

### 3. Cost proposal

- i. The consultant understands this project will involve the rebuilding of the Audio Video infrastructure at the City of Carson's Community Center. Several new systems will be installed to bring the facility up to current state-of-the-art uses, including HD video recording, live broadcasting, theatre-grade lighting system and dramatically improved audio capabilities.
- ii. Mediastar is presenting a proposal for new systems throughout the facility. Mediastar is cognizant of the challenges government facilities face over time, including the problematic area of not owning source code for the systems installed by vendors. In addition, the systems installed by the vendors are overly complex and cannot be used by the average user. Mediastar designs systems that are intuitive and include signal path monitoring through the facility. Mediastar uses broadcast industry standard equipment that is relied on to deliver television and internet broadcasts. Mediastar does not sell or install consumer-grade systems or equipment at the cost of offering slightly more expensive systems that will work reliably. Mediastar feels that this trade-off is a good investment for the City of Carson who can expect non-mechanical devices (i.e. fans) to last five to ten years. In addition, the Mediastar design approach is to build modular systems, allowing individual components to be replaced without having to re-build the entire facility, further saving the City expenses. This proposal meets the scope of work described in the RFP, it is likely that the City may not opt to complete all this work.
- iii. See attached detailed Scope of Work descriptions including task lists, diagrams and renderings.
- iv. See attached fee schedule including products, services and estimated hours
- v. See attached our price list in three sections: 1) Price list based on RFP specifications, 2) Price list addendum based on Mediastar recommendations and 3) A summary page showing equipment prices based on both RFP specifications and Mediastar Recommendations – including labor.
- vi. Given the custom nature of this integration project, a catalog is not available that would list all these components. All of these components are available through reputable distributors and US-based dealers. Pricing is based on "street price" (i.e. discounted MSRP).
- vii. Multiple percentage discounts do not apply as Mediastar passes on the discount received from our distributors
- viii. See attached our service list and prices for each service
- ix. Mediastar requests that a scissor lift capable of reaching the ceiling height in all the rooms and capable of supporting up to three people is provided. The wheels should be able to roll on the existing carpet and be acceptable to the facility manager. Harnesses for 3 people should be included and the lift should be electric with a 110VAC charging cord. The lift should be available 24/7 for the duration of the project.

Exhibit No. 2

Pg. 16

3. iii - Task lists, diagrams and renderings

## SCOPE OF WORK, 3.C "TASK LIST" - ROOM "A"

<u>Item</u>	<u>Task to do</u>
Projector	Configure projector
Projector lens	Test lens
Projector signal conversion	Mount converter on Projector with confidence monitor facing down (confidence monitor shows user there is a signal reaching projector for troubleshooting)
Projector mount	Replace legacy and match pole, makes safe with safety wire
Projector signal cable	Route upgraded HD signal to projector
Screen	Measure screen, test mechanism, adjust high/low points
Screen control module	Install control module, test low-voltage circuit
Screen control manual switch	Mount control switch, test, wire to DC cable to projector
Projector and Screen control software	Test MSG software at corner control panel, tablet and A/V control room
Speakers	Remove legacy speakers, replace with new, test
Speaker wiring	Add PA wiring as needed, test with zones
PA	Install PA in A/V control room rack, test PA, setup zones
Corner video and audio input (HDMI)	Install transmitter
Corner video receiver	Install receiver at control panel, test
HDMI splitter	Setup and test HDMI splitter, test
Signal conversion for corner video in	Install source switcher conversion
Control panel video and audio input (HDMI)	Install panel and panel mount connectors

HDMI splitter	Setup and test HDMI splitter
Signal conversion for control panel video in	Install source switcher conversion
Control panel input selector	Install projector source switch, configure and test
Input control software	Test projector source switch can be remotely controlled
XLR mic input connectors at corner	Install faceplate at corner
XLR mic input connectors at control panel	Mount XLR inputs at control panel
Mic input control software	Test microphone inputs
Audio de-embedder	Install and test with PA
Spotlight	Install spotlight at light box next to moveable door, on inside of room, pointing towards screen
Spotlight mounting hardware	Mount on hardware for moveable head with safety strap
Spotlight control	Test control software at tablet and A/V control room
Control cabling for Spot lights	Install DMX cabling back to A/V control room
PTZ cameras	Test PTZ cameras
Camera mounting hardware and pole	Mount cameras to ceiling with safety cables
Camera brackets	Attach bracket to pole
Camera bracket	Mount camera at wall above screen (audience view)
Camera control and signal cabling	Add HD signal from each camera, add Cat5 control cabling

Camera control software	Install PTZ control software at room PC in A/V control room and tablet and test
Camera input switcher at control panel	Install camera select switcher at control panel, install software on tablet, room PC in A/V control room and test
LAN at control panel	Install panel mount connector at control panel
Patio speakers	Install and test patio speakers, using a zone on PA
Rack shelf	Install rack shelf, attach adapters
Protective cover	Install cover
Rack faceplate	Use faceplate to mount XLR, HDMI and LAN connectors at control panel

## SCOPE OF WORK, 3.C "TASK LIST" - ROOM "B"

<u>Item</u>	<u>Task to do</u>
Projector	Configure projector
Lens	Test lens
Projector mount	Replace legacy and match pole, make safe with safety wire
Projector signal cable	Route upgraded HD signal to projector
Screen	Measure screen, test mechanism, adjust high/low points
Screen control module	Install control module, test low-voltage circuit
Screen control manual switch	Mount control switch, test, wire to DC cable to projector
Projector and Screen control software	Test MSG software at corner control panel, tablet and A/V control room
Speakers	Remove legacy speakers, replace with new, test
Speakers	Remove legacy fill speakers, replace with new
Speakers	Install speakers in bathrooms
Speaker wiring	Add PA wiring as needed, test with zones
PA	Install PA in A/V control room rack, test PA, setup zones
Stage video and audio input (HDMI)	Install box and transmitter at side of stage (Note: currently HDMI and XLR input connections are on front of stage and covered when stage extension is added), test
Stage video receiver	Install receiver at control panel, test
HDMI splitter	Setup and test HDMI splitter, test
Signal conversion for Stage video in	Install source switcher conversion
Control panel video and audio input (HDMI)	HDMI panel mount

HDMI splitter	Setup and test HDMI splitter, test
Signal conversion for control panel video in	Install source switcher conversion
Control panel output selector for projector	Install projector source switch, configure and test
Input control software	Test projector source switch can be remotely controlled
XLR mic input connectors at stage	Install single gang faceplate
XLR mic input connectors at control panel	XLR panel mount
Mic input control software	Test microphone inputs
Spotlight	Install spotlight at in A/V control room
Spotlight mounting hardware	Mount spotlight forward of surface and make sound. Add safety wire.
Spotlight control	Install software on management computer in A/V control room
Spot lights in room B and room A and C facing room B	Remove legacy spotlights, install new spotlights configured for DMX control
Mounting hardware for Spotlights lights	Use mounting hardware to mount moveable heads on existing bar. Add safety strap for each spotlight
Control software for Spot lights	Test to ensure spotlights can be controlled from A/V control room or tablet
Safety straps	Install safety straps on all spotlights
Control cabling for Spot lights	Install DMX cabling back to A/V control room

PTZ cameras, sides and front	Test PTZ cameras
PTZ camera, rear, high zoom	Test PTZ cameras
Camera mounting hardware and pole	Mount cameras to ceiling with safety cables
Camera brackets	Attach bracket to pole
Camera bracket	Mount camera at wall on A/V control room wall and above stage (stage view and audience view)
Camera control and signal cabling	Add HD signal from each camera, add Cat5 control cabling
Camera brackets	Attach bracket to poles
Camera brackets	Mount camera at wall on A/V control room wall and above stage (stage view and audience view)
Camera control software	Control cameras from tablet or A/V control room
Camera input switcher at control panel	Install PTZ control software at room PC in A/V control room and tablet and test
LAN at control panel	Install panel mount connector at control panel
New control panel	Install box, door, lock and rack rails for new control panel
Cover existing control panel and legacy inputs	Remove legacy panels, cover with plates 18"x18", 12"x14", 8"x10"
Rack shelf	Install rack shelf, attach adapters
Protective cover	Install cover
Rack faceplate	Use faceplate to mount XLR, HDMI and LAN connectors at control panel



## SCOPE OF WORK, 3.C "TASK LIST" - ROOM "C"

<u>Item</u>	<u>Task to do</u>
Projector	Configure projector
Projector lens	Test lens
Projector signal conversion	Mount converter on Projector with confidence monitor facing down (confidence monitor shows user there is a signal reaching projector for troubleshooting)
Projector mount	Replace legacy and match pole, make safe with safety wire
Projector signal cable	Route upgraded HD signal to projector
Screen	Measure screen, test mechanism, adjust high/low points
Screen control module	Install control module, test low-voltage circuit
Screen control manual switch	Mount control switch, test, wire to DC cable to projector
Projector and Screen control software	Test MSG software at corner control panel, tablet and A/V control room
Speakers	Remove legacy speakers, replace with new, test
Speaker wiring	Add PA wiring as needed, test with zones
PA	Install PA in A/V control room rack, test PA, setup zones
Corner video and audio input (HDMI)	Install transmitter
Corner video receiver	Install receiver at control panel, test
HDMI splitter	Setup and test HDMI splitter, test
Signal conversion for corner video in	Install source switcher conversion

