

IT'S
TIME TO
CAPTIVATE.



City of Carson

Audiovisual System For The Carson Council Chambers
(Phase 1 – Design Services)

Carson City Hall

Attention: Josilla Togiola, Purchasing Manager

701 E. Carson St.

Carson, CA 90745



#1. Company Certification and Personnel Verification

Certification, on company letterhead that the person submitting the proposal is authorized to contract on behalf of the prospective contractor. Examples of authorized persons include owner, partner, or corporate officer. Include name, title, address, and contact information. If proposer is a corporation, certification should include statement that corporation is in good standing with the California Secretary of State. Include general company information and resumes of personnel to be assigned to the engagement.

Jay Schellin, CFO of Western A/V & Security, is authorized to contract on behalf of Western A/V & Security.

In addition, Hailey Schellin – Account Executive, is authorized to contract on behalf of Western A/V & Security.

Western A/V & Security is in good standing with the California Secretary of State.

For more general company information and resumes of personnel on the Western A/V & Security Team expected to be assigned to the City of Carson project, please see the following attached documents:

- “Cover Letter”
- “Relevant Project Experience - Recent Government & Municipality Projects”
- “Company Data and Qualifications”
- “Statement of Qualifications”
- “Project Team & Key Personnel”
- “Proposed Project Team”
- “Proposed Approach”
- “Milestone Schedule”
- “Quality Audit Form”
- “Quality Control Checklist”

Orange – Los Angeles County

1592 North Batavia Street, Suite 2
Orange, CA 92867
Phone#: (714) 637-7272
Fax#: (714) 637-7330

San Diego County

445 Marine View Drive, Suite 300
Del Mar, CA 92014
Phone#: (760) 438-1200
Fax#: (760) 438-0066

Arizona

4636 E. Elwood, Suite 12
Phoenix, AZ 85040
Phone#: (602) 675-5575
Support#: (602) 767-6747



Cover Letter

December 21st, 2023

Josilla Togiola
City of Carson
701 E. Carson St.
Carson, CA 90745
jtogiola@carsonca.gov

Re: RFP 23-050 - Audiovisual System For The Carson Council Chambers (Phase 1 – Design Services)

Dear Josilla,

Thank you for the opportunity to submit our Proposal for the above referenced project based on the specification sent to all bidders. Our proposal is valid 90 days (or longer if contract negotiations are in progress) from the date of submittal.

Western A/V & Security (WAVS), an S-Corp, specializes in the design, sale, installation, and maintenance of multimedia display systems. WAVS and its' Team have been providing turnkey audiovisual system solutions to the corporate, industrial, government and educational marketplace for 30+ years. WAVS is authorized to provide and install all components specified in this Proposal. Please see the attached document titled, "Relevant Project Experience - Recent Government & Municipality Projects" as proof that WAVS has proven and qualified experience in this niche client base.

WAVS understands that the City may request a negotiating process with this proposal.

Statement of Compliance

The Price includes all Engineering, Project Management, Installation, Programming, Equipment, Training, as well as the inclusion of all applicable Taxes, Prevailing Wages, and Freight Charges for the following specified systems:

- 1) **RFP 23-050 - Audiovisual System For The City of Carson Council Chambers (Phase 1 – Design Services)**

Base Bid Price (\$276,794.65)

Western A/V & Security's Price to furnish and install the specified sections above is **Two Hundred and Seventy Six Thousand, Seven Hundred and Ninety Four Dollars, and Sixty Five Cents (\$276,794.65)**, including all Electronic Waste Tax, Prevailing Wages, and Freight charges as detailed in the attached Pricing Summary. Note, Sales Tax is also included in the above price.

Agenda and Meeting Management System ALTERNATE (\$37,357.46)

Western A/V & Security has also provided a cost for an Agenda and Meeting Minutes Management system as an optional alternate of our proposal. Please refer to attached "Audio Visual Investment Summary" for more information. WAVS is happy to review this optional alternate in further detail during the interview process.

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December 21st, 2023

Insurance ALTERNATE (\$30,000.00)

Western A/V & Security has also provided a cost for the additional insurance requirements as an optional alternate of our proposal. Please refer to attached "Audio Visual Investment Summary" for more information. WAVS is happy to review this optional alternate in further detail during the interview process.

Warranty and Preventative Maintenance

The AV Systems are warranted against all defects of materials and workmanship, as a system, as well as individual components, for period of **1 Year** after date of acceptance, or first used (whichever comes first). If individual manufacturers, warranty their equipment for a longer period, the manufacturer's warranty will apply.

Western A/V & Security has also included the cost of four (4) additional and optional years of our Service/Preventative Maintenance Contract:

1st Year= \$4,120.00 (50% Off) (INCLUDED IN BASE BID)

2nd Year= \$8,240.00

3rd Year= \$8,240.00

4th Year= \$8,240.00

5th Year= \$8,240.00

RFP Addendum:

Western A/V & Security agrees to, and has acknowledged the receipt of all documents, Q&A, and addenda including:

Addendum received on 12/14/2023 HS (initials)

Thank you for your time and consideration and please feel free to call me if you have any questions or need further information at (714) 637-7272.

Sincerely,

Designated Contact: Hailey Schellin (Account Executive)

Cell: 949-584-7028

haileys@wav1.com

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www.wav1.com



Cover Letter

December 21st, 2023

A handwritten signature in blue ink, appearing to read 'Jay Schellin', is written over a light blue horizontal line.

Jay Schellin (CFO)
Office: 714-637-7272
jays@wav1.com

I, Jay Schellin, am the Chief Financial Officer authorized to negotiate and bind Western A/V & Security contractually. I also attest that all information in this proposal is true and correct.

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Relevant Project Experience - Recent Government & Municipality Projects

City Projects:

1. City of Aliso Viejo* (\$119k)
2. City of Anaheim* (\$939k)
3. City of Azusa (\$106k)
4. City of Banning* (\$334k)
5. City of Barstow* (\$212k)
6. City of Beaumont* (\$10k)
7. City of Big Bear Lake* (\$175k)
8. City of Brea (\$643k)
9. City of Bishop* (\$97k)
10. City of Buena Park* (\$640k)
11. City of Carlsbad (\$616k)
12. City of Cerritos* (\$501k)
13. City of Chino* (\$739k)
14. City of Chino Hills* (\$225k)
15. City of Chula Vista* (\$558k)
16. City of Colton* (\$200k)
17. City of Corona* (\$1.5M)
18. City of Coronado (\$31k)
19. City of Costa Mesa* (\$329k)
20. City of Covina* (\$166k)
21. City of Cypress* (\$290k)
22. City of Del Mar* (\$105k)
23. City of Diamond Bar (\$67k)
24. City of Downey* (\$137k)
25. City of Duarte* (3k)
26. City of Eastvale (\$4k)
27. City of El Monte (\$31k)
28. City of El Segundo (\$34k)
29. City of Encinitas* (\$477k)
30. City of Fontana* (\$97k)
31. City of Fullerton (\$217k)
32. City of Glendora* (\$438k)
33. City of Goleta* (\$214k)
34. City of Hawaiian Gardens* (\$200k)
35. City of Hemet (\$6k)
36. City of Hesperia* (\$609k)
37. City of Hermosa Beach (\$190k)
38. City of Huntington Park* (\$7k)
39. City of Imperial Beach* (\$270k)
40. City of Irvine* (\$152k)
41. City of Irwindale* (\$150k)
42. City of La Habra* (\$303k)
43. City of La Mesa* (224K)
44. City of La Palma* (\$29k)
45. City of La Puente (\$34k)
46. City of Laguna Beach* (\$170k)
47. City of Loma Linda* (\$250k)
48. City of Lomita* (\$10k)
49. City of Manhattan Beach* (\$393k)
50. City of Mission Viejo* (\$747k)
51. City of Moreno Valley (\$11k)
52. City of Murrieta (\$818k)
53. City of National City* (\$98k)
54. City of Ojai* (\$25k)
55. City of Ontario (\$329k)
56. City of Orange (\$540k)
57. City of Oxnard* (\$147k)
58. City of Perris* (\$145k)
59. City of Placentia (\$59k)
60. City of Pomona* (\$194k)
61. City of Port Hueneme* (\$220k)
62. City of Rancho Mirage* (\$228k)
63. City of Rancho Palos Verdes* (\$100k)
64. City of Redlands (\$20k)
65. City of Redondo Beach (\$38k)
66. City of Riverside* (\$225k)
67. City of Rolling Hills Estates* (\$156k)
68. City of San Clemente* (\$28k)
69. City of San Dimas* (\$207k)
70. City of San Fernando* (\$25k)
71. City of San Juan Capistrano* (\$136k)
72. City of San Marcos* (\$399k)
73. City of San Marino (\$2K)
74. City of Santa Clarita* (\$67k)
75. City of Santa Ana (\$542k)
76. City of Santa Barbara (\$779k)
77. City of Santa Fe Springs* (\$130k)
78. City of Santee* (\$575k)
79. City of Signal Hill (\$6k)
80. City of Simi Valley* (\$272k)
81. City of Solana Beach* (\$109k)

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- 82. City of Temecula* (\$1.5M)
- 83. City of Tustin* (\$607k)
- 84. City of Upland* (\$115k)
- 85. City of Ventura* (\$305k)
- 86. City of Victorville* (\$1.6M)
- 87. City of Villa Park* (\$82k)
- 88. City of Vista (\$89k)
- 89. City of Walnut* (\$223k)
- 90. City of West Covina (\$54k)

- 91. City of West Hollywood (\$991k)
- 92. City of Westminster (\$135k)
- 93. City of Whittier* (\$355k)
- 94. City of Yorba Linda* (\$208k)

County & District Projects:

- 1. Anthem Community Council, AZ* (\$137k)
- 2. Civil Rights Institute* (\$436k)
- 3. Columbia Space Center* (\$200k)
- 4. Coachella Valley Water District* (\$762k)
- 5. County of Inyo* (\$102k)
- 6. County of Los Angeles (\$300k)
- 7. County of Orange* (\$227k)
- 8. County of Riverside* (\$245k)
- 9. County of San Bernardino* (\$1.2M)
- 10. County of San Diego* (\$250k)
- 11. Eastern Municipal Water District* (\$344k)
- 12. El Toro Water District* (\$92k)
- 13. First 5 - San Bernardino* (\$97k)
- 14. Desert Water Agency* (\$165K)
- 15. Inland Empire Utilities Agency* (\$570k)
- 16. Irvine Ranch Water District* (\$300k)
- 17. Jurupa Community Services District* (\$8k)
- 18. Las Virgenes Water District* (\$187k)
- 19. Long Beach Water (\$12k)
- 20. Los Angeles County Bar Assoc. (\$345k)
- 21. Los Angeles Fire Police Pension (\$200k)
- 22. Omnitrans* (\$73k)
- 23. Orange County Fire Authority* (\$559k)
- 24. Orange County Sanitation District* (\$148k)
- 25. Otay Water District (\$153k)
- 26. Port of Los Angeles* (250k)
- 27. Rancho California Water District* (\$27k)
- 28. Reg. County OCC Center* (\$120k)
- 29. SBCERA* (\$110k)

- 30. San Bernardino Valley Municipal Water District* (\$206k)
- 31. SDCERS* (\$250k)
- 32. San Diego District Attorney* (\$244k)
- 33. San Diego Medical Examiner* (\$375k)
- 34. Santa Margarita Water District* (\$50k)
- 35. South Orange Community College District* (\$153k)
- 36. The Toll Roads* (\$25k)
- 37. Three Valley's Municipal Water District* (64k)
- 38. TRIUNFO Water & Sanitation District* (\$196k)
- 39. Vallecitos Water District (\$93k)
- 40. Victor Valley Transit Authority* (\$41k)
- 41. Vistra Moss Landing (\$21k)
- 42. Yorba Linda Water District* (\$153k)

Blue indicates projects in progress

Red indicates maintenance contracts

* indicates design/build

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Company Data and Qualifications

Legal Name and Address(es):

Legal Name: Western A/V

DBA: Western Audio Visual & Security

1592 N. Batavia St, Suite 2

Orange, CA, 92867

Approximately 10,000 square feet

(Where this project will be managed)

445 Marine View Drive, Suite 300

Del Mar, CA, 92104

Annual Revenue:

\$12-15 Million annually. Western A/V & Security (WAVS) caters to Corporate America, Government, and Higher Education.

Number of years Proposer has been in business providing similar systems and support as specified in the RFP:

Since May of 2005. 18 years.

Corporation Standing:

Western A/V & Security is in good standing with the California Secretary of State.

Dealer Status:

Western A/V & Security is currently in good standing with all the major manufacturers listed within our design for this RFP. Not only does WAVS serve as a dealer to the major manufacturers listed in our design, but WAVS also serves as an authorized service facility for the major manufacturers listed in our design.

History of Firm, Firms' credentials, and Firm Size:

Western A/V & Security has 50 employees.

WAVS has provided two documents that go into more detail about the history of our firm. One is titled "Statement of Qualifications" and another is titled "Project Team -Key Personnel". Both documents go into much further detail about our experience, the certifications our staff uphold, and the types of clients we work with on a daily basis.

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**Ownership Structure:**

Catherine Schellin - President

Jay Schellin - CFO

Steve Hollingsworth - Secretary

Firm's vision and Mission Statement:

The WAVS team broke off from a billion-dollar company in 2004. This led us to the vision of being the best in the business, rather than the biggest. Our team witnessed firsthand how those two qualities do not go together.

"Quality means doing it right when no one is looking" – Henry Ford

A description of the Organizations employees' longevity & client base:

Longevity: Our team has been working together for 30+ years. The team at Western A/V & Security considers each other family. If you have the pleasure of working with WAVS on this upgrade, you will see these 'family-like' friendships.

Client Base: WAVS takes pride in their wide array of clients. WAVS caters to corporate clients, including Fortune 500 companies, as well as government clients. Within the past 10 years, WAVS has truly focused on government clients. The reason being, we understand the complexity and niche requests that each government agency has. There are no two government projects of ours that are exactly alike. The references section of this proposal can attest to our experience of working with government agencies.

Client Proximity:

As stated above, Western A/V & Security does not aspire to be a national or international company. Our company believes that a major aspect of the Audio Visual industry pertains to customer service. As shown above, Western A/V & Security has an office in Orange County and San Diego County. We focus on Southern California clients knowing that our Service Department can cater to any service-related item, or an emergency situation with ease. Please refer to the document titled "Relevant Project Experience - Recent Government & Municipality Projects" to attest for our familiarity in the Southern California region.

WAVS has traveled nation-wide and will do so only on rare occasion. WAVS is willing to travel for those clients that understand the value of our work. Those clients include National Universities, and Corporate Clients that wish to have all their facilities designed similarly. In turn, these Universities and Corporate Clients can save time knowing that all their facilities have been designed and installed by the same A/V Integrator.

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Project Understanding:

Western Audio/Visual & Security has become well known within the Civic and Government market. As mentioned in the cover letter, our Team has over 30 years of experience with similar types of equipment and integrated systems that are listed within the RFP for the City of Carson. Due to our extensive experience, we have a proven track record in providing quality and efficient system designs, installations, and repair services for our audio-visual and security systems.

The best proof of our understanding of the work to be performed is that we are the team that Consultants and Suppliers, like Crestron, come to for help with City & Municipality projects. Our Lead Engineer, Erik Wilson, has worked on more Council Chambers than any other Engineer in the Southern California area. Many vendors can succeed with a simple conference room project, but not many can succeed in the world of Boardrooms and Council Chambers. Council Chamber and Boardroom projects can truly speak to our qualified and abundance of experience, as they are known to be one of the most complex types of systems to design and integrate.

We are the team that City's come to when the low bidder did not work out. We currently have two City contracts where we are cleaning up the mistakes of an inexperienced vendor. **Our biggest compliment came from a very large Consulting Firm that asked Crestron for their 5 biggest City Project References, and all 5 Projects were WAVS Projects.**

The key to a successful installation for this type of project is prior experience and good preparation before coming on-site. Since we are typically doing large installations ranging between \$1 Million and \$3 Million in revenue, we understand more than others that attention to all the small details is critical. Our team has been doing City and County projects for over 30 years.

It is evident that our company's resume and reputation can attest as to why we are the most qualified & competitive vendor for this RFP.

Please see the attached document titled, "Relevant Project Experience - Recent Government & Municipality Projects" which can attest to our experience in working with Government agencies like the City of Carson.

