projector	BIS-PRJ-7200M	2	$5,699.00	$11,398.00
NEC Projector Mount BIS-PRJ-7200	BIS-PRJ-7200M	2	$349.00	$698.00
Vutec 123" HD 16:9 format – Fixed Bright white screen – 65" x 112" size – viewing 60" x 107"	BIS-CBL-CON	2	$1,083.00	$2,166.00
Non-Commercial Grade LED Monitor Series 2 (48") with Stand for Control Room	BIS-NCG-LED48-S2	1	$1,199.99	$1,199.99
Non-Commercial Grade LED Monitor Series 2 (55") for Hallway	BIS-NCG-LED55-S2	1	$1,999.99	$1,999.99
Flat Screen Tilting Wall Mount (37"-90") see standard rigging practices for 55" TV	BIS-TVM-T37/90	1	$349.00	$349.00

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Global Cache Control System Protocol Converter for 2 non-commercial grade LED monitors	BIS-N-HA	2	$495.00	$990.00
Presentation System Podium 432 (32" Wide) * Requires Customer Signoff Prior to Ordering see specs. Sheet	BIS-PS-P432	1	$3,360.00	$3,360.00
Atlona HDBaseT Input Switcher (For BIS-DPSS-824 Only) – 1 podium & 5 Dias	BIS-SW-HBT-824	6	$499.99	$2,999.94
Atlona Digital Presentation Scaler/Switcher (8 in / 2 out) 1 Podium – 2 control room	BIS-DPSS-824	3	$3,200.00	$9,600.00
Atlona - Receiver for BIS-HDMI-CAT1/x – for viewing screens	BIS-HDMI-CATRX	11	$205.00	$2,255.00
Sony Commercial Grade Blu-Ray	BIS-Blu-Ray-C	1	$560.00	$560.00
Atlas Power Supply & Conditioner w/RFI & EMI Filtering	BIS-PWR-CON	1	$475.00	$475.00
HDMI Cables (3ft.)	BIS-HDMI-3FT	27	$7.99	$215.73
Belden HD-SDI Cable (1000ft)	BIS-HDSDI-CX	1	$1,200.00	$1,200.00
West Penn CAT6 Cable (Plenum) - 1,000ft Roll	BIS-W-CAT6	4	$499.00	$1,996.00
West Penn Microphone Wire (Plenum) - 1,000ft Roll	BIS-W-MP	2	$390.00	$780.00
West Penn Speaker Wire (Plenum) - 1,000ft Roll	BIS-W-SP	4	$450.00	$1,800.00
Misc hardware , Cables and Connectors	BIS-CBL-CON	1	$3,000.00	$3,000.00
BIS Digital Customized On-site Setup, Installation and Training	SIT	1	$12,900.00	$12,900.00
Discount For Village of Key Biscayne	DISC	1	($21,400.00)	($21,400.00)
BIS Digital Annual DCR On-Site Service & Support (Contract to be issued upon installation)	NMNT-DCR	1	$9,500.00	$9,500.00
			Sales Tax Rate	_____%
			Total (Excluding Sales Tax)	$141,272.60

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All specifications are subject to change without notice. All computers sourced from third parties must first be approved by BIS Digital prior to purchase.

Village of Key Biscayne will provide Microsoft Surface PCs for the BIS Enterprise Room Control touchscreen and the ability to present from the Dias.

The Dias is wired at 6 locations for HD monitors to purchase and install at a later date. This would be able to view all the presentation technology in the room.

Two NEC 7200 lumen projectors are to be mounted within the room with two Vutec 123" HD 16;9 format Bright White Fixed Screens mounted directly to the right / left walls.

Equipment Supply

BIS Digital will furnish the equipment as specified herein. Revisions to this contract are made by approved written "Change Order". BIS reserves the right to bill for equipment as stored materials when delivery or installation is not possible. There are no additional implied or expressed operations of the system other than stated within.

Electrical Installation

The customer provided electrical contractor will install all AC power, relay switches & conduit as required for the proposed systems. If required, the customer provided electrician will be responsible for providing and hanging all rigid electrical junction boxes, conduit and installing same. BIS Digital has recommended and asked for Dedicated Electrical Power to be installed at `the head-end, controlled end-user equipment or at the same location of final control(s). Dedicated Power shall be the responsibility of the end-user and any external noise or factors creating noise within the systems not exposed by installed electronic equipment shall not be BIS Digital, Inc. responsibility and shall not be reason for any hold-backs whatsoever by any party.