Control panel video and audio input (HDMI)	Install panel and panel mount connectors
HDMI splitter	Setup and test HDMI splitter, test
Signal conversion for control panel video in	Install source switcher conversion
Control panel input selector	Install projector source switch, configure and test
Input control software	Test projector source switch can be remotely controlled
XLR mic input connectors at corner	Install faceplate at corner
XLR mic input connectors at control panel	Mount XLR inputs at control panel
Mic input control software	Test microphone inputs
Audio de-embedder	Install and test with PA
Spotlight	Install spotlight at light box next to moveable door, on inside of room, pointing towards screen
Spotlight mounting hardware	Mount on hardware for moveable head with safety strap
Spotlight control	Test control software at tablet and A/V control room
Control cabling for Spot lights	Install DMX cabling back to A/V control room
PTZ cameras	Test PTZ cameras
Camera mounting hardware and pole	Mount cameras to ceiling with safety cables
Camera brackets	Attach bracket to poles
Camera bracket	Mount camera at wall above screen (audience view)

Camera control and signal cabling	Add HD signal from each camera, add Cat5 control cabling
Camera control software	Install PTZ control software at room PC in A/V control room and tablet and test
Camera input switcher at control panel	Install camera select switcher at control panel, install software on tablet, room PC in A/V control room and test
LAN at control panel	Install panel mount connector at control panel
Patio speakers	Install and test patio speakers, using a zone on PA
Rack shelf	Install rack shelf, attach adapters
Protective cover	Install cover
Rack faceplate	Use faceplate to mount XLR, HDMI and LAN connectors at control panel

## SCOPE OF WORK, 3.C "TASK LIST" – DOMINGUEZ ROOM

<u>Item</u>	<u>Task to do</u>
Projector	Configure projector
Projector lens	Test lens
Projector signal conversion	Mount converter on Projector with confidence monitor facing down (confidence monitor shows user there is a signal reaching projector for troubleshooting)
Projector mount	Replace legacy and match pole, make safe with safety wire
Projector signal cable	Route upgraded HD signal to projector
Screen	Measure screen, test mechanism, adjust high/low points
Screen control module	Install control module, test low-voltage circuit
Screen control manual switch	Mount control switch, test, wire to DC cable to projector
Projector and Screen control software	Test MSG software at corner control panel, tablet and A/V control room
Speakers	Remove legacy speakers, replace with new, test
Speakers	Remove legacy speakers, replace with new, safety straps, test
Speaker wiring	Run new speaker runs from ceiling, omitting corner (table room) and disconnecting legacy wall rack
PA	Install PA in rack room, test PA, setup zones
East video and audio input (HDMI)	Install transmitter
East video receiver	Install receiver at control panel, test
HDMI splitter	Setup and test HDMI splitter, test
East signal conversion	Install source switcher conversion
West video and audio input (HDMI)	Install transmitter
West video receiver	Install receiver at control panel, test

HDMI splitter	Setup and test HDMI splitter, test
West signal conversion	Install source switcher conversion
HDMI input	Install HDMI panel mount at rack
Rack room signal conversion	Install source switcher conversion for HDMI input at rack
Control panel input selector	Install projector source switch, configure and test
Input control software	Test projector source switch can be remotely controlled
XLR mic input connectors East	Install single gang faceplate
XLR mic input connectors West	Install single gang faceplate
XLR mic input connectors at control panel	Install XLR Panel mount
DSP for room	Install DSP Located at rack
Mic input control software	Install and test DSP software for tablet and local PC
Dominguez Room wireless system	Install wireless microphones receiver for the room in rack
Audio de-embedder	Install de-embedder for audio from HDMI signals for PA
Spot lights in Dominguez	Remove legacy light, install new spotlights. Ensure spotlights can be used anywhere in the room
Spotlight mounting hardware	Mount on hardware for moveable head with safety straps
Spotlight control	Test control hardware and software at tablet and local PC
Control cabling for Spot lights	Install DMX cabling back to rack room
PTZ cameras	Test PTZ cameras
Camera bracket	Mount camera at wall above screen

Camera control and signal cabling	Install PTZ control software at room PC in A/V control room and tablet and test
Camera control software	Control cameras from tablet or A/V control room
Camera input switcher at control panel	Install camera select switcher at control panel, install software on tablet and room PC
Local management PC	Install software for local control of interfaces and devices
Rack	Install 4U rack on left wall
Rack shelf	Install rackshelf, attach adapters
Protective cover	Install cover
Rack faceplate	Use faceplate to mount XLR, HDMI and LAN connectors at control panel

## SCOPE OF WORK, 3.C "TASK LIST" – "AV CONTROL ROOM"

Item	Task to do
Room A Recorder	Install recorder and control software
Room A Recording software	Install recording software
Monitor for Room A Recorder	Install PC monitor with speakers
Source selector	Install in rack, ATEM, Projector switch out& local input (HDMI) recording selector switch
Source selector control software	Install and test control software
Signal distribution	Install distribution amplifier for signals to other rooms
Room B Recorder	Install recorder and control software
Room B Recording software	Install recording software
Monitor for Room B Recorder	Install PC monitor with speakers
Source selector	Install in rack, ATEM, Projector switch out& local input (HDMI) recording selector switch
Source selector control software	Install and test control software
Signal distribution to other rooms	Install distribution amplifier for signals to other rooms
Room C Recorder	Install recorder and control software
Room C Recording software	Install recording software
Monitor for Room C Recorder	Install PC monitor with speakers
Source selector	Install in rack, ATEM, Projector switch out& local input (HDMI) recording selector switch
Source selector control software	Install and test control software

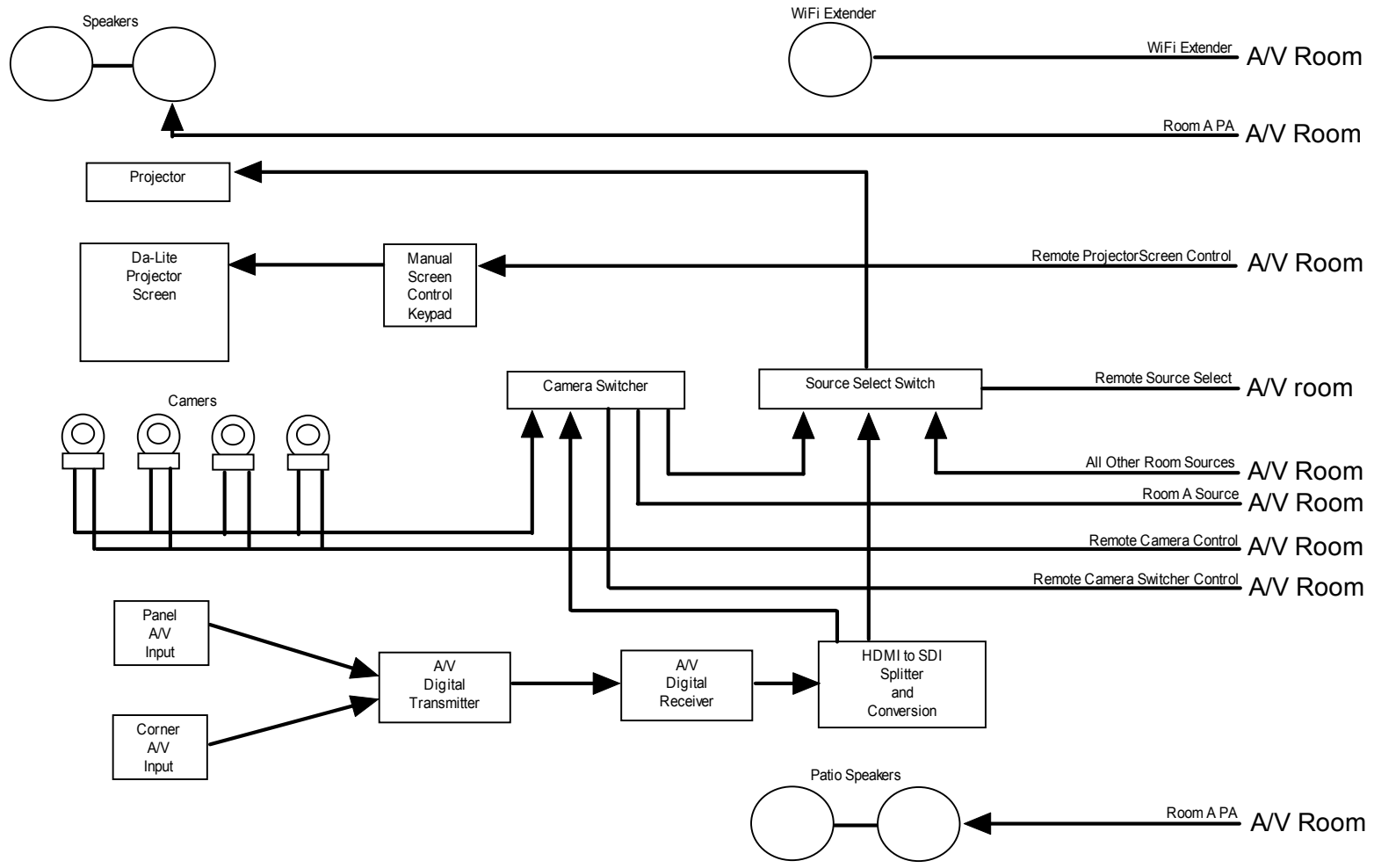
Signal distribution to other rooms	Install distribution amplifier for signals to other rooms
Dominguez room Recorder	Install recorder and control software
Dominguez room Recording software	Install recording software
Monitor for Dominguez room	Install PC monitor with speakers
Source selector	Install in rack, ATEM, Projector switch out& local input (HDMI) recording selector switch
Source selector control software	Install and test control software
SDI VDA for rack Kramer Recorder source switch	Install distribution amplifier for signals to other rooms
Local source signal conversion	Install local source at rack "DVD player" – source 1
SDI VDA for rack Kramer Recorder source switch	Install VDA and cables in rack
Local source signal conversion	Install local source at rack "Zoom PC" – source 1
SDI VDA for rack Kramer Recorder source switch	Install VDA and cables in rack
Control panel video and audio input (HDMI)	Install HDMI panel mount



XLR mic input connectors at control panel	Install XLR Panel mount
LAN at control panel	Install Panel mount for local LAN at control panel
Room A DSP	Install room A DSP in rack and test
Room A DSP control software	Install and test control software
Room A wireless system	Install receiver for room A in rack
Room A wireless antenna extender	Run RF cabling from rack (receiver) to antenna toward room A, make antenna visible in room A
Room B DSP	Install room B DSPs in rack and test
Room B DSP control software	Install and test control software
Room B wireless system	Install receivers for room B in rack
Room B wireless antenna extender	Run RF cabling from rack (receiver) to antenna toward room B, make antenna visible in room B
Room C DSP	Install room C DSP in rack and test
Room C DSP control software	Install and test control software
Room C wireless system	Install receivers for room C in rack
Room C wireless antenna extender	Run RF cabling from rack (receiver) to antenna toward room C, make antenna visible in room C
Room A camera joystick	Install joystick, configure PTZ network for room A
Room B camera joystick	Install joystick, configure PTZ network for room B

Room C camera joystick	Install joystick, configure PTZ network for room C
Dominguez room camera joystick	Install joystick, configure PTZ network for Dominguez room
Confidence monitor	Install monitor in rack and run signal cables for room A and B sources
Confidence monitor	Install monitor in rack and run signal cables for room C and Dominguez room sources
Confidence monitor	Install signal path from chamber send and chamber receive sources
Source selector	Install signal selector for outgoing signal to chamber.
Source selector	Install and test signal selector control software
Confidence monitor Cable return	Install cable return box, install confidence for cable feed in real time
Confidence monitor cable return rack mount	Install in rack, mount for cable return monitor on front of rack
Management PC for AV booth	Install and configure local management PC, install control software
Tablets for rooms A, B, C and Dominguez and one spare Win10	Install software and test all tablets for local control of all functions. Test wireless capability in each room
Network extender for rooms A, B, C and Dominguez	Install range extender for LAN, for tablets in the rooms
Network switch for tablet and lights	Install and test 24-port un-managed switches in rack
Spotlight control for rooms A and C	Install control hardware to management PC, add control software test.
SDI cabling in rack	Build custom HD-SDI cabling for rack

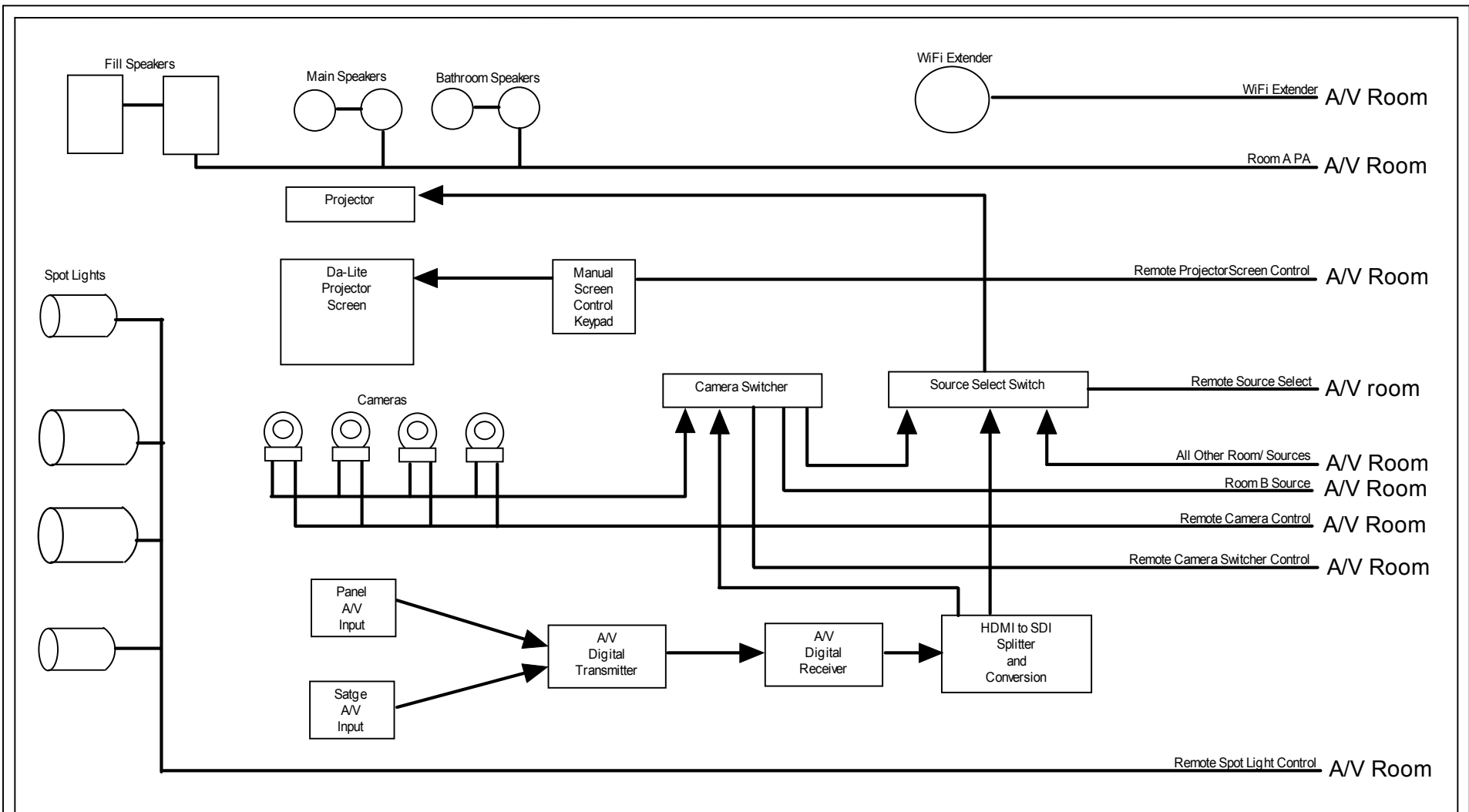
SDI cabling to/from rooms	Run cable lengths to local rooms as well as Dominguez room
SDI to fiber transmitter. From Council	Install HD to fiber transmitter, using existing fiber at CC A/V control room. Install in council A/V control room, use HD-SDI signal source ("live") in rack and test
Fiber to SDI from Council	Install HD fiber receiver for signal coming from council A/V control room into rack
SDI to fiber transmitter. To Council	Install HD to fiber transmitter, using existing fiber at CC A/V control room. Install in rack
Fiber to SDI to Council	Install HD to fiber receiver in council A/V control room rack, add source to existing ATEM switcher as HD-SDI signal and test
Rack shelf	Install rack shelf, attach adapters
Protective cover	Install cover
Rack faceplate	Use faceplate to mount XLR, HDMI and LAN connectors at control panel
Rack hardware	Add filler panels as needed
DSP program	Install and test custom DSP programming for 5 DSP devices. Test and deliver source code to client in non-password protected format



KEY	
Style	Definition

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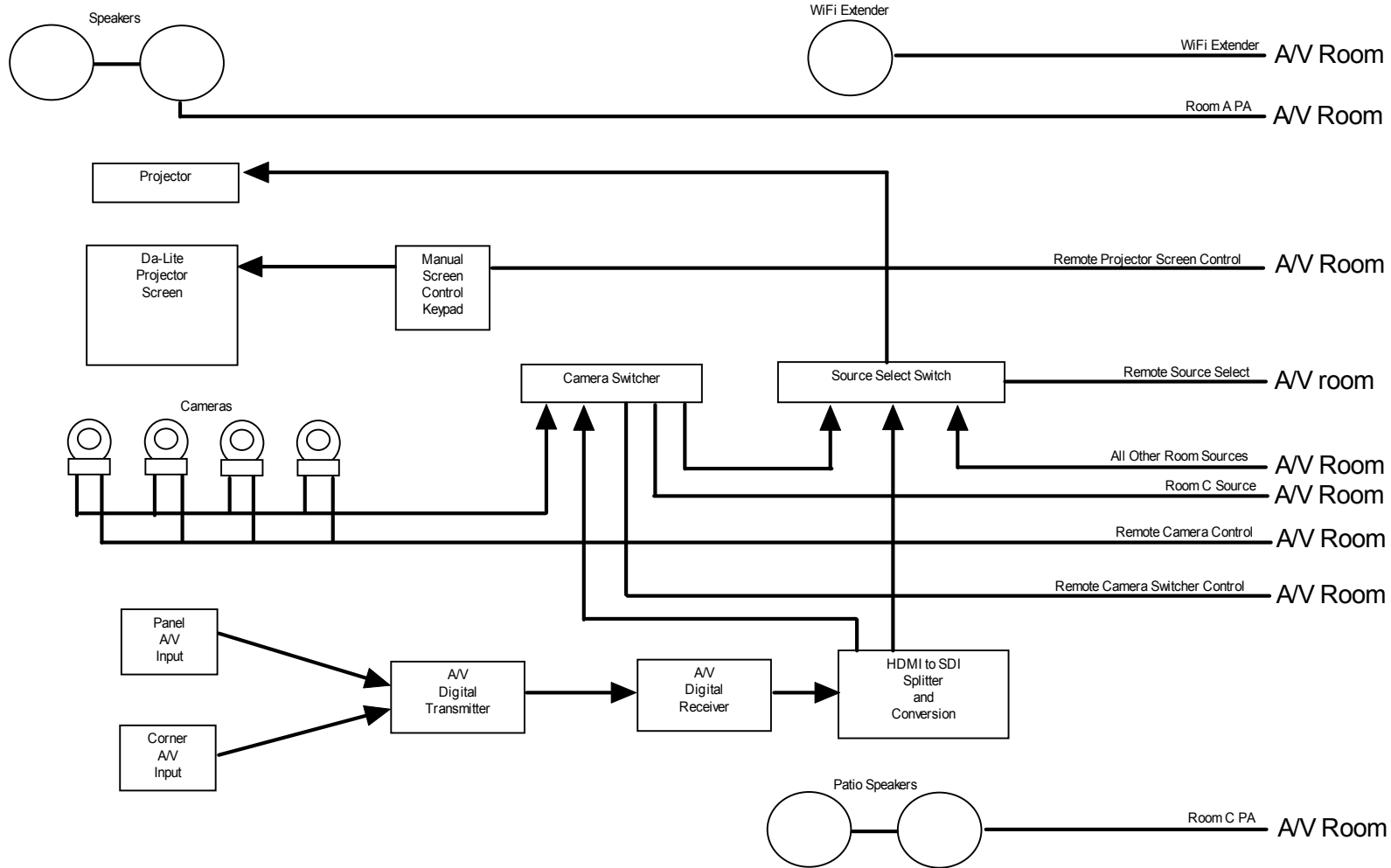
Carson	
Room A	
Project #	Revision
210525	1.00
Date:	Revision Date:
05/24/21	05/24/21