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Statement of Qualifications

OUR COMPANY PROFILE

LET US BE YOUR
GAME CHANGER



Years in the Industry
34



Top Ranked Service
#1



Million \$+ Projects
25+

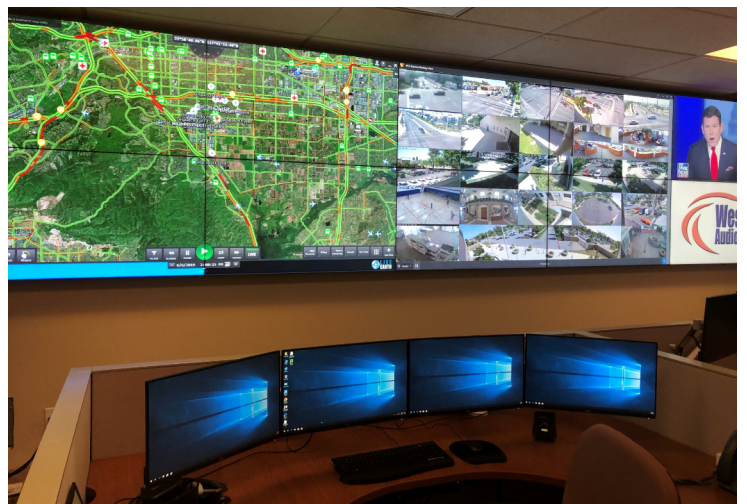


Certifications
100+


Western Audio Visual & Security is a design-build audio visual and security firm specializing in the design, engineering, installation, and service of corporate, civic and education audio visual and security systems. While we are primarily a Southern California based company, our coverage extends north to the central California region and east to Nevada and Arizona.


Our team is made up of highly recognized industry veterans with over 30 years of experience integrating solutions within executive boardrooms, conference rooms, auditoriums, training rooms, video conferencing suites, command/control centers and corporate headquarters throughout Southern California and beyond.


Starting with AV budgeting exercises and following through to post installation support, the Western Audio Visual & Security team is well equipped to take any project from it's design stage to final installation.




ORANGE/LA COUNTY


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Orange, CA, 92867


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SAN DIEGO COUNTY


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ARIZONA

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WWW.WAV1.COM

AUDIO VISUAL SERVICES

Western Audio Visual & Security is a full service systems integration company providing the design, engineering, installation and service of sophisticated audio visual and security systems.

Providing turnkey AV and security solutions for:

- ★ **BOARDROOMS AND CONFERENCE ROOMS**
- ★ **TRAINING ROOMS AND CLASSROOMS**
- ★ **COMMAND AND CONTROL CENTERS**
- ★ **AUDITORIUMS AND LECTURE HALLS**
- ★ **VIDEO CONFERENCING SUITES**
- ★ **COUNCIL CHAMBERS**
- ★ **DIGITAL SIGNAGE**
- ★ **Huddle Spaces**
- ★ **BROADCAST SOLUTIONS**

AV INSTALLATION & TRAINING

Our staff of highly trained technicians ensures our clients receive the utmost quality & professionalism during the installation phase. With a focus on constantly improving, Western AV & Security technicians hold certifications with all major manufacturers. Leveraging years of experience with an unmatched attention to detail, our staff of dedicated technicians are well equipped to perform at a high level. Upon completion of each installation, a certified Western AV & Security trainer will host end user training sessions. These training sessions give clients the ability to use the AV systems in a comfortable, stress free environment. Once complete, our clients will have all the tools necessary to present, collaborate, and communicate using the most up to date audiovisual technology.



DESIGN : BUDGETING : NEEDS ANALYSIS

The first step in any new project is identifying the functionality required while creating a realistic AV budget to work from. Western AV & Security's team of design specialists works with each client to define the needs of individual users and ultimately, configure what technology is needed to create collaborative, easy-to-use, future proof meeting spaces.

PROJECT MANAGEMENT

Western AV & Security understands that up front planning and coordination throughout a project will ensure its ultimate success. A PMP certified project manager will be assigned to every new project. Our project managers oversee all aspects of the installation from communicating infrastructure with various trades (architects, general contractors, etc.) to scheduling the installation team and ensuring all systems are installed on time and within budget.

SERVICE & CUSTOMER SUPPORT

Western AV & Security understands the importance of limiting downtime related to any installation and our team of service professionals are available 24/7 to support our clients when the need arises. In addition to technical support, parts replacement and equipment repair, Western AV & Security's service team offers a variety of customized Preventative Maintenance Plans to safeguard your investment.



CUSTOMER SUPPORT SERVICE HIGHLIGHTS:



Direct phone numbers with all phones forwarded to individual cell phones for a better access to Western personnel.



Complete Training Sessions tailored to specific end-users requirements.



Organized and complete system documentation with every system.



24-Hour Technical Support with all Maintenance and Service Plans



Standard and Customized Maintenance and Warranty Service Programs

SECURITY SERVICES



Service Focused

Reliable Solutions

Top Technology

SOLUTIONS

- Intrusion Protection
- Video Surveillance
- Access Control
- Monitoring Solutions
- Alarm Verification
- Integration



Western AV & Security designs, installs, services and monitors seamlessly integrated electronic physical security solutions for a wide range of clients in southern California. Physical security equipment must provide the highest level of protection without fail for your assets. Western AV & Security partners with only the best equipment and software manufacturers to ensure what you want secured stays secure. Serving clients of all sizes, Western AV & Security will design a solution to meet both your current needs as well as provide the flexibility to support your future growth. Most importantly, Western AV & Security provides a wide array of professional services to ensure your investment is protected and continues to operate as originally designed.

QUALIFICATIONS & CERTIFICATIONS

Audio Visual Manufacturer Certifications

Western Audio Visual & Security prides itself in the elite group of manufacturers we use in our projects. Our team of engineers and project managers are also certified in various divisions of these industry leading brands. Here are just some of those industry leaders we work directly with and are certified with...



Security Certifications

Western Security adheres to the highest standards set by industry leaders throughout the Security community. Our team of dedicated, expertly trained engineers, systems sales consultants, project managers, CAD designers, installers, and service technicians take part in industry leading and manufacturer training and certification programs, some of which are listed below...



FEATURED PROJECTS

Skyworks Solutions, Inc. Corporate Headquarters Irvine, CA



Skyworks manufactures semiconductors for use in radio frequency (RF) and mobile communications systems. Its products include power amplifiers, front-end modules and RF products for handsets and wireless infrastructure equipment. The company's portfolio includes amplifiers, attenuators, circulators, demodulators, detectors, diodes, directional couplers, front-end modules, hybrids, infrastructure RF subsystems, isolators, lighting and display solutions, mixers, modulators, optocouplers, optoisolators, phase shifters, PLLs/synthesizers/VCOs, power dividers/combiners, power management devices, receivers, switches and technical ceramics.

The company formed as a result of a merger of Alpha Industries and the wireless communications division of Conexant, which took effect on June 26, 2002. Headquartered in Irvine, California, Skyworks has manufacturing facilities and design centers all across the country and in Mexico and Canada. According to its website, the company has design, engineering, manufacturing, marketing, sales and service facilities throughout North America, Europe, Japan and Asia.

Skyworks' corporate headquarters houses a variety of administrative and support functions, as well as application engineering support, sales, marketing, operations, quality and supply chain teams. Irvine is also home to their design center for custom and standard analog and mixed signal semiconductors.

General Project Summary:

For Skyworks recent expansion into a new building at their Irvine Headquarters, Western Audio Visual and Security was selected to provide both Audio Visual and Security and Access Control Systems. The AV Systems included various system types, including an impressive Floor-To-Ceiling 4X4 Video Wall for their Lobby, featuring Planar 55" Display, Elevator Lobby Display featuring the 1x4 Planar 55" Displays, a Multi-Purpose Divisible Room featuring a Planar 100" UHD Display with full Broadcast Capability for Company Wide Meetings, Executive Boardroom and Customer Conference Rooms, featuring Crestron Control and DigitalMedia Signal Distribution Systems with Polycom Videoconferencing System and Shure MXA910 Ceiling Microphones with Biamp DSP's. In addition, the building also included (26) Large and Small Conference Rooms Featuring Samsung Displays and Crestron HDMI Tx/Rx Systems, (18) Team Rooms, (33) Offices and (14) Executive Offices all featuring Samsung Displays and Crestron Tx/Rx Systems.

LA Biomed Research Institute

1124 W Carson St

Torrance, CA 90502



LA BioMed is an incubator of innovation with a global reach and a 66-year reputation of improving and saving lives. Driven by the positive social impacts of breakthrough therapies, the Southern California-based research institute and incubator – with over 100 principal investigators (PhDs, MDs and MD/PhDs) working on over 600 research studies, including therapies for multiple orphan diseases – is an essential element to one of the nation's top-ten biotech clusters.

Located in a 78,000-square foot, \$65-million research building at LA BioMed next to the Harbor-UCLA Medical Center in Torrance. An 18,000-square foot facility that offers users access to state-of-the-art lab and office facilities, more than \$1 million in shared scientific equipment, and world-class programming and events; and, Premium co-working space that is designed to scale to a company's growth, whether a single lab bench or a suite of offices.

General Project Summary:

LA BioMed selected Western Audio Visual to provide the AV Systems, designed by WaveGuide Consulting. The systems included both a Multi-Purpose and Event Space, each showcasing Christie Digital 4x4 Video Walls for Presentation, Crestron DigitalMedia and NVX Signal Distribution and Control, Shure Wireless Microphone Systems, Panasonic HDSDI Camera's with Full Broadcast/Streaming Capabilities. Multiple Offices, Conference Rooms and Executive Boardroom with LG Displays, Crestron Control and NVX Systems and Airtame Wireless Presentation Systems.

CalAmp

15635 Alton Parkway, Suite 250
Irvine, CA, 92618

2200 Faraday Ave., Suite 220
Carlsbad, CA, 92008



CalAmp is a global technology solutions pioneer transforming the mobile connected economy. They help reinvent businesses and improve lives around the globe with technology solutions that streamline complex mobile IoT deployments and bring intelligence to the edge.

Their software and subscription-based services, scalable cloud platform and intelligent devices collect and assess business-critical data from mobile assets and their contents.

Headquartered in Irvine, California, CalAmp has been publicly traded since 1983 and has 20 million products installed and over 1.3 million software and services subscribers worldwide. LoJack® is a brand of CalAmp and a leader in stolen vehicle recovery and innovative automotive services.

General Project Summary:

CalAmp selected Western Audio Visual & Security to complete an audiovisual system upgrade in their office located in Carlsbad, California. The project consisted of upgrades in board rooms, conference rooms, hub rooms, digital signage and private offices.

The conference rooms utilized Crestron room schedulers, Crestron Mercurys for audio and video capabilities and Samsung flat panel displays ranging from 50"-98" in size. The private offices utilized 50" Samsung flat panel displays. The bull pen and reception areas were outfitted with digital signage components including 55"-65" Samsung flat panel displays. CalAmp opted in for a one year maintenance contract. Western AVS also completed the same work for Cal Amp for their Irvine offices in 2021.

City of Chino – Police Department

5450 Guardian Way

Chino, CA 91710



The Chino Police Department provides for the public safety response needs of the community through services that support the Department's commitment to Organizational Excellence. Through these efforts, the Police Department strives to meet the community's needs for the protection of life and property and enhance the quality of life for those who work, live, and play in Chino.

The Department's mission is to provide a balance between the concepts of "the spirit of the law" and "the letter of the law." The Department is organized into operational and support functions that provide efficient emergency responses, pro-active enforcement, follow-up investigations of crimes and accidents, apprehension of criminals and preparation for criminal prosecutions, recovery of stolen property, and the prevention of crime through crime prevention efforts in partnerships with the citizens of the community.

General Project Summary:

The City of Chino Police Department awarded Western Audio Visual the opportunity to build their new Real Time Crime Center. This Real Time Crime Center included ten (10) 55" Christie LED LCD's completing a 2 x 5 video wall.

As far as processing, Western Audio Visual installed the Christie Phoenix System, which is user friendly, and gives multiple windowing possibilities and presets. If in the event the staff within the Real Time Crime Center needs to hear the audio associated with one of the video feeds on the wall, Western AV installed two ceiling speakers that can be controlled by table-top knobs.

City of Ventura – Council Chamber

501 Poli Street

Ventura, CA, 93001



The City of Ventura is a full-service government serving approximately 106,000 residents. Ventura is located between Malibu and Santa Barbara on the Pacific Ocean, overlooking Anacapa and Santa Cruz islands. Ventura is a vibrant beach town with world class recreational opportunities, a vibrant, historic downtown teeming with history and a friendly, welcoming community.

The City is comprised of 10 departments including City Attorney, City Manager, Community Development, Finance & Technology, Fire, Human Resources, Parks & Recreation, Police, Public Works and Ventura Water.

General Project Summary:

The City of Ventura selected Western Audio Visual & Security for the installation and integration of the new AV system for the Council Chamber as well as a complete upgrade of their live broadcast studio.

The upgraded system included a 100" 4K LCD display and a 85" 4K LED display for prime viewing. Each dais position received a 24" monitor, 18" gooseneck microphone, Clock Audio capacitive touch mute switch, RDL decora-style speaker and 5" touchscreen for voting and request to speak. A new Brightline lighting system and Panasonic HD cameras for broadcast/streaming were also installed in the chamber and community room. The live broadcast studio included a Black Magic ATEM production switcher and control panel, a Panasonic camera controller and a Compix Media ConverG1 for lower thirds. The City of Ventura also purchased a One Year Preventative Maintenance & Service Contract from Western AV.

Otay Water District

2554 Sweetwater Springs Blvd.

Spring Valley, CA, 91978-2004



Otay Water District is a water, recycled water, and sewer service provider.

The District provides water service to customers within roughly 125 square miles of southeastern San Diego County, California. Its facilities serve the water, recycled water, and the sewer needs of customers residing in the communities of Spring Valley, La Presa, Rancho San Diego, Jamul, eastern Chula Vista, and eastern Otay Mesa along the international border with Mexico.

General Project Summary:

Otay Water District selected Western Audio Visual & Security to upgrade their Boardroom AV systems.

WAVS upgraded the entire switching and distribution system to a Digital Media system and installed two 9,500 Lumen laser projectors using Stewart projection screens within the room. In addition, WAVS installed a 60" LED display which is used to display the board members voting results. The board members cast their vote using button keypads and utilize custom programming to manage all voting for board members.

Additionally, WAVS installed a total of seven 19.5" monitors on the front side of the dais to be used as digital name plates and two PTZ cameras for web conferencing, streaming & recording. To manage the existing audio system, a new DSP system was installed and programmed.

University Lab Partners
5270 California Ave.
Irvine, Ca. 92617



UCI Applied Innovations & Dartbrook Partners, LLC. is a dynamic, innovative central platform of the Orange County entrepreneurial ecosystem which includes the UCI campus, entrepreneurs, investors and the business community. Together they collaborate and commercialize discoveries designed to benefit humankind and have an economic impact that leads to innovations, growth and job creation.

General Project Summary

Western Security was tasked with developing, installing and implementing a dynamic access control and camera solution for the first planned co-laboratory space. Consisting of a large number of individual access doors and cameras. Western implemented a Cloud Access Control Solution providing a user friendly experience and ease of administration management, with excellent reporting and auditing as required by the Lab Charter.

DaVita Health Care Partners, Inc.
601 Hawaii St.
El Segundo, Ca. 90245

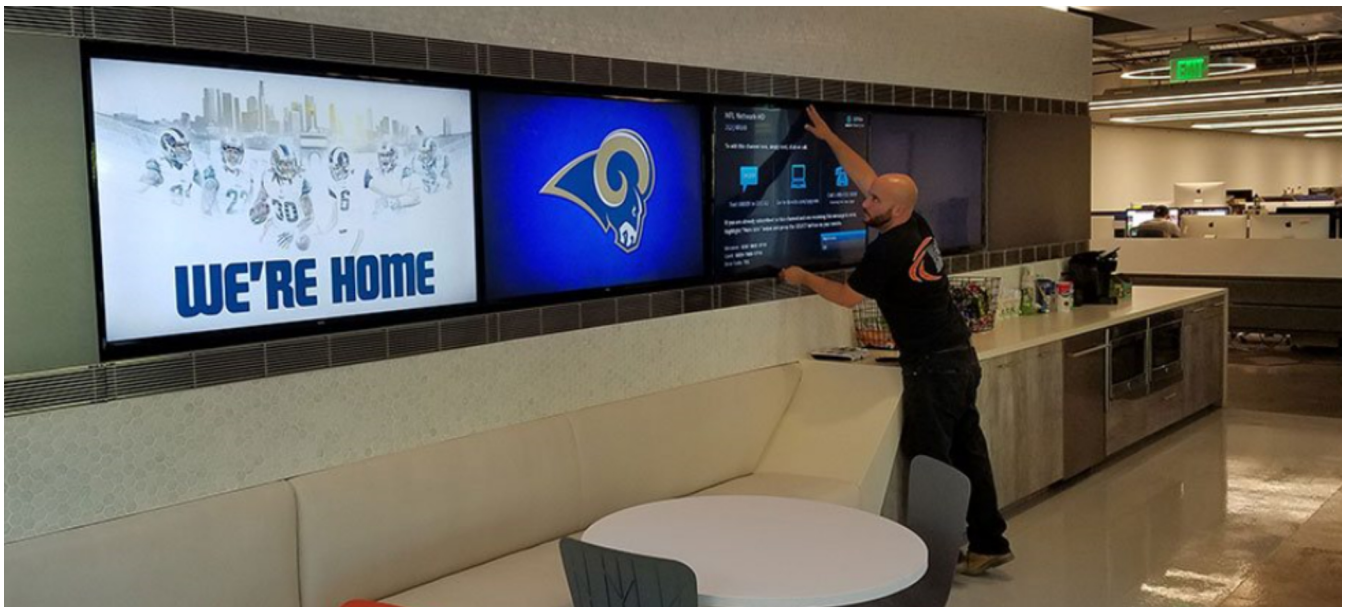


A Fortune 500 kidney care service provider, the DaVita World Headquarters and training facility is the heart of DaVita for its 41,000 “teammates” who work in over 1,900 dialysis clinics across the country.

Designed to accommodate 950 “teammates” locally, the facility supports a unique culture and provides a workplace environment where the CEO is the Mayor of the DaVita “village”, teammates work in “neighborhoods”, and where thousands of teammates annually come for training and support at “DaVita University”.

General Project Summary

Western was selected as the security partner for this project based on our ability to provide a solution allowing unified database and management across multiple facilities. This project included design installation, implementation and management of Access Control with Database Integrated Photo ID Badging, High Resolution IP Camera System with ACS Integration & Intrusion Protection Systems. With the unique Corporate Culture provided by DaVita it was essential to provide systems flexible enough to accommodate an open work experience yet secure enough to meet requirements for Health Care providers.



PROJECT TEAM & KEY PERSONNEL



PROJECT TEAM: KEY PERSONNEL

JAY SCHELLIN, General Manager

Jay has over 38 years of experience in the audiovisual industry. In 1986, Jay started J.O.S. Projection Systems, Inc. which provided integrated system solutions to a diverse clientele. Some of these clients included: NASA, JPL, Intel, Hughes, Motorola, Northrop, Charles Schwab, as well as all branches of the military. With offices in Los Angeles, San Diego and Phoenix, J.O.S. primarily served the Southwestern U.S. In 1998, J.O.S. was acquired by the largest audiovisual company in the U.S. to transition them into the System Integration business. As part of the sale, Jay remained on board until 2001 as Vice-President of Systems Integration Group. In 2005, Jay started Western Audio Visual where several employees followed, due to Jay's loyalty and leadership skills. Upon building a reputable name in the AV industry with Western Audio Visual, Jay expanded the company by acquiring a security business as well, where Western Audio Visual & Security is now well-known among both industries. Jay is an alumni of Pepperdine University, where in his senior year, he was drafted by the Oakland Athletics. His career with the A's lasted three years at which time he began his career outside of baseball in the mainframe division of National Semiconductor.

ERIK WILSON, Design Engineer, CTS-D, DMC-E, DMC-D, BE2, Biamp Tesira

Erik has over 30 years of experience in the audiovisual industry and is considered by many in the AV industry as one of the top engineers in the country. Erik started his career in the audiovisual industry with Ampro in Florida before moving to California and working with J.O.S. Projection Systems. He has also traveled all over the world for British Petroleum designing and fine-tuning Control Room Displays utilizing edge blending. He has performed many different jobs in the audiovisual world including, Final Setup Technician for CRT projectors, Service Technician, Project Manager, System Designer, System Sales, Engineer and is now currently a Design Engineer at Western Audio Visual & Security. He has an AA degree in Electronics and many certifications including those from Biamp, Crestron, Christie, AMX, Panasonic and more. Erik also holds a CTS-D certification from AVIXA and DMC-E from Crestron Electronics. He has designed many high-profile projects including: Eastern Municipal Water District, City of Glendora, City of Anaheim, Fandango, City of Temecula, Viasat, Intuit, Too Faced, Children's Hospital of Orange County, City of San Marcos and City of Brea. He specializes in projects ranging from \$750,000 to \$2,000,000+.



PROJECT TEAM: SALES

STEVE HOLLINGSWORTH, Account Manager, DMC-D

Steve has over 30 years of experience in the audiovisual industry. Steve started out with J.O.S. Projection Systems in 1994 and was part of the group that was acquired by MCSi in 1998. While there, he ran the most successful region in the company. He has worked as a System Designer, Salesperson, Project Manager and Regional Manager in the AV industry. His experience working on large, high-profile projects has impressed industry peers as well as clients. Due to his broad technical knowledge, Steve has the ability to solve complex integration challenges. The key phrase "Experience is Golden" certainly applies to him, and gives his clients the greatest benefit of all. Steve graduated with a Business Administration degree from San Diego State University and began his career with the San Diego Padres as a Project Manager in the Stadium Operations Department. Steve's client list includes, but is not limited to: Northrop Grumman, Viasat, Intuit, Children's Hospital of Los Angeles, University of California Riverside and County of San Diego.

JENNIFER BROWN, Account Manager

Jennifer has over 30 years of experience in the audiovisual industry. Her extensive career includes positions as a Senior Account Manager, Senior Sales Engineer, and Senior Sales Consultant with prominent AV integrators. She holds a Bachelor of Arts from the University of California at Santa Barbara, and has completed numerous AV manufacturer training courses. Jennifer takes great pride in working closely with her clients to provide and implement high quality, highly effective AV solutions to a wide range of customers and markets. Jennifer also sits on the Los Angeles based non-profit Bresee Foundation Board of Directors and Blind Children's Center Board of Directors.

STEPHEN WISNER, Account Manager, DMC-D, DMC-D-4k, Biamp, Cisco, Listen, Polygom, Mersive

Stephen has over 29 years of experience in the audiovisual industry. Stephen has worked as an Installer, Programmer, Project Manager and Sales Representative in the AV market, providing audio/video integration services and consulting to end-users. Because of his work ethic and detailed approach to project design and integration, Stephen has an excellent reputation in the industry. Stephen puts a strong emphasis on customer service which is why he has a long record of successfully guiding local and national clients with their audiovisual desires and needs. Stephen's passion for low voltage integration and his focus on audiovisual design trends provides a welcomed approach on projects by project professionals and clients alike. Stephen holds multiple certifications including with Crestron, Biamp, Cisco, Listen, Polygom and Mersive.

HAILEY SCHELLIN, Account Manager

Hailey has worked in the audiovisual industry for 10 years as an Account Executive for Western Audio Visual & Security. While at Western, she has become the expert in government contracts and has contracted with over 120 municipalities. Hailey stands out in the industry because of the relationships she garners with her clients and how she oversees the client is receiving exactly what they want from start to finish of each project. Hailey specializes in Council Chambers, Boardrooms, Traffic Management Centers and Emergency Operations Centers. Some of Hailey's key accounts include: City of Anaheim, City of Ventura, Coachella Valley Water District, City of Buena Park and Orange Police Department. Hailey graduated from the University of Arizona with a Bachelor's degree in Communications and a minor in Business.



PROJECT TEAM: ENGINEERING

PHIL ALDERSON, **Director of Engineering,** CTS-I, CCNA, DMC-D, DMC-T, BE2, DM-NVX, CTI-CSD, CTS, Biamp Tesira

Phil has over 20 years of experience in the audiovisual industry. Over his 20+ years of experience in the audiovisual industry, Phil has had many different job functions including Installation Supervisor, Project Manager, Field Engineer and Sales Engineer. Because of his significant experience, Phil continued to work his way up in the industry, where he is now the acting Director of Engineering at Western Audio Visual & Security. Phil is known around the office for his “can-do” attitude and his willingness to offer his expertise on especially challenging projects. Phil has multiple certifications including: Clearone, Lutron, AMX, Biamp, SVSi, QSC, Scala and Polycom. He has been a part of projects ranging from corporate, government, higher education, as well as performing arts. Some high-profile projects Phil has headed include: Taco Bell, Herbalife, New York Life, Too Faced Cosmetics and various colleges throughout southern California.

KEVIN LAYMON, **Engineer,** DMC-D, Biamp Tesira

Kevin has over 10 years of experience in the audiovisual industry. Kevin started in the industry in 2014 working as an Installation Technician and was quickly promoted to Lead Technician. His attention to detail and communication skills led to yet another promotion as Project Closer. He now works as a Sales Engineer for Western Audio Visual & Security, a position he continues to excel at. Kevin is responsible for trouble shooting, testing and configuring the audio visual system for final sign-off by the customer and/or the consultant. Kevin is best known for his attention to the client, and has been known to drop what he is doing in order to help clients when they are in a pinch or in need of immediate troubleshooting or assistance. He is both Biamp and DMC-D certified. Kevin has worked on many high-profile projects including: Taco Bell corporate headquarters, Claremont McKenna College, City of Goleta, City of Ventura, City of Brea, City of Santa Barbara, New York Life, Intuit and Children’s Hospital Los Angeles.

RANDI ELLIS, **CAD Engineer,** CTS

Randi has over 30 years of experience in the audiovisual industry. Randi is well-known amongst the industry for her expertise, but is also known because she was the first female in the audiovisual industry to earn the CTS certification. She started in the industry in 1995 as a sales support specialist at Extron Electronics where she managed all GSA sales to the U.S. as well as sales and training to the Northeast region. Since 2002, she has worked for large integration companies as a CAD Engineer developing system design package standards. Before becoming a CAD Engineer, she performed functions in systems integration such as Systems Integration Coordinator and Service Dept. Coordinator. Because Randi had knowledge in audiovisual systems before learning AutoCad, it gives her a unique advantage in being able to understand projects thoroughly. Because of this advantage, Randi can create drawing packages from as little as a list of equipment.



PROJECT TEAM: ENGINEERING

JAY P. SCHELLIN, Sales Engineer, DMC-D-4K, CTI-CTF, CTI-P301, CTI-FUSION-P, CCI-CCT

Jay has over 10 years in the audiovisual industry. Jay started his career in the AV industry as an installer, working his way up to become a field engineer and programmer. Jay has an AA degree in biological and physical sciences and mathematics and has experience programming for Crestron, AMX, Biamp, Q-SYS, Shure and more. Jay approaches every project with an upbeat attitude and has experience working on projects ranging from corporate, to military to city council chambers. While working at Western Audio Visual & Security, several customers have reached out to Jay's managers to compliment Jay's responsive and professional nature. Jay was also responsible for upgrading the NATO Response capabilities of Northrop Grumman, the Emergency Operation Center for the City of Orange Police Department, John Wayne Airport, and the City of Murrieta. Jay has also worked heavily on council chamber programming and commissioning including 35+ city and county chambers some of which are: County of San Bernardino, City of Ventura, City of Chula Vista, City of Temecula, City of Orange and more.

EDGAR CARRILLO, Design Engineer, DMC-4K-E, Biamp Tesira, QSC, NVX-N, Extron

Edgar has over eight years of experience in the audiovisual industry. Edgar started his career in the audiovisual industry as a technician at Western Audio Visual & Security and has performed multiple roles since his start. Edgar has experience in the roles of Project Superintendent, Service Technician, Closer, Field Engineer and, to his current position, as a Design Engineer. Edgar has a BS degree in Mechatronic Engineering and holds certifications with Crestron, Biamp, QSC-SYS, NVX and Extron. Edgar brings a hardworking persistence and attention to detail to every project he works on due to his experience working in multiple facets of the AV industry. Edgar has worked on many high-profile projects throughout his career with Western Audio Visual & Security, including several council chamber projects. Some projects to note include: Fandango, New York Life, San Bernardino Valley Municipal Water District, City of Goleta, City of Temecula, Claremont McKenna College, and more.

GEO CORONA, Programmer, CTS, CTI-P 201, DMC-T, DMC-D, DMC-E

Geo has 18 years of experience in the audiovisual industry. Geo began his career in the audiovisual industry while working 13 years in residential AV where he then transitioned into commercial AV. Prior to coming to Western Audio Visual & Security, Geo worked for two years as the lead installer and foreman for U.S. embassy projects. After working in installation for many years, Geo worked his way up into programming and technician work. Geo has multiple certifications including: a CTS, CTI-P 201 and smart graphics certifications, DMC-T, DMC-D, and DMC-E for digital media, and is an Extron Control Specialist.



PROJECT TEAM: PROJECT MANAGEMENT

SHELBY TOAL, Senior Project Manager, PMP, DMC-D

Shelby has over 25 years of experience in the audiovisual industry. He started his career at MCSi and has worked for a couple other large integration companies before arriving at Western Audio Visual & Security in 2010. He is Western's Senior Project Manager designated as the training coordinator for all new hires. Before joining the audiovisual industry, Shelby was a Sergeant in the Marine Corps for six years. His experience covers a full range of projects starting with simple systems and then, in the past 10 years, spent fully on large-scale projects. Some of these projects include: Herbalife - LA Live (\$1.5 million), Taco Bell (\$1 million), UCLA Medical Center, USC Medical Center, Mayo Hospital, City of Hope, UC Irvine, Claremont McKenna College and Intuit.

GARRETT SMITH, Project Manager

Garrett has over three years of experience in the audiovisual industry. Garrett started his career at Western Audio Visual & Security as an installation technician, while attending college at Concordia University, Irvine. After graduating from Concordia University with a Bachelor's degree in Communication, Garrett returned to Western Audio Visual & Security to work full time, and has worked his way up into a Project Manager position. Prior to Garrett arriving at Western Audio Visual & Security, he was a Corporal in the Marine Corps for four years. During his service, he provided logistics and operational planning for electrical systems. He has worked on many high-profile projects ranging from corporate to education including: Cal State Fullerton, AZTEC Engineering, EA Sports, Arizona Sports Foundation and more.



PROJECT TEAM: SERVICE

KEVIN MAHKORN, **Service Manager**, DMC-D

Kevin has over 17 years of experience in the audiovisual industry. Kevin started in the industry in 2007 working as a Project Coordinator. He worked directly with the project management and engineering teams on all new and existing projects. His attention to detail, knowledge of installation requirements in the field and coordination with end users made Kevin an integral part of the technical services department. In 2009, Kevin was promoted to Service Manager where he was tasked with building and maintaining a fully functioning service department - something he has done nothing but excel and exceed expectations with. Kevin has received great praise from clients and colleges due to his constant and outstanding customer service and support. He has a loyal following of customers and is recognized by many of our industry suppliers as the top in his field. Suppliers continue to steer their service business Kevin's way since it has had such a positive effect on their business. Kevin has worked on many high-profile projects such as: Taco Bell corporate headquarters, Herbalife LA Live, Metlife, WATG, Intuit, Children's Hospital Los Angeles, Citrus College, Cerritos College and Bank of America.

KEITH HOWARD, **Senior Service Technician Programmer**, CTS, DMC-D, DMC-E, DMC-T, BE2, QSC, Q-SYS Certified

Keith has over 24 years of experience in the audiovisual industry. Keith started in the audiovisual industry in 1999 as an Applications Engineer for Samsung Electronics. In 2008, he moved to Crestron Electronics where he worked as an Instructor for Certified Programming and DigitalMedia Certifications. He joined Western Audio Visual & Security in 2015 as a Senior Service Technician. Keith holds multiple certifications including certifications for Crestron Programming, Crestron DigitalMedia, QSC, Q-SYS and DSP Product Line. Keith's vast audiovisual knowledge and experience make him a valuable asset in the field for, not only our service department, but for our integration department as well. Having Keith on our team gives us an advantage because we have the flexibility to make programming changes immediately rather than having our client wait for a programmer to be available.

RAY STEVENS, **Service Technician**, DMC-D, BE2

Ray has over 25 years of experience in the audiovisual industry. Ray started in the audiovisual industry in 1998 as an engineering assistant. He has performed many job functions over the past 18 years including Installation Technician, Service Coordinator, Inside Sales and Project Management. Ray holds certifications for Crestron Programming, Crestron DMC-D, Hilti and OSHA. Some of his clients include: Intuit, American Career College, Citrus College, Children's Hospital of Los Angeles and Irvine Ranch Water District.



PROJECT TEAM: SECURITY

JEREMY DAVIS, *Director of Security, PSP, ACD, ACE*

Jeremy has over 20 years of experience in the Security Integration business. During that time, he has assisted some the area's largest businesses in securing their facilities from both internal and external threats. As part of a design-build firm, he learned early on the importance of attention to detail, properly aligning client expectations, and the importance of excellent customer service. His approach to the physical security needs of his clients is that of a partner, and not simply an installation contractor. Jeremy has developed a client centric, service-based approach, ensuring clients' needs are continuously met long after the initial sale. With the ever-changing technology in the security industry, he has remained committed to professional growth and technical knowledge through manufacturer certifications and proficiency on industry best practices. Since joining Western Audio Visual & Security, Jeremy has continued to apply a client-focused, service-oriented approach to identifying and meeting all our clients' security needs.

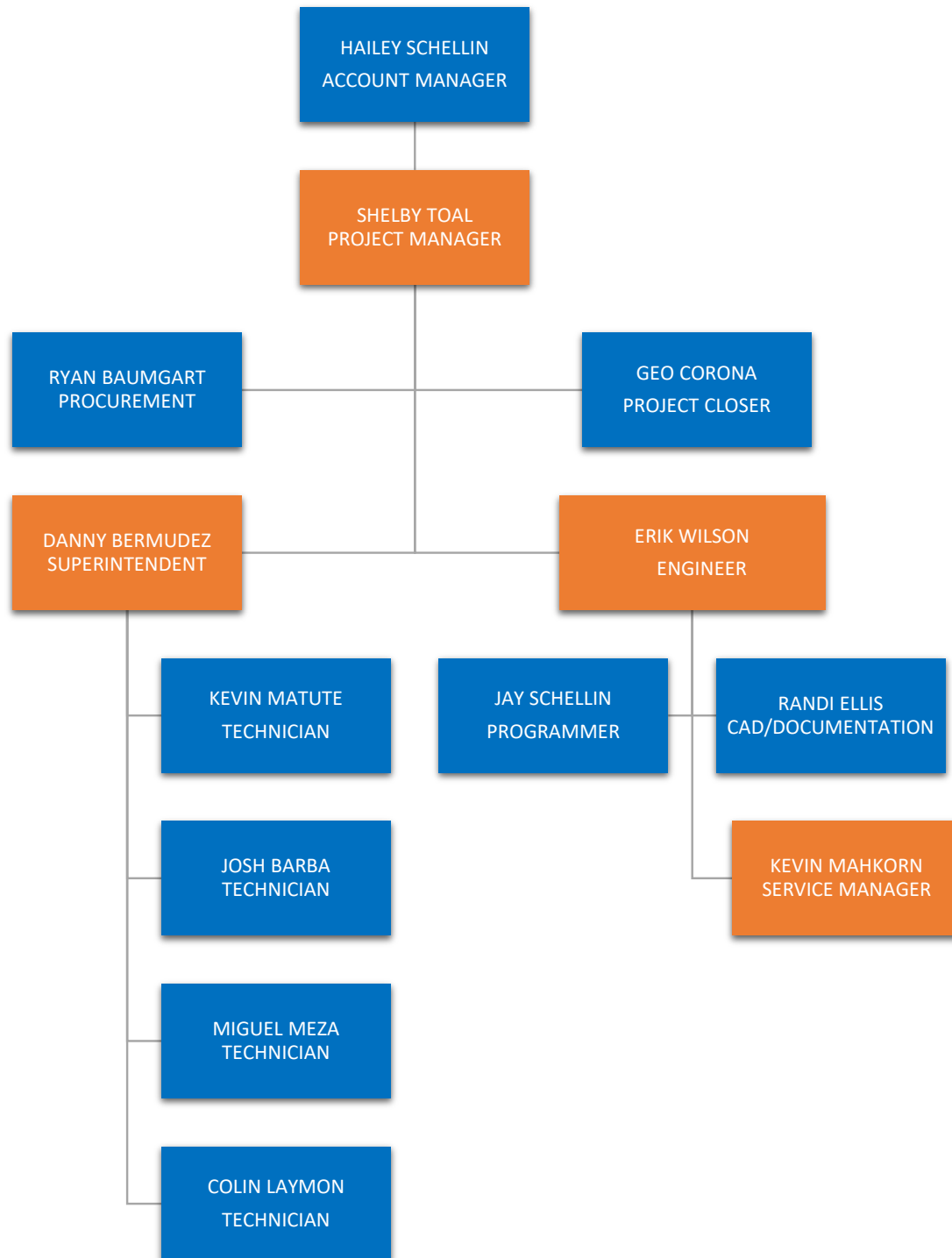
JESSE MARTINEZ, *Security Operation Manager*

Jesse has over 19 years of experience in the audiovisual and electrical business. He has been working in the low voltage industry since 2005. He started out in structured cabling, pulling wire and building out server rooms for large companies like Western Digital, UCLA, Monster and Gensler. In 2009, Jesse moved to the audiovisual department installing TVs, ceiling speakers, wireless microphones, video conferencing, media walls and building out AV racks in residential and commercial properties. Jesse jumped into the security sector headfirst in 2011 and has been passionate about it ever since. He has worked in many different environments including hospitals, hotels, commercial high-rise buildings, residential high-rise buildings, government buildings, television production companies, retail stores and banks. He has experience in installation, on-field engineering, project management, programming and customer service skills. Jesse believes the customer should get a clean, professional installation and is always looking to close each project with 100% satisfaction.



City of Carson

Proposed Project Team





Proposed Approach

Our approach starts with hiring the most qualified people. Your [Project Manager](#), Shelby Toal, is one of only two in Southern California that has the prestigious PMP Certification. He is also a 20-year veteran of the Audio Visual Industry. Our [Lead Design Engineer](#), Erik Wilson, has the most proven experience with Boardroom and Council Chamber projects, and their correlating overflow spaces. Western A/V & Security (WAVS) has become very familiar and understands that each Municipality project has unique needs. Erik has become recognized as the “go to” Engineer for Consultants and Suppliers in the niche world of Municipality Council Chamber style projects. His vast knowledge of the Signal Distribution Systems and Broadcast Systems are what set his skills apart.

In the design/build approach, our Sales Team (Rep. & Engineer) will sit down with the client to develop the clients’ wants and needs for each space. Once this is complete, our team develops a bill of materials and scope of work for each space. This is reviewed with the client to ensure that it meets all the requirements for the project. This applies to your project as well.

We start off all projects with a Kick-off meeting to ensure that all parties have reviewed the scope of work together. The better the [Scope of Work](#), the better the project is executed. At this meeting we will provide the client with one point of contact at our company. Once a fully executed copy of a contract or a PO is delivered to WAVS, Shelby Toal (PMP) will be the main point of contact for The City of Carson. We like to provide our client with one point of contact to ensure that communication will flow at a swift pace.

Our team follows the steps in our System Milestone Schedule to ensure nothing is forgotten or left behind. Depending on the project needs, our Project Manager will be on-site to provide daily or weekly updates on the project.

Once we have completed the implementation and testing, there is another critical piece which is the training. Over the years we have found out that the best [Training](#) comes from the Engineer who worked with the client to design the system and implement the system. It eliminates all the questions of “Why” since both parties were part of the design, changes, deletions, adds, etc.

Orange – Los Angeles County
1592 North Batavia Street, Suite 2
Orange, CA 92867
Phone#: (714) 637-7272
Fax#: (714) 637-7330

San Diego County
445 Marine View Drive, Suite 300
Del Mar, CA 92014
Phone#: (760) 438-1200
Fax#: (760) 438-0066

Arizona
4636 E. Elwood, Suite 12
Phoenix, AZ 85040
Phone#: (602) 675-5575
Support#: (602) 767-6747



Personnel Staffing Plan

When it comes to Municipality projects, our Project Manager (PMP), Shelby Toal, will put his best men forward on the job. Due to our experience and extensive resume in Municipality projects, WAVS understands the urgency and niche quality to these systems. Our Engineers & technicians truly enjoy working on Municipality projects, since we have become the experts in these systems.

If there is a change in management on the project, WAVS would contact The City of Carson directly to let them know. We differ from other companies in the fact that we have two Project Managers that are aware of all ongoing projects.

Project Controls

Our 30 years of experience working with Cities, Counties, and Municipalities has given our company a competitive edge in this niche market. Our company has found that one major key in controlling our project costs for these projects starts with a **well-defined scope of work**. We then have our Project Manager review that well-defined scope of work with the client in the kick-off meeting.

Our team utilizes real-time information on our server. So, if any changes are made on our Bill of Materials, Schedule, Drawings, Programming, Engineering, etc, everyone can see the exact changes in real time. **The Project Management Software** also alerts the team of these changes once they have occurred.

Our warehouse manager also updates the system with equipment and shipping updates, so our field supervisors have **real-time status** on every item in the system.

In regards to accurate and timely invoices, our Project Managers review and approve of all Billings before they are sent out, Tuesdays or Fridays.

All of our real-time information systems can be demonstrated or discussed in more thorough detail during an interview.

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In-Shop Assembly and Fabrication

Once a technician is hired at WAVS, the first thing they learn about is the importance of our in-shop assembly process. In fact, WAVS has a room dedicated to in-shop assembly. In this room, our technicians will build and wire racks prior to coming on-site. In addition, they can load and test code before bringing the racks and equipment on-site. This process is crucial and ensures that the on-site installation will go much smoother. Our technicians have a list of tests to perform before they can bring a rack to the jobsite. The Lead Technician will verify that his team has performed all of those tests required.

Our Project Managers hold monthly and private meetings with each one of our technicians. In these meetings, they can be randomly tested on WAVS in-shop assembly process. At that time, they will also inform the Project Managers of any specific areas where they hope to improve. These private monthly meetings give our Project Managers insight into each Technicians' individual strengths. Based on those individual strengths, he will put them in specific courses to receive accreditations & certifications in that specific field of knowledge.

Testing & Acceptance

Aside from all the good preparation needed on the front-end, one of the most critical elements will be testing.

Our technicians utilize a quality control checklist, to ensure that all new items of the system are working properly. Please see this checklist [attached](#). The Lead Technician will always verify that his team has completed each item on their checklist.

In addition, our Project Manager will perform multiply quality audits throughout the installation of this project. Please see the quality audit form [attached](#).

Upon final project walk through, the PM (Project Manager) or PE (Project Engineer) will provide final sign off on the quality control checklist.

Once the installation and testing phases are complete, training will be scheduled.

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Support#: (602) 767-6747



AUDIO VISUAL SYSTEM: MILESTONE SCHEDULE

Client: City of Carson

Prepared by: Hailey Schellin

Date: 12/20/2023

MILESTONE		DATE
1.	Project Awarded – Notice to Proceed	1/3/24
2.	Project Team Kick Off Meeting	1/10/24
3.	Engineering Team Meeting On-Site	1/10/24
4.	Audio Visual Drawings	2/7/24
5.	AV Equipment – Long Lead Procurement	1/17/24
6.	Touch Panel Build / Prep	1/24/24
7.	AV Equipment Procurement	1/31/24
8.	AV Cabling	3/27/24
9.	Install Displays	4/1/24
10.	On-Site Rack Fabrication	4/3/24
11.	Install AV Devices	4/5/24
12.	AV Terminations & Wiring Devices	4/8/24
13.	WAVS Equipment Set-Up & Updates	4/26/24
14.	On-Site Control Programming	4/9/24
15.	WAVS Testing & Troubleshooting	4/26/24
16.	Project Substantial Completion	4/29/24
17.	Training	4/29/24
18.	Audio Visual Closeouts & Documentation Delivery	5/29/24
19.	Project 100% Complete	5/29/24

PLEASE NOTE:

1.	With the consent of Western AVS & City of Carson, this schedule can be adjusted.
2.	This schedule is based on Western AVS' current workload. Western AVS cannot guarantee these dates until a contract or PO has been issued.
3.	This schedule is based on typical equipment lead time orders. This schedule does NOT indicate any backordered equipment items. If there are equipment items that are backordered, this schedule will need to be revised.
4.	This schedule does NOT include any work done by subcontractors or the Facilities Department. This schedule will need to be revised based on the subcontractors lead times on equipment and install schedule.

QUALITY AUDIT

Project Title: _____ **Date Prepared:** _____

Project Auditor: _____ **Audit Date:** _____

Area Audited

<input type="checkbox"/> Project	<input type="checkbox"/> Project processes	<input type="checkbox"/> Project documents
<input type="checkbox"/> Product	<input type="checkbox"/> Product documents	<input type="checkbox"/> Product requirements
<input type="checkbox"/> Approved change implementation	<input type="checkbox"/> Corrective or preventive action implementation	<input type="checkbox"/> Defect/deficiency repair
<input type="checkbox"/> Quality Management Plan	<input type="checkbox"/> Organizational policies	<input type="checkbox"/> Organizational procedures

Good Practices to Share

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Areas for Improvement

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QUALITY AUDIT

Deficiencies or Defects

ID	Defect	Action	Responsible Party	Due Date

Comments

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WAV Quality Control Checklist

<u>Wiring & Terminations</u>			
	<u>Pass / Fail</u>	<u>Lead Tech Initials</u>	<u>PM/PE Initials</u>
- All video connections tested & functional			
- All audio connections tested & functional			
- All control connections tested & functional			
- All Digital Media cabling tested & functional			
- All data connections tested & functional			
- Heat shrink used on cabling (where applicable)			
- All wiring snake-skinned and zip tied			
- Cables/terminations labeled correctly			
<u>Describe any issues below:</u>			
<u>Testing (Manual Routing, Keypads or Remotes)</u>			
	<u>Pass / Fail</u>	<u>Lead Tech Initials</u>	<u>PM/PE Initials</u>
Presentation Sources:			
- Dedicated PC			
- Laptop Interface 1			
- Laptop Interface 2			
- Additional Laptop Interfaces?			
- DVD / VHS			
- CATV or Satellite TV			
- DVR and audio recorder (recording VTC or local presentation)			
- Other			
- Other			
<u>Describe any issues below:</u>			

<u>Microphones:</u>			
	<u>Pass / Fail</u>	<u>Lead Tech Initials</u>	<u>PM/PE Initials</u>
- Test each individual table microphone.			
- Test presenter microphones (i.e. wireless lav / handheld)			
<u>Describe any issues below:</u>			
<u>Audio Conferencing:</u>			
	<u>Pass / Fail</u>	<u>Lead Tech Initials</u>	<u>PM/PE Initials</u>
- Make a point-to-point audio call.			
- Test conference call (minimum of 3 parties on the conference)			
<u>Describe any issues below:</u>			
<u>Video Conferencing:</u>			
	<u>Pass / Fail</u>	<u>Lead Tech Initials</u>	<u>PM/PE Initials</u>
- Make a point-to-point video call.			
- Make a multi-point video call (minimum of 3 video sites)			
- Send VGA/content sharing			
<u>Describe any issues below:</u>			

<u>Workmanship:</u>			
	<u>Pass / Fail</u>	<u>Lead Tech Initials</u>	<u>PM/PE Intials</u>
- All A/V cabling tied up & off ceiling grid			
- Speaker grills all facing same direction			
- Ceiling tiles not damaged from installation			
- Remove ALL trash from the jobsite			
- Wipe down <u>ALL</u> displays & equipment (no fingerprints)			
- No drywall dust or ceiling debris left in room (carpet, countertops, etc.)			
- No scratches inside of credenza's due to racks being pulled in/out			
- Projectors properly aligned on projection screen (top/bottom & side/side)			
- Displays mounted correctly and level.			
- No scratches on table due to table box, Mic installation, etc.			
- Wall plates, keypad, etc. installed straight, tight, and with no viewable drywall damage			
- No fingerprints on walls surrounding displays / AV equipment			
- Pass through plates used behind displays / credenzas / anywhere cables come through a wall			
- Rack neatly wired & labeled correctly			
- Is the credenza hot?			
- Blank Plates installed in empty spaces			
- AAV ID Plate placed on racks			
- Manuals, warranties, etc. brought to AAV for Closeout process			
-Line drawings left with on-site in equipment rack for Engineer			
- Remotes, etc. (batteries, spare VGA cables) passed to client (note name and location)			
- Leave any proprietary tools/parts onsite (security screw drivers, ect.)			
<u>Describe any issues below:</u>			



2. Subcontractor List (if applicable)

Include the subcontractor's qualifications and the nature and extent of work to be performed by each subcontractor.

Western A/V & Security will not be utilizing any subcontractors for this project.

Orange – Los Angeles County

1592 North Batavia Street, Suite 2
Orange, CA 92867
Phone#: (714) 637-7272
Fax#: (714) 637-7330

San Diego County

445 Marine View Drive, Suite 300
Del Mar, CA 92014
Phone#: (760) 438-1200
Fax#: (760) 438-0066

Arizona

4636 E. Elwood, Suite 12
Phoenix, AZ 85040
Phone#: (602) 675-5575
Support#: (602) 767-6747

City of Carson, CA Council Chambers AV Requirements

The City of Carson, California seeks an AV System that meets the following requirements. The requirements set forth below are intended to serve as a baseline reference only.
Proposals may include additional information related to the AV System.

Instructions:

Complete the worksheet by indicating one of the following "Response Key" responses in the Response column. The response shall indicate the current state of a particular product or service. Comments are optional fields.
More than one response to a single requirement will be treated as a non-response.

Response Key:

F- Requirement is fully supported, M- Requirement can be fully supported with minor modifications, or T- Requirement can be fully supported with a third party solution included in the cost proposal.

Council Member Dais and Staff Displays Requirements: The proposed Audiovisual System shall meet the following criteria:

	REQUIREMENTS	Criticality	Response	Comment
1	9 position dais at the existing Council/Boards and Commission Seating will have a touchscreen display to allow voting and viewing of Agenda and presentation media to be displayed in the Chambers.	Critical	F	Please see attached, "Audio Visual Investment Summary".
2	The City Clerk's position will have a touch panel which will be the primary in-chamber presentation control point for use during meetings to control the AV presentation systems and will be used to select and control the presentation media to be displayed in the Chamber, audio volume, audio conferencing, microphone control, and video preview of all available sources.	Critical	F	Please see attached, "Audio Visual Investment Summary".

Council Member Name Digital Signage Requirements:

	REQUIREMENTS	Criticality	Response	Comment
3	Each of the 9 position dais will have their own digital name plate that may be programmed in accordance with Council seating arrangement, Boards and Commission meetings.	Critical	F	Please see attached, "Audio Visual Investment Summary".
4	City Manager position shall have a digital name plate that may be programmed in accordance with Council Chamber seating arrangement.	Critical	F	Please see attached, "Audio Visual Investment Summary".

Council Member and Staff Microphone Requirements:

	REQUIREMENTS	Criticality	Response	Comment
5	9 position dais at the existing Council/Boards and Commission Seating will have a mounted gooseneck microphone with a LED color indicator of current status (mute or unmute) and mute switch. The mayor's position will have an additional mute button for controlling the mute/unmute of the podium microphone.	Critical	F	Please see attached, "Audio Visual Investment Summary".
6	The Council Chamber has 12 staff positions located in the Executive Bullpen in front of the City Council Dais. Each position will have a mounted gooseneck microphone with a LED color indicator of current status (mute or unmute) and mute switch when powered on.	Critical	F	Please see attached, "Audio Visual Investment Summary".

Podium Requirements:

	REQUIREMENTS	Criticality	Response	Comment
7	An ADA compliant electric powered adjustable height Podium will be installed.	Critical	F	Please see attached, "Audio Visual Investment Summary".

8	A touchscreen display will be installed at the podium to serve as a confidence monitor and replicate the same content that is being displayed on the large video presentation display in the room. The speaker at the podium will be able to use the touchscreen to manipulate the presentation being projected.	Critical	F	Please see attached, "Audio Visual Investment Summary".
9	Design will propose the incorporation of an inline annotation device for visual presentations that will enable the presenter to mark and annotate in an "overlay" the visual materials during presentation. The use of an annotation device must be carefully coordinated with the video signal paths to ensure that annotation activity is captured for the meeting record.	Critical	F	Please see attached, "Audio Visual Investment Summary".
10	A gooseneck microphone with a LED color indicator of current status (mute or unmute).	Critical	F	Please see attached, "Audio Visual Investment Summary".
Countdown Timer Requirements:				
	REQUIREMENTS	Criticality	Response	Comment
11	Recommendations to be proposed by vendor	Critical	F	Please see attached, "Audio Visual Investment Summary".
Sound Reinforcement System Requirements:				
	REQUIREMENTS	Criticality	Response	Comment
12	Proper sound design to avoid feedback loops particularly in the Executive BullPen	Critical	F	Please see attached, "Audio Visual Investment Summary".
	Live Audio from Council Chamber to Council Conference Room and Council Chambers Restroom	Critical	F	Please see attached, "Audio Visual Investment Summary".
13	Recommendations to be proposed by vendor	Critical	F	Please see attached, "Audio Visual Investment Summary".
Video Source Inputs Requirements: (All Rooms)				
	REQUIREMENTS	Criticality	Response	Comment
14	Recommendations to be proposed by vendor	Critical	F	Please see attached, "Audio Visual Investment Summary".
Video Presentation Screen Requirements: (All Rooms)				
	REQUIREMENTS	Criticality	Response	Comment
15	Recommendations to be proposed by vendor	Critical	F	Please see attached, "Audio Visual Investment Summary".
Video Distribution and Routing Requirements:				
	REQUIREMENTS	Criticality	Response	Comment
16	Recommendations to be proposed by vendor	Critical	F	Please see attached, "Audio Visual Investment Summary".
Control System and Programming Requirements:				
	REQUIREMENTS	Criticality	Response	Comment

17	An integrated AV control system will be included in the City Chamber system. Functionality will include but not limited to system power control, selection and control of source devices to be displayed on the video wall, presentation router control, microphone muting, Chamber ceiling speaker volume level control and video source preview. The primary control point of the presentation system will be located at the Clerk's position in the Council Chamber, with a secondary control point located at the IT Director position in the Council Chamber. Duplicate control capabilities will also be provided in the Broadcast Control Room.	Critical	F	Please see attached, "Audio Visual Investment Summary".
18	AV Vendor will configure and develop control system programming code and touch panel graphical user interface (GUI) code and pages to provide efficient and intuitive system operation. The control system manufacturer's standard application development environment will be used for all programming and configuration. Complete operating code will be loaded and tested in AV Vendor's facility prior to system installation.	Critical	F	Please see attached, "Audio Visual Investment Summary".
19	Touch Control Panels are to allow the operator to have access to Council Chamber presentation system controls for system power, display source selection and video preview of any source. Control system will control all devices necessary to allow, upon source selection, seamless and automatic distribution of a selected Council Chamber presentation source device to the video displays and to the production system in Hi-Definition video. Additionally, audio from the selected source device shall be automatically selected and routed to the audio mixer while all unselected source devices are muted. Control pages, panels or buttons will be arranged logically and symmetrically with a minimum of page flips, pop-ups or button changes for standard control functions. Background colors, button colors and layout shall be coordinated with an approved by City.	Critical	F	Please see attached, "Audio Visual Investment Summary".
20	All of the equipment of the control system shall be protected by an Uninterruptible Power Supply (UPS) that is rack mounted in the broadcast control room. In the event of power outage, the UPS will provide sufficient power to shut down the system in the proper manner without damaging any equipment. When power is restored to the system, the system will power up and return to its default state. A system to allow remote monitoring, troubleshooting, and connection to all controlled devices shall be provided. Access shall be controlled by the City's network security protocols.	Critical	F	Please see attached, "Audio Visual Investment Summary".

Hearing Impaired, Translation/Interpretation Requirements:

	REQUIREMENTS	Criticality	Response	Comment
21	Provide a new assistive listening system that will meet current ADA requirements for transmitter and receivers.	Critical	F	Please see attached, "Audio Visual Investment Summary".

Lighting Requirements:

	REQUIREMENTS	Criticality	Response	Comment
22	Recommendations to be proposed by vendor	Critical	Lighting has been deemed adequate.	Lighting has been deemed adequate.

Furniture Requirements: City Council Chambers, AV Production Room, and Council Conference Room

	REQUIREMENTS	Criticality	Response	Comment
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23	Recommendations to be proposed by vendor	Critical	Western A/V can provide information about what we have seen other cities do regarding furniture, however it is not in our Scope for the A/V portion of this project.	N/A
Production Video System Requirements:				
	REQUIREMENTS	Criticality	Response	Comment
24	Recommendations to be proposed by vendor	Critical	F	Please see attached, "Audio Visual Investment Summary".
Video Archiving System Requirements:				
	REQUIREMENTS	Criticality	Response	Comment
25	Recommendations to be proposed by vendor	Critical	F	Please see attached, "Audio Visual Investment Summary".
Lectern ADA Requirements:				
	REQUIREMENTS	Criticality	Response	Comment
26	An electric height adjustable ADA lectern, with cabling channels included or as modified by vendor to limit or hide cabling.	Critical	F	Please see attached, "Audio Visual Investment Summary".
Vendor Staffing Maintenance Requirements: The proposed maintenance services provided by vendor staff shall meet minimum staffing				
	REQUIREMENTS	Criticality	Response	Comment
27	Adequate personnel needed to meet the workload requirements for specific maintenance activities and shift presence. Monday - Friday 8:00am - 9:00pm Staff are able to respond onsite to unscheduled maintenance requests within 30 minutes of verifying issue is unable to be resolved remotely.	Critical	Please see attached, "Modifications, Changes, or Exceptions".	

One-Time Costs (Vendor may add additional line items as required to provide meaningful transparency)													
Room/Area	Labor: Engineering and documentation (Engineering & Drafting)	Labor: Onsite coordination meetings and supervision (PROJECT MANAGEMENT)	Labor: In shop fabrication and assembly (STAGING & ASSEMBLY)	Labor: Onsite fabrication, assembly, and installation. (INSTALLATION & TESTING)	Labor: Onsite verification and testing (TRAINING CLOSING & COMMISSIONING)	Labor: Software Installation (CONTROL PROGRAMMING)	Materials/Equipment/ Cabling/Furniture (Misc Materials)	AV/Technology Equipment (EQUIPMENT)	Software Implementation Equipment/ Licenses	G&A	Shipping	E-WASTE	SERVICE/ PREVENTATIVE MAINTENANCE (1st Year)
Council Chambers	\$ 12,862.00	\$ 5,754.00	\$ 1,154.00	\$ 58,324.00	\$ 9,939.00	\$ 14,770.00	\$ 4,970.00	\$ 108,670.00	\$ -	\$ 1,516.00	\$ 3,393.00	\$ 116.00	\$ 3,476.00
AV Production Room	(Included above)	(Included above)	(Included above)	(Included above)	(Included above)	(Included above)	(Included above)	(Included above)	\$ -	(Included above)	(Included above)	(Included above)	(Included above)
Council Conference Room	\$ 1,170.00	\$ 1,047.00	\$ 231.00	\$ 6,016.00	\$ 2,877.00	\$ 2,954.00	\$ 563.00	\$ 18,825.00	\$ -	\$ 259.00	\$ 580.00	\$ 4.00	\$ 604.00
Council Chambers Restroom (Audio)	\$ 293.00	\$ 262.00	\$ -	\$ 1,570.00	\$ -	\$ -	\$ 126.00	\$ 320.00	\$ -	\$ 7.00	\$ 13.00	\$ -	\$ 40.00
Cloud Driven Solutions													
(OPTION - NOT INCLUDED IN BASE BID)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 3,869.00	\$ 32,478.00	\$ 486.00	\$ 116.00	\$ -	\$ -
Insurance													
(OPTION - NOT INCLUDED IN BASE BID)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 30,000.00	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Sales Tax	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 14,498.11	\$ -	\$ -	\$ -	\$ -	\$ -
Total	\$ 14,325.00	\$ 7,063.00	\$ 1,385.00	\$ 65,910.00	\$ 12,816.00	\$ 17,724.00	\$ 35,659.00	\$ 146,182.11	\$ 32,478.00	\$ 2,268.00	\$ 4,102.00	\$ 120.00	\$ 4,120.00

Please see attached, "Audio Visual Investment Summary" for a more detailed explanation of our proposal.

Annual Recurring Costs (Vendor may add additional line items as required to provide meaningful transparency)							
Room/Area	Annual Recurring AV System Maintenance (After first year)	Annual Recurring Software Licenses (if not included in AV System Maintenance) (CDS Option)	Any other fees to be added line item by vendor4 (optional)	All other fees to be added line item by vendor5 (optional)	Any other fees to be added line item by vendor6 (optional)	Any other fees to be added line item by vendor7 (optional)	All other fees to be added line item by vendor8 (optional)
Council Chambers	\$ 8,240.00	\$ 31,168.00	\$ -	\$ -	\$ -	\$ -	\$ -
AV Production Room	(Included above)	(Included above)	\$ -	\$ -	\$ -	\$ -	\$ -
Council Conference Room	(Included above)	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Council Chambers Restroom (Audio)	(Included above)	(Included above)	\$ -	\$ -	\$ -	\$ -	\$ -
Sales Tax	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Total	\$ 8,240.00	\$ 31,168.00	\$ -	\$ -	\$ -	\$ -	\$ -



**The City of Carson
Council Chamber AV Upgrade**

Representative Hailey Schellin
Mobile 949.584.7028
Office 714.637.7557
Email HaileyS@wav1.com
Revision 12/21/2023

Council Chamber
Typical of 1 - Proposal Includes 1

Item	Quantity	Manufacturer	Model	Description	Unit Price	Ext Price
Display System						
	1	Samsung	QB98T-B	98" Commercial UHD (3840 x 2160) LED Display, 350 nits (Audience Display)	\$ 7,429.00	\$ 7,429.00
	1	Chief	PNRUB	Large Flat Panel Swing Arm Wall Display Mount - 25 Inch Extension	\$ 609.00	\$ 609.00
	1			Existing Display & Mount (2nd Audience Display)		Existing
	9	Planar	PCT2235	22" LCD Touchscreen Monitor, 1920 x 1080 (9 Dais)	\$ 275.00	\$ 2,475.00
Digital Nameplates						
	10	Bluefin	BLFN-20-3018-0014	20.9" UW BrightSign Built-in HS145 PoE, 1920x360, Micro SD Class 10 16GB included in Price (9 Dais, 1 City Manager)	\$ 563.00	\$ 5,630.00
Signal Distribution and Switching System						
	10	Crestron	DM-NVX-E30	DM NVX® 4K60 4:4:4 HDR Network AV Encoder (Sources Listed Below)	\$ 786.00	\$ 7,860.00
	8	Crestron	DM-NVX-D30	DM NVX® 4K60 4:4:4 HDR Network AV Decoder (2 Audience Displays, Dais, Broadcast Feed, Annotation, (2) Touchscreens/DGE Preview, Audio De-Embedder)	\$ 786.00	\$ 6,288.00
Sources						
(4) Staff Executive Bullpen Inputs (HDMI Only)						
(1) Public Podium (HDMI Only)						
Broadcast Feed						
eScribe Voting & Agenda Display Server (Owner Furnished)						
	1	Barco	R9861511US	Control Room Web Conferencing PC Clickshare C-10 Wireless Presentation Gateway Annotation	\$ 1,238.00	\$ 1,238.00
Owner Furnished Control Room PC/Laptop for Web Conferencing						
	1	Kramer	VM-10H2	1:10 4K HDR HDMI DA (Video Distribution at Dais)	\$ 955.00	\$ 955.00
	9	Kramer	VS-211H2	2x1 4K HDR HDCP 2.2 HDMI Auto Switcher (Dais)	\$ 263.00	\$ 2,367.00
	9	Extron	70-589-02	CCR 2BLB - 2 Button Contact Closure Switches (Dais)	\$ 133.00	\$ 1,197.00
	9	Extron	60-1603-01	Two Input 4K/60 HDMI Switcher (Dais)	\$ 387.00	\$ 3,483.00
	1	Crestron	HD-DA2-4KZ-E	1:2 HDMI® Distribution Amplifier w/4K60 4:4:4 & HDR Support (Annotation)	\$ 279.00	\$ 279.00
Audio System						
	18	Shure	MX418D/C	Existing Desktop Microphones		Existing
	1	Shure	MX424/C	24" Gooseneck Microphone, Cardioid (Podium)	\$ 182.00	\$ 182.00
	6	Shure	MX418D/C	18" Desktop Gooseneck Microphone with Logic Buttons, Cardioid (SPARES)	\$ 243.00	\$ 1,458.00
	8	Shure	BLX4R	Existing Wireless Microphone Systems		
	2	Shure	UA844	Existing Antenna Distribution System		
	2	Shure	UA864US	Wall-Mounted Wideband Antenna	\$ 373.00	\$ 746.00
	1	Biamp	TesiraFORTÉ AVB VT	Fixed I/O DSP with 12 analog inputs, 8 analog outputs, 8 channels configurable USB audio, 128 x 128 channels of AVB, AEC technology (all 12 inputs), 2 channel VoIP, and standard FXO telephone interface	\$ 2,660.00	\$ 2,660.00
	2	Biamp	TesiraFORTÉ AVB CI	Fixed I/O DSP with 12 analog inputs, 8 analog outputs, 8 channels configurable USB audio, 128 x 128 channels of AVB, and AEC technology (all 12 inputs)	\$ 2,479.00	\$ 4,958.00
	3	Biamp	Tesira EX-LOGIC	PoE controller with 16 logic GPIO	\$ 425.00	\$ 1,275.00
	1	Biamp	TesiraCONNECT TC-5D	5-port expansion device with AVB to Dante Bridging	\$ 1,090.00	\$ 1,090.00
	1	Biamp	Tesira EX-UBT	PoE AVB/USB expander with Bluetooth® wireless technology	\$ 466.00	\$ 466.00
	9	RDL	DB-PSP1	Decora-Style Active Loudspeaker - Black - User Level Adjust (Dais Positions)	\$ 211.00	\$ 1,899.00
	9	RDL	PS-24AS	24 Vdc Switching Power Supply, North American AC Plug, 500 mA, dc Plug	\$ 28.00	\$ 252.00
	1	Crown	DCI 4 300	Four-channel, 300W @ 4Ω Analog Power Amplifier, 70V/100V (Chambers & Overflow to Restrooms)	\$ 1,392.00	\$ 1,392.00
Existing Ceiling Speakers in Audience Area						
	1	Listen Technologies	LS-55-072	Listen iDSP Prime Level III Stationary RF System (72 MHz)	\$ 1,834.00	\$ 1,834.00

Item	Quantity	Manufacturer	Model	Description	Unit Price	Ext Price
Broadcast System						
12	PTZ Optics		Existing	HD PTZ Cameras		Existing
1	PTZ Optics		Existing	Remote Camera Controller		Existing
1	Blackmagic Design		Existing	ATEM 2 M/E Production Studio 4K		Existing
1	Blackmagic Design	SWPANELADV1ME10		ATEM 1 M/E Advanced Panel	\$ 3,006.00	\$ 3,006.00
1	Blackmagic Design	VHUBSMTCS6G1212		Smart Videohub CleanSwitch 12 x 12 6G-SDI	\$ 1,461.00	\$ 1,461.00
1	Blackmagic Design	CONVNTRM/YA/RSH		Teranex Mini Rack Shelf	\$ 109.00	\$ 109.00
1	Blackmagic Design	CONVNTRM/BB/ANSDI		Teranex Mini Analog to SDI 12G Converter	\$ 534.00	\$ 534.00
1	Blackmagic Design	CONVNTRM/YA/SMTPN		Teranex Mini Smart Panel	\$ 88.00	\$ 88.00
1	Blackmagic Design	BDLKWEBPTRPRO		Web Presenter HD (Web PC)	\$ 504.00	\$ 504.00
1	Blackmagic Design	TERANEXEXPAV12GQL		Teranex AV Standards Converter (Presentation Feed)	\$ 1,657.00	\$ 1,657.00
2	Blackmagic Design	CONVMUDCSTD/HD		Mini Converter UpDownCross HD	\$ 152.00	\$ 304.00
1	Tightrope Media Systems	CBL-VIOLITE-OMNI		Web-centric 1x1 Broadcast, VOD and Live Streaming Solution in a 1 RU chassis. Streams H.264 HLS Adaptive bitrate to mobile devices, OTT and desktops. Pulls in and records NDI, RTP, RTMP, RTSP, SRT and HLS streams as well as SDI. Includes Cablecast Automation, scheduling and CG Software. Includes graphics, crawl, bug, and bug text on streaming output. Includes an 8TB Content drive and 256GB OS drive. 3 year hardware warranty, system commissioning and one year of software assurance included. This unit includes a single HD/SDI output.	\$ 13,517.00	\$ 13,517.00
2	JBL	305P MkII		Active Studio Monitors	\$ 147.00	\$ 294.00
1	Samsung	QB43B		43" Commercial UHD (3840 x 2160) LED Display, 350 nits (Multiview)	\$ 728.00	\$ 728.00
1	Chief	TS318TU		Medium THINSTALL Dual Swing Arm Wall Display Mount	\$ 313.00	\$ 313.00
1	HP	6C123UT#ABA		HP Z2 Mini G9 Workstation - Wolf Pro Security Edition Windows 10 Pro (available through downgrade rights from Windows 11 Pro) •Intel® Core™ i5-12500 (up to 4.6 GHz with Intel® Turbo Boost Technology, 18 MB L3 cache, 6 cores, 12 threads)[6,7] •Integrated: Intel® UHD Graphics 770 •16 GB DDR5-4800 MHz RAM (2 x 8 GB) •256 GB PCIe® M.2 SSD •Intel® Wi-Fi 6E AX211 (2x2) and Bluetooth® 5.2 combo (Supporting Gigabit data rate) •Side: 1 headphone/microphone combo, 1 SuperSpeed USB Type-A 10Gbps signaling rate (1 charging); 2 SuperSpeed USB Type-C® 20Gbps signaling rate Rear: 1 RJ-45; 2 DisplayPort™ 1.4; 3 SuperSpeed USB Type-A 10Gbps signaling rate (Engineering PC)	\$ 1,329.00	\$ 1,329.00
1	HP	Dual_V223VE_Mon_Kit		Dual V223VE 21.5" Monitor Bundle (Engineering PC)	\$ 209.00	\$ 209.00
1	Ergotron	45-248-026		LX Dual Stacking Arm (polished aluminum)	\$ 361.00	\$ 361.00
				PhotoShop CS Subscription Required for Lower Thirds Creation (Owner Furnished)		Owner Furnished
				Owner Furnished CATV Box for Monitoring PEG Feed		Owner Furnished
Control System						
3	Planar	PCT2235		22" LCD Touchscreen Monitor, 1920 x 1080 (Clerk & IT Director Touchscreen, Podium)	\$ 275.00	\$ 825.00
1	Crestron	CP4N		4-Series™ Control System	\$ 1,693.00	\$ 1,693.00
4	Crestron	DGE-100		Digital Graphics Engine 100 (Clerk's Touchscreen, IT Director's Touchscreen, 2 Annotation devices at Podium)	\$ 1,209.00	\$ 4,836.00
				Control Room Touchscreen will be a Virtual Device on Engineering PC)		
Miscellaneous Components						
1	Netgear	GSM4248PX-100NAS		AV Line Managed Switch - 40 Ports - Manageable - 3 Layer Supported - Modular - 89.20 W Power Consumption - 960 W PoE Budget - Optical Fiber, Twisted Pair - PoE Ports (AVoIP Network)	\$ 2,399.00	\$ 2,399.00
1	Netgear	GSM4230PX-100NAS		AV Line Managed Switch - 24 Ports - Manageable - 3 Layer Supported - Modular - 46.80 W Power Consumption - 480 W PoE Budget - Optical Fiber, Twisted Pair - PoE Ports	\$ 1,496.00	\$ 1,496.00
1	DWI			Custom Podium with ADA Compliant Motorized Lift	\$ 5,857.00	\$ 5,857.00
9	DWI			Custom Desktop Consolelettes for Speaker and Switcher Control	\$ 660.00	\$ 5,940.00
2				Existing Racks		Existing
2	Middle Atlantic	UPS-2200R		Premium Series UPSRackmount Power 8 Outlet, 2150VA/1650W	\$ 1,594.00	\$ 3,188.00
					Council Chamber Equipment Sub-Total:	\$ 108,670.00



The City of Carson
Council Chamber AV Upgrade

Representative Hailey Schellin
Mobile 949.584.7028
Office 714.637.7557
Email HaileyS@wav1.com
Revision 12/21/2023

Council Chamber
Typical of 1 - Proposal Includes 1

Item	Quantity	Manufacturer	Model	Description	Unit Price	Ext Price
Miscellaneous Materials						
				Cable & Connectors	\$	3,094.00
				Installation Hardware & Accessories	\$	844.00
				Equipment Rack Hardware (Lacing Bars, Blanks, Vents, etc.)	\$	1,032.00
				Miscellaneous Materials Sub-Total	\$	4,970.00
Integration Labor						
				Engineering & Drafting	\$	12,862.00
				Control Programming	\$	14,770.00
				Project Management	\$	5,754.00
				Staging & Assembly	\$	1,154.00
				Installation & Testing	\$	58,324.00
				Training, Closing, & Commissioning	\$	9,939.00
				Travel	\$	-
				Sub-Contract	\$	-
				G & A	\$	1,516.00
				Integration Labor Sub-Total	\$	104,319.00
Extended Warranty & Maintenance Agreement						
					Years	Price
				Extended Service Plan	1	\$ 3,476.00
				Service Sub-Total	\$	3,476.00
Council Chamber Totals						
				Total Equipment	\$	113,640.00
				Total Labor	\$	104,319.00
				Equipment and Labor Subtotal	\$	217,959.00
				Total Shipping	\$	3,393.00
				Additional Shipping for Overnight or Large Items	\$	-
				Subtotal	\$	221,352.00
				Sales Tax	10.25%	\$ 11,995.88
				Electronic Waste Fee 4" - 14" (\$4.00)	QTY: 0	\$ -
				Electronic Waste Fee 15" - 34" (\$5.00)	QTY: 22	\$ 110.00
				Electronic Waste Fee 35" and Greater (\$6.00)	QTY: 1	\$ 6.00
				Electronic Waste Fee Total	\$	116.00
				Total Service Agreement	\$	3,476.00
				Bond (if required)	\$	-
				Total	\$	236,939.88

Item	Quantity	Manufacturer	Model	Description	Unit Price	Ext Price
Display System						
1				Existing Display & Mount		Existing
Signal Distribution and Switching System						
1	Barco	R9861611USB1	Owner Furnished PC (Web Conferencing) C-10 Wireless Presentation Gateway		\$ 1,238.00	\$ 1,238.00
Web Conferencing System						
1	Huddly L1	HUD-L1USB	AI Conferencing Camera		\$ 2,737.00	\$ 2,737.00
Audio System						
1	Biamp	TesiraFORTÉ X 800	Meeting Room DSP with 4 integrated PoE+ ports, AVB & Dante, 2x2 analog I/O, Stereo USB and 8 channels of AEC. Includes Biamp Launch automatic discovery and tuning		\$ 3,386.00	\$ 3,386.00
1	Biamp	AMP-A460H	4 channel, 60W half-rack amplifier with mounting bracket		\$ 599.00	\$ 599.00
2	JBL	CBT 50LA-1	Compact Line Array Column Speaker		\$ 412.00	\$ 824.00
1	Shure	MXWAPT8=-Z10	8-CH ACCESS POINT TRANSCIEVER		\$ 2,785.00	\$ 2,785.00
1	Shure	MXWNCSS8	8-CH NETWORKED CHARGING STATION		\$ 1,452.00	\$ 1,452.00
8	Shure	MXW6/C=-Z10	BOUNDARY TRANSCIEVER, CARDIOID		\$ 517.00	\$ 4,136.00
Control System						
1	Crestron	CRESTRON-APP	Crestron App for Ipad - iTunes Gift Card		\$ 110.00	\$ 110.00
1	Apple	MK2N3LL/A	Apple Ipad - 10.2-Inch iPad (9th Gen) with Wi-Fi - 256GB - Space Gray		\$ 527.00	\$ 527.00
1	Iport	72300	IPORT - CONNECT PRO - Case for iPad 10.2" (9th gen) iPad 10.2" (8th gen) iPad		\$ 275.00	\$ 275.00
1	Iport	72352	IPORT - CONNECT PRO - BaseStation - Black		\$ 275.00	\$ 275.00
1	Iport	72109	CONNECT PoE+ Upgrade (PoE+ Power Only)		\$ 83.00	\$ 83.00
1	Netgear	WAX610-100NAS	802.11ax 1.80 Gbit/s Wireless Access Point		\$ 173.00	\$ 173.00
1	Crestron	CEN-IO-COM-102	Wired Ethernet Module with 2 COM Ports		\$ 225.00	\$ 225.00
Conference Room Equipment Sub-Total:					\$	18,825.00
Miscellaneous Materials						
					Cable & Connectors	\$ 469.00
					Installation Hardware & Accessories	\$ 94.00
					Equipment Rack Hardware (Lacing Bars, Blanks, Vents, etc.)	\$ -
					Miscellaneous Materials Sub-Total:	\$ 563.00
Integration Labor						
					Engineering & Drafting	\$ 1,170.00
					Control Programming	\$ 2,954.00
					Project Management	\$ 1,047.00
					Staging & Assembly	\$ 231.00
					Installation & Testing	\$ 6,016.00
					Training, Closing, & Commissioning	\$ 2,877.00
					Travel	\$ -
					Sub-Contract	\$ -
					G & A	\$ 259.00
					Integration Labor Sub-Total:	\$ 14,554.00
Extended Warranty & Maintenance Agreement						
					Years	Price
					Extended Service Plan	1 \$ 604.00
					Service Sub-Total:	\$ 604.00
Conference Room Totals						
					Total Equipment	\$ 19,388.00
					Total Labor	\$ 14,554.00
					Equipment and Labor Subtotal	\$ 33,942.00
					Total Shipping	\$ 580.00
					Additional Shipping for Overnight or Large Items	\$ -
					Subtotal	\$ 34,522.00
					Sales Tax	10.25% \$ 2,046.72
					Electronic Waste Fee 4" - 14" (\$4.00)	QTY: 1 \$ 4.00
					Electronic Waste Fee 15" - 34" (\$5.00)	QTY: 0 \$ -
					Electronic Waste Fee 35" and Greater (\$6.00)	QTY: 0 \$ -
					Electronic Waste Fee Total	\$ 4.00
					Total Service Agreement	\$ 604.00
					Bond (if required)	\$ -
						\$ 37,176.72

Item	Quantity	Manufacturer	Model	Description	Unit Price	Ext Price
Audio System						
	2	Blamp	Desono DX-IC6-W	6.5" High Efficiency Coaxial In-Ceiling Loudspeaker w/ HF compression driver. 8 Ohm or 70V/100V operation, white	\$ 160.00	\$ 320.00
Overflow Equipment Sub-Total:					\$	320.00
Miscellaneous Materials						
Cable & Connectors					\$	94.00
Installation Hardware & Accessories					\$	32.00
Equipment Rack Hardware (Lacing Bars, Blanks, Vents, etc.)					\$	-
Miscellaneous Materials Sub-Total					\$	126.00
Integration Labor						
Engineering & Drafting					\$	293.00
Control Programming					\$	-
Project Management					\$	262.00
Staging & Assembly					\$	-
Installation & Testing					\$	1,570.00
Training, Closing, & Commissioning					\$	-
Travel					\$	-
Sub-Contract					\$	-
G & A					\$	7.00
Integration Labor Sub-Total					\$	2,132.00
Extended Warranty & Maintenance Agreement					Years	Price
Extended Service Plan					1	\$ 40.00
Service Sub-Total					\$	40.00
Overflow Totals						
Total Equipment					\$	446.00
Total Labor					\$	2,132.00
Equipment and Labor Subtotal					\$	2,578.00
Total Shipping					\$	13.00
Additional Shipping for Overnight or Large Items					\$	-
Subtotal					\$	2,591.00
Sales Tax					10.25% \$	47.05
Electronic Waste Fee 4" - 14" (\$4.00)					QTY: 0	-
Electronic Waste Fee 15" - 34" (\$5.00)					QTY: 0	-
Electronic Waste Fee 35" and Greater (\$6.00)					QTY: 0	-
Electronic Waste Fee Total					\$	-
Total Service Agreement					\$	40.00
Bond (if required)					\$	-
					\$	2,678.05



The City of Carson
Council Chamber AV Upgrade

Representative Hailey Schellin
Mobile 949.584.7028
Office 714.637.7557
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Revision 12/21/2023

CDS Equipment Option
Typical of 1 - Proposal Includes 1

Item	Quantity	Manufacturer	Model	Description	Unit Price	Ext Price
-9	Extron	70-589-02	CCR 2BLB - 2 Button Contact Closure Switches (Dais)	\$	133.00	\$ (1,197.00)
-9	Extron	60-1603-01	Two Input 4K/60 HDMI Switcher (Dais)	\$	387.00	\$ (3,483.00)
10	Brightsign	XT1145	Digital Signage Player for Cloud Driven Solutions (9 Dais, 1 Display Server)	\$	693.00	\$ 6,930.00
10	Brightsign	SDHC-32C10-1(M)	32GB Memory Cards	\$	30.00	\$ 300.00
1	CDS	AgendaLink Edge Controller	Edge Controller Appliance that bridges software to control local Audio/Video devices.	\$	1,319.00	\$ 1,319.00
CDS Equipment Option Equipment Sub-Total:						\$ 3,869.00

Miscellaneous Materials

Cable & Connectors	\$	-
Installation Hardware & Accessories	\$	-
Equipment Rack Hardware (Lacing Bars, Blanks, Vents, etc.)	\$	-
Miscellaneous Materials Sub-Total	\$	-

Integration Labor

Engineering & Drafting	\$	-
Control Programming	\$	-
Project Management	\$	-
Staging & Assembly	\$	-
Installation & Testing	\$	-
Training, Closing, & Commissioning	\$	-
Travel	\$	-
Sub-Contract	\$	-
G & A	\$	52.00
Integration Labor Sub-Total	\$	52.00

Extended Warranty & Maintenance Agreement

	Years	Price
Extended Service Plan	0	\$ -
Service Sub-Total		\$ -

CDS Equipment Option Totals

Total Equipment	\$	3,869.00
Total Labor	\$	52.00
Equipment and Labor Subtotal	\$	3,921.00
Total Shipping	\$	116.00
Additional Shipping for Overnight or Large Items	\$	-
Subtotal	\$	4,037.00
Sales Tax	10.25%	\$ 408.46
Electronic Waste Fee 4" - 14" (\$4.00)	QTY: 0	\$ -
Electronic Waste Fee 15" - 34" (\$5.00)	QTY: 0	\$ -
Electronic Waste Fee 35" and Greater (\$6.00)	QTY: 0	\$ -
Electronic Waste Fee Total	\$	-
Total Service Agreement	\$	-
Bond (if required)	\$	-
	\$	4,445.46

Item	Quantity	Manufacturer	Model	Description	Unit Price	Ext Price
Display System						
	1	CDS	AgendaLink Solo	1 year license for AgendaLink Solo including features such as: agenda creation/importing, Granicus Legistar integration, request to speak, motion recording, voting (in person and remote), speaker timer, live meeting output, automatic minutes recording, and completed meetings access via web/pdf/api.	\$ 1,341.00	\$ 1,341.00
	1	CDS	AgendaLink Advanced Support	Advanced Support Services which include: 24/7 availability via phone, email, text, and chat ; 1 hours response times ; 6 hours of virtual training	\$ 3,670.00	\$ 3,670.00
	1	CDS	AgendaLink OnAir Pro	Fully Managed Remote Production, Recording, Streaming for up to 50 meetings a year. - Layout Changes - Dynamic Lower Thirds - Integrated real-time Agenda Info - Camera PTZ controls - Management of recordings / streaming - AV Control Assistance	\$ 26,157.00	\$ 26,157.00
	1	CDS	AgendaLink Solo Onboarding	One time setup fee for the AgendaLink Solo platform. Our team will work with you to configure settings, boards, members, etc.	\$ 1,310.00	\$ 1,310.00
CDS Software Option Equipment Sub-Total:					\$	32,478.00
Miscellaneous Materials						
					Cable & Connectors	\$ -
					Installation Hardware & Accessories	\$ -
					Equipment Rack Hardware (Lacing Bars, Blanks, Vents, etc.)	\$ -
					Miscellaneous Materials Sub-Total	\$ -
Integration Labor						
					Engineering & Drafting	\$ -
					Control Programming	\$ -
					Project Management	\$ -
					Staging & Assembly	\$ -
					Installation & Testing	\$ -
					Training, Closing, & Commissioning	\$ -
					Travel	\$ -
					Sub-Contract	\$ -
					G & A	434.00
					Integration Labor Sub-Total	\$ 434.00
Extended Warranty & Maintenance Agreement						
					Years	Price
					Extended Service Plan	0 \$ -
					Service Sub-Total	\$ -
CDS Software Option Totals						
					Total Equipment	\$ 32,478.00
					Total Labor	\$ 434.00
					Equipment and Labor Subtotal	\$ 32,912.00
					Total Shipping	\$ -
					Additional Shipping for Overnight or Large Items	\$ -
					Subtotal	\$ 32,912.00
					Sales Tax	10.25% \$ -
					Electronic Waste Fee 4" - 14" (\$4.00)	QTY: 0 \$ -
					Electronic Waste Fee 15" - 34" (\$5.00)	QTY: 0 \$ -
					Electronic Waste Fee 35" and Greater (\$6.00)	QTY: 0 \$ -
					Electronic Waste Fee Total	\$ -
					Total Service Agreement	\$ -
					Bond (if required)	\$ -
						\$ 32,912.00



The City of Carson
Council Chamber AV Upgrade

Representative Hailey Schellin
Mobile 949.584.7028
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Email HaileyS@wav1.com
Revision 12/21/2023

Insurance Option

Typical of 1 - Proposal Includes 1

Item	Quantity	Manufacturer	Model	Description	Unit Price	Ext Price
Integration Labor						
				Engineering & Drafting	\$	-
				Control Programming	\$	-
				Project Management	\$	-
				Staging & Assembly	\$	-
				Installation & Testing	\$	-
				Training, Closing, & Commissioning	\$	-
				Travel	\$	-
				Sub-Contract	\$	-
				G & A		\$30,000.00
				Integration Labor Sub-Total	\$	30,000.00
Extended Warranty & Maintenance Agreement						
					Years	Price
				Extended Service Plan	0	\$ -
				Service Sub-Total	\$	-
Insurance Option Totals						
				Total Equipment	\$	-
				Total Labor	\$	30,000.00
				Equipment and Labor Subtotal	\$	30,000.00
				Total Shipping	\$	-
				Additional Shipping for Overnight or Large Items	\$	-
				Subtotal	\$	30,000.00
				Sales Tax	10.25%	
				Electronic Waste Fee 4" - 14" (\$4.00)	QTY: 0 \$	-
				Electronic Waste Fee 15" - 34" (\$5.00)	QTY: 0 \$	-
				Electronic Waste Fee 35" and Greater (\$6.00)	QTY: 0 \$	-
				Electronic Waste Fee Total	\$	-
				Total Service Agreement	\$	-
				Bond (if required)	\$	-
					\$	30,000.00



Client The City of Carson
Project Name Council Chamber AV Upgrade

Representative Haley Schellin
Mobile 949.584.7028
Office 714.637.7557
Email HaleyS@wav1.com
Date 12/21/2023

Project Contact

Contact Josilla Togiola
Address 701 E. Carson St.,
City, State, Zip Carson, CA 90745
Phone
Mobile
Email jtogiola@carsonca.gov

Audio Visual Investment Summary

Room	Room Qty	Equipment	Shipping	Sales Tax	eWaste	Labor	Maintenance	Bond	Cost Per Room	TOTAL
Council Chamber	1	\$ 113,640.00	\$ 3,393.00	\$ 11,995.88	\$ 116.00	\$ 104,319.00	\$ 3,476.00	\$ -	\$ 236,939.88	\$ 236,939.88
Conference Room	1	\$ 19,388.00	\$ 580.00	\$ 2,046.72	\$ 4.00	\$ 14,554.00	\$ 604.00	\$ -	\$ 37,176.72	\$ 37,176.72
Overflow	1	\$ 446.00	\$ 13.00	\$ 47.05	\$ -	\$ 2,132.00	\$ 40.00	\$ -	\$ 2,678.05	\$ 2,678.05
CDS Equipment Option	1	\$ 3,869.00	\$ 116.00	\$ 408.46	\$ -	\$ 52.00	\$ -	\$ -	\$ 4,445.46	\$ 4,445.46
Insurance Option	1	\$ -	\$ -	\$ -	\$ -	\$ 30,000.00	\$ -	\$ -	\$ 30,000.00	\$ 30,000.00
CDS Software Option	1	\$ 32,478.00	\$ -	\$ -	\$ -	\$ 434.00	\$ -	\$ -	\$ 32,912.00	\$ 32,912.00
Base Project Total										\$ 344,152.11

EXTENDED WARRANTY & MAINTENANCE RENEWAL SCHEDULE

STANDARD RENEWAL RATE		\$8,240.00				
		Year 1	Year 2	Year 3	Year 4	Year 5
Rate		\$4,120.00	\$8,240.00	\$8,240.00	\$8,240.00	\$8,240.00
Discount		50%	0%	0%	0%	0%

PROJECT TOTAL: \$344,152.11

NOTES:

This proposal includes prevailing wage rates.

Billing Terms:

100% Equipment Upon Order, Progress Billing for Labor

Client Authorized Signature

Printed Name & Title

Date

This quote is valid for 30 days. The sales tax is subject to change—in the event of an increase, the client agrees to pay the current sales tax rate. This proposal is not to be copied, reproduced or forward to any third party as its contents are the property of Western Audio Visual.

Billing Inquiries:

Western Audio Visual | 1592 North Batavia Street, Suite 2, Orange, CA 92867 | P 714 637 7272



5. Client Reference List

Governmental entities preferred. Include client contact information and a brief description of the service provided to each client. Minimum of 3 references for work performed within the last 3 years.

Please see attached project profiles for: "Coachella Valley Water District", "City of Cerritos", and "City of Loma Linda".

Orange – Los Angeles County

1592 North Batavia Street, Suite 2
Orange, CA 92867
Phone#: (714) 637-7272
Fax#: (714) 637-7330

San Diego County

445 Marine View Drive, Suite 300
Del Mar, CA 92014
Phone#: (760) 438-1200
Fax#: (760) 438-0066

Arizona

4636 E. Elwood, Suite 12
Phoenix, AZ 85040
Phone#: (602) 675-5575
Support#: (602) 767-6747

Coachella Valley Water District

Boardroom, Control Room, Training Room, Conference Rooms & Atrium



Project Highlights:

- Panasonic 9400 Lumen DLP Projector
- Sony 100" Displays
- Samsung 22" Dais Displays
- Digital Signal Processor
- UHD PTZ Cameras
- BlackMagic Web Presenter & Live Streaming



Project Summary:

Coachella Valley Water District awarded Western Audio Visual & Security the design-build project contract to upgrade the audio visual system in the boardroom, control room, training room, conference rooms and atrium.

In the boardroom, WAVS installed a Panasonic 9400 lumen DLP projector, two Sony 100" displays and ten Samsung 22" displays for each position at the dais. For audio, WAVS installed a new digital signal processor system, gooseneck microphones for each dais position, a 4-channel wireless microphone system with handheld microphones and belt-pack/lavalier microphones and an assistive listening system for ADA compliance. For control of the system, a 21.5" touchscreen was installed. WAVS also installed eight Newtek UHD PTZ Cameras controlled by a Skaarhoj Camera controller in the control room.

The control room was outfitted with a NEWTEK Tricaster video production system, Blackmagic Hyperdeck Studio HD Plus recorder & Web Presenter and a LiveU Solo streaming encoder for live streaming to YouTube.

The training room was outfitted with two 9400 lumen DLP projectors, a new digital signal processor system, a wireless microphone system, a ceiling-mounted microphone array, an updated 4-channel amplifier, and 10.1" touchscreens. In the conference rooms, WAVS installed Samsung 75" displays with Barco clickshare and USB web conferencing cameras. Inside the atrium, a 2x2 video wall was re-utilized with the new system.

CVWD also purchased three years of the WAVS Service/Preventative Maintenance contract upfront.

Reference: Luis G Maciel

Email: lmaciel@cvwd.org

Phone: (760) 409-5285



City of Cerritos

Council Chamber, Lobby, Broadcast Control Room & Conference Room



Project Highlights:

- Samsung UHD LED Displays
- Dais Touchscreen Monitors
- Cloud Driven Solutions Software
- Digital Name Plates
- 4K-HD PTZ Panasonic Cameras
- Tightrope Video-On-Demand & Streaming



Project Summary:

The City of Cerritos awarded Western Audio Visual & Security the design-build project to upgrade the audio visual system in the council chamber, lobby, broadcast control room and closed-session conference room. WAVS installed two Samsung 85" displays on each side of the dais, as well as four Samsung 65" displays to aid in presentation viewing.

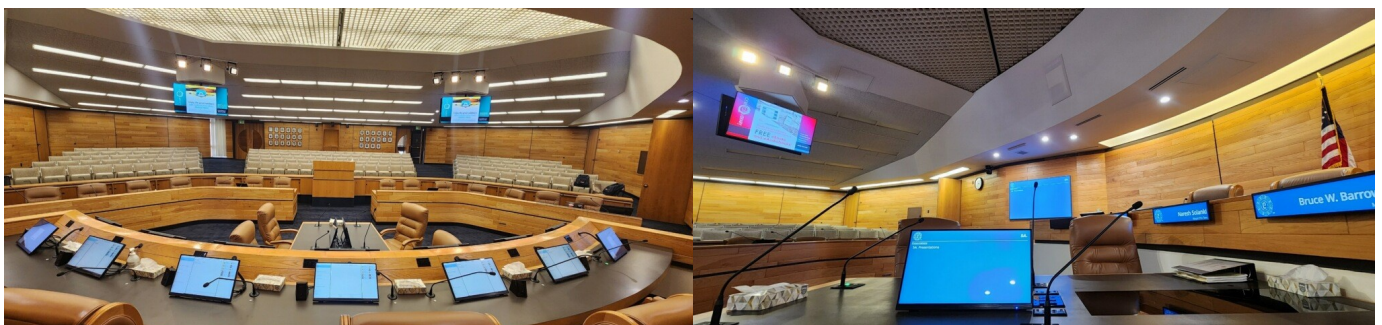
WAVS also installed ten 22" touchscreen monitors at the dais integrated with Cloud Driven Solutions agenda/meeting management software to allow the City to easily manage the meeting. Cloud Driven Solutions also integrates with the new Tightrope video-on-demand and streaming solution as well as the new digital nameplates, allowing the City to easily change the names if a different committee is using the Chamber.

WAVS installed twenty-six 24" goose-neck microphones with touch capable mute switches at the dais and staff positions. At the dais, WAVS provided & installed seven decora style speakers to provide additional sound coverage for those sitting at the Council positions. WAVS provided and installed seven new 4K-HD PTZ Panasonic cameras as well as a new Broadcast lighting system. The City of Cerritos also purchased one year of the WAVS Service/Preventative Maintenance contract upfront.

Reference: Aaron Benjamin

Phone: (562) 916-1370

Email: abenjamin@cerritos.us



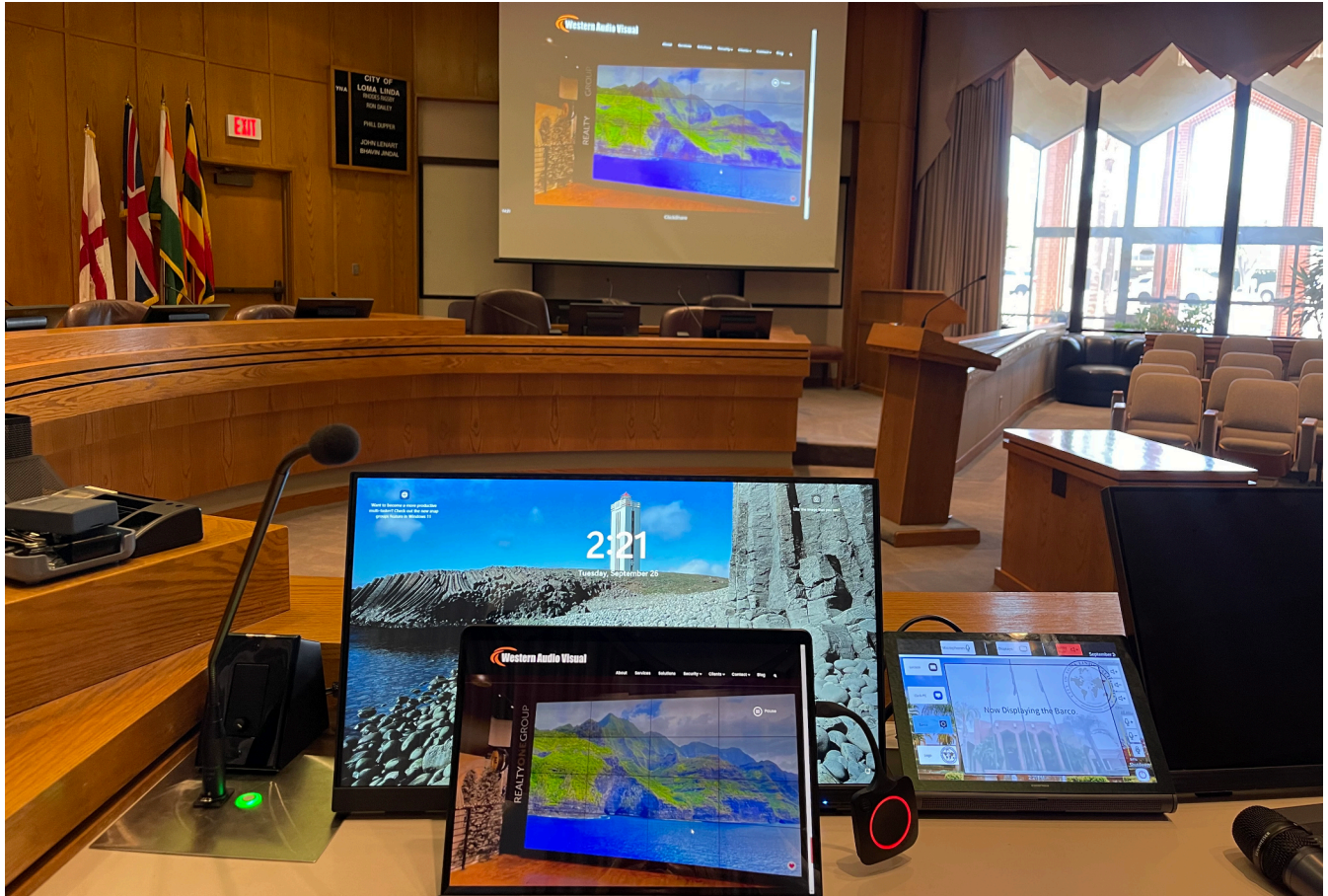
City of Loma Linda

Council Chamber - Loma Linda, CA



Project Highlights:

- Planar 22" Touchscreens
- Cloud Driven Solutions Software
- ALS System for ADA Compliance
- Panasonic PTZ Cameras
- 24" Shock-Mounted Gooseneck Microphones
- Barco Clickshare Wireless Presentation Dongle



Project Summary:

The City of Loma Linda awarded Western Audio Visual & Security the upgrade project for the City Council Chamber and Broadcast Control Room. WAVS installed sixteen Planar 22" touchscreen displays for each position at the dais and the four staff desks. The Planar 22" monitors have the ability to view both the presentation feed and Cloud Driven Solutions content.

WAVS upgraded the entire signal distribution and switching system to video over IP technology. WAVS installed a new Digital Signal Processor system to handle all audio routing, echo cancellation, and audio processing. WAVS installed a total of seventeen gooseneck microphones for each position at the dais, the staff desks, and the podium. WAVS also installed sixteen decora-style speakers at the dais and staff desks with individual control knobs. WAVS installed a 10" touchscreen for the Clerk's position which provides control over the entire AV system. WAVS installed three Panasonic PTZ Cameras throughout the chamber that are controlled by a remote camera controller located in the Broadcast Control Room.

WAVS also installed a 55" display in the Broadcast Control Room to act as the multi-view for the switcher. This multi-view provides a view of all cameras, presentation feed, lower third graphics, preview and program outputs. WAVS also installed a 65" display in the lobby for overflow.

Reference: Lynette Arreola

Phone: 909-799-2819

Email: larreola@lomalinda-ca.gov



6. Modification, Changes or Exceptions to the City Contract of Service Agreement Template

Exceptions to the specifications of any proposed items, contract terms and conditions shall be fully described and stated in writing in **Contract Service Agreement, Exhibit "B"**

Western A/V and Security will not be able to adhere to the following warranty requirements on page 10 (Section F. Warranty) of the RFP:

"Provide alternate line item pricing for an extended term maintenance agreement and warranty support that would include a rapid response time for service calls.

- City requires 1 hour onsite response from 8 AM until 9 PM during normal business days.
- Please detail options for EMERGENCY response to City Council Chambers on Tuesday evenings from 4 PM – 9 PM within 30 minutes of verifying issue cannot be resolved remotely.
- Regular inspections of system to ensure latest firmware/software updates are completed in a timely manner and testing of all equipment to ensure in proper working condition."

WAVS Service & Preventative Maintenance Contract shall be as follows:

- a. Support shall be available Monday through Friday 8 AM to 5 PM.
- b. Initial calls for service shall be returned within 4 hours.
- c. If issue cannot be resolved via phone, service provider shall provide service remotely.
- d. If issue cannot be resolved remotely, a qualified technician shall be physically on-site within twelve (12) hours of contact.
- e. WAVS Service & Preventative Maintenance Contract includes four (4) visits a year to provide regular inspections of the system to ensure latest firmware/software updates are completed in a timely manner and testing of all equipment to ensure in proper working condition.
- f. In the event of an issue, service calls shall be placed via:
 - a. Direct Service Line: 714-637-4461 (Kevin Mahkorn & Rebecca Gard)
 - i. kevinm@wav1.com, rgard@wav1.com
 - b. Hailey Schellin (Account Executive)
 - i. Cell: 949-584-7028; haileys@wav1.com
 - c. Erik Wilson (Design Engineer)
 - i. Cell: 714-448-6330; erikw@wav1.com

Please see attached, "Service & Preventative Maintenance Contract" for more details regarding our service contract.

Orange – Los Angeles County

1592 North Batavia Street, Suite 2
Orange, CA 92867
Phone#: (714) 637-7272
Fax#: (714) 637-7330

San Diego County

445 Marine View Drive, Suite 300
Del Mar, CA 92014
Phone#: (760) 438-1200
Fax#: (760) 438-0066

Arizona

4636 E. Elwood, Suite 12
Phoenix, AZ 85040
Phone#: (602) 675-5575
Support#: (602) 767-6747



Service & Preventative Maintenance Contract

STANDARD WARRANTY

Western Audio Visual warrants the Audiovisual System furnished to be free from defects in workmanship (i.e. cables, connections, structures) failure for a period of 1 Year from the date of acceptance or first beneficial use, whichever occurs first. Warranty service for such defects will be handled in a reasonable and timely manner from the time of notification to Western Audio Visual by the Owner or their agent.

Manufacturer's equipment warranties are of varying lengths (usually 90 days to 1 year). Western Audio Visual will warranty this equipment for the term established by the manufacturer on a depot basis only.

Warranty does not apply to any product that has been subject to misuse, neglect, accident or operational error.

EXTENDED WARRANTY & MAINTENANCE AGREEMENT

Preventative Maintenance

An Western Audio Visual qualified technician shall perform pro-actively scheduled preventative maintenance for the Covered Equipment. All of the Covered Equipment will be cleaned, tested, adjusted, and aligned for optimum system performance. A written document shall be provided detailing all services performed, observations, new settings created, any recommendations for equipment replacement and/or upgrades, and any malfunctions found with our recommended solution upon completion of each such visit.

E-mail & Telephone Response Times

Requests for service & support submitted either via e-mail and/or telephone will receive a response or call-back within the response time guaranteed by the Program Level.

Telephone Technical Support

An Western Audio Visual qualified technician shall be available for telephone technical support during the normal business hours (PPM**) of Monday - Friday, 8:00 am - 5:00 pm.

On-site Technical Support Responses

For reported issues that cannot be resolved via technical telephone support, an Western Audio Visual qualified technician shall be available as required for an on-site technical response.

Responses requested by the Client outside of normal business hours (Non-PPM***) shall be charged at \$180.00 per technician, per hour. There is a 3-hour minimum for each response outside of normal business hours.



EXTENDED WARRANTY & MAINTENANCE AGREEMENT (Continued...)

Complete Equipment Repair and/or Replacement*

If malfunctioning equipment is found to be the cause of a failure in the system, the equipment shall be repaired and/or replaced to keep the system in good working condition. In addition, all labor for the repair and/or replacement of the covered equipment is included. There shall be no charge for shipping to and from the manufacturer if shipped using standard ground shipping; the cost for expedited shipments shall be charged to Client at actual cost.

Manufacturer Software Updates/Upgrades

Manufacturer updates released to optimize equipment performance are installed and updated during either a technical support visit or regularly scheduled preventative maintenance visit.

Please note that Polycom & Cisco video-conferencing products require that an additional manufacturer support program be purchased for each product specifically in order to have full access to all software updates released. Software updates for such products will be chargeable if they are not covered under the additional manufacturer support program.

Optional User System Training

At client's request, Western Audio Visual will perform a basic system operation training to retrain core users, or educate new users. The trainings included are either annually or bi-annually, and are a 1-hour session each.

Manufacturer Repair Case Management

Western Audio Visual shall facilitate the repair and/or replacement of the equipment with the appropriate manufacturer.

Systems Operator

At client's request, Western Audio Visual will provide a knowledgeable technician familiar with the installed system to serve as a systems operator. The cost shall be at a discounted rate of \$95.00 per technician, per hour during the normal business hours (PPM**) of Monday – Friday, 8:00 am - 5:00 pm, and/or \$125 per technician, per hour outside of normal business hours (Non-PPM***). Labor for Projector Lamp Replacement

At client's request, Western Audio Visual will perform projector lamp replacements to ensure proper installation and exchange per the manufacturer's recommendations. The lamp life must be in excess of 90% the rated lamp life, or a lamp warning indication must be displayed. Lamp filters will be cleaned and lamp life timers will be reset as well. The customer is responsible for the cost and/or providing the replacement lamp.

Labor for Projector Lamp Replacement

At client's request, Western Audio Visual will perform projector lamp replacements to ensure proper installation and exchange per the manufacturer's recommendations. The lamp life must be in excess of 90% the rated lamp life, or a lamp warning indication must be displayed. Lamp filters will be cleaned and lamp life timers will be reset as well. The customer is responsible for the cost and/or providing the replacement lamp.

Notes:

*Some restrictions may apply, please see the exclusions for additional information.

**Principle Period of Maintenance (PPM): Defined as the normal business hours of Monday – Friday, 8:00 am – 5:00 pm (PST), excluding Western Audio Visual holidays.

***Non-Principle Period of Maintenance (Non-PPM): Defined as all hours outside of normal business hours, Monday – Friday, Saturdays, & Sundays.

For additional sites, rooms, and/or equipment that are not covered an Western Audio Visual service contract, a minimum fee of \$210.00 will apply. This fee includes 2-hours of labor and travel. Each additional hour thereafter will be charged at \$95.00.

EXTENDED WARRANTY PLANS

SERVICE PLUS BENEFITS

PROACTIVE PREVENTATIVE MAINTENANCE VISITS	UP TO FOUR (4) VISITS PER YEAR
EMAIL & TELEPHONE RESPONSE TIMES (PRINCIPLE PERIOD OF MAINTENANCE**)	RESPONSE WITHIN FOUR (4) HOURS
TELEPHONE TECHNICAL SUPPORT (PRINCIPLE PERIOD OF MAINTENANCE**)	INCLUDED
ON-SITE TECHNICAL SUPPORT RESPONSES (PRINCIPLE PERIOD OF MAINTENANCE***)	12 BUSINESS HOURS
ON-SITE TECHNICAL SUPPORT RESPONSES (NON-PRINCIPLE PERIOD OF MAINTENANCE***)	\$120.00 PER TECH/HOUR, 3-HOUR MINIMUM, \$180.00 AFTER HOURS, \$240.00 SAT. & SUN.
COMPLETE EQUIPMENT REPAIR AND/OR REPLACEMENT	INCLUDED
GROUND SHIPMENT	INCLUDED
EXPEDITED SHIPMENT MANUFACTURER	ACTUAL COST
SOFTWARE UPDATES/UPGRADES OPTIONAL USER	INCLUDED
SYSTEM TRAINING	INCLUDED, TWO (2) SESSIONS
PRIORITY SERVICE STATUS	INCLUDED
MANUFACTURER REPAIR CASE MANAGEMENT	INCLUDED
SYSTEMS OPERATOR	\$95.00 PER TECH/HOUR
LABOR FOR PROJECTOR LAMP REPLACEMENT	INCLUDED
DISCOUNTED PURCHASE ON PROJECTOR LAMPS	15% Discount

CITY OF CARSON
AFFIDAVIT OF NON-COLLUSION AND NON-DISCRIMINATION

I hereby swear (or affirm) under the penalty of perjury:

That the attached proposal or bid has been arrived at by the responder independently and has been submitted without collusion with and without any agreement, understanding, or planned common course of action with any other firm or entity designed to limit fair and open competition;

That the contents of the proposal or bid response have not been communicated by the responder or its employees or agents to any person not an employee or agent of the responder and will not be communicated to any such persons prior to the official opening of the solicitation responses; and

The proposer/bidder does not and shall not discriminate, will provide equal employment practices, and will adhere to an affirmative action program to ensure that in their employment practices, persons are employed and employees are treated equally and without regard to or because of race, religion, ancestry, national origin, sex, sexual orientation, age, disability, marital status or medical condition.

I certify that the statements in this affidavit are true and accurate.



Signature

Jay Schellin

Printed Name

12/20/23

Date

CFO

Title

**FEDERAL LOBBYIST
REQUIREMENTS CERTIFICATION**


Name of Firm: Western A/V & Security Date: 12/20/23
Address: 1592 N Batavia St, Suite 2
State: CA Zip Code: 92867 Phone No.: 714-637-7272

Acting on behalf of the above-named firm, as its Authorized Official, I certify as follows:

1. No Federal appropriated funds have been paid, by or on behalf of the above named firm to any person for influencing or attempting to influence an officer or employee of any agency, a Member of Congress, an officer or employee of Congress, or an employee of a Member of Congress in connection with the awarding of any Federal contract, the making of and Federal grant, loan or cooperative agreement, and any extension, continuation, renewal, amendment, or modification thereof, and;
2. If any funds other than Federal appropriated funds have paid or will be paid to any person for influencing or attempting to influence an officer or employee or any agency, a Member of Congress an officer or employee of Congress or an employee of a Member of Congress in connection with this Federal contract, grant loan, or cooperative agreement, the above named firm shall complete and submit Standard Form-LLL, "Disclosure Form to Report Lobbying", in accordance with its instructions, and;
3. The above-named firm shall require that the language of this certification be included in the award documents for all sub-awards at all tiers (including subcontracts, sub-grants, and contracts under grants, loans, and cooperative agreement) and that all sub-recipients shall certify and disclose accordingly.

This certification is a material representation of fact upon which reliance was placed when this transaction was made or entered into. Submission of this certification is a prerequisite for making or entering into the transaction imposed by Section 1352 Title 31, U.S. Code. Any person who fails to file the required certification shall be subject to a civil penalty of not less than \$10,000 and not more than \$100,000 for each such failure.

Authorized Official:

Name: Jay Schellin Title: CFO
Signature:  Date: 12/20/23

DEBARMENT AND SUSPENSION CERTIFICATION

Name of Firm: Western A/V & Security

Acting on behalf of the above-named firm ("Consultant"), as its Authorized Official, I, the undersigned, certify as follows:

I am a duly authorized representative of ("Consultant"). Consultant certifies, to the best of its knowledge and belief, that Consultant, including its principals:

Is not presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from covered transactions by any federal department or agency, and not does not have a proposed debarment pending;

Has not within the three-year period preceding this certification been convicted of or had a civil judgment rendered against it for commission of fraud or a criminal offense in connection with obtaining, attempting to obtain, or performing a public (federal, state or local) transaction, contract, or subcontract under a public transaction; for violation of federal or state antitrust statutes; or for commission of embezzlement, theft, forgery, bribery, falsification or destruction of records, making false statements or receiving stolen property;

Is not presently indicted for or otherwise criminally or civilly charged by a governmental entity (federal, state, or local) with commission of any of the offenses enumerated in paragraph (2) above; and

Has not within the three-year period preceding this certification had one or more public transactions (federal, state or local) terminated for cause or default.

Consultant further certifies that Consultant, including its principals, is not listed on the government-wide exclusions in the System for Award Management.

Consultant acknowledges that falsely providing this certification may result in criminal prosecution or administrative sanctions, and that this certification is a required component of all proposals in response to this RFP/IFB.

A proposal that does not include a completed and signed version of this certification will be deemed incomplete and materially nonresponsive, and will not be considered.

CONSULTANT

By: Jay Schellin 

Title: CFO

Date: 12/20/23