



Memo

Date: July 29, 2026
To: Mayor, City Council and Staff
Cc: File
From: Brad Wilson, City Recorder
RE: Installation and Maintenance of Audiovisual Systems

Midway City issued a request for proposals (RFP) for the installation and maintenance of audiovisual systems. The scope of the project includes the city council chambers and the conference “pie” room in the Community Center and the upstairs and downstairs conference rooms in the Midway City Office Building. Proposals had to address qualifications and experience, work process, reference, and cost. Any party was invited to submit a proposal. The RFP was also sent to 13 area companies that install AV systems. Eight companies submitted proposals.

The following table outlines the installation costs for the five lowest priced proposals:

Proposal	Installation Cost	Annual Cost	Notes
Atkinson Sound	\$98,088	\$2,400	
Cache Valley Electric (CVE)	\$24,388	\$140	Annual cost is per hour.
Ford Audio Video Systems	\$117,930	\$3,844	
i.t.NOW	\$133,095	?	
TPI	\$174,402	?	

The following table evaluates the same proposals by weighted scores:

Proposal	Qualifications	Work Process	References	Cost	Weighted Score
Atkinson Sound	10	8	10	8	8.80
CVE	10	0	10	10	7.50
Ford Audio Video Systems	10	7	10	6	7.85
i.t.NOW	3	3	0	5	3.25
TPI	10	10	10	2	7.20
Weight	25%	25%	15%	35%	

A zero indicates that no information was provided in the proposal for that item. I have attached the RFP and each of the five proposals.

I recommend that Atkinson Sound be awarded the contract because it has the highest weighted score.

The proposals will be discussed further at the city council meeting. Please contact me if you have any questions.



**REQUEST FOR PROPOSALS
FOR THE
INSTALLATION AND MAINTENANCE
OF
AUDIOVISUAL SYSTEMS**

Issued by
Midway City
75 North 100 West
PO Box 277
Midway, Utah 84049-0277
1-435-654-3223

SUMMARY

Midway City is requesting proposals for the installation and continued maintenance of audiovisual systems in four separate rooms in its buildings. The systems will replace existing equipment.

LOCATIONS

The systems will be in the following rooms in the Midway City Office Building (75 North 100 West):

Upstairs Conference Room

- 27' x 22'

Downstairs Conference Room

- 24' x 14'
- Approximately ten occupants

The systems will also be in the following rooms in the Midway Community Center (160 West Main Street):

Council Chambers

- 33' x 44'
- Approximately 100 occupants
- Rostrum with seating for 12
- Movable speaker's podium.

Conference Room

- 19' x 20'
- Approximately 27 occupants.

Photographs of each room are attached separately. Network and Wi-Fi connectivity are available in each room.

SCOPE

Each audiovisual system should include the following components and capabilities as needed depending upon the room:

- Americans with Disabilities (ADA) Compliance
- Audio including speakers, microphones, audio mixers and amplifiers, and audio recording
- Video including displays, cameras, video switchers and scalers, and video recording
- Compatibility with video conferencing and streaming platforms
- Control System

Where possible the equipment should be upgradable and expandable. The systems provider should be available during business hours. The provider should be able to provide onsite service as needed.

SUBMISSION / QUESTIONS

The contact person for the RFP is:

Brad Wilson
Midway City
PO Box 277
75 North 100 West
Midway City, Utah 84049-0277
1-435-654-3223 x 118
bwilson@midwaycityut.gov

Proposals may be submitted to Mr. Wilson by email, mail or hand-delivery on or before the due date and time. All proposals will become the property of Midway City.

FORMAT

Please include the following items in all proposals:

- Qualifications and Experience.
- How requests for assistance will be processed and managed.
- Ability to be onsite as needed.
- References.
- Cost. (Including all rates and fees both direct and indirect)

TIMETABLE

Action	Date
RFP Issued	April 13, 2026
Due Date for Questions / Site Visits	April 30, 2026
Proposals Due	May 4, 2026
Proposals Opened and Evaluated	Week of May 11, 2026
Possible Interviews	Week of May 18, 2026
Recommendation	May 25, 2026
Council Approval and Contract Awarded	June 2, 2026
Contract Begins	June 15, 2026

The City and the provider will meet to determine the installation schedule once the contract has been awarded.

SELECTION CRITERIA

Proposals will be evaluated based on the following criteria:

Criteria	Relative Weight
Cost	25
Qualifications and Experience	25
Work Processes	15
References	35

INSURANCE

Prior to awarding the contract, but not required in the proposal, the contractor shall procure and maintain the following insurance policies:

Commercial General Liability (1 Million Per Occurrence/2 Million Aggregate)
Comprehensive Automobile Liability
Workers' Compensation
Professional Liability (Errors and Omissions)

The insurance provided pursuant to this RFP shall be the primary insurance for all claims arising under or related to this contract. The above policies are required to be maintained in force until completion of the contract. Midway City must be named as an additional insured. Failure to provide proof of insurance or failure to maintain insurance as required in this bid, or by law, are grounds for immediate termination of the contract. In addition, the awarded bidder will be liable for all re-procurement costs and any other remedies under law.

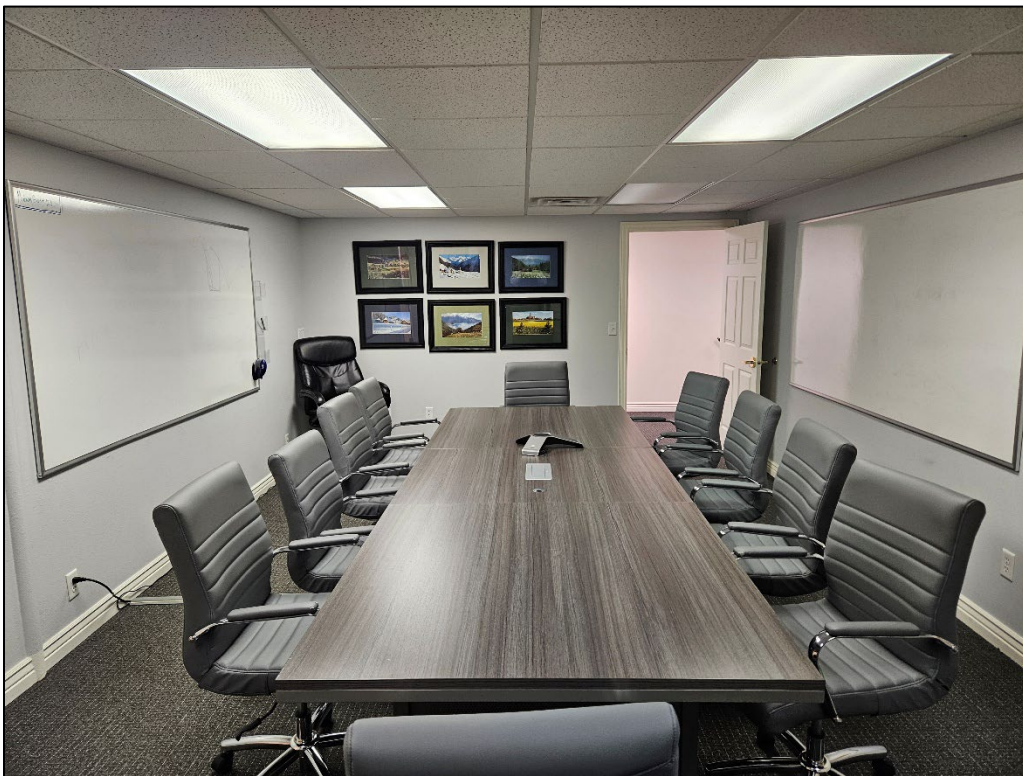
CONTRACT TERM

Midway City anticipates that it will award a contract for a three (3) year term with the option, at the City's sole discretion, of two (2) additional one-year option periods, for a maximum total of five (5) years. The Contract Price shall be firm for the initial three-year term.

Office Building – Upstairs Conference Room



Office Building – Downstairs Conference Room



Community Center – Council Chambers



Community Center – Conference Room





hoyt@atkinsonsoundinc.com
(435) 602-0424

Midway City

Midway City

**Presented By
Atkinson Sound**

**Presented On
May 1, 2026**

Project Description

Project Overview

Atkinson Sound is pleased to present a proposal to upgrade the audiovisual systems for Midway City's three conference rooms and council chambers. This proposal outlines a comprehensive audio and video solution for each space, designed for ease of use and full Zoom Room integration.

The council chambers will be equipped with two cameras, two displays, and individual monitors for each person on the platform. By utilizing state-of-the-art equipment, the system will deliver clear audio and video for both in-room participants and remote attendees while maintaining simple, intuitive operation.

As part of this upgrade, Atkinson Sound will replace all existing speakers in both the council chambers and the community center multipurpose room. This will allow seamless audio overflow into the multipurpose space when needed. The multipurpose room will also receive upgraded speakers and signal processing to improve audio clarity and overall ease of use.

Midway City will be responsible for providing hardwired network connections at each display location in the conference rooms, as well as at the equipment rack in the council chambers. Collaborating with Atkinson Sound to establish a dedicated AV network is strongly recommended, as it will enhance system security and ensure reliable communication between all AV devices.

Midway City will also be responsible for installing 120V, 20-amp electrical outlets at the designated display locations within the council chambers. Final outlet placement should be coordinated with Atkinson Sound.

The first year of the service contract is included under the system warranty. Additional years of service are available at a cost of \$1,200 per year and include firmware updates, security patches, and any requested programming adjustments.

Products

Upstairs Conference Room	\$7,429.10
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ITEM	QTY	TOTAL
Logitech 991-000419 Rally Bar + Tap IP	1	\$5,742.10
Samsung LH50QBCEBGCXEN QB50C 50 Inch Professional Smart Signage, 3,840 x 2,160 Resolution	1	\$1,170.00

Strong SM-CB-ART2-L	1	\$517.00
Strong Carbon Series Large Dual Arm Articulating Mount		

Downstairs Conference Room \$7,429.10

ITEM	QTY	TOTAL
Logitech 991-000419	1	\$5,742.10
Rally Bar + Tap IP		
Samsung LH50QBCEBGCXEN	1	\$1,170.00
QB50C 50 Inch Professional Smart Signage, 3,840 x 2,160 Resolution		
Strong SM-CB-ART2-L	1	\$517.00
Strong Carbon Series Large Dual Arm Articulating Mount		

Community Conference Room \$7,429.10

ITEM	QTY	TOTAL
Logitech 991-000419	1	\$5,742.10
Rally Bar + Tap IP		
Samsung LH50QBCEBGCXEN	1	\$1,170.00
QB50C 50 Inch Professional Smart Signage, 3,840 x 2,160 Resolution		
Strong SM-CB-ART2-L	1	\$517.00
Strong Carbon Series Large Dual Arm Articulating Mount		