KEY	
Style	Definition

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Carson	
Room B	
Project #	Revision
210525	1.00
Date:	Revision Date:
05/24/21	05/24/21

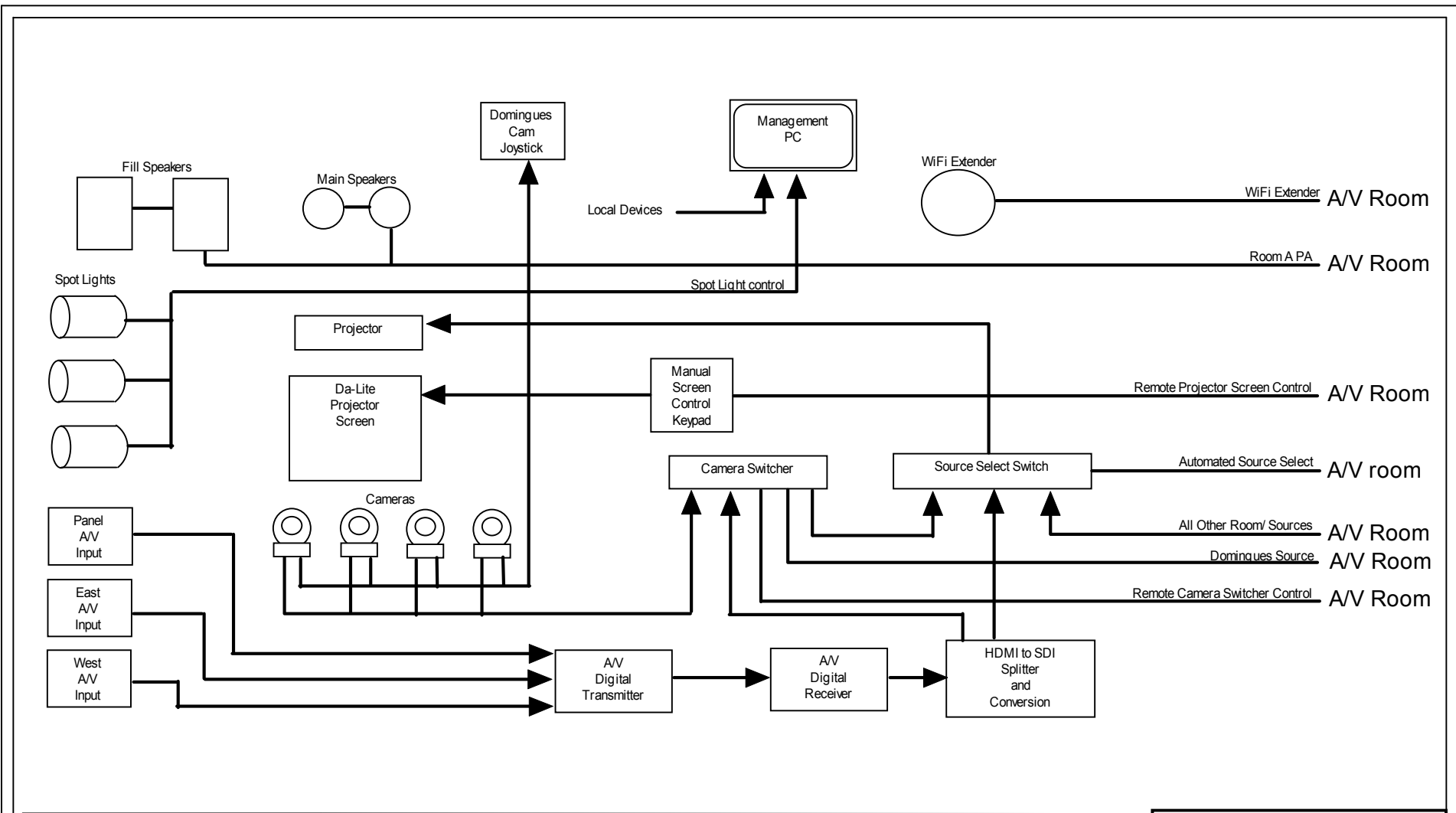


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Style	Definition

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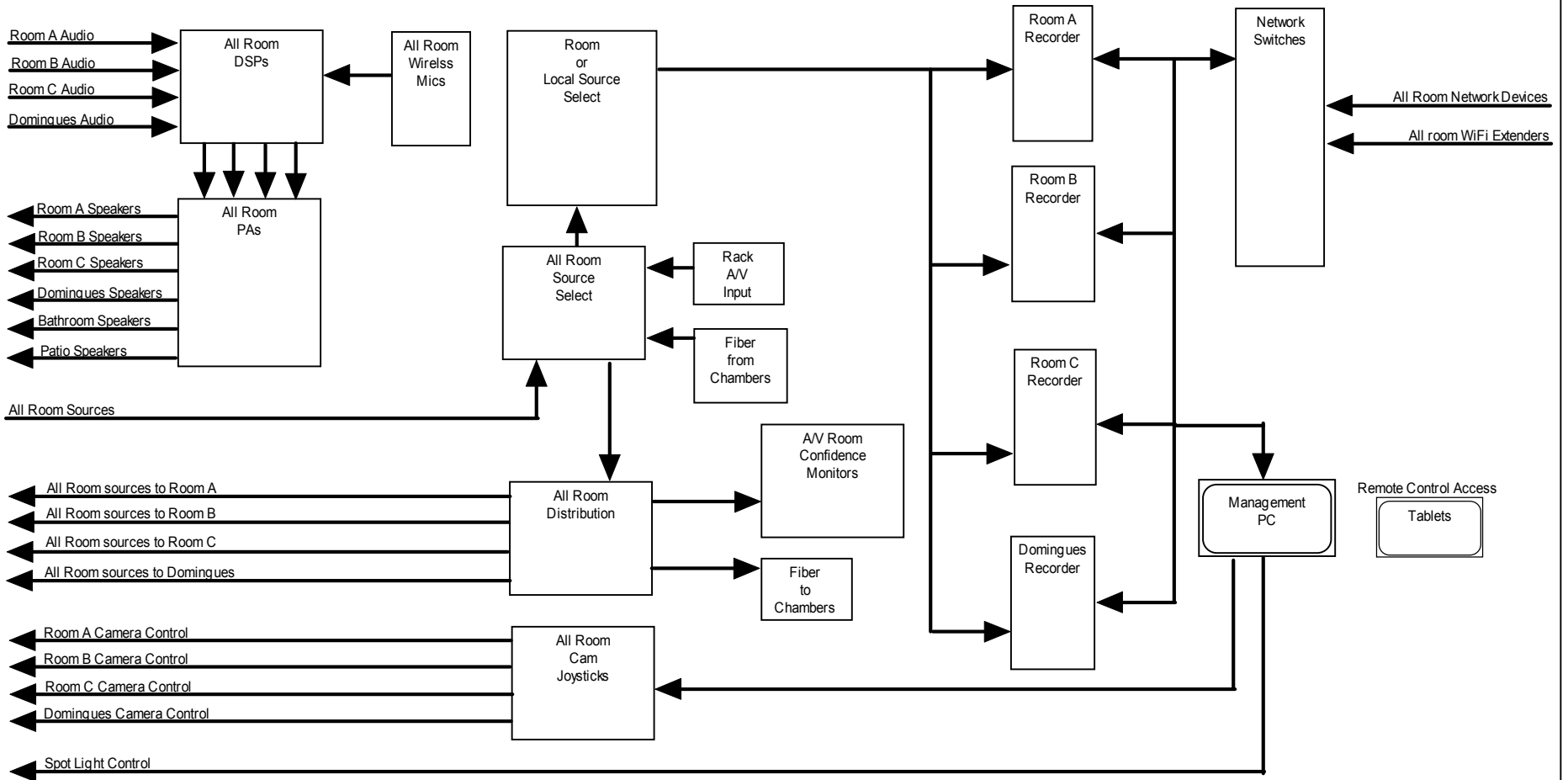
Carson	
Room C	
Project #	Revision
210525	1.00
Date:	Revision Date:
05/24/21	05/24/21



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Style	Definition

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Carson	
Domingues	
Project #	Revision
210525	1.00
Date:	Revision Date:
05/24/21	05/24/21



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Style	Definition

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Carson	
A/V Room	
Project #	Revision
210525	1.00
Date:	Revision Date:
05/24/21	05/24/21



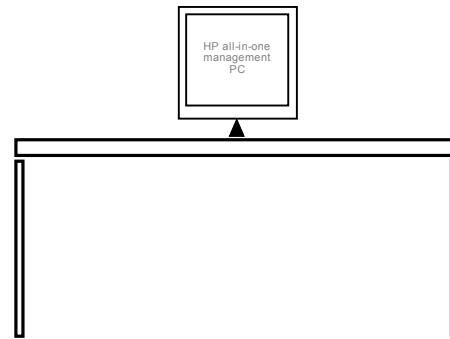
# Proposed layout A/V control room



Spot for room B

Bench in front of windows

Spot for room B



Desk in A/V control room

KEY	
Style	Definition

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City of Carson	
RFP 20-21	
Project #	Revision
73052	1.00
Date:	Revision Date:
210526	210526

24 Port Network Sw
24 Port Network Sw
Cable Return Monitor
Rm-A Wireless
Rm-C Wireless
Antenna Extender
Rm-B Wrls-1
Rm-B Wrls-2
Antenna Extender
Converter Shelf
HDMI XLR LAN
Room A Nexia
Room B Nexia #1
Room B Nexia #2
Room C Nexia

Room A Confidence	Room B Confidence
Room C Confidence	Domingues Confidence
To Chambr Confidence	From Chambr Confidence
Cable Box	
Chamber Src Select 4x1	
Rm A Enc Src Select 4x1	
Rm B Enc Src Select 4x1	
Rm C Enc Src Select 4x1	
Domingues Enc Src Select 4x1	
Fill Plate	
Fill Plate	
Fill Plate	
Fill Plate	

KEY	
Style	Definition

  
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Carson	
Community Center Racks	
Project #	Revision
210525	1.00
Date:	Revision Date:
05/24/21	05/24/21

## Sample control panel layout (rooms A and C)



KEY	
Style	Definition

  
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City of Carson	
RFP 20-21	
Project #	Revision
73052	1.00
Date:	Revision Date:
210526	210526

**COMMERCIAL CONFIDENTIAL**

January 1st, 2021

**Fee schedule (effective January 1<sup>st</sup>)**

<b>Service</b>	<b>Price</b>	<b>Terms</b>	<b>Notes</b>
Over the phone support	\$110.00 1 <sup>st</sup> minute \$4.00 each additional	Credit card or deposit on account	We will personally answer the phone 24 hours a day
Recertification	\$300.00	Credit card or COD	Identify any hardware or software issues that may lead to system instability
Consultancy and design work	\$150/hour	Credit card or COD	1 day minimum
In-house repair	\$145/hour	Credit card, deposit or COD	Repaired to original specifications or better
Telephone installation	\$300	Credit card or deposit	1-4 hours max. after that, hourly \$2.75/min applies
On site installation	\$140/hour	Credit card or deposit	½ day minimum
Repair on site	\$250.00/hour. \$1,000/day (4 hours minimum) plus per diem	Credit card or deposit	Travel, lodging, meals & transport paid by client (per diem). We can add to bill and as an hourly rate.
Training on site	\$800/day 3 day minimum. \$100/hour	Credit card or deposit	If training goes beyond 8 hours per day \$100/hour applies for overage(s)
Testing and certification on site	\$150/hour	Credit card or deposit	1 day minimum
Diagrams and documentation	\$150/hour	Credit card or deposit	3 day minimum
Software upgrade	\$3,500 per upgrade	Credit card or deposit	Upgrade to latest release
Parts	Price quoted	Credit card or deposit	Made to original specification

Both annual and monthly FSC terms require a 90 day cancellation notice  
 For further information please contact your Account Representative at 530 82MEDIA

3. Cost proposal - v - Pricing

There are three sections for price lists:

Section 1. Price lists based on RFP specifications

Section 2 Price lists based on Mediastar recommendations

Section 3 Price list totals (showing total costs for both RFP specifications and with Mediastar recommendations)

3. Cost proposal - v - Pricing – RFP specifications

This is Section 1

## SCOPE OF WORK AND PROPOSAL ITEMS BASED ON RFP SPECIFICATIONS - ROOM "A"

<u>Item</u>	<u>Function</u>	<u>Qty</u>	<u>Brand/model</u>	<u>Unit Price</u>	<u>Total cost</u>
Projector	7000 Lumens to deal with light room (glass walls)	1	EPSON PRO L1075UNL PROJECTOR	5,600	5,600
Projector lens	Lens to match room size and screen	1	EPSON V12H004W05 1.04-1.46:1 ZOOM	1,450	1,450
Projector signal conversion	SDI from Kramer in control panel to HDMI for projector	1	Lumantek EZ-SHV+	199	199
Projector mount	Replace legacy and match pole	1	UNV60	160	160
Projector signal cable	Route upgraded HD signal to projector	1	HD-SDI	84	84
Screen	To replace manual screen and add better image	1	DA-LITE #96390 COSMO	2,574	2,574
Screen control module	Control projector screen from corner, tablet or A/V control room	1	Low voltage control module 40973	255	255
Screen control manual switch	Switch at control panel	1	Extron MLC-62	750	750
Projector and Screen control software	Control projector at A/V control room and with tablet	1	MSG	500	500
Speakers	Ceiling only	10	CM82-EZ-II-WH	175	1,750
Speaker wiring	Replace legacy wiring adding zone capability	1	18AWG	145	145
PA	Remotely manageable PA from A/V control room or tablet	1	Ashly ne4250.70	1,800	1,800
Corner video and audio input (HDMI)	HD HDMI signal transfer from corner of room	1	Extron DTP T HWP 4K 331 D	700	700
Corner video receiver	Paired HD receiver for corner of room signal	1	Extron DTP HDMI 4K 330 Rx	560	560
HDMI splitter	Split signal from HDMI receiver to goto ATEM and Lumantek to Lumantek to 8x1 Kramer at control panel	1	Kramer VM-2HXL	255	255

Signal conversion for corner video in	Signal conversion from HDMI to SDI for 8x1 switcher projector sources	1	Lumantek EZ-HSV+	199	199
Control panel video and audio input (HDMI)	HDMI panel mount	1	Neutrik NAHDMI-W-N	13	13
HDMI splitter	Split signal from HDMI receiver to goto ATEM and Lumantek to 8x1 Kramer at control panel	1	Kramer VM-2HXL	255	255
Signal conversion for control panel video in	Signal conversion from HDMI to SDI for 8x1 switcher projector sources	1	Lumantek EZ-HSV+	199	199
Control panel input selector	Projector source, from room B and C and Dominguez and A/V control room and Chamber	1	Kramer VS-81HD	2,800	2,800
Input control software	Projector source can be controlled from A/V control room or tablet	1	Kramer	10	10
XLR mic input connectors at corner	Single gang faceplate	1	D-XLR2F	48	48
XLR mic input connectors at control panel	XLR Panel mount	2	Neutrik NC3FDL1B	4	8
Mic input control software	Manage all inputs to PA	1	DaVinci	10	10
Audio de-embedder	Audio to A/V room and PA	2	Ocean Matrix OMX-05HMHM0001	65	130
PTZ cameras	PTZ cameras controlled with tablet, or A/V control room	4	PT20X-SDI-WH-G2	1,700	6,800
Camera mounting hardware and pole	Mount cameras to ceiling with safety cables	3	1" NTP, plate, Unistrut mounting hardware	80	240
Camera brackets	Pole mounted	3	HCM-1C-BK	121	363
Camera bracket	Wall mounted	1	HCM-1-BK	100	100



Camera control and signal cabling	HD-SDI signal path for full HD signal (not compressed)	4	Belkin 1506a	250	250
Camera control software	Control cameras from tablet or A/V control room	1	PTZ Optics	10	10
Camera input switcher at control panel	Camera select from control panel, tablet or A/V control room	1	BMD ATEM switcher SWATEMTVSTU/HD	995	995
LAN at control panel	Panel mount for local LAN at control panel	1	Neutrik NE8FDP B	14	14
Patio speakers	Adding audio to patio. Source is closest room	4	SM890I-WX-WH	535	2,140
Rack shelf	1U	1	RS-V-1U	25	25
Protective cover	1U	1	PNLPRF1	15	15
Rack faceplate	1U	1	R1269/1UK/04	12	12
				<b>Page total \$31,418</b>	

## SCOPE OF WORK AND PROPOSAL ITEMS BASED ON RFP SPECIFICATIONS- ROOM "B"

<u>Item</u>	<u>Function</u>	<u>Qty</u>	<u>Brand/model</u>	<u>Unit Price</u>	<u>Total cost</u>
Projector	15,000 LUMENS, to create "bright" HD image at stage/screen (native HD-SDI)	1	EPSON PRO L1755UNL PROJECTOR	18,000	18,000
Lens	Lens to match room size and screen	1	EPSON V12H004M0B 3.54-5.41:1 ZOOM LENS	1,690	1,690
Projector mount	Replace legacy and match pole	1	Peerless PJR125	200	200
Projector signal cable	Route upgraded HD signal to projector	1	HD-SDI	50	50
Speakers	Main room	18	CM82-EZ-II-WH	175	3,150
Speakers	fill	4	EV F.01U.272.562	2,011	8,044
Speakers	Bathrooms	6	CM82-EZ-II-WH	175	1,050
Speaker wiring	Replace legacy wiring where needed, adding zones and bathroom capability		18AWG	580	580
PA	Remotely manageable PA from A/V control room or tablet	1	Ashly ne8250.70	2,400	2,400
Stage video and audio input (HDMI)	HD HDMI signal path from stage. Note moving input panel to side of stage	1	Extron DTP T HWP 4K 331 D	700	700
Stage video receiver	Paired HD receiver for stage signal	1	Extron DTP HDMI 4K 330 Rx	560	560
HDMI splitter	Split signal from HDMI receiver to goto ATEM and Lumantek to Lumantek to 8x1 Kramer at control panel	1	Kramer VM-2HXL	255	255
Signal conversion for Stage video in	Signal conversion from HDMI to SDI for 8x1 switcher projector sources	1	Lumantek EZ-HSV+	199	199
Control panel video and audio input (HDMI)	HDMI panel mount	1	Neutrik NAHDMI-W-N	13	13
HDMI splitter	Split signal from HDMI receiver to goto ATEM and Lumantek to Lumantek to 8x1 Kramer at control panel	1	Kramer VM-2HXL	255	255

Signal conversion for control panel video in	Signal conversion from HDMI to SDI for 8x1 switcher projector sources	1	Lumantek EZ-HSV+	199	199
Control panel output selector for projector	Projector source, from room A and C and Dominguez and A/V control room and Chamber		Kramer VS-81HD	2,800	2,800
Input control software	Projector source can be controlled from A/V control room or tablet		Kramer	10	10
Audio de-embedder	Audio to A/V room and PA	2	Ocean Matrix OMX-05HMHM0001	65	130
XLR mic input connectors at stage	single gang faceplate. Note moving input connectors to side of stage	2	D-XLR2F	48	96
XLR mic input connectors at control panel	XLR panel mount	4	NC3FDL1B	4	16
Mic input control software	Manage all inputs to PA	1	DaVinci	10	10
Audio de-embedder	Audio to PA system	2	OMX-05HMHM001	65	130
Spotlight control	Control hardware and software	1	DJ express	309	309
Spot lights in room B and room A and C facing room B	Currently 44 @ max 300W each.	44	Light Cannon F-300	700	30,800
Mounting hardware for Spotlights lights	Mounting hardware for existing bar	44	Omega brackets etc.	75	3,300
Control software	Control spotlights from tablet	1	Chauvet	10	10
Safety straps	Safety straps for all spotlights	60	HD-lite	25	1,800
Control cabling for Spot lights	DMX compatible	1	Cat6A	50	50
PTZ cameras, sides and front	Sides and front (audience) views	3	PT20X-SDI-WH-G2	1,700	5,100

PTZ camera, rear, high zoom	Rear of room longer zoom distance to cover stage	1	PT30X-SDI-WH-G2	1,800	1,800
Camera mounting hardware and pole	Mount cameras to ceiling with safety cables	3	HD	80	240
Camera brackets	Pole mounted	2	HCM-1C-BK	121	242
Camera bracket	Wall mounted	2	HCM-1-BK	100	200
Camera control and signal cabling	HD-SDI signal path for full HD signal (not compressed)	4	Belkin 1506a	224	224
Camera control software	Control cameras from tablet or A/V control room	1	PTZ Optics	10	10
Camera input switcher at control panel	Camera select from control panel, tablet or A/V control room	1	BMD ATEM switcher SWATEMTVSTU/HD	995	995
LAN at control panel	Panel mount for local LAN at control panel	1	Neutrik NE8FDP B	14	14
New control panel	Box, surround, door, lock	1	Door T9F602332, <u>Mini T Handle 2603</u> with lock, IR222APG , RackRail10U	625	625
Cover existing control panel and legacy inputs	18"x18", 12"x14", 8"x10"	1	Metalworx	330	330
Rack shelf	1U	1	RS-V-1U	25	25
Protective cover	1U	1	PNLPRF1	15	15
Rack faceplate	1U	1	R1269/1UK/06	12	12
				<b>Page total \$86,508</b>	

## SCOPE OF WORK AND PROPOSAL ITEMS BASED ON RFP SPECIFICATIONS - ROOM "C"

<u>Item</u>	<u>Function</u>	<u>Qty</u>	<u>Brand/model</u>	<u>Unit Price</u>	<u>Total cost</u>
Projector	7000 Lumens to deal with light room (glass walls)	1	EPSON PRO L1075UNL PROJECTOR	5,600	5,600
Projector lens	Lens to match room size and screen	1	EPSON V12H004W05 1.04-1.46:1 ZOOM	1,450	1,450
Projector signal conversion	SDI from Kramer in control panel to HDMI for projector	1	Lumantek EZ-SHV+	199	199
Projector mount	Replace legacy and match pole	1	UNV60	160	160
Projector signal cable	Route upgraded HD signal to projector	1	HD-SDI	84	84
Screen	To replace manual screen and add better image	1	DA-LITE #96390 COSMO	2,574	2,574
Screen control module	Control projector screen from corner, tablet or A/V control room	1	Low voltage control module 40973	255	255
Screen control manual switch	Switch at control panel	1	Extron MLC-62	750	750
Projector and Screen control software	Control projector at A/V control room and with tablet	1	MSG	500	500
Speakers	Ceiling only	10	CM82-EZ-II-WH	175	1,750
Speaker wiring	Replace legacy wiring adding zone capability	1	18AWG	145	145
PA	Remotely manageable PA from A/V control room or tablet	1	Ashly ne4250.70	1,800	1,800
Corner video and audio input (HDMI)	HD HDMI signal transfer from corner of room	1	Extron DTP T HWP 4K 331 D	700	700
Corner video receiver	Paired HD receiver for corner of room signal	1	Extron DTP HDMI 4K 330 Rx	560	560
HDMI splitter	Split signal from HDMI receiver to goto ATEM and Lumantek to Lumantek to 8x1 Kramer at control panel	1	Kramer VM-2HXL	255	255

Signal conversion for corner video in	Signal conversion from HDMI to SDI for 8x1 switcher projector sources	1	Lumantek EZ-HSV+	199	199
Control panel video and audio input (HDMI)	HDMI panel mount	1	Neutrik NAHDMI-W-N	13	13
HDMI splitter	Split signal from HDMI receiver to goto ATEM and Lumantek to 8x1 Kramer at control panel	1	Kramer VM-2HXL	255	255
Signal conversion for control panel video in	Signal conversion from HDMI to SDI for 8x1 switcher projector sources	1	Lumantek EZ-HSV+	199	199
Control panel input selector	Projector source, from room B and C and Dominguez and A/V control room and Chamber	1	Kramer VS-81HD	2,800	2,800
Input control software	Projector source can be controlled from A/V control room or tablet	1	Kramer	10	10
XLR mic input connectors at corner	Single gang faceplate	1	D-XLR2F	48	48
XLR mic input connectors at control panel	XLR Panel mount	2	Neutrik NC3FDL1B	4	8
Mic input control software	Manage all inputs to PA	1	DaVinci	10	10
Audio de-embedder	Audio to A/V room and PA	2	Ocean Matrix OMX-05HMHM0001	65	130
PTZ cameras	PTZ cameras controlled with tablet, or A/V control room	4	PT20X-SDI-WH-G2	1,700	6,800
Camera mounting hardware and pole	Mount cameras to ceiling with safety cables	3	1" NTP, plate, Unistrut mounting hardware	80	240
Camera brackets	Pole mounted	3	HCM-1C-BK	121	363
Camera bracket	Wall mounted	1	HCM-1-BK	100	100

Camera control and signal cabling	HD-SDI signal path for full HD signal (not compressed)	4	Belkin 1506a	250	250
Camera control software	Control cameras from tablet or A/V control room	1	PTZ Optics	10	10
Camera input switcher at control panel	Camera select from control panel, tablet or A/V control room	1	BMD ATEM switcher SWATEMTVSTU/HD	995	995
LAN at control panel	Panel mount for local LAN at control panel	1	Neutrik NE8FDP B	14	14
Patio speakers	Adding audio to patio. Source is closest room	4	SM890I-WX-WH	535	2,140
Rack shelf	1U	1	RS-V-1U	25	25
Protective cover	1U	1	PNLPRF1	15	15
Rack faceplate	1U	1	R1269/1UK/04	12	12
				<b>Page total \$31,418</b>	

## SCOPE OF WORK AND PROPOSAL ITEMS – RFP SPECIFICATIONS ROOM “Dominguez”

<u>Item</u>	<u>Function</u>	<u>Qty</u>	<u>Brand/model</u>	<u>Unit Price</u>	<u>Total cost</u>
Projector	7000 Lumens to create “bright” HD image at screen	1	EPSON PRO L1075UNL PROJECTOR	5,600	5,600
Projector lens	Lens to match room size and screen	1	EPSON V12H004W05 1.04-1.46:1 ZOOM	1,450	1,450
Projector signal conversion	SDI from Kramer in control panel to HDMI for projector	1	Lumantek EZ-SHV+	199	199
Projector mount	Replace legacy and match pole	1	UNV60	160	160
Projector signal cable	Route upgraded HD signal to projector	1	HD-SDI	84	84
Screen	To replace legacy screen and add better image	1	DA-LITE #99778 Pro Elec	3,205	3,205
Screen control module	Control projector screen from corner, tablet or A/V control room	1	Low voltage control module 40973	255	255
Screen control manual switch	Switch at control panel	1	Extron MLC-62	750	750
Projector and Screen control software	Control projector at A/V control room and with tablet	1	MSG	500	500
Speakers	Ceiling in boxes and one on fascia behind screen	7	CM82-EZ-II-WH	175	1,225
Speakers	Fill	3	EV F.01U.272.562	2,011	6,033
Speaker wiring	Including PA being moved from corner storage room	1	18AWG	232	232
PA	Remotely manageable PA from A/V control room and local tablet/touchscreen	1	Ashly ne4250.70	1,800	1,800
West video and audio input (HDMI)	HD HDMI signal transfer from East wall	1	Extron DTP T HWP 4K 331 D	700	700
West video receiver	Paired HD receiver for East wall signal	1	Extron DTP HDMI 4K 330 Rx	560	560
HDMI splitter	Split signal from HDMI receiver to goto ATEM and Lumantek to 8x1 Kramer at control panel	1	Kramer VM02HXL	255	255



West signal conversion	Signal conversion from HDMI to SDI for 8x1 switcher projector sources	1	Lumantek EZ-HSV+	199	199
East video and audio input (HDMI)	HD HDMI signal transfer from West wall	1	Extron DTP T HWP 4K 331 D	700	700
East video receiver	Paired HD receiver for West wall signal	1	Extron DTP HDMI 4K 330 Rx	560	560
HDMI splitter	Split signal from HDMI receiver to goto ATEM and Lumantek to 8x1 Kramer at control panel	1	Kramer VM02HXL	255	255
East signal conversion	Signal conversion from HDMI to SDI for 8x1 switcher projector sources	1	Lumantek EZ-HSV+	199	199
HDMI splitter	Split signal from HDMI input at rack to goto ATEM and Lumantek to 8x1 Kramer at control panel	1	Kramer VM02HXL	255	255
Rack room signal conversion	Signal conversion from HDMI to SDI for 8x1 switcher projector sources	1	Lumantek EZ-HSV+	199	199
Control panel input selector	Projector source, from room B and C and Dominguez and A/V control room and Chamber	1	Kramer VS-81HD	2,800	2,800
Input control software	Projector source can be controlled from A/V control room or tablet	1	Kramer	10	10
HDMI input	HDMI panel mount at rack	1	Neutrik NAHDMI-W-N	13	13
XLR mic input connectors at corner	Single gang faceplate	2	D-XLR2F	48	96
XLR mic input connectors at control panel	XLR Panel mount	2	NC3FDL1B	4	8
DSP for room	Located at rack	1	Nexia CS	2,000	2,000
Mic input control software	DSP software	1	DaVinci	10	10
Dominguez Room wireless system	2 wireless microphones for the room	1	BLX288/PG58-H11	550	550

Audio de-embedder	De-embed audio from HDMI signals for PA	3	Ocean Matrix OMX-05HMHM0001	65	195
Spot lights in Dominguez	Legacy lights are fixed. Legacy lights are 300W max. Replaced with same, DMX on/off only	4	Light Cannon F-300	700	2,800
Spotlight mounting hardware	Spot from A/V control room can be controlled by tablet	4	Omega brackets etc.	75	300
Spotlight control	Control hardware and software	1	DJ express 512	220	220
Spotlight control ceiling	DMX on/off, dimming	1	ED15	135	135
Control cabling for Spot lights	DMX compatible	1	Cat6A	50	50
PTZ cameras	PTZ cameras controlled with tablet, or A/V control room	4	PT20X-SDI-WH-G2	1,700	6,800
Camera bracket	Wall mounted	4	HCM-1-BK	100	400
Camera control and signal cabling	HD-SDI signal path for full HD signal (not compressed)	1	Belkin 1506a	224	224
Camera control software	Control cameras from tablet or A/V control room	1	PTZ Optics	10	10
Camera input switcher at control panel	Camera select from control panel, tablet or A/V control room	1	BMD ATEM switcher SWATEMTVSTU/HD	995	995
Local management PC	Local interface to devices	1	HP All-in-One 24-dp1056qe PC	900	900
LAN at control panel	Panel mount for local LAN at control panel	1	Neutrik NE8FDP B	14	14
Rack	4U	1	APBS194UBK	150	150
Rack shelf	1U	1	RS-V-1U	25	25
Protective cover	1U	1	PNLPRF1	15	15
Rack faceplate	1U	1	R1269/1UK/04	12	12
<b>Page total \$44,107</b>					

## SCOPE OF WORK AND PROPOSAL ITEMS – RFP SPECIFICATIONS ROOM “A/V CONTROL ROOM”

Item	Function	Qty	Brand/model	Unit Price	Total cost
Room A Recorder	Record room video, select cameras, remote control input selector	1	HP with BMD card	4,700	4,700
Room A Recording software	Record HD content	1	Magicsoft	800	800
Monitor for Room A Recorder	PC monitor with speakers	1	Dell P2415Q	550	550
Source selector	ATEM, Projector switch out& local input (HDMI)	1	Kramer VS-41HD	1,800	1,800
Source selector control software	Control software	1	Kramer	10	10
Signal distribution	Send signals to other rooms as needed	1	Marshall VDA-106-3GS	165	165
SDI VDA for rack Kramer Recorder source switch	Send signals to other rooms as needed	4	Marshall VDA-106-3GS	165	660
Local source signal conversion	Local source at rack “DVD player” – source 1	1	Lumantek EZ-HSV+	199	199
SDI VDA for rack Kramer Recorder source switch	Source 1	1	Marshall VDA-106-3GS	165	165
Local source signal conversion	Local source at rack “Zoom PC” – source 2	1	Lumantek EZ-HSV+	199	199
SDI VDA for rack Kramer Recorder source switch	Source 2	1	VDA-106-3GS	165	165
Control panel video and audio input (HDMI)	HDMI panel mount	2	Neutrik NAHDMI-W-N	13	26

XLR mic input connectors at control panel	XLR Panel mount	2	Neutrik NC3FDL1B	4	8
LAN at control panel	Panel mount for local LAN at control panel	1	Neutrik NE8FDP B	14	14
Room A DSP	XLR2+XLR2+wireless2	1	Nexia CS	2,000	2,000
Room A DSP control software	Software for microphone control and wireless inputs	1	DaVinci	10	10
Room A wireless system	2 microphones	1	BLX288/PG58-H11	550	550
Room A wireless antenna extender	Antenna extenders for 1 receiver	1	UA8100	187	187
Room B DSP	XLR4+XLR4+wireless4	2	Nexia CS	2,000	4,000
Room B DSP control software	Software for microphone control and wireless inputs	1	DaVinci	10	10
Room B wireless system	4 microphones	2	BLX288/PG58-H9 and BLX288/PG58-H10	550	1,100
Room B wireless antenna extender	Antenna extender for 2 receivers	2	UA8100	187	374
Room C DSP	XLR2+XLR2+wireless2	1	Nexia CS	550	550
Room C DSP control software	Software for microphone control and wireless inputs	1	DaVinci	10	10
Room C wireless system	2 microphones	1	BLX288/PG58-H12	550	550
Room C wireless antenna extender	Antenna extender for 1 receiver	1	UA8100	187	187
Room B camera joystick	Physical control for camera movement for A/V control room operator	1	PT-JOY-G3	650	650
Confidence monitor	Room A and B sources	1	M-LYNX-702 V.3	670	670

Confidence monitor	room C and Dominguez room sources	1	M-LYNX-702 V.3	670	670
Confidence monitor	Chamber send and Chamber receive sources	1	M-LYNX-702 V.3	670	670
Source selector	Select which room/signal goes to chamber	1	Kramer VS-41HD	1,800	1,800
Source selector	Control software	1	Kramer	10	10
Confidence monitor Cable return	See cable feed in real time	1	VX3276-mhd	320	320
Confidence monitor cable return rack mount	Mount confidence cable return monitor on front of rack	1	ULCD-2	40	40
Tablets for rooms A, B, C and Dominguez and one spare Win10	Tablet for local control over all functions	5	Microsoft surface pro 13.5" screen. Model number 1958	1,000	5,000
Network extender for rooms A, B, C and Dominguez	Range extender for tablet in the rooms	4	U6-Lite-US	110	440
Network switch for tablet and lights	24 port un-managed	2	SG112-24-NA	200	400
Spotlight control for rooms A and C	Control hardware and software	2	DJ Express 100	220	440
SDI cabling in rack	120x1	1	250	225	225
SDI cabling to/from rooms	250x8 for A=2000, 250x8 for C=2000, 250x8 for B=2000, 1000x8 for D=8000	15	15,000'	250	3,750
SDI to fiber transmitter. From Council	HD to fiber transmitter, using existing fiber at CC A/V control room, sending from Council A/V control room (located at council)	1	Lynx Technik AG Yellobrik O TT 1812	640	640

Fiber to SDI from Council	HD to fiber receiver for signal coming from council A/V control room (located at CC A/V control room rack)	1	Lynx Technik AG Yellobrik O RR 1802	570	570
SDI to fiber transmitter. To Council	HD to fiber transmitter, using existing fiber at CC A/V control room, sending to council A/V control room (located at CC A/V control room rack)	1	Lynx Technik AG Yellobrik O TT 1812	640	640
Fiber to SDI to Council	HD to fiber receiver for signal coming from CC A/V control room (located a council A/V control room)	1	Lynx Technik AG Yellobrik O RR 1802	570	570
Rack shelf	1U	1	RS-V-1U	25	25
Protective cover	1U	1	PNLPRF1	15	15
Rack faceplate	1U	1	R1269/1UK/06	12	12
Rack hardware	Filler panels	4	Middle Atlantic	40	160
DSP program	BiAmp DSP custom programming for each DSP. Client owns source code	1	MSG	4000	4000
<b>Page total \$41,991</b>					

### 3. Cost proposal - v - Pricing – Mediastar recommendations

This is section 2

During the design phase of the project Mediastar became aware that the RFP list of equipment did not meet all the expected needs of the City. Accordingly, Mediastar makes the following recommended additions to the project, shown here for each room.

## SCOPE OF WORK AND PROPOSAL ITEMS – RECOMMENDATIONS ROOM “A”

<u>Item</u>	<u>Function</u>	<u>Qty</u>	<u>Brand/model</u>	<u>Unit Price</u>	<u>Total cost</u>
Spotlight	Single spot for room A with moveable head controlled by tablet or A/V control room	1	ROGUER3SPOT	2,800	2,800
Spotlight mounting hardware	Mount on ceiling behind existing light box for room B	1	Omega brackets etc.	149	149
Spotlight control	Control hardware and software	1	DJ Express 100	220	220
Control cabling for Spot lights	DMX compatible	1	Cat6A	125	125
<b>Page total \$3,294</b>					

Note: Currently there is no spotlight in Room A (or C), our recommendation is to add a moveable head spotlight that can be controller either from the tablet or the control room to allow the room to be used for professional presentations and improve the image quality for the HD video recordings being contemplated.



## SCOPE OF WORK AND PROPOSAL ITEMS – RECOMMENDATIONS ROOM “B”

<u>Item</u>	<u>Function</u>	<u>Qty</u>	<u>Brand/model</u>	<u>Unit Price</u>	<u>Total cost</u>
Screen	New screen. Can be mounted rear, middle (wooden stage edge) or front (extended stage edge) as needed	1	DA-LITE #81625C custom professional	3,100	3,100
Screen control module	Control projector screen from corner, tablet or A/V control room	1	Low voltage control module 40973	255	255
Screen control manual switch	Switch at rear of room B (Control panel)	1	Extron MLC-62	750	750
Projector and Screen control software		1	MSG	500	500
Spotlight	Spot from A/V control room can be controlled by tablet	2	ROGUER3SPOT	2,800	5,600
Spotlight mounting hardware	Spot from A/V control room can be controlled by tablet	2	Omega brackets etc.	149	298
Control software for Spot lights	Can be controlled from A/V control room or tablet	1	Chauvet ShowXpress and DJ Express 512+	725	725
Spot lights in room B and room A and C facing room B	Currently 44 @ max 300W each. Propose 6 on either side and 2 rows of 8. And one row of 8 at stage	28	Chauvet Maverick Mk1 spot	3,800	78,400
Mounting hardware for Spotlights lights	Mounting hardware for existing bar	28	Omega brackets etc.	149	4,172
Control software for Spot lights	Chauvet	1	Chauvet ShowXpress	10	10
Safety straps	Safety straps for all spotlights	60	HD-lite	30	1,800
Control cabling for Spot lights	DMX compatible	1	Cat6A	250	250
<b>Page total \$125,205</b>					

Rational: These three rooms have the potential to be used as full multi-media theatre facilities, beyond meetings and weddings. Moveable head spotlights offer the advantage of not requiring staff to travel to the ceiling to make adjustments to fixed spots (as is now) instead allowing the room to be configured for the intended use at the press of a button (either on the tablet or the management PC for each room).

Screen: This upgraded screen is designed to maximize the image created by the new HD projector. In addition, the current screen is believed to be at least 20 years old, with the mechanical components being as old. We recommend adding a new screen.

Spotlights for main hall: We recommend upgrading these fixtures to moveable head spots that offer both brighter lights as well as state of the art features. LED lights last longer than legacy bulbs. These fixtures not only allow traditional light display, but also offer multimedia displays, color changes, and computer images to be displayed as part of repurposing the room.

We have recommended two "follow spots" be upgraded to moveable heads as well, as this allows the operator to automate the spot process..

## SCOPE OF WORK AND PROPOSAL ITEMS – RECOMMENDATIONS ROOM “C”

<u>Item</u>	<u>Function</u>	<u>Qty</u>	<u>Brand/model</u>	<u>Unit Price</u>	<u>Total cost</u>
Spotlight	Single spot for room A with moveable head controlled by tablet or A/V control room	1	ROGUER3SPOT	2,800	2,800
Spotlight mounting hardware	Mount on ceiling behind existing light box for room B	1	Omega brackets etc.	149	149
Spotlight control	Control hardware and software	1	DJ Express 100	220	220
Control cabling for Spot lights	DMX compatible	1	Cat6A	125	125
<b>Page total \$3,294</b>					

Rational: Currently there is no spotlight in Room A (or C), our recommendation is to add a moveable head spotlight that can be controller either from the tablet or the control room to allow the room to be used for professional presentations and improve the image quality for the HD video recordings being contemplated.

## SCOPE OF WORK AND PROPOSAL ITEMS RECOMMENDATIONS- ROOM "Dominguez"

<u>Item</u>	<u>Function</u>	<u>Qty</u>	<u>Brand/model</u>	<u>Unit Price</u>	<u>Total cost</u>
Spot lights in Dominguez	Legacy lights are fixed. Legacy lights are 300W max. New lights have moveable heads, allows full use of room	3	Maverick MK1 spot	2,800	8,400
Spotlight mounting hardware	Spot from A/V control room can be controlled by tablet	3	Omega brackets etc.	149	447
Spotlight control	Control hardware and software	1	DJ express 512	220	220
Control cabling for Spot lights	DMX compatible	1	Cat6A	125	125
<b>Page total \$9,192</b>					

## SCOPE OF WORK AND PROPOSAL ITEMS – RECOMMENDATIONS ROOM “AV CONTROL ROOM”

Item	Function	Qty	Brand/model	Unit Price	Total cost
Room B Recorder	Record room video, select cameras, remote control input selector	1	HP with BMD card	4,700	4,700
Room B Recording software	Record HD content	1	Magicsoft	800	800
Monitor for Room B Recorder	PC monitor with speakers	1	Dell P2415Q	550	550
Source selector	ATEM, Projector switch out& local input (HDMI)	1	Kramer VS-41HD	1,800	1,800
Source selector control software	Control software	1	Kramer	10	10
Room C Recorder	Record room video, select cameras, remote control input selector	1	HP with BMD card	4,700	4,700
Room C Recording software	Record HD content	1	Magicsoft	800	800
Monitor for Room C Recorder	PC monitor with speakers	1	Dell P2415Q	550	550
Source selector	ATEM, Projector switch out& local input (HDMI)	1	Kramer VS-41HD	1,800	1,800
Source selector control software	Control software	1	Kramer	10	10
Dominguez room Recorder	Record room video, select cameras, remote control input selector	1	HP with BMD card	4,700	4,700
Dominguez room Recording software	Record HD content	1	Magicsoft	800	800
Monitor for Dominguez room	PC monitor with speakers	1	Dell P2415Q	550	550
Source selector	ATEM, Projector switch out& local input (HDMI)	1	Kramer VS-41HD	1,800	1,800
Source selector control software	Control software	1	Kramer	10	10
Room A camera joystick	Physical control for camera movement for A/V control room operator	1	PT-JOY-G3	650	650

Room C camera joystick	Physical control for camera movement for A/V control room operator	1	PT-JOY-G3	650	650
Dominguez room camera joystick	Physical control for camera movement for A/V control room operator	1	PT-JOY-G3	650	650
Management PC for AV booth	Control devices locally	1	HP All-in-One 24-dp1056qe PC	900	900
<b>Page total \$26,430</b>					

**Rational:**

**Recorders:** We recommend more than one HD digital recorder so that more than one room can be used at the same time. With the upcoming investment for the moveable walls (“doors”), this will allow for each room in the main halls to be used simultaneously. Recording these events requires individual HD recorders.

**Joystick:** It is contemplated that a video operator might be part of a future use of each given room. With that in mind, the A/V control room would be the logical location for the operator to work out from. A physical joystick is needed for a professional operator as the software-based PTZ control software cannot react quickly enough for fast-paced meetings (such as council meetings or other committees).

**Management PC:** Some devices will be operated and configured separately for each room. The management PC allows for these tasks to be performed while meetings are ongoing and their respective HD recorders and control software is in use by a given operator. The management PC is identical to the PC being proposed in the Dominguez room for redundancy.

## 3. Cost proposal - v - Pricing – total installation cost

This is section 3

<u>Prices</u>	<u>Cost</u>
Total labor costs	\$63,920
Total equipment costs – BASED ON RFP SPECIFICATIONS	\$235,442
Sales tax (9.5%)	\$22,367
Note: The sales tax rate of 9.5% is set to increase to 10.25% in July, 2021.If work is undertaken after July 1 <sup>st</sup> , 2021, the new rate will apply.	
Total installation cost. <b><u>THIS IS OUR RFP RESPONSE</u></b>	<b>\$321,729</b>

**ALTERNATIVE PRICE BASED ON MEDIASTAR  
RECOMMENDATIONS (ADDED ITEMS)**

<u>Prices</u>	<u>Cost</u>
<i>Total labor costs (INCLUDES ADDED LABOR FOR ADDITIONAL ITEMS)</i>	\$72,810
<i>Total equipment costs (INCLUDES ALL ADDITIONAL ITEMS RECOMMENDED IN SECTION 2 PRICE LISTS)</i>	\$402,857
<i>Sales tax (9.5%)</i>	\$38,271
Note: The sales tax rate of 9.5% is set to increase to 10.25% in July, 2021.If work is undertaken after July 1 <sup>st</sup> , 2021, the new rate will apply.	
<i>Total installation cost (THIS IS <b>NOT</b> OUR RFP RESPONSE), this is the total including recommendations and additional labor.</i>	\$513,938

## 3. Cost proposal – viii Service list and prices

<u>Service</u>	<u>Manhours</u>	<u>Hourly rate</u>	<u>Cost</u>
Consultancy and design	32	\$150	\$4,800
Inventory of existing equipment	24	\$140	\$3,360
Wiring diagrams for existing equipment	40	\$150	\$6,000
Installation Room A	40	\$140	\$5,600
Installation Room B	88	\$140	\$12,320
Installation Room C	40	\$140	\$5,600
Installation Dominguez room	56	\$140	\$7,840
Installation A/V control room	80	\$140	\$11,200
Test and certification	24	\$150	\$3,600
Training room A & C	12	\$100	\$1,200
Training room B	12	\$100	\$1,200
Training A/V control room	12	\$100	\$1,200
Total for labor costs			\$63,920