Equipment Installation and Head End Connections

BIS Technicians will install all specified equipment and make all final circuit terminations in the head-end equipment racks. The customer will provide all custom carpentry or custom room preparations as required prior to the installation. The customer will provide scaffold or high reach for all installation work in ceilings over fourteen feet. All network connection(s) are to be provided by the customer. Any changes, alterations or deviations from the Equipment and installation obligations specified herein involving extra cost for labor or material will be executed only on written orders for the same. The cost of any added labor or material will become an extra charge over and above the total specified on the Agreement.

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Order Summary

Date	Thursday, November 19, 2015
Quote Number	Q-8009384-11.19.2015
Account Name	Village of Key Biscayne (FL)
Total (Excluding Sales Tax)	$141,272.60

Terms and Conditions

Effective Period	This proposal is a firm offer for 30 days from quote date Thursday, November 19, 2015.
Tax Status	Sales tax will be added to invoice unless Tax Exempt Form is on file with BIS Digital.
Payment Terms	**Deposit**: All orders above $5,000 require a 50% deposit. Once the order and deposit is confirmed {received} by BIS Digital, scheduling of the installation / and shipment of goods will occur. **Balance:** The remaining balance is to be paid on the completion of the installation. {delivery of goods at customer site}
Restocking Fee	20% restocking fee will be charged for all cancelled orders
Site Preparation	Customer is required to supply all conduit and cable pulls not listed on this quote. Customer will be responsible for any additional wiring or installation supplies needed during installation.
Training	BIS Digital will provide full training of all system users per agreed training schedule.
Limited Warranty	All BIS supplied new systems (Hardware & Software) are covered for 90 days following date of installation/delivery. Warranty does not cover On-Site Technical Support, Shipping costs, or Software upgrades (See Software Assurance below).
Software Assurance	Annual DCR Software Assurance Subscription entitles user to all bug fixes and annual updates for DCR Software during the term at a cost of $350 per license/year.

This signature and Purchase Order number states acceptance to the above price, terms and conditions, authorizing BIS Digital, Inc. to order, install and bill for the above equipment:

*** Accepted by:** _____ _____
Name Title

_____ _____
Signature Date

*** Accounts Payable Information** *** Required for order to be processed***

A/P Contact: _____ _____
Name Phone Number

_____ _____
Email Address Fax #

Is a Purchase Order required for processing? _____ **P.O #** _____

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CONFIDENTIAL PROPOSAL

15712 SW 41st Street, Suite 11 Davie, FL 33331 - Phone 954-384-4286 - Fax 954-473-0205 - www.whitlock.com

Name	Michael J. Fleming (IT Manager)	**Date**	7/29/2015 Revised 11/19/2015
Company	Village of Key Biscayne	**Valid Period**	Sixty (60) days
Address 1	88 W McIntyre St	**Freight Terms**	FOB Dest., Ppd & Allow
Address 2		**Payment Terms - Pricing is based on payment via check, ACH or wire transfer**	Deposit required plus monthly invoicing
City, State, Zip	Key Biscayne, FL, 33149	**Quote ID**	39157
Phone	305-365-8912	**Account Executive**	Chelsea Young
Fax	305-365-5556	**Account Executive Cell Phone**	954-610-4569
Cell		**Account Executive E-Mail**	YoungC@whitlock.com
E-Mail	mfleming@keybiscayne.fl.gov	**System Designer**	Andrew Menendez

Project Upgrade Council Chambers - Online Lead

Quantity	Room Type	Cost Per	Extension
Upgrade Council Chambers - Online Lead - Room 1			
1	Equipment	178,029.19	178,029.19
1	Cable, Connectors & Misc Integration Hardware	8,680.29	8,680.29
1	Integration Labor	43,240.00	43,240.00
1	Project Transportation & Freight Charges	8,235.32	8,235.32
	Subtotal	238,184.80	238,184.80

Total Listed Equipment	**178,029.19**
Cable, Connectors, & Miscellaneous Integration Hardware	**8,680.29**
Integration Labor Services	**43,240.00**
Technology Adoption Services	**0.00**
Project Transportation & Freight Charges	**8,235.32**
Total Integrated System (Pre-Tax)	**238,184.80**
Warranty/Priority Service Plan (Year One)	**9,800.00**
Estimated Sales Taxes (If Applicable)	**-**
Total Integrated System (Inclusive of Taxes)	**247,984.80**
Bond Amounts (If Applicable)	**-**
Total Integrated System (Inclusive of Taxes & Bonds)	**247,984.80**
Grand Total	**247,984.80**

Multi-Year Service Options	
Year Two Priority Service Plan Renewal	**10,400.00**
Year Three Priority Service Plan Renewal	**11,000.00**
Year Four Priority Service Plan Renewal	**11,600.00**
Year Five Priority Service Plan Renewal	**12,200.00**
Three-Year Prepaid Priority Service Plan Option	**28,080.00**

Multi-Year Technology Adoption Services	
Year Two TAS Renewal	**-**
Year Three TAS Renewal	**-**
Year Four TAS Renewal	**-**
Three-Year Prepaid TAS Option	**-**

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Upgrade Council Chambers - Online Lead - Room 1 — **Qty of Rooms: 1**

Item	Qty	Manufacturer	Part Number	Description	Price	Total
Display Systems						
				Audience Side Monitors	-	-
	2	NEC	E905	90" LED LCD Public Display Monitor, 1920 x 1080 (FHD), 3 year standard warranty.	10,105.33	20,210.66
	2	CRESTRON	DM-RMC-4K-SCALER-C	4K DigitalMedia 8G+® Receiver & Room Controller w/Scaler	1,200.00	2,400.00
	2	CHIEF	XTM1U	X-Large Fusion Micro-Adjustable Tilt Wall Mount	267.52	535.04
	2	CHIEF	PACPC1	Power Conditioner Accessory	133.76	267.52
	2	CHIEF	FCA110	FUSION CAT5/Surge/CPU Adapter	15.96	31.92
				Audience Main Front Monitors for Audience and Council Members	-	-
	4	NEC	E585	58" LED LCD Public Display Monitor/TV, 1920x1080 (FHD), 3 Year Warranty	1,560.00	6,240.00
	4	CRESTRON	DM-RMC-4K-SCALER-C	4K DigitalMedia 8G+® Receiver & Room Controller w/Scaler	1,200.00	4,800.00
	2	CHIEF	LCB1U	FUSION™ Large Flat Panel Ceiling Mount LCB Single Back-to-Back Display Series	471.96	943.92
	2	CHIEF	CMA330	8" (203 mm) Offset Ceiling Plate	48.04	96.08
	2	CHIEF	CMS0305	3-5' Adjustable Extension Column	116.28	232.56
	2	CHIEF	CMA643	Decorative Ring for CMS Outer Adjustable Column	11.03	22.06
	4	CHIEF	PACPC1	Power Conditioner Accessory	133.76	535.04
	4	CHIEF	FCA520	FUSION™ Universal Clamp Kit	34.20	136.80
				Lobby Monitor	-	-
	1	NEC	E505	E505- 50" LED LCD Public Display Monitor/TV, 1920x1080 (FHD), 3 Year Warranty	989.33	989.33
	1	CRESTRON	DM-RMC-4K-SCALER-C	4K DigitalMedia 8G+® Receiver & Room Controller w/Scaler	1,200.00	1,200.00
	1	CHIEF	LTM1U	Large Fusion Micro-Adjustable Tilt Wall Mount	226.48	226.48
	1	CHIEF	PACPC1	Power Conditioner Accessory	133.76	133.76
	1	CHIEF	FCA110	FUSION CAT5/Surge/CPU Adapter	15.96	15.96
				Control Room Monitor	-	-
	1	NEC	E325	32" LED LCD Public Display Monitor/TV, 1920x1080 (FHD), 3 Year Warranty	494.67	494.67
	1	CRESTRON	HD-SCALER-HD-E	High-Definition Video Scaler, HDMI® In, HDMI Out	333.33	333.33
	1	CHIEF	TS325TU	Medium THINSTALL Dual Swing Arm Wall Display Mount - 25" Extension	324.52	324.52
				Display Systems Total		40,169.65
Routing & Switching Systems						
				Matrix Switcher and Cards	-	-
	1	CRESTRON	DM-MD16X16-RPS	16x16 DigitalMedia™ Switcher w/Redundant Power Supply	6,533.33	6,533.33
	4	CRESTRON	DMC-4K-C	HDBaseT® Certified 4K DigitalMedia 8G+® Input Card for DM® Switchers	866.67	3,466.68
	3	CRESTRON	DMC-4K-HD	4K HDMI® Input Card for DM® Switchers	533.33	1,599.99
	1	CRESTRON	DMC-4K-HD-DSP	4K HDMI® Input Card w/Downmixing for DM® Switchers	666.67	666.67
	2	CRESTRON	DMC-DVI	DVI/VGA Input Card for DM® Switchers	533.33	1,066.66
	4	CRESTRON	DMC-4K-CO-HD	2-Channel HDBaseT® Certified 4K DigitalMedia 8G+® Output Card for DM®	866.67	3,466.68
	2	CRESTRON	DMC-4K-HDO	2-Channel 4K Scaling HDMI® Output Card for DM® Switchers	1,200.00	2,400.00
	1	CRESTRON	DM-PSU-16	16-Port PoDM Power Supply for DM 8G+® I/O Cards	1,166.67	1,166.67
				Routing & Switching Systems Total		20,366.68
Video Broadcast & Production System						
				Broadcast Switcher and Cameras Controller	-	-
	1	SONY	MCS8M	Compact Audio Video Mixing Switcher	6,600.00	6,600.00
	1	SONY	RMIP10	IP Remote Controller for the BRC-H900, BRC-Z700, and BRC-Z330	2,000.00	2,000.00
				HD PTZ Cameras	-	-
	4	SONY	BRCZ700	HD 1/4 3CMOSs P/T/Z Color Video Camera for broadcast & video production	6,795.00	27,180.00
	4	SONY	BRBKIP7Z	Sony BRC camera IP control interface card for the BRC-Z700 camera.	1,875.00	7,500.00
	4	SONY	BRCWMALL	Wall Mount Bracket for Select BRC Cameras	220.00	880.00
				Preview Monitors	-	-
	2	SONY	LMDA220	22-in Production Video LCD Monitor	3,600.00	7,200.00
	4	SONY	LMD941W	Full-HD 1920 x 1080 9-inch LCD monitor	2,461.33	9,845.32
				Down Converters	-	-
	3	AJA	HD10MD3	HD down-converter, 10-bit, HD-SDI/SDI to SDI, YPbPr/RGB/NTSC/PAL	995.00	2,985.00
				Video Broadcast & Production System Total		64,190.32
Sources						
		OFE	COMPUTER	Owner provided desktop computer located in C/Room	-	-
		OFE	LAPTOP	Owner or Presenter provided Laptop computer to connect at the Podium	-	-
		OFE	CABLE BOX	Owner provided Comcast and/or ATT Cable Box	-	-
		OFE	DVD RECORDER	Owner provided DVD Recorder Panasonic DMR-EH69	-	-
	1	CRESTRON	AM-100	AirMedia™ Presentation Gateway	1,066.67	1,066.67
	2	CRESTRON	DM-TX-200-C-2G-B-T	Wall Plate DigitalMedia 8G+™ Transmitter 200, Black Textured	933.33	1,866.66
	1	JVC	SR-HD2500	Blu-Ray Disc & HDD Recorder with HD-SDI	3,966.67	3,966.67
	1	SAMSUNG	BD-H6500	Blu-ray Player	181.33	181.33
				Sources Total		7,081.33
Audio Systems						
				DSP Audio Matrix Mixer and accessories	-	-
	2	SYMETRIX	80-0087	Radius AEC: Dante DSP Matrix Mixer, 8 mic/line AEC ins, 4 line ins, 8 line outs 1RU	2,665.33	5,330.66
	1	SYMETRIX	80-0062	4 Channel AEC Input Card	318.67	318.67
	1	SYMETRIX	80-0065	2 Line VoIP Interface Card	305.33	305.33
				Multi-zone Amplifier and speakers	-	-
	22	TANNOY	8001 7520	CMS 603ICT BM - 6.5" ICT wide bandwidth, high power ceiling speaker	202.67	4,458.74
	2	TANNOY	8001 7981	AMS 6ICT (white) - 6.5" ICT wide bandwidth, high power surface mount speaker	205.33	410.66
	2	TANNOY	8001 8116	VariBall AMS 6/8 (white)	29.33	58.66
	1	LAB.GRUPPEN	992238005	C10:8X - 2RU Eight-channel class D power amplifier: 8 x 125W@4/8/16Ω or 70V	2,053.33	2,053.33
				Microphones and accessories	-	-
				Podium Microphones	-	-
	2	BEYERDYNAMIC	722421	Classis GM 305 T Condenser gooseneck mic (cardioid), black, length 20"	309.96	619.92

Whitlock
Share it with the world.

Item	Qty	Manufacturer	Part Number	Description	Price	Total
	2	BEYERDYNAMIC	711136	WA-TGOP Adapter to connect Gooseneck microphone to TG 1000 Bellpack	40.00	80.00
	2	BEYERDYNAMIC	706221	TG L58c (TG) Mini condenser lavalier microphone (omnidirectional), black	132.00	264.00
	4	BEYERDYNAMIC	711950	TG 1000 C Bellpack Transmitter UHF 470-698 MHz (excl. 608-614 MHz)	988.40	3,953.60
	2	BEYERDYNAMIC	711365	TG 1000 Digital Dual Receiver UHF 470-698 MHz (excl. 608-614 MHz)	3,126.65	6,253.30
				Dais Microphones	-	-
	10	BEYERDYNAMIC	724246	Classis GM 306 Condenser gooseneck mic (cardioid), black, length 600 mm (24")	251.16	2,511.60
	10	BEYERDYNAMIC	454559	ZSH 20 Flexible shockmount fixture for gooseneck mics	36.12	361.20
	1	CLOCK AUDIO	TS001	Touch sensitive switch and Bi-Color Halo ring combination designed for remote switching from DSP.	152.00	152.00
				Audience Microphones	-	-
	2	BEYERDYNAMIC	711047	TG 1000 C Handheld Transmitter UHF 470-698 MHz (excl. 608-614 MHz)	932.40	1,864.80
	2	BEYERDYNAMIC	711438	TG V50w Interchangeable capsule (Dynamic, cardioid), for TG 1000 series, incl. bag	139.99	279.98
	1	BEYERDYNAMIC	711365	TG 1000 Digital Dual Receiver UHF 470-698 MHz (excl. 608-614 MHz)	3,126.65	3,126.65
				Wireless System Accessories	-	-
	2	BEYERDYNAMIC	711144	WA-CD NiMH charging device for UP TO 4 TG 1000 handheld/ belt pack transmitter	540.40	1,080.80
	2	BEYERDYNAMIC	707732	MS-50 Antenna wall mount. Sold individually	74.17	148.34
	2	BEYERDYNAMIC	711578	WA-AC25 BNC antenna cable, length 25m, low attenuation cable	185.11	370.22
	2	BEYERDYNAMIC	711004	WA-ATDA 470-790 MHz active/ passive directional antenna	465.73	931.46
				Audio Systems Total		34,933.92

Remote Control Systems

				Main Control Processor	-	-
	1	CRESTRON	PRO3	3-Series Control System®	3,533.33	3,533.33
				Control Room Touch Panel Controller	-	-
	1	CRESTRON	TSW-1050-B-S	10.1" Touch Screen, Black Smooth	1,600.00	1,600.00
	1	CRESTRON	TSW-1050-TTK-B-S	Tabletop Kit for TSW-1050 & TSW-1052, Black Smooth	166.67	166.67
	1	CRESTRON	TSW-550/750/1050-SMK	Swivel Mount Kit for TSW-550-TTK, TSW-750-TTK & TSW-1050-TTK	133.33	133.33
				AV Network Switch	-	-
	1	LUXUL	AMS2616P	AV Series 26-port/16 PoE+ Gigabit Managed Switch	825.00	825.00
				Remote Control Systems Total		6,258.33

Equipment Racks & Furniture

		OFE	AV RACK	Owner provided 44RU AV rack	-	-
	1	MILLER MILLWORKS	MMRL4030	Radius series contemporary lectern, 37"-44" width; 30" depth	3,646.67	3,646.67
	1	MILLER MILLWORKS	MMOP-1038	Heavy duty recessed casters	140.00	140.00
	1	TRIPPLITE	PDU1215	PDU Basic 120V 15A 5-15R 13 Outlet 5-15P Horizontal 1URM	72.37	72.37
	1	TRIPPLITE	UL800CB-15	Waber Power Strip 120V 5-15R 10 Outlet Metal 15ft Cord 5-15P	57.33	57.33
	1	TRIPPLITE	SMART3000RM2U	3000VA 2250W UPS Smart Rackmount AVR 120V USB DB9 SNMP 2URM	1,112.59	1,112.59
				Equipment Racks & Furniture Total		5,028.96

Total Listed Equipment	**178,029.19**
Cable, Connectors, & Miscellaneous Integration Hardware	**6,680.29**
Integration Labor Services	**43,240.00**
Project Transportation & Freight Charges	**8,235.32**
Sub Total	**238,184.80**
Qty of rooms	**1**
Total Integrated System (Pre-Tax)	**238,184.80**
Estimated Sales Taxes (If Applicable)	**-**
Total Integrated System (Inclusive of Taxes)	**238,184.80**

PRO
SOUND & VIDEO

September 2, 2015

Mr. Peter Kulpa
Village of Key Biscayne
88 West McIntyre St.
Key Biscayne, FL 33149

RE: **Council Chambers – Audio/Video Upgrade**
Key Biscayne

Dear Mr. Kulpa:

Thank you for your consideration of Pro Sound & Video in upgrading your audio-visual systems. Below we enumerate the work being performed per our attached equipment list:

Scope of Work:
The following proposal incorporates both material and labor to integrate new video/audio components into the Council Chambers located at 560 Crandon Blvd.

Projector
A new 5200 lumen NEC projector utilizing a High Definition 1920x1200 resolution will replace the existing Standard Definition projector. The NEC projector will hang off of the existing mount and display images on the existing 4:3 Draper Envoy screen.

LCD Displays
Two new Sharp 43" HD LCD displays will hang from articulating arm mounts on each side of the Council Chambers. These units will essentially act as reinforcement monitors allowing members in the audience to see the content or video being presented. Also, ten 10" Samsung LCD monitors will be provided and mounted into the existing Council Chambers bench. These units will act as reinforcement monitors for the officials that sit at the bench. The existing Vizio display located in the back of house will also be able to show content. Backing reinforcement, cabinetry fabrication, and power for the displays will be provided the facilities dept. of Key Biscayne.

Recording
A Crestron Capture HD Pro will be provided and installed into the main head-end rack. This unit will allow users to record proceedings within the Council Chambers space with the touch of a button. The recording will include both audio and video that will save as a MPEG4 file which can then be sent/saved to a storage drive at the IT departments' choosing.

1375 NE 123 Street
Miami, FL 33161
TEL: (305) 891.1000
FAX: (305) 891.3000

Mr. Peter Kulpa
Village of Key Biscayne
September 2, 2015

Inputs
The existing podium will be reused. A Crestron DM plate will be installed into the podium. This plate will allow users to connect the following inputs:

- HDMI
- VGA
- 3.5mm jack for audio

This plate will convert these signal to a CAT5 (RJ45 connection) output. The output from the plate will then connect into a new Crestron DM RJ45 input that will be located into each of the three existing floor boxes. These floor box connections will tie back to rack room via CAT5 cable. Lastly, a Crestron Air Media unit will allow users to present content wirelessly within the space by logging into the unit through a 4-digit pass code displayed onto the screen. The Air Media will allow laptops, tablets and phones to connect and present content.

Cameras
The existing cameras will be replaced with new Panasonic PTZ units. These cameras output full 1080P HD video and allow for 30x optical zoom. The units will tie into the main Crestron video switcher and will also connect to a Panasonic Remote Camera Controller via an Ethernet switch. The camera controller will be positioned in the rack room allowing Key Biscayne personnel to control camera functions to any of the four units when desired. The video from the Panasonic cameras will be displayed on a local Samsung 22" LED monitor.

Video Switching & Routing
A Crestron Digital Media 32x32 matrix switcher will act as the main distribution center. All video signals will pass through and route to the outputs. We have provided connectivity for three podium locations, four camera inputs via SDI, an Air Media unit and a dedicated PC to pass through to the Crestron DM switcher. Any one of these inputs will have the ability to be routed to the display preference at Key Biscayne personnel's choosing, whether it be a LED panel, the projector or the recorder. We have also included a video output that can be distributed directly into the Cable TV feed. We have included scalers on all outputs to ensure that the proper resolution is identified allowing the video to fill the screen accordingly.

Audio Switching & Routing
A QSC audio router that incorporates digital signal processing will distribute audio. 11 hard-wired microphones along with two existing wireless receivers and three line-level audio inputs will feed into the QSC core unit. The audio will pass through and feed into two QSC 70v amplifiers. The amplifiers will provide five independent zones within the Council Chambers, Lobby and Outdoor areas. We have included two additional audio output feeds; one connecting directly into the recorder and the latter being provided for the Cable TV feed if needed.

Control
A 10" Crestron LCD touch panel will reside in the rack room. The touch panel will tie back to a dedicated control processor that will send signals via RS-232. The panel will allow any user to come into the space and turn the system on/off, switch between different sources and adjust volume settings. Simplistic, ease of use is the goal for programming the panel which will be completed by a Pro Sound Certified Crestron technician. We will provide layouts of the page-flips prior to loading the code.

Mr. Peter Kulpa
Village of Key Biscayne
September 2, 2015

Rack
The existing rack on-site will be reused. The head-end equipment will be removed and the rack will be taken back to Pro Sound's shop to be populated.

All cabling and hardware have been included to provide a turnkey solution. The bill of materials & design are based on the site visit from July 10, 2015 and attached herewith.

All labor and material will be covered under Pro Sound's standard 1 year warranty.

Work/Material Provided By Others:

-110v/120v Electrical Power	-Millwork	-Conduit Systems
-Network Connections	-PC's	-Cable Box
-IP Configuration	-Ceiling Tile	-Broadcast Connection

Price:
Cost for the Audio Visual Upgrade is – $148,622.00
(One hundred and forty-eight thousand, six hundred and twenty-two dollars and zero cents)

Please Note Permit and associated fees will be billed separately

Stuart Rote,
Pro Sound, Inc.
Florida State Lic# ES0000149

PRO
SOUND & VIDEO

Village of Key Biscayne

QTY	DESCRIPTION	MANUFACTURER	MODEL
	Equipment		
	Council Chambers		
	Projector		
1	Projector - 5200 Lumen	NEC	NP-PA521U
1	Short Throw Zoom Lens	NEC	NP11FL
	LCD Displays		
2	43" LED Display	Sharp	LC43UB30U
2	Articulating Arm Mount	Chief	TS525TU
1	22" LED Monitor	Samsung	S22E450B
10	10" LED Display	Samsung	DB-10D
10	Mount	Pro Sound	MNT1
	Recorder		
1	HD Capture Pro	Crestron	CAPTURE-HD-PRO
	Inputs		
1	Wireless Air-Media	Crestron	AM-100
1	Digital Media 8G+ Transmitter 201	Crestron	DM-TX-201-C
2	Wall Plate Transmitter - Black	Crestron	DM-TX-200-C-2G-B-T
	Cameras		
4	PTZ Cameras	Panasonic	AW-HE40SW/SK
4	Camera Mounts	Chief	LSL1
1	Controller for Cameras	Panasonic	AW-RP50
	Video Switching & Routing		
1	32 x 32 Switcher	Crestron	DM-MD32x32
5	HDBaseT Card - Input	Crestron	DMC-4K-C
9	2 Channel HDBase T Card - Output	Crestron	DMC-4K-CO-HD
18	Receiver & Room Scaler	Crestron	DM-RMC-4K-SCALER-C
3	Media Presentation Plate	Crestron	MP-WP181-C-W
3	3G-SDI Input Card	Crestron	DMC-SDI
7	Cable	Crestron	DM-CBL-8G-P-SP500
1	Connectors	Crestron	DM-8G-CONN-100
	Audio Switching & Routing		
1	Audio Router	QSC	CORE 250 KIT
4	4 Channel Mic/Line Input Card	QSC	CIML4 KIT
3	Data Port Connections	QSC	CODP4 KIT
1	4 Channel Balanced, line-level analog output	QSC	COL4 KIT
2	4 Channel Amp - 200 Watts/ Channel	QSC	CX204V
4	Cable	Belden	
1	Connectors	Pro Sound	
	Control		
1	10" TouchScreen	Crestron	TSW-1050
1	POE Injector	Crestron	PWE-4830RU
1	Table Top Kit	Crestron	TSW-1050-TTK-B-S
1	Processor	Crestron	CP3

QTY	DESCRIPTION	MANUFACTURER	MODEL
1	Card Interface	Crestron	CEN-CI3-1
1	24 Port Switch	TPLink	TL-SG1024
1	Cable	Belden	
1	Connectors	Pro Sound	
	Labor, Commission & Configuration		
	Installation		ProSound
	Crestron Programming		ProSound
	CAD		ProSound
	Project Management		ProSound
	Testing/Configuration		ProSound

Quote authorized by

Name: _____ Date: _____

Title: _____ Signature: _____