ITEM	QTY	TOTAL
Atlona AT-HDR-CAT-8 4K/HDR HDMI 2.0b HDBaseT HDMI 1 X 8 Distribution Amplifier	1	\$2,853.60
Atlona AT-OME-PS62 Omega 6X2 Matrix switcher with 2x HDBaseT inputs, 3x HDMI inputs, 1x USB-C input, 1xHDBaset output, 1x HDMI scaled output, with USB pass through.	1	\$3,436.50
Atlona AT-OME-RX11 Omega 4K/UHD HDMI over HDBaseT Receiver with Control. Audio Output, and PoE (Power Source Equipment).	10	\$6,664.20
Atlona AT-OME-SW21-TX-WPC Single Gang TX Wall Plate with USB-C and HDMI supporting USB data	4	\$3,480.00
Atlona AT-RON-448 Atlona Ultra High Data Rate 1x 8 HDMI Distribution Amplifier	1	\$609.00
Beetronics 10 Inch Professional Monitor Beetronics 10 Inch Professional Monitor – Full HD 1080p IPS Display High-Performance, Durable Plastic Housing HDMI, VGA, BNC, RCA Inputs Matte Screen, 24/7 Operation, Wide Viewing Angles 10HD7	12	\$4,785.00
Binary B6-4K2-.3 B6 4k Premium HDMI Cable with GripTek	10	\$98.20
Binary B6-4K2-5 B6 4k Premium HDMI Cable with GripTek	3	\$147.87
Crown DCI4X600 4X600W Power Amplifier	2	\$6,075.50
JBL TMP-CONTROL-424C/T Ceiling Loudspeaker with 4" woofer	40	\$8,494.00
Listen Technologies LS-54-216 Listen iDSP Prime Level II Stationary RF System (216 MHz)	1	\$1,974.19
Logitech 991-000397 RoomMate + Tap IP + Compute Mount	1	\$2,530.29

QSC CORE 24F Q-SYS network + analog I/O processor	1	\$5,072.10
QSC NC-12X80 12x Optical Zoom 80 Horizontal Field of View, PTZ Network Camera	2	\$9,900.00
QSC PTZ-CMB1 Ceiling Mounting Bracket for PTZ 12x72/PTZ 20x60 camera	2	\$288.84
QSC QIO-ML2X2 Q-SYS peripheral providing 2 mic/line inputs and 2 line outputs	1	\$665.76
QSC QIO-ML4I Q-SYS peripheral providing 4 mic/line inputs	1	\$706.44
QSC TSC-50-G3 High Definition Touch Screen Controller	1	\$1,439.85
Samsung Pro AV QE65T 65" Direct-Lit 4K Crystal UHD LED Display for Business	2	\$2,600.00
Shure MX418D/S Desktop base with 10' cable, logic function, programmable switch, LED indicator, Snap-Fit foam windscreen	13	\$4,957.55
Strong SM-CB-ART2-L Strong Carbon Series Large Dual Arm Articulating Mount	2	\$1,034.00
TP-LINK TL-SG1218MP 18-Port Gigabit Rackmount Switch with 16 PoE+	1	\$202.80

Summary

Product	\$90,302.99
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Labor	\$7,785.00
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Atkinson Sound Service Contract Yearly	\$2,400.00
12 months	

Subtotal	\$100,487.99
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Total Price	\$100,487.99
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Subscriptions

ITEM		QTY	TOTAL
ASS	Atkinson Sound Service Contract Yearly	2	\$2,400.00
	Yearly Service Contract- Including firmware updates, device and system checkup. Minor programming changes as needed		

Subscription Length Estimated Start Date: 365 Days after Project Completion

12 months

Billing Frequency

One-Time

National Ability Center



At the National Ability Center, Atkinson Sound designed and integrated a three-room divisible conference system featuring state-of-the-art AV distribution, BYOD conferencing connectivity, and integrated camera systems. Each space can operate independently or combine seamlessly to support larger meetings and events. In the CEO's office, a video bar and touch panel were installed to transform the space into a fully functional, user-friendly meeting environment.

Francis City Council Chambers

At the newly constructed Francis City Hall, Atkinson Sound delivered a comprehensive AV solution featuring integrated streaming capabilities, professional-grade microphones, camera systems, and multiple displays. The system was designed to support both council operations and community engagement, providing a reliable and accessible meeting environment.



Wasatch County Council



Atkinson Sound has completed multiple projects for the Wasatch County Council, including the design and deployment of a portable AV system that enables meetings in larger venues. The system integrates Zoom conferencing, cameras, portable displays, and microphones, providing flexibility without sacrificing performance. In the Wasatch County Council Chambers, Atkinson Sound upgraded the audio system by replacing the DSP and microphones, significantly improving clarity and intelligibility throughout the space.

Standard Warranty

Atkinson sound warrants the audiovisual system furnished to be free from defects in workmanship (i.e. cables, connectors and structures) failure for a period of **ONE YEAR** from the date of acceptance. Warranty service for such defects will be handled in a

reasonable and timely manner from the time of notification to Atkinson Sound by the Owner or its agent.

*The manufacturer's equipment warranties are of varying lengths (usually 90 days to 5 years). Atkinson Sound will warranty the equipment furnished and installed for the term established by the manufacturer.

Warranty does not apply to any out-of-warranty items, or product that has been subject to misuse, neglect, accident or operational error.

Software/Programming changes are warrantied and changes to programing will be made under warranty for 90 (ninety) days from the date of acceptance.

Service Information

Requests for service should be directed to Atkinson Sound at 800-456-9629 or through an alternative designated service contact number. Atkinson Sound will provide phone-based support within one hour of receiving a request. If on-site service is required, a technician will be dispatched within 24 hours of the initial call. Requests received outside of normal business hours or on non-operating days may result in extended on-site response times. Basic troubleshooting steps, such as rebooting system components, may be requested during initial phone support to help expedite resolution.

About Atkinson Sound

Since 1980, Atkinson Sound has been setting the standard for installed and live production sound across the Intermountain West. Founded by industry pioneer Hoyt Atkinson, we've built our reputation on tackling the projects others walk away from—delivering powerful solutions that perform every time. From Colorado to Utah, Wyoming to Montana, organizations trust Atkinson Sound for cutting-edge design, seamless integration, and unmatched support. Our clients don't just recommend us—they rave about us. They point to our easy communication, lightning-fast response, and commitment to delivering on budget as reasons they keep coming back. When you need audio done right the first time, trust the team that's been raising the bar for over four decades: **Atkinson Sound.**

References



Don Wood

Director of IT- Wasatch
County

dwood@wasatch.utah.gov



Loren Thompson

AV/IT Snow College

loren.thompson@snow.edu



Ron Boyer

Director of IT- Summit
County

rboyer@summitcountyutah.gov

Signature

Signature

Date



RFP Response for

City of Midway RFP Response for Installation and Maintenance of Audiovisual Systems



1338 South Gustin Road
Salt Lake City, UT 84104
(801) 908-6666

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Contact Information

Name	Brad Wilson
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Points of Contact – CVE Technologies Group, Inc. (CVE)

Name	Tanya Buckner
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Name	Josh Watkins
Title or Role	Senior Solutions Architect
Email	Josh.watkins@cvetech.com

CVE Technologies Group, Inc.
1338 South Gustin Road
Salt Lake City, UT 84104
(801) 908-6666
<http://www.cvetech.com>

1. Executive Summary

Midway City faces a strategic decision that extends beyond selecting audiovisual equipment. You are choosing a partner who understands the unique demands of managing audiovisual that benefits your employees, citizens, and other groups that utilize City facilities.

CVE Technologies Group brings a unique combination of technical depth, operational scale, and cultural understanding to this engagement. Since 2004, our Technology Solutions division has delivered complex, voice, video, and conferencing systems. Our longstanding work with the State of Utah, UTA, and Davis Technical College deploying and maintaining voice, video, and conference systems demonstrates our capability to deliver at the scale and quality Midway City requires.

Our Approach to This RFP

Midway City is simultaneously evaluating audiovisual, video conferencing, physical infrastructure and cabling providers and value-added resellers. We recognize this presents both complexity and opportunity. Rather than pushing a preferred vendor, **CVE commits to vendor-neutral guidance** that prioritizes your technical requirements and operational philosophy over our margins.

We understand Midway City has long term audio systems for its Council Chambers and recently implemented video conferencing in two conference rooms loosely integrated with Zoom. While this has provided benefits for the city in the past it has also created challenges in consistency for employees and citizens. CVE Technologies is recommending solutions that retain the benefits of the past while addressing consistency and long-term viability.

Why CVE Technologies Group

- **Engineering-First Culture:** 35 network engineers supporting enterprise accounts, with a 2:1 engineer-to-account-manager ratio that ensures technical depth over sales pressure
- **Integrated Delivery Model:** Our Ground to Cloud Advantage™ means CVE handles everything from fiber infrastructure (Teledata division) through network configuration eliminating coordination headaches across multiple subcontractors
- **Proven at Scale:** Successfully deployed voice, video, and conferencing systems supporting tens of thousands of users, and hundreds of conference rooms and locations with complex requirements including secure work from home connectivity and multi-building campus architectures
- **Geographic Presence:** Salt Lake City headquarters with engineers and account management staff physically located in Midway and Wasatch and Summit counties
- **Manufacturer Agnostic Expertise:** Deep technical capabilities across many vendors and solutions
- **Longevity & Stability:** Part of Cache Valley Electric (founded 1915), providing financial stability and institutional staying power for multi-year partnerships

Our Commitment

CVE will deliver vendor-neutral pricing, allowing Midway City to make equipment decisions based on technical merit. We will provide transparent professional services pricing, comprehensive project management, and long-term support that extends well beyond initial deployment. We are not pursuing a transaction we are pursuing a partnership with an organization whose mission we understand and respect.

CVE Technologies Group, Inc. (CVE Tech) is very pleased to provide a proposal that details our responses to the referenced RFP. This response highlights CVE Tech's qualifications to be selected as the primary partner for this project as well as responding to each item in the RFP.

Qualifications and Experience

1.1. CVE Heritage and Evolution

Cache Valley Electric began its tradition of excellence over 110 years ago. Founded in 1915 by Henry Frederick Laub, Cache Valley Electric holds the oldest electrical contracting license in the state of Utah. The privately held electrical construction company continues its recognized reputation for quality. Jim Laub, our current CEO and owner, is the third generation of the Laub family to manage CVE.

The tradition of successfully completing large projects for customers began in 1916, just one year after its founding, when Cache Valley Electric was awarded its first major contract the chemistry building at Utah Agricultural College (now Utah State University). From there, Cache Valley Electric continued its progress, and in the early 1940s CVE was awarded its first contract with a value over one million dollars. Since that time, large, difficult, and demanding projects have been the hallmark of Cache Valley Electric Company.

CVE has progressed from a regional electrical contractor to a nationally ranked top specialty contractor, with projects across the US and around the globe. CVE has a full range of electrical construction experience which includes state-of-the-art smart buildings, data centers, food processing facilities, steel mills, universities, airports, mining and medical facilities.

1.2. Ground to Cloud Advantage™

Cache Valley Electric continues to provide technology solutions for our clients CVE plays an integral part in almost all aspects of electrical construction and technology from the ground to the cloud. The CVE Ground to Cloud Advantage™ has taken 109 years to evolve, always in response to fulfilling customer needs and technological advances. We have been illuminating industry since 1915 and will continue to stay on the leading edge of electrical construction and technology for years to come.

The trademarked phrase Ground to Cloud Advantage encompasses the breadth and depth of what we do. The CVE Ground to Cloud Advantage is comprised of three pillars of excellence:

1. **Electrical Construction** - Complete electrical infrastructure
2. **Power Delivery & Civil Infrastructure** - Utility-scale power systems

3. **Technology Solutions** - Enterprise networking, data centers, collaboration, structured cabling

This integrated approach means Midway City works with a single organization that handles fiber infrastructure upgrades, power delivery for PoE switching, physical device installation, and network engineering eliminating the finger-pointing that occurs when multiple contractors are involved.

1.3. CVE Technologies Group

Established: 2004 (20+ years serving enterprise customers)

Headquarters: Salt Lake City, Utah

Additional Offices: Logan, UT; Hawaii; Oregon; Texas

Legal Entity: CVE Technologies Group, Inc.

Team Composition:

- 35 network engineers with extensive manufacturer certifications
- Multiple CCIEs on staff
- 600+ industry certifications across the organization
- Average employee tenure: 12 years (demonstrating stability and institutional knowledge)
- Engineer-to-Account Manager ratio: 2:1 (engineering-focused culture)

Core Competencies:

- Enterprise campus wired/wireless network design and deployment
- Collaboration systems for individual end users and shared conference spaces
- Network automation and programmability
- Multi-site network management and support
- Structured cabling and fiber optic systems (Teledata division)
- Warehousing, logistics, and inventory management

1.4. Why Customers Choose CVE Technologies

Our customers consistently identify these factors when selecting CVE:

1. **Engineering Depth:** Technical expertise over sales pressure our engineer-heavy staffing model ensures knowledgeable support at every stage
2. **Scale with Flexibility:** Large enough to handle complex, multi-year deployments; small enough to adapt quickly without corporate bureaucracy
3. **Integrated Delivery:** Single point of accountability from fiber to configuration eliminates coordination complexity
4. **Longevity:** 20 years in technology solutions (110 years as CVE) provides confidence we'll be here throughout multi-year partnerships
5. **Mission Alignment:** Experience with organizations where networks serve higher purposes beyond business operations

2. Work Processes

2.1. How requests for assistance will be processed and managed.

CVE Technologies takes a proactive approach with implementation of new systems and processes. Upon project award, CVE Technologies project management staff will develop a timeline and schedule for implementation, testing, and user training. Once user training is complete CVE Technologies is available 8x5 M-F via phone or email to support any issue. CVE Technologies only recommends solutions that offer 24x7 urgent support and will provide contact information and training during project training.

2.2. Ability to be onsite as needed.

CVE Technologies employs several subject matter experts that live within Midway City boundaries, or within a 25 mile radius. During project implementation CVE Technologies staff will be onsite for implementation and training activities. Time can be scheduled with CVE Technologies for after hours, on site support with a minimum 48hr advance notice. After hours support after project completion are subject to hourly charges as described in the pricing attachment A.

3. References

3.1. References and Relevant Experience

CVE Technologies Group has extensive experience deploying audiovisual and conferencing solutions with government entities and mission-critical environments:

State of Utah ITS (Ongoing)

- Scope: State buildings and remote locations
- Solution: Voice, video, and conference room systems
- CVE Role: Engineering design, warehousing/logistics, physical installation and user training
- Relevance to Midway City: Demonstrates capability to manage large-scale, mission-critical audiovisual and conferencing systems for a large government entity

Utah Transit Authority, UTA (Ongoing)

- Scope: Ongoing support for voice, conferencing, and call center solutions
- Solution: Voice, video, conferencing, and call center solutions
- CVE Role: Full engineering support, design, user training, and ongoing improvement and optimization
- Relevance to Midway City: Direct experience with audiovisual and conferencing systems in a complex environment.

Davis Technical College (Ongoing)

- Scope: Migration of legacy voice and conferencing system to Zoom with integrated conferencing systems
- Solution: Phased deployment during active operations
- Relevance to Midway City: Demonstrates vendor migration expertise and ability to support mixed-vendor environments during transition periods

4. Cost

4.1. CVE's Vendor-Neutral Positioning

CVE Technologies Group commits to providing objective technical guidance across all conference room collaboration hardware and software solutions. CVE Technologies is proposing a phased approach to optimize existing video conference hardware and software as phase 1. Subsequent phases include replacement of the audio system in the Council Chambers, including microphones, speakers, and projectors/TV. CVE Technologies will only be providing pricing for phase 1 in this response. In our experience full replacement of audio, video, systems can be prohibitively expensive and centralized dedicated controller systems can provide a mixed experience and results. Unlike VARs that prioritize relationships with specific vendors, we maintain the flexibility to recommend the solution that best fits your technical requirements and operational philosophy.

CVE Technologies is proposing a uniform implementation of the Neat conferencing solutions for each room, full integration with MS360 scheduling and users, and integration and optimization of the existing Zoom deployment. This proposal includes all software, support and hardware replacement costs and upgrades. All pricing conforms to Utah State and NASPO contracts. CVE Technologies believes this is an ideal model Midway City to provide predictable service and budgeting.

Cost breakdown included in accompanying spreadsheets, Attachment A

5. Conclusion

CVE Technologies Collaboration Excellence

The decision before you is clear: CVE Technologies is uniquely positioned to deliver unmatched value through our integrated Ground to Cloud Advantage™. By combining the specialized expertise of CVE Technologies Group and CVE Teledata under one unified approach, we eliminate coordination gaps, reduce risk, and guarantee seamless execution from infrastructure to cloud.

What sets CVE Technologies apart:

- **Proven Integration:** Our Ground to Cloud Advantage™ isn't just a tagline, it's a comprehensive methodology that ensures every layer of your network infrastructure works in perfect harmony
- **Quality Without Compromise:** We deliver code-compliant solutions built to the highest standards, eliminating costly rework and ensuring long-term reliability
- **Future-Ready Vision:** Your network won't just meet today's needs, it will scale and evolve as Midway City's technological demands grow
- **Mission Alignment:** We don't just build collaboration solutions, we invest time to understand your culture, mission, and community goals, approaching every project with precision, purpose, and respect

While other vendors may offer components of what you need, CVE Technologies delivers the complete package: technical excellence, transparent communication, and unwavering commitment to your success.

CVE Technologies is ready to partner with Midway City on this transformative initiative. We invite you to move forward with confidence, knowing you've selected a partner committed to delivering not just a audio visual solution, but a competitive advantage for your community.

Legal Notice

Any descriptions of non-CVE products and services in this proposal are provided only as a convenience to the reader. CVE cannot guarantee their accuracy as the products may change over time. Descriptions are intended as brief highlights to aid understanding rather than as thorough coverage. For authoritative descriptions of these products and their features, please consult their respective manufacturers.

The information contained in this document represents the current view of CVE on the issues discussed as of the date of publication. Because CVE must respond to changing market conditions, this document should not be interpreted as a commitment on the part of CVE. CVE cannot guarantee the accuracy of any information presented after the date of publication.

All product names are the trademarks, or registered trademarks, of their respective companies.

CVE MAKES NO WARRANTIES, EXPRESS OR IMPLIED, IN THIS DOCUMENT.

Attachment A – Pricing

Phase 1 Video Conference Hardware	
Council Chambers, Upstairs, Downstairs, "Pie" room	\$ 22,388.00
Installation and Training	
CVE Technologies	\$ 2,000.00

Total Cost **\$ 24,388.00**

Locked in rate for onsite after hours support	
Per Hour	\$ 140.00

These prices are estimates and represent a not-to-exceed price. CVE Technologies requests a review of pricing prior to selection.



Due Date: May 18, 2026

Midway City

Request for Proposals for the Installation and Maintenance of Audio-Visual Systems

Ford Audio Video Systems

3676 W. California Ave., Suite C104
Salt Lake City, UT 84104

Vic Wenner

Division Manager
wennv@fordav.com
(801) 401-9966

SUBMITTED BY

ford  **AV**

Midway City

Request For Proposal For The Installation and Maintenance of Audio Visual Systems

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Midway City

Request For Proposal For The Installation and Maintenance of Audio Visual Systems

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May 18, 2026

Brad Wilson
Midway City
75 North 100 West
PO Box 277
Midway, Utah 84049-0277

Re: Installation and Maintenance of Audiovisual Systems

Dear Selection Committee,

Ford Audio-Video Systems, LLC (Ford AV) is pleased to submit this proposal for the Installation and Maintenance of Audiovisual Systems. With over 50 years of experience in the design, installation, and service of professional audiovisual systems, we are confident in our ability to deliver a solution that meets your technical requirements and exceeds your operational expectations.

Ford AV is a nationwide integrator with a local presence in Salt Lake City, allowing us to provide responsive support and service. We have successfully completed similar projects for clients such as the State of Wyoming and the City of Westminster demonstrating our capability to handle complex AV deployments in Government/Municipal environments.

Our proposed solution focuses on:

- **Reliability:** Using proven technology from industry-leading manufacturers.
- **Usability:** Designing intuitive user interfaces for seamless operation.
- **Support:** Providing long-term service and maintenance options to protect your investment.

We understand the importance of this project to Midway City and are committed to delivering a high-quality system on time and within budget. Thank you for the opportunity to present our qualifications. Sincerely,

Vic Wenner
Division Manager
Ford Audio-Video Systems, LLC
801-401-9966
wennv@fordav.com



Midway City

Request For Proposal For The Installation and Maintenance of Audio Visual Systems

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Ford AV provides design engineering, installation and service of sound, video and lighting systems including commercial training centers, corporate boardrooms, government, house of worship, education, entertainment, airports and sporting venues. Established in 1973, Ford is America's leading *low-risk* AV technology provider.

Ford is known in the industry for successfully executing projects of any size and scale for customers with the most aggressive timelines, budget and job site conditions. At the core of this is a Job Center focused on providing an exceptional customer experience by executing each project with excellence. Each project is assigned its own team which may include a Project Engineer, Network Administrator, Programmer, Project Manager, Job Superintendent, Installation Technicians, Training and Service Technicians.

Ford carries the APEx Certification - which is the highest AV integrator status by AVIXA. It is awarded to select integrators that have achieved the highest standards for system procedures and customer satisfaction.

When it comes to commercial AV systems, Ford is focused on providing a quality experience throughout the entire process, from system design and engineering to project management, installation, commissioning and testing through training and support.

GENERAL INFORMATION

- **\$185 Million Annual Sales**
- **700 Projects Annually**
- **Coverage Throughout The U.S. & Abroad**
- **Woman-Owned Business**
- **Full-Service Locations** | Oklahoma City (HQ), Atlanta, Austin, Dallas, Denver, Honolulu, Houston, Las Vegas, New York City, Orlando, Phoenix, Salt Lake City, San Antonio, San Francisco, Tulsa, Washington, D.C.
- **Support Offices** | Boston, Charlotte, Cheyenne, Chicago, Fresno, Harrisburg, Jacksonville, Kansas City, Seattle

CAPABILITY

- **Contractor Licenses in 24 States**
- **\$50 Million Bonding Capacity**
- **Industry Certifications** | CTS, CTS-D, CTS-I, CCNA, CCNP, PMP & Licensed Professional Engineers
- **Manufacturer Certifications** | Crestron, AMX, Cisco, Polycom, AtlasIED, and more

PERSONNEL

- **540+ Full-Time Employees**
- **60+ Degreed Engineers**
- **52+ Project Managers**
- **35+ Job Superintendents**
- **100+ Installation Technicians**
- **12+ Dedicated Service Technicians**

GENERAL INFORMATION

Established in 1973, Ford is a privately owned Audio/Video Integrator that specializes in the installation of complex technical systems on heavy construction sites and under demanding time schedules.

Single Focus | Engineering and service-based, focused on the design, installation, and service of AV systems.

Minority Owned | Women-Owned Business Certified.

Full-Service Locations | Oklahoma City (HQ), Atlanta, Austin, Dallas, Denver, Honolulu, Houston, Las Vegas, New York City, Orlando, Phoenix, Salt Lake City, San Antonio, San Francisco, Tulsa, Washington, D.C.

Support Locations | Boston, Charlotte, Cheyenne, Chicago, Fresno, Harrisburg, Jacksonville, Kansas City, Seattle

Human Resources | Employs over 540 full-time employees.

Licensing | Low voltage licenses in 20 states and employs licensed Professional Engineers (PE) who are licensed to perform engineering.

Financial | Ford operates with no debt, has audited financial statements, and has a \$50,000,000 bonding capacity for individual projects.

JOB CENTER

The Job Center is responsible for the execution of each project. Each office provides engineering, programming, design, project management, field supervision, field engineers, installation technicians, service, and sales.

Job Center Staff | Responsible for executing the engineering, management, and installation of all jobs. This includes over 70 engineers and programmers, 52 Project Managers, 35 Job Superintendents, and over 100 Installation Technicians.

No Outsourcing | No outsourcing of engineering, programming, or installation work. Ford self performs all work except jobs where union labor is required. In this case, a union electrical contractor is hired.

Safety | Safety is PRIORITY ONE. Ford's Safety Officer begins each week with a company-wide safety meeting, video conferenced to all offices. Daily job site safety meetings are conducted. Ford's Job Superintendents have OSHA-30 certifications and most installation personnel have OSHA-10 certifications maintaining a low EMR rating.

Quality Assurance Team | Job site visits ensure safety regulations and best practices are followed.

Nationwide | An average of 40 installation crews work across the U.S. each week, with an installation run rate of about \$2.5 million per week.

Engineering | Staff includes two Registered Professional Electrical Engineers. Ford is proficient with 3D (Revit) and Building Information Modeling (BIM) CAD drawings.

Project Resources | Every job is assigned a Project Manager, Project Engineer, Job Superintendent and an Account Manager. Large projects may have multiple Engineers and Job Superintendents.

FAST FACTS

- **\$185** Million Annual Sales
- **700** Projects Annually
- **540+** Full-Time Employees
- **35+** Job Superintendents
- **100+** Installation Technicians
- **15** Full Service Locations

CLIENTS

- **Apple**
- **AT&T**
- **Dell**
- **DFW International Airport**
- **ExxonMobil J.W.**
- **Marriott**
- **Salt Lake Airport**
- **Provo Airport**
- **Davis School District**

PURCHASING CONTRACTS

- **State of Utah**
- **BuyBoard**
- **GSA**
- **NCPA**
- **State of Arizona - Procure AZ**
- **State of Texas - DIR**
- **TIPS Interlocal Purchasing Systems**
- **UT Supply Chain Alliance**
- **OMES of Oklahoma**

NETWORKING

Certifications | Ford employs Cisco CCNA and CCNP certified team members and is a Cisco VAR.

Internal Network | Ford manages a MPLS data network between offices without outsourcing IT, networking, server, or data storage functions. Ford utilizes Skype for Business, Polycom, and Cisco videoconferencing on a daily basis.

Experience | Ford provides full integration, configuration, and maintenance of videoconferencing systems and bridges including Polycom, Cisco, LifeSize, and Skype for Business.

Design Collaboration | IT personnel collaborate with AV design teams on projects with AV systems that operate on a corporate network. IT engineers collaborate with the owner's IT group to ensure all networked systems are correctly configured to support the AV system.

CUSTOMER SERVICE & SUPPORT

Ford's Technology Assurance Program provides service options after the installation is complete. The Technical Assistance Center is independently managed and provides a call center staff with tier one, two, and three technical support personnel.

Responsive | The Technical Assistance Center responds to service requests 24/7/365 using a toll-free number and web form.

Service Level Agreements | SLA's are custom tailored to meet the customer's requirements and can include on-site operational support.

Web Portal | A web portal provides access to the customer's current and prior jobs, work orders, sales orders, and includes system drawings, operation manuals, inventory of AV devices by campus, building, floor, room, and more.

Global Support | Ford provides international service and support for companies with global operations.

Dedicated Enterprise Support | A dedicated Enterprise Service Manager is assigned to customer who have AV assets dispersed across multiple buildings, states, and countries.

TRAINING & TECHNOLOGY ADOPTION SERVICES

Ford maintains a dedicated Customer Training Group to provide technology adoption and training services.

Customized Training | Customized training materials and classes are created to meet the customer's unique needs.

Training Collaboration | The Training Center collaborates early in the project to discuss and design a training program that meets the customer's requirements.

Training Deliverables | Deliverables can include Quick Start Guide, Step-by-Step Guide, technology and system self-paced web-based videos, and on-site classroom instruction.

SOFTWARE DEVELOPMENT

Software is at the center of how current AV systems perform, which is why Ford has a dedicated software development team.

Specialized Programming Groups | Two software development groups are maintained — one specializing in AV control systems, and one for business applications.

Programming Collaboration | A programming specialist is assigned early in a project to collaborate in the design and ensure the control system meets the customer's requirements.

Perhaps the greatest strength of Ford AV lies with its Job Center - a collection of technology specialists including Engineers, Project Managers, Fabrication Technicians, Job Superintendents, Installation Technicians, Network Specialists, and Programmers. This team routinely designs and deploys some of the largest AV systems in the world. Their commitment to customer satisfaction from design to deployment has achieved the APEx Certification from AVIXA. Ford is licensed to perform engineering and employs licensed Professional Engineers (PE).

DESIGN TO DEPLOYMENT

Whether it is a busy international airport or corporate boardroom, at the start of a project, a Ford team is assigned that may include Engineers, Programmers, Network specialists, and Project Managers. This team brings decades of experience and works hand-in-hand with the owner's architect, consultant and construction representative during each phase. Field Engineers, Project Managers, Job Superintendents, and Installation Technicians use IOS and Android devices to connect wirelessly to the Job Center so that engineering drawings, photographs and documentation are current at all times. This allows a collaborative approach to the project installation from both an architectural perspective, as well as a technical one. It also allows for design changes to be made early in the process before they become much more costly.

PROJECT ENGINEERING

Ford has become well-known for their large engineering staff, which produces comprehensive information for field construction documentation. From conduit risers to complicated schematic diagrams to basic projector mounting details to complex, multi-driver loudspeaker arrays; our highly-trained engineering team creates the drawings and documents that become the permanent record for each phase of the installation process. These drawings can include equipment rack fabrication, AV millwork, speaker cluster assemblies, custom plates and panels, customized electronic assemblies, wire and cable pulling documentation, field device installation requirements, and GUI designed AV control system layout and software.

PROJECT MANAGEMENT

Ford's Project Management team has a comprehensive understanding of the construction process. All of the building infrastructure requirements are carefully documented and organized via the submittal drawing process and reviewed with the General Contractor, Electrician, and related trades by our field management personnel. This process ensures the design concept implemented by the Architect, Consultants, and the construction representatives are precise. Project Managers are responsible for all aspects of a project's deployment, including photo documentation, coordination with the owner and other construction trades, as well as all on-site communication with our Job Superintendent and Installation Technicians. They confirm that materials are ordered and that in-house assembling/fabrication is accurate and on time.

JOB & COST ACCOUNTING

Ford maintains a full-time Job Cost Accounting Center that provides daily job cost and report services for all projects. The job accounting staff uses world-class construction accounting software which provides real-time accounting and analysis of Ford's project costs on an ongoing basis. For projects that use cost-plus basis, the system provides detailed accounting information, down to the purchase order line level for the acquisition of materials, and to the man-hours for accounting of labor related costs.

JOB SCHEDULING MANAGEMENT

Ford's Job Center personnel manage project scheduling in Primavera 3P or Microsoft Project. This includes management of staff, vehicles, tools, and equipment. Larger projects that involve a highly coordinated construction process are individually planned and updated on a weekly basis. Ford routinely provides integrated scheduling coordination if required by the project's General Conditions.

PURCHASING & MATERIALS MANAGEMENT

Ford employs a full-time purchasing staff. Ford strives to provide concise materials acquisition at the most competitive prices and to complete schedule-driven ordering requirements expeditiously to maintain the project timeline. Ford's 50,000-square-foot Corporate Headquarters in Oklahoma City is equipped with a full CCTV surveillance infrastructure and includes 20,000 square feet of dedicated materials storage and staging area. Job specific material hold cages are powered by access card readers for inventory security and access control.



Apple Headquarters
Cupertino, CA



Fannie Mae
Plano, TX

Midway City

Request For Proposal For The Installation and Maintenance of Audio Visual Systems

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HOW REQUESTS FOR ASSISTANCE WILL BE PROCESSED AND MANAGED

Ford AV understands that your audiovisual systems are critical to city operations and city council meetings. We maintain a 24/7/365 Technical Assistance Center (TAC) so your technology investment is always available.

Our Customer Care Center (CCC) processes and manages requests for assistance through the following established workflow:

1. **Request Initiation:** Customers can contact our TAC via our toll-free 24-hour service phone number (800-654-6744), via email, or via our online form.
2. **Ticketing & Documentation:** Each received phone call or email is entered into the system by a CCC representative as a "Call Slip." All initial information is documented, and a work order is created for the customer.
3. **Evaluation & Remote Resolution:** The call is transferred to a Tier 2 technician who will diagnose the issue. First, the technician will attempt to resolve the issue remotely by phone, by videoconference, or by remote access to the system using TeamViewer or Ford AV's Remote Monitoring and Management (RMM) platform.
4. **Asset Management Integration:** The technician will utilize Ford AV's AV Asset Management (AVAM) database to view all information and documentation for the Midway City rooms, including as-built drawings, equipment lists, device manuals, and specific configurations.
5. **Escalation & Dispatch:** If it is determined that a site visit is required, a Field Engineer is dispatched from the nearest Ford AV office.
6. **Resolution & Billing:** Once the service is completed and the work order is closed, the work order is transferred to the CCC accountant who is responsible for billing. All service events are managed from initiation to completion, and a service survey is electronically sent to the customer to rate the level of service provided.



Today's AV technology is sophisticated, and systems are often "mission critical." Ford AV understands the need to protect your investment. You can be assured your communication system is reliable, looks good and sounds great. This is why Ford maintains a 24/7/365 Technical Assistance Center (TAC) so your technology investment is always available.

FROM THE START

Technology assurance starts at the beginning of the project, where Ford's highly-trained and specialized engineering team develops comprehensive schematic line drawings detailing every system connection type, termination type, and device label. These drawings allow Ford's Project Managers, Job Supervisors, and Installation Technicians to understand how they are to complete the installation. Revisions made are available instantly to field crews via tablets to ensure accuracy. Any changes in the field are documented, and the final AS-BUILT drawings are provided to the owner, as well as our Technical Assistance Center.

CENTRALIZED TECHNICAL ASSISTANCE CENTER

When service of your technology is required, Ford's dedicated TAC stands ready for action. By centralizing our response efforts, there is only one place our clients need to go for service 24 hours a day, 7 days a week, no matter where they are located. Our TAC Manager and Coordinators answer all incoming requests via our toll-free 24-hour service phone number, 800-654-6744, or via our online form at www.fordav.com/tac. The TAC staff will document the request for service, evaluate the problem, and attempt to solve the issue over the phone, or remotely (for those customers who allow access to their network). If an on-site visit is necessary, TAC will quickly dispatch the most appropriate personnel, typically a local Service Technician or Project Engineer from the office closest to the project site. Should the problem occur outside of our service area, the technician will be flown to the site as soon as possible.

IN THE FIELD

Ford TAC personnel have the specialized diagnostic tools and experience necessary to pinpoint the problem. If additional technical support is required, the technician contacts TAC to collaborate with other experts. If the service problem escalates, they can utilize the manufacturer's technical support staff. Ford technicians are often afforded immediate tier two support because of our substantial volume of business with many manufacturers.

CUSTOMIZED TECHNOLOGY ASSURANCE PLANS

Ford's commitment to customer satisfaction does not end with the commissioning of a system. This is why additional plans are available that include custom training programs, preventative maintenance and managed services.

Midway City

Request For Proposal For The Installation and Maintenance of Audio Visual Systems

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Ford AV is fully equipped to provide onsite service as needed for Midway City. We maintain a full-service division office in Salt Lake City, Utah, which allows us to quickly dispatch local Service Technicians or Project Engineers to your facilities.

- **Business Hours Availability:** Our Customer Care Center is staffed during normal business hours (8:00 AM EST to 5:00 PM PST, Monday through Friday). During these hours, dispatchers answer customer calls, create work orders, and schedule customer site visits.
- **After-Hours/Emergency Support:** After normal hours, including weekends and nights, a Ford AV Service Manager will answer customer calls and contact the customer. Our Technical Assistance Center (TAC) is available 24/7/365 for critical issues.
- **Service Level Agreements (SLA):** Ford AV can meet any of the Customer's specified service levels. We will work with Midway City to develop a custom SLA that dictates specific onsite response times to ensure your systems are operational for critical meetings and events.



Midway City

Request For Proposal For The Installation and Maintenance of Audio Visual Systems

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1. **State of Wyoming**
200W. 24th Street
Cheyenne, WY 82002

Mandy Gershmel
307-777-6718
mandy.gershmell@wyo.gov

2. **City of Westminster**
4800 W. 92nd Avenue
Westminster, CO 80031

Mike Harris
303-658-2160
mdharris@cityofwestminster.us

3. **City of Englewood**
1000 Englewood Parkway
Englewood, CO 80110

Jeromy King
303-434-7471
jking@englewoodco.gov



Project Profile

Wyoming Capitol Square
Cheyenne, Wyoming



System Features

Originally built in 1888, the Wyoming Capitol Square underwent a four-year renovation that included restoration of historical architecture, new construction and major technology updates throughout the campus.

- House and Senate Legislative Chambers feature 4K displays and individual desks have microphone and custom loudspeakers as part of a large mix-minus sound system
- Conference spaces include 75" 4K interactive touch displays with built-in cameras, microphone array, speakers and OPS computer for meetings and teleconferencing
- Student Learning Center utilizes 96" 4K interactive touch displays with thirty-two simultaneous touch points allowing visitors to fully engage with the AV in the space.
- Auditorium features 119" projection screens and projectors with custom rotating lifts that precisely align them to their screens while maintaining a low profile

Participants

Owner

State of Wyoming

Architects

HDR Architecture, Inc.

General Contractor

JE Dunn Construction Company

Consultant

K2 Audio

AV Contractor

Ford Audio-Video Systems

www.fordav.com
800-654-6744

ford  **AV**
Helping People Communicate!

Project Profile

City of Westminster City Hall
Westminster, CO



Scan QR code to view related video.



System Features

The City of Westminster, a northwest suburb of Denver, has seen an increase in populace, necessitating an upgrade to the city council chambers and board room.

- HD displays provide content feed for each person on the dais
- Wireless microphones for audience participation, awards and presentations
- ADA compliant induction loop hearing system
- Microphones for each position on the dais
- 80" HD displays for audience viewing
- Integrated control system for staff to monitor the various aspects of the audio-video and conferencing systems
- Teleconferencing capabilities in the board room include a HD camera and software

Participants

Owner
City of Westminster

Contractor
GH Phipps Construction

AV Contractor
Ford Audio-Video Systems

www.fordav.com
800-654-6744

fordAV
Helping People Communicate!

Project Profile

City of Englewood
Englewood, CO



System Features

Located just south of Denver, the City of Englewood serves a community of just over 30,000. Their City Council Chambers required a technology update to modernize their presentation and voting capabilities and improve the community's access to public meetings.

- The video production system includes HD cameras with PTZ control for live streaming and recorded video capture
- Large-format video projection and multiple presentation displays
- Voice Lift System provides each council member with a voting station, mic, and speaker
- Digital sound reinforcement system ensures even sound in all chamber areas

Participants

Owner
City of Englewood

AV Design-Build Contractor
Ford Audio-Video Systems

www.fordav.com
800-654-6744

ford AV
Helping People Communicate!

Midway City

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Costs

PROPOSAL	DESCRIPTION	EQUIPMENT	INTEGRATION	TOTAL
BASE	Base Proposal for four rooms	\$58,597.00	\$32,298.02	\$90,895.02
ADD-ALT1	Add second camera to Upstairs Conference Room	\$3,244.00	\$931.70	\$4,175.70
ADD-ALT2	Add floor raceway for Downstairs Conference Room	\$316.00	\$646.68	\$962.68
ADD-ALT3	Add two (2) cameras, for a total of three (3) in the Council Chambers	\$4,868.00	\$2,383.69	\$7,251.69
ADD-ALT4	Remove new Projector from base proposal and replace with two (2) flat panel displays in the Council Chambers	-\$93.00	\$455.60	\$362.60
ADD-ALT5	Add ten (10) displays for Mayor and Council Members at the dais in the Council Chambers	\$7,064.00	\$2,299.70	\$9,363.70
ADD-ALT6	Add two (2) wireless microphones in the Council Chambers	\$2,348.00	\$887.00	\$3,235.00
ADD-ALT7	Add audio from Council Chambers for the Overflow Room	\$1,185.00	\$499.00	\$1,684.00
3-YEAR EXTENDED WARRANTY AND MAINTENANCE				\$11,533.00

Description of Work

Ford Audio-Video Systems, LLC (Ford) fully understands the critical nature of AV technology systems in Midway City's (City) Council Chambers and Meeting Rooms. As one of the most experienced and prolific AV integration firms in the United States, Ford has a wealth of experience executing projects to provide the new system functionality and support the City is requesting.

Ford's approach to this project is designed with the intention of becoming the City's technology partner with the City's performance goals the primary consideration. Upon receipt of a purchase order, Ford will assemble an integration team consisting of well-trained technicians under the direction of a Job Superintendent (JS), Project Manager (PM), Project Engineer (PE), and training specialist.

Working behind the scenes, our project team will work to generate AutoCAD drawings with detailed connectivity of all components. In advance of the commencement of any on-site work, all equipment will be ordered, staged, and tested for quality. Our goal is to resolve design issues and manufacturer's flaws before ever reporting to the job site.

Our Project Manager will make an initial site visit to gain full understanding of the full scope of the project. This visit helps finalize drawing details, on-site schedule, and the Ford labor plan. Working with our on-site point of contact, Ford will plan project fulfillment based on the availability of the City's meeting rooms. The managers



Our response to this RFP utilizes an approach to designing and installing new systems that shall address Video, Audio, Control, and Web Conferencing critical sub-systems in four total Meeting Rooms including:

1. Upstairs Conference Room (UCR)
2. Downstairs Conference Room (DCR)
3. City Council Chambers (CC)
4. Community Center Meeting Room

1. UPSTAIRS CONF RM (UCR)

a. VIDEO SYSTEM

- 1) One (1) 75" UHD flat panel display with height-adjustable tilt mount shall be provided and installed on the front wall of the room to show City provided content.
 - a) The City is responsible for providing electrical power and an active network connection at the display location.
- 3) One (1) HDMI transmitter and one (1) HDMI receiver shall be provided and installed to extend HDMI signals over a single Category cable from the conference table to the display location.
- 4) The HDMI transmitter shall be installed at the conference table to accept an HDMI input from an Owner Furnished Equipment (OFE) user laptop.
- 5) The HDMI receiver shall be installed behind the display to provide an HDMI output to the conferencing system.

b. WEB CONFERENCING SYSTEM

- 1) One (1) all-in-one web conferencing video bar appliance with integrated camera, microphones, speakers, and UC computer shall be provided and installed below the flat panel display to provide Zoom Rooms web conferencing functionality.
 - a) The City is responsible for providing an active network connection at the video bar location.
 - b) In this room as well as the other three (3) rooms, the Zoom web conferencing software shall be pre-installed on the video bar UC engine. The City is responsible for the installation and maintenance of Zoom and any other software on all user computers to facilitate presentation and information sharing.
- 2) One (1) 10" tabletop touch screen shall be provided and installed on the conference table to serve as the Zoom Rooms user interface.

- a) The City is responsible for providing a wire path from the display location to the conference table.

2. DOWNSTAIRS CONF RM (DCR)

a. VIDEO SYSTEM

- 1) One (1) 65" UHD flat panel display with height-adjustable tilt mount shall be provided and installed on the front wall of the room to show City provided content.
 - a) The City is responsible for providing electrical power and an active network connection at the display location.
- 2) One (1) HDMI transmitter and one (1) HDMI receiver shall be provided and installed to extend HDMI signals over a single Category cable from the conference table to the display location.
 - a) The HDMI transmitter shall be installed at the conference table to accept an HDMI input from an OFE user laptop.
 - b) The HDMI receiver shall be installed behind the display to provide an HDMI output to the conferencing system.

b. WEB CONFERENCING SYSTEM

- 1) One (1) all-in-one web conferencing video bar appliance with integrated camera, microphones, speakers, and UC computer shall be provided and installed below the flat panel display to provide Zoom Rooms web conferencing functionality.
 - a) The City is responsible for providing an active network connection at the video bar location.
- 2) One (1) 10" tabletop touch screen shall be provided and installed on the conference table to serve as the Zoom Rooms user interface.
 - a) The City is responsible for providing a wire path from the display location to the conference table.

3. COUNCIL CHAMBERS (CC)

a. EQUIPMENT RACK

- 1) The existing OFE equipment rack shall be utilized to house the AV equipment for the Council Chambers system.

- a) One (1) rack-mounted power distribution panel shall be provided and installed in the OFE equipment rack to distribute power to the AV equipment.
- b) One (1) 2RU locking rack drawer with matted liner shall be provided and installed in the OFE equipment rack for storage of wireless microphones and other accessories.
- c) One (1) 1RU vented rack shelf shall be provided and installed in the OFE equipment rack to support non-rack-mountable equipment.
- d) Rack hardware, wire management, and a Ford logo panel shall be provided and installed in the OFE equipment rack.
- e) The Customer is responsible for providing electrical power and active network connections at the equipment rack location.

b. AUDIO SYSTEM

- 1) One (1) 8-input by 8-output digital signal processor (DSP) with 8 flex channels, 8 GPIO, and 24 channels of acoustic echo cancellation shall be provided and installed in the OFE equipment rack to route audio signals and provide equalization, feedback suppression, echo cancellation, and compression as needed.
- 2) One (1) GPIO peripheral expander shall be provided and installed in the OFE equipment rack to expand the control I/O capabilities of the digital signal processor.
- 3) One (1) 4-channel networked audio amplifier shall be provided and installed in the OFE equipment rack to power the two-zone speaker system in the Council Chambers with another zone available to drive speakers in the optional CC overflow area.
- 4) Six (6) 6" surface-mount 70V/8Ω speakers shall be provided and installed on the left and right walls of the Council Chambers to provide audio reinforcement in the main room as well as monitor speakers for individuals sitting at the dais.
- 5) Twelve (12) 15" shock-mounted gooseneck microphones with desktop bases shall be provided and installed on the dais to capture council member audio for voice reinforcement and recording.
- 6) One (1) additional 15" shock-mounted gooseneck microphone with desktop base shall be provided and installed at the podium to capture presenter audio.

c. VIDEO SYSTEM

- 1) One (1) new video projector shall be provided to work with the OFE projection screen and shall be integrated into the system to display City generated content on the side wall of the Council Chambers.

- 2) One (1) Web Conferencing System including a UC engine computer and 10” touch screen shall be provided and installed.
- 3) One (1) 4K presentation system with 4 HDMI inputs and 2 outputs shall be provided and installed in the OFE equipment rack to route video sources to the room display and the remote meeting attendees.
- 4) One (1) HDMI wall plate transmitter shall be provided and installed at the podium floor box to accept an HDMI input from an OFE user laptop at the podium.
- 5) One (1) 20X PTZ camera with mount shall be provided and installed on the wall of the Council Chambers to capture the dais area for recording and streaming.

d. CONTROL SYSTEM

- 1) One (1) 4-Series control processor with VLAN support shall be provided and installed in the OFE equipment rack to provide control of the AV components.
- 2) The 10" tabletop touch screen provided with the Web Conferencing System shall be utilized and installed on the dais countertop and programmed to control the following functions:
 - a) System Power Macros ("System On" / "System Off")
 - b) Meeting Type Macros ("Council Meeting" / "Meeting with Web Conference" / "In-Room-Only Meeting")
 - c) Source Selection through HDMI video switcher
 - i. OFE laptop #1 at dais,
 - ii. OFE laptop #2 at dais, and
 - iii. OFE laptop at podium
 - d) System Volume (up/down/mute)
 - e) Microphone mute (group)
 - f) PTZ Camera control (Pan/Tilt/Zoom/Presets)
 - g) Projector power on/off
- 3) One (1) managed network switch with 8 PoE+ ports shall be provided and installed in the OFE equipment rack to support the AV devices on the AV network.

- 4) One (1) 12-port surface-mount data biscuit shall be provided and installed at the equipment rack location as a network termination point.

e. RECORDING SYSTEM

- 1) One (1) H.264 streaming and recording encoder with rack mount shall be provided and installed in the OFE equipment rack to record and stream Council Chambers proceedings.
 - a) The City is responsible for providing an active network connection at the equipment rack.

4. COMMUNITY CTR CONF RM

a. VIDEO SYSTEM

- 1) One (1) 75" UHD flat panel display with height-adjustable tilt mount shall be provided and installed on the front wall of the room to show City provided content.
 - a) The City is responsible for providing electrical power and an active network connection at the display location.
- 2) One (1) HDMI transmitter and one (1) HDMI receiver shall be provided and installed to extend HDMI signals over a single Category cable from the conference table to the display location.
 - a) The HDMI transmitter shall be installed at the conference table to accept an HDMI input from an OFE user laptop.
 - b) The HDMI receiver shall be installed behind the display to provide an HDMI output to the conferencing system.
- 3) One (1) over-floor raceway with table-end transition shall be provided and installed from the wall to the conference table location to provide a low voltage cable path.

b. WEB CONFERENCING SYSTEM

- 1) One (1) all-in-one web conferencing video bar appliance with integrated camera, microphones, speakers, and UC computer shall be provided and installed below the flat panel display to provide Zoom Rooms web conferencing functionality.
 - a) The City is responsible for providing an active network connection at the video bar location.
- 2) One (1) 10" tabletop touch screen shall be provided and installed on the conference table to serve as the Zoom Rooms user interface.

- i) One (1) HDMI-to-USB converter shall be provided and installed behind the display to allow content from the laptop HDMI input at the table to be shared into the Zoom Rooms web conference.

During the site-visit that was allowed during the pre-bid phase of this solicitation process, the following requests were made to add more functionality to each room. Ford is providing this outline to add more features and hardware to each of the rooms, identified as “Add-Alt”. Costs for each of these seven Add-Alt features are included in the “Cost” section of this proposal.

1. ADD-ALT1: ADD SECOND CAMERA TO UPSTAIRS CONFERENCE ROOM

- a. The following items are provided as an add-alternate to the Upstairs Conference Room scope.

1) VIDEO SYSTEM

- a) One (1) 12X PTZ camera with camera mount shall be provided and installed in the Upstairs Conference Room to capture another view of the conference table participants and used in the web conferencing system. This camera is added to the camera integrated into the Video bar, for a total of two cameras in this meeting room.
- b) One (1) USB 2.0 / UVC camera extender system (head end and camera end) shall be provided and installed to extend the USB camera signal from the camera location to the UC engine behind the display.

2. ADD-ALT2: ADD FLOOR RACEWAY FOR DOWNSTAIRS CONFERENCE ROOM

- a. The following items are provided as an add-alternate to the Downstairs Conference Room scope.

1) VIDEO SYSTEM

- a) One (1) ADA-rated, low-profile steel over-floor raceway with table-end transition shall be provided and installed from the wall to the conference table location to provide both a high voltage and a low voltage cable path from the table to the display location. A total of 8’ of raceway is included.

3. ADD-ALT3: ADD 2 CAMERAS IN THE COUNCIL CHAMBERS

- a. The following items are provided as an add-alternate to the Council Chambers scope.

1) VIDEO SYSTEM

- a) Two (2) additional PTZ cameras shall be added, for a total of three (3) cameras including the camera provided in the base section. These three cameras shall create a complete camera switching system capable of capturing these three areas of video interest:

- i. Dais Main section
- ii. Dais Staff section
- iii. Podium location
- b) Video Switcher to switch between cameras
- c) The network switch and patch panel provided in the base proposal shall be removed and replaced with a larger network switch and patch panel to accommodate the additional network connections required to control the new quantity of devices.

4. ADD-ALT4: 2 DISPLAYS IN THE COUNCIL CHAMBERS

- a. The following items are provided as an add-alternate to the Council Chambers scope, replacing the existing OFE projector and screen with flat panel displays.
 - 1) VIDEO SYSTEM
 - a) Remove existing projector
 - i. Ceiling Tile replacement and projection screen removal is the responsibility of the City.
 - b) Two (2) 65" UHD flat panel displays with thin swing-arm wall mounts shall be provided and installed on the audience walls of the Council Chambers to display program content to the audience.
 - i. The City is responsible for providing electrical power and active network connections at each display location.
 - c) Two (2) HDMI transmitters and two (2) HDMI receivers shall be provided and installed to extend HDMI signals over single Category cables from the OFE equipment rack to the audience displays.
 - d) One (1) 1x2 4K HDMI distribution amplifier shall be provided and installed in the OFE equipment rack to feed both audience displays.
 - e) Note: This add-alternate removes the existing OFE projector, screen, and projection hardware from the base Council Chambers system.

5. ADD-ALT5: 10 DISPLAYS AT DAIS IN COUNCIL CHAMBERS

- a. The following items are provided as an add-alternate to the Council Chambers scope.

1) VIDEO SYSTEM

- a) Ten (10) 15" desktop confidence monitors with monitor stands shall be provided and installed at the dais positions to allow council members to view video program content.
- b) Two (2) 1x8 HDMI distribution amplifiers shall be provided and installed in the OFE equipment rack to distribute video to the dais confidence monitors.

6. ADD-ALT6: 2 WIRELESS MICS IN COUNCIL CHAMBERS

- a. The following items are provided as an add-alternate to the Council Chambers scope.

1) AUDIO SYSTEM

- a) Two (2) wireless handheld microphone systems shall be provided for voice amplification through the in-room speakers, remote meeting participants, as well as for recording purposes.
 - i. The wireless microphone receivers shall be installed in the OFE equipment rack.
 - ii. The wireless handheld microphones shall be handed to the City's representative.
- b) One (1) 4-channel mic/line input expander shall be provided and installed in the OFE equipment rack to bring the wireless microphone signals into the digital signal processor over the network.
- c) One (1) dual battery charger and two (2) rechargeable lithium batteries shall be provided to support the wireless microphones.

7. ADD-ALT7: OVERFLOW ROOM AUDIO

- a. The following items are provided as an add-alternate to the Council Chambers scope.

1) AUDIO SYSTEM

- a) Two (2) 6" surface-mount 70V/8 Ω speakers shall be provided and installed in the overflow area to provide audio reinforcement of the Council Chambers proceedings.
- b) One (1) 100W 70V volume attenuator shall be provided and installed in the overflow area to allow local volume adjustment.



We have prepared a quote for you

Midway City- Audio Visual Project

Quote # 031119
Version 1

Prepared for:

Midway City Corporation

Brad Wilson
bwilson@midwaycityut.gov

Project Hardware

Description	Price	Qty	Ext. Price
"Due to market hardware pricing volatility, we cannot guarantee the accuracy of the quoted price. Quote pricing may change at any time."			
Upstairs Conference Room 1 Newline 98" STV+ Commercial TV, UHD 4K, Built in Wi?, Digital Signage Capable, RS232, IP Control, CEC, 24/7 1 98" Wall Mount 1 Yealink MeetingBar A50 and CTP25 Touch Console 1 Yealink Vesa TV Mount 1 Yealink Cable Content Sharing & BYOD Hub 1 Misc Cable and Hardware	\$8,883.16	1	\$8,883.16
Downstairs Conference Room 1 Newline 85" STV+ Commercial Display, UHD 4K, Built in Wi?, Digital Signage Capable, 24/7 1 Peerless Articulating Dual Arm Mount 1 Yealink MeetingBar A40 All-In-One Video Bar + CTP25 1 Yealink Vesa TV Mount 1 Yealink Cable Content Sharing & BYOD Hub 1 FSR Stick 2 Gang 1 Power 1 Data 15' Cord - Slate 1 FSR 36" Slate Raceway 1 FSR 12" Slate Raceway 1 Misc Cable and Hardware	\$6,262.11	1	\$6,262.11

Project Hardware

Description	Price	Qty	Ext. Price
Community Center Conference Room 1 Newline 85" STV+ Commercial Display, UHD 4K, Built in Wi?, Digital Signage Capable, 24/7 1 Peerless Articulating Dual Arm Mount 1 Yealink MeetingBar A40 All-In-One Video Bar + CTP25 1 Yealink Vesa TV Mount 1 Yealink Cable Content Sharing & BYOD Hub 1 Misc Cable and Hardware	\$5,572.63	1	\$5,572.63

Project Hardware

Description	Price	Qty	Ext. Price
Council Chambers: VIDEO	\$17,948.42	1	\$17,948.42
2 Newline 85"" STV+ Commercial Display, UHD 4K, Built in Wi-Fi, Digital Signage Capable, 24/7 2 Peerless Articulating Dual Arm Mount 4 "Crestron DM NVX® 4K60 4:2:0 Network AV Decoder with Scaler" 6 Crestron DM NVX® 4K60 4:2:0 Network AV Encoder 2 "Crestron DM NVX® 4K60 4:2:0 Network AV Encoder, Wall Plate, White" 8 "ASUS 23.8Inch, 1080P Monitor (VA24DQSB) - Full HD, IPS, 75Hz, Speakers, Adaptive-Sync, Low Blue Light, Flicker Free, VESA Mountable, Frameless, HDMI, DisplayPort, VGA, USB hub, Height Adjustable,3 Year Warranty" 8 Limbo Low Profile Monitor Stand 1 "Crestron - 1:8 HDMI A Distribution Amplifier w/4K60 4:4:4 & HDR Support" 1 "Crestron - HD-MD4X2-4KZ-E 4x2 4K60 4:4:4 HDR AV Switcher" 1 FSR FL-540P-4-B Back Box - 4" Deep 1 "FSR FL-540P-SSQ-C Cover with 1/4"" Square Aluminum Flange"			

Project Hardware

Description	Price	Qty	Ext. Price
Council Chambers: AUDIO 1 Q-SYS network + analog I/O processor 1 "QSC - Q-SYS Software-based Dante 32x32 Channel License, Perpetual" 12 "QSC - 6.5"" Two-way ceiling speaker, 70/100V transformer with 8ohm bypass, 110 degree conical coverage, includes C-ring and rails for blind mount installation" 1 LEA 4 Channel x 120 Watt Amplifier 12 "Audio Technica Microphone Desk Stand with Dante Network Output" 12 Audio-Technica Modular microphone system includes a MicroLine condenser microphone element, 4.85" gooseneck & XLR power module 1 "Listen iDSP Prime Level II Stationary RF (72 MHz) ADA Assisted Listening System"	\$19,924.21	1	\$19,924.21
Council Chambers: VTC 2 QSC Qsys 12x Optical Zoom 80° Horizontal Field of View, PTZ Network Camera 1 QSC - Accessory Ceiling Mount Bracket for PTZ Camera 1 "QSC - Q-SYS PoE bridging endpoint for AV-to-USB Bridging. Delivers driverless usb 2.0 connection. Includes dual LAN connections."	\$9,125.26	1	\$9,125.26

Project Hardware

Description	Price	Qty	Ext. Price
Council Chambers: CONTROL 2 - 24Port PoE+ 300 Watt Managed Switch 1 - QSC - Q-SYS 10.1" PoE Touch Screen Controller for In-Wall Mounting, Black" 1 - QSC - Table top mounting accessory for TSC-70W-G3 and TSC-101W-G3"	\$5,738.95	1	\$5,738.95
Council Chambers: RECORD & STREAMING 1 Blackmagic Design Hyper Deck Studio HD Mini 1 Blackmagic Design ATEM 1 M/E Constellation HD 2 Blackmagic Design Micro Converter - SDI to HDMI 3G with Power Supply" 2 Blackmagic Design Micro Converter - HDMI to SDI 3G with Power Supply" 1 BMD - Web Presenter HD 2 "Samsung EVO Select micro-SD Memory Card + Adapter, 512GB micro-SDXC, Up-to 160 MB/s, 4K UHD, UHS-I, C10, U3, V30, A2, for Mobile Phone, Smartphones, Nintendo-Switch, and Tablets" 8 Binary™ B4 Series 4K Ultra HD High Speed HDMI Cable with Ethernet - 1m (3.3 ft)"	\$2,747.37	1	\$2,747.37

Project Hardware

Description	Price	Qty	Ext. Price
Council Chambers: MISC	\$4,186.32	1	\$4,186.32
6 Binary™ B4 Series 4K Ultra HD High Speed HDMI Cable with Ethernet - 2m (6.5 ft)" 2 Binary USB 3.0 A Male to B Male Cable - 13.12 Ft (4 M) 10 Cat 6 10' Ethernet Patch Cable (Black) 1 Middle Atlantic SRSR Series Rack, SRSR-4-14 1 Juice Goose Power Distribution Center with 11 Outlets and 15 Amp Capacity" 1 UltraTech 1500VA/1050WA Battery Backup Commercial Line-Interactive Rack/Tower UPS w/8 Outlets" 2 Strong Rack Shelf 2U 5 Electrical Services (5 AC Power Outlets) 1 Misc Cable and Hardware			
Council Chambers: OVERFLOW	\$5,667.37	1	\$5,667.37
2 Newline 75"" STV+ Commercial Display, UHD 4K, Built in Wi-Fi, Digital Signage Capable, 24/7" 2 Newline Tilt Wall Mount 2 Crestron DM NVX® 4K60 4:2:0 Network AV Decoder with Scaler" 6 QSC - 6.5"" Two-way ceiling speaker, 70/100V transformer with 8ohm bypass, 110-degree conical coverage, includes C-ring and rails for blind mount installation" 2 Atlasl ED 35W Deluxe Decora Plate Mounted Attenuator, 3dB Steps 1 Misc. Cable and Hardware 1 Integration Scaffold Package			

Project Hardware

Description	Price	Qty	Ext. Price
Council Chambers: Interactive Touchscreen Presentation **OPTION**	\$4,638.95	1	\$4,638.95
1 Crestron Digital Graphics Engine 1000			
1 Crestron - Digital Media 4K60 4:4:4 HDR Network AV Encoder/Decoder"			
1 Crestron - 4-Series Room Media Controller			
1 Planar PCT2235 22"" wide black projected capacitive multi-touch IPS"			
1 Misc. Cable and Hardware			

Subtotal: \$90,694.75

Project Labor

Description	Price	Qty	Ext. Price
Upstairs Conference Room	\$2,400.00	1	\$2,400.00
20 Hrs. Integration - Labor Receive all parts, assemble, install			
4 Hrs. Integration - Device Set-up & Testing			
Downstairs Conference Room	\$2,200.00	1	\$2,200.00
18 Hrs. Integration - Labor Receive all parts, assemble, install			
4 Hrs. Integration - Device Set-up & Testing			

Project Labor

Description	Price	Qty	Ext. Price
Community Center: Conference Room 16 Hrs. Integration - Labor Receive all parts, assemble, install 4 Hrs. Integration - Device Set-up & Testing	\$2,000.00	1	\$2,000.00
Community Center: Council Chambers 128 Hrs. Integration - Labor - Labor Receive all parts, assemble, install 16 Hrs. Integration - Device Set-up & Testing 24 Hrs. Integration - Programming Labor 16 Hrs. Integration - Project Engineer	\$20,300.00	1	\$20,300.00
Interactive Touchscreen Presentation OPTION 6 Hrs. Integration - Labor - Labor Receive all parts, assemble, install 8 Hrs. Integration - Device Set-up & Testing 16 Hrs. Integration - Programming Labor	\$4,600.00	1	\$4,600.00
Community Center: Overflow 28 Hrs. Integration - Labor - Labor Receive all parts, assemble, install 4 Hrs. Integration - Device Set-up & Testing 8 Hrs. Integration - Programming Labor	\$4,650.00	1	\$4,650.00
Project Management: Project Management:	\$4,500.00	1	\$4,500.00

Subtotal: \$40,650.00

Shipping / Freight Charges

Description	Price	Qty	Ext. Price
Shipping	\$1,750.00	1	\$1,750.00
Shipping/Freight			
Subtotal:			\$1,750.00



Scope of Work

Midway City Audio Visual System Upgrades

1. Project Overview

i.t.NOW & WEBB Integration shall furnish, install, configure, test, and commission audiovisual systems for multiple spaces within the Midway City Office Building and Community Center. The project includes conferencing systems, distributed AV presentation systems, networked audio/video infrastructure, room control systems, recording and streaming functionality, and overflow presentation capabilities.

The project includes the following spaces:

- Office Building – Upstairs Conference Room
- Office Building – Downstairs Conference Room
- Community Center – Conference Room
- Community Center – Council Chambers
- Community Center – Council Chambers Overflow Area

2. General Scope

i.t.NOW & WEBB Integration shall provide:

- Equipment procurement
- AV equipment installation
- Wall mounting of displays and AV hardware
- Cable installation and termination
- Rack integration and equipment assembly
- DSP configuration and programming
- AV control programming



Statement of Work

- Networked AV endpoint configuration
- Device setup and testing
- System commissioning
- Basic end-user orientation/training
- Cleanup of installation areas

All systems shall be installed in a professional manner consistent with industry standards and manufacturer recommendations.

3. Office Building – Upstairs Conference Room

i.t.NOW & WEBB Integration shall provide and install a complete Microsoft Teams-enabled conferencing system in the Upstairs Conference Room.

Scope Includes

- (1) 98-inch Newline commercial display
- Display wall mount
- Yealink MeetingBar A50 conferencing system
- Yealink CTP25 touch console
- Yealink VESA mounting kit
- Yealink BYOD/content sharing hub
- Associated AV cabling and miscellaneous hardware

Functional Intent

The system shall support:

- Microsoft Teams meetings
- BYOD conferencing
- Local HDMI/USB-C presentation



Statement of Work

- Integrated camera, microphone, and speaker functionality
- Touch-panel-based room control

The display and conferencing system shall be configured for normal meeting room operation and collaboration use.

4. Office Building – Downstairs Conference Room

i.t.NOW & WEBB Integration shall provide and install a complete conferencing system in the Downstairs Conference Room.

Scope Includes

- (1) 85-inch Newline commercial display
- Peerless articulating display mount
- Yealink MeetingBar A40 conferencing system
- Yealink CTP25 touch console
- Yealink VESA mounting kit
- Yealink BYOD/content sharing hub
- FSR power/data raceway system
- Associated AV cabling and miscellaneous hardware

Functional Intent

The system shall support:

- Microsoft Teams conferencing
- BYOD conferencing
- Local presentation capability
- Integrated audio/video conferencing
- User touch-panel operation



Statement of Work

Surface raceway and power/data components shall be installed as required for proper cable management and device connectivity.

5. Community Center – Conference Room

i.t.NOW & WEBB Integration shall provide and install a conferencing system in the Community Center Conference Room.

Scope Includes

- (1) 85-inch Newline commercial display
- Peerless articulating display mount
- Yealink MeetingBar A40 conferencing system
- Yealink CTP25 touch console
- Yealink VESA mounting kit
- Yealink BYOD/content sharing hub
- Associated AV cabling and miscellaneous hardware

Functional Intent

The system shall support:

- Microsoft Teams conferencing
- BYOD conferencing
- Local presentation capability
- Integrated room audio and video conferencing
- User touch-panel operation



Statement of Work

6. Community Center – Council Chambers

i.t.NOW & WEBB Integration shall provide and install a fully integrated audiovisual system for Council Chambers including presentation video, distributed AV routing, sound reinforcement, conferencing, recording, streaming, and room control systems.

7. Council Chambers – Video System

Scope Includes

- (2) 85-inch Newline commercial displays
- Articulating display mounts
- Crestron DM NVX AV-over-IP encoders and decoders
- Crestron wall plate encoders
- HDMI distribution amplifier
- Crestron HDMI switcher
- (8) 24-inch desk monitors
- Low-profile monitor stands
- Floor box/back-box hardware
- Associated AV cabling and hardware

Functional Intent

The Council Chambers video system shall support:

- Presentation routing
- Multi-display signal distribution
- AV-over-IP video transport
- Desk monitor viewing



Statement of Work

- Flexible source switching
- Overflow distribution capability
- Expansion for future AV endpoints

The Crestron NVX system shall distribute video sources across the AV network to designated displays and monitor destinations.

8. Council Chambers – Audio System

Scope Includes

- Q-SYS Core 24f DSP processor
- Q-SYS Dante license
- (12) QSC ceiling speakers
- LEA multi-channel amplifier
- (12) Audio-Technica Dante tabletop microphone bases
- (12) Audio-Technica gooseneck microphones
- ADA-compliant Listen Technologies assisted listening system

Functional Intent

The audio system shall support:

- Council member speech reinforcement
- Public meeting audio reinforcement
- Microphone mixing and processing
- Audio recording feeds
- Conferencing audio

- Overflow audio distribution



Statement of Work

- Assisted listening support

The Q-SYS DSP system shall provide routing, processing, equalization, gain control, automixing, and system audio management.

9. Council Chambers – Video Conferencing System

Scope Includes

- (2) Q-SYS PTZ network cameras
- Camera ceiling mount hardware
- Q-SYS USB bridge interface

Functional Intent

The conferencing system shall support:

- USB-based conferencing platforms
- Microsoft Teams
- Zoom
- Webex
- BYOD conferencing
- PTZ camera presets and routing

One PTZ camera shall provide front-facing chamber coverage and one PTZ camera shall provide rear/audience coverage.



Statement of Work

10. Council Chambers – Control System

Scope Includes

- Q-SYS touchscreen controller
- Tabletop touch-panel mounting hardware
- Managed AV network switches

Functional Intent

The control system shall provide:

- System power control
 - Source selection
 - Audio level control
 - Camera control and presets
 - Routing control
 - User-friendly room operation
-

11. Council Chambers – Recording & Streaming

Scope Includes



Statement of Work

- Blackmagic ATEM production switcher
- Blackmagic HyperDeck recording system
- Blackmagic Web Presenter
- HDMI/SDI conversion hardware
- Recording media

Functional Intent

The system shall support:

- Program recording
- Public streaming
- Video switching
- Program feed routing
- Web-based broadcasting workflows

Streaming platform configuration shall be coordinated with the owner's IT/network environment.



12. Council Chambers – Overflow System

i.t.NOW & WEBB Integration shall provide and install an overflow AV system supporting adjacent overflow viewing/listening areas.

Scope Includes

- (2) 75-inch Newline commercial displays
- Crestron NVX decoders
- Ceiling speakers
- Wall-mounted audio attenuators



Statement of Work

- Miscellaneous AV hardware and cabling

Functional Intent

The overflow system shall provide routed program audio and video from Council Chambers to overflow viewing areas for public meetings and events.

13. Equipment Rack & Infrastructure

i.t.NOW & WEBB Integration shall provide and install AV rack infrastructure including:

- Middle Atlantic equipment rack
- Rack shelves
- UPS battery backup
- Power distribution unit
- AV patch cabling
- Electrical service coordination items listed in quote
- Miscellaneous AV hardware and cabling

All rack-mounted equipment shall be professionally integrated, labeled, and dressed.

14. Programming & Configuration

WEBB Integration shall provide system programming and configuration services including:

- Q-SYS DSP programming



Statement of Work

- Q-SYS control programming
- Crestron NVX configuration
- Camera configuration
- Streaming/recording setup
- Audio routing configuration
- Networked AV endpoint configuration
- Device firmware updates where applicable

Programming shall support the operational intent of the spaces described herein.

15. Testing & Commissioning

WEBB Integration shall perform system testing and commissioning including:

- Audio testing
 - Video routing verification
 - Camera verification
 - DSP verification
 - Control system testing
 - Streaming verification
 - Recording verification
 - Assisted listening verification
 - End-user operational testing
-

16. Owner Responsibilities

Owner / Owner, i.t.NOW shall provide:



Statement of Work

- Active network connectivity
 - Internet access
 - Required conferencing licenses/accounts
 - Streaming platform credentials
 - Access to installation areas
 - Required electrical infrastructure beyond listed scope
 - Final approval of display and device locations
-

17. Exclusions

Unless specifically listed in this scope, the following are excluded:

- Architectural modifications
 - Painting or finish repair
 - Structural engineering
 - Dedicated electrical circuit installation beyond listed services
 - Permanent furniture modifications
 - Third-party IT management
 - Ongoing managed AV services
 - Permit fees unless specifically required and added
 - Custom software development beyond listed AV programming scope
-

18. Warranty & Support



Statement of Work

WEBB Integration shall provide installation workmanship warranty and manufacturer warranty support in accordance with quoted terms and manufacturer policies. Technical support and troubleshooting assistance shall be available during normal business hours.

19. Optional Interactive Touchscreen Presentation System

As an optional add-alternate, WEBB Integration shall provide:

- Crestron DGE-1000
- Crestron DM-NVX-360
- Crestron RMC4
- Planar 22-inch touchscreen monitor
- Associated programming and installation labor

The optional system is intended to provide podium-based touchscreen presentation, annotation, and presentation overlay functionality integrated

Midway City- Audio Visual Project



Prepared by:

i.t.NOW

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Prepared for:

Midway City Corporation

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Brad Wilson
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Quote Information:

Quote #: 031119

Version: 1
Delivery Date: 05/18/2026
Expiration Date: 08/16/2026

Quote Summary

Description	Amount
Project Hardware	\$90,694.75
Project Labor	\$40,650.00
Shipping / Freight Charges	\$1,750.00

Total: \$133,094.75

Terms: 100% down payment on all hardware required prior to order. Please do not pay from the quote, we will invoice you. Remaining balance, including all installation costs, due upon completion of install. As a Registered Partner with Dell, i.t.NOW provides Dell computers to our clients at a discounted price. All warranties are provided by Dell and not i.t.NOW. All Dell products are custom ordered for each client and may be subject to a restocking fee of up to 50%. Please verify all configurations before placing any order. i.t.NOW is not responsible for any shipping delays or delays due to replacement of parts damaged in shipping.

i.t.NOW

Midway City Corporation

Signature: _____

Name: Jared Hunt

Title: Sr. Account Manager

Date: 05/18/2026

Signature: _____

Name: Brad Wilson

Date: _____

May 14, 2026

Submitted to:

Brad Wilson

Midway City

75 N. 100 W

Midway, UT 84049

Submitted by:

Chris Wyrocki

Technology Providers, Inc.

PROPOSAL DOCUMENT

Midway City Hall and Community Center AV
Beta 03 [VE Visionary] - MWC26000



2027 South 4130 West,
Suite D
Salt Lake City, UT 84104
www.technoprov.com

Scope of Work

I. Description of System - Audio Visual Systems

This project consists of a complete audio-visual system upgrade across multiple spaces within Midway City Hall and Community Center, including Council Chambers, Multipurpose Space, and multiple Conference Rooms. The scope includes new audio, video, control, and conferencing systems designed to support presentations, meetings, and public engagement.

The Council Chambers will receive a full system replacement, while adjacent and supporting spaces will receive new systems designed for both independent operation and integration where required.

II. Functional Description and Narrative

The upgraded systems are designed to provide flexible, user-friendly operation across all spaces, supporting in-room presentations, hybrid meetings, and internal recording/streaming.

The Council Chambers will function as the primary presentation and meeting space, supporting bring-your-own-device (BYOD) conferencing, local presentation inputs, wireless presentation, and integrated audio reinforcement. Full BYOD conferencing functionality will be available from the lectern, a dedicated dais connection, and the wireless presentation system. Additional input locations throughout the space are intended primarily for local content sharing and presentation support.

Audio and video will be routed through a centralized processing and network-based transport system to support reinforcement, distribution, conferencing, recording, and streaming workflows.

The system includes individual participant monitors at the dais to provide visibility of shared presentation content. These displays receive distributed video content from the central system, ensuring consistent viewing for all participants.

The Multipurpose Space is designed to operate either independently or as an overflow space for the Council Chambers. Users will be able to select audio sources and power the system independently, allowing flexibility for events of varying scale.

Conference rooms will support native video conferencing using installed conferencing systems, while also allowing BYOD operation. Wireless presentation is integrated into each room and can be used in conjunction with or independent of conferencing.

Installation includes removal and decommissioning of existing projection systems, installation of new displays, replacement of all speakers and amplification systems, and integration into an existing equipment rack.

III. User Experience

Users in the Council Chambers will interact with the system through a central touch panel located near the dais. This interface will provide control over system power, source selection, audio levels, and presentation routing.

Presenters may connect laptops at designated BYOD-capable connection points located at the lectern, dais, or through the wireless presentation system. Additional connection points located at floor boxes, secondary dais locations, and rack locations are intended primarily for local presentation content sharing and should not be relied upon for full conferencing functionality. Dais participants will have individual monitors to view shared presentation content. These displays provide clear visibility of active sources distributed throughout the system.

A wireless microphone is available for audience participation, allowing presenters to easily pass audio control throughout the room.

In the Multipurpose Space, users will interact with a simplified touch interface to control audio sources, volume, and system power. The system will seamlessly support either standalone use or overflow from the Council Chambers.

Conference room users will experience a familiar conferencing environment using integrated video conferencing systems. Users may join meetings directly from the room system or connect their own device for BYOD operation. Wireless presentation is available and integrates into both conferencing and local presentation workflows.

IV. Detailed Subsystem Information

Council Chambers System

Display System

Two independent flat panel displays will be installed behind the dais to provide clear visibility of presentation content. Display placement is designed to optimize viewing angles for both dais participants and audience members. The existing projection system will be removed and decommissioned.

Video System

Video sources include lectern inputs, dais inputs, floor input locations, rack inputs, and wireless presentation. Sources are routed through a centralized processing and network-based transport system and distributed to the main room displays and dais participant monitors.

Dais monitors receive content via local signal distribution, ensuring low latency and consistent performance across all endpoints.

The system includes integrated camera capture and streaming workflows to support conferencing, internal recording, and streaming applications. Network-based video streams are distributed to both conferencing and recording systems through dedicated video conversion and streaming hardware.

A dedicated network switch with appropriate power delivery capabilities will support all network-connected AV endpoints, ensuring reliable signal distribution and system performance.

Audio System

A complete replacement of the audio system will be provided, including microphones, loudspeakers, and amplification. Dais participants will utilize gooseneck microphones, while a wireless handheld microphone will be available for audience use.

The system is designed to provide clear speech reinforcement throughout the space, with appropriate coverage for both presenters and attendees.

Video/Audio Conferencing

The system supports BYOD conferencing through designated connection points located at the lectern, a dedicated dais input location, and the wireless presentation system. Audio and video are processed and routed to support conferencing applications running on user-provided devices.

Additional connection locations throughout the room are intended primarily for local content presentation and may not support full conferencing functionality or USB peripheral integration.

The system includes internal recording capability and may stream to external platforms as required. Integrated streaming and conversion hardware will support routing of camera and program content to conferencing and recording destinations.

Control System

A centralized control system will provide operation of all AV functions via a touch panel located near the dais. Control includes system power, source selection, audio levels, and routing.

A speech timer system is included to support structured meeting operation.

The control system and associated AV devices will be supported by a dedicated network infrastructure designed specifically for AV traffic, ensuring consistent communication between system components.

Multipurpose Space

Audio System

The Multipurpose Space will receive a limited audio system consisting of two surface-mounted loudspeakers dedicated to overflow audio from the Council Chambers system.

These speakers will reproduce audio content originating from the Council Chambers and are not intended to function as a standalone reinforcement system for local inputs.

System Integration

The Multipurpose Space is directly tied to the Council Chambers system and is intended solely for overflow audio support. Operation is dependent on the Council Chambers system being active.

No independent audio sources or control interfaces are included within this scope.

Conference Rooms (Upper, Lower, Pie)

Display System

Each conference room will receive a new flat panel display installed to provide optimal visibility for meeting participants.

Video System

Video input is provided via integrated conferencing systems and wireless presentation. Content may be shared locally or within conferencing sessions.

Audio System

Audio is handled entirely by integrated conferencing bars, providing microphone pickup and speaker output suitable for the room size and configuration.

Video/Audio Conferencing

Each room includes an integrated conferencing system supporting native conferencing as well as BYOD operation. Wireless presentation integrates directly into the conferencing workflow.

The Upper Conference Room includes an optional recording and streaming device to support content capture and distribution.

Control System

Control is provided through integrated conferencing interfaces and wireless presentation tools. The Pie Conference Room utilizes a wall-mounted touch interface, while other rooms utilize tabletop interfaces.

V. Furniture/Equipment Rack

The existing equipment rack will be reused to house system components for the Council Chambers and Multipurpose Space. All equipment will be properly mounted, powered, and managed within the rack to support system reliability and serviceability.

A new network switch with Power over Ethernet (PoE++) capability will be installed within the rack to support AV system devices requiring network connectivity and power. This switch will serve as the central network distribution point for AV-related devices within the Council Chambers system.

Conference room systems are self-contained and do not require centralized rack infrastructure.

VI. Network Coordination

All AV systems requiring network connectivity will be coordinated with the client's IT team. TPI will provide and install a dedicated AV network switch within the Council Chambers system to support AV device communication and power requirements.

Client shall provide upstream network connectivity, VLAN configuration, IP addressing, multicast support where required, and any necessary network services. TPI will configure AV devices in coordination with the client's IT team.

Performance of network-based video transport, conferencing, recording, and streaming workflows is dependent on proper network configuration and available bandwidth.

All reasonable efforts will be made to coordinate testing during installation of equipment.

VII. Assumptions

- All audio-visual equipment shall reside on a dedicated AV VLAN provided by the client
- Client will provide all network infrastructure, configuration, and required permissions
- TPI will configure AV systems in coordination with client IT
- AV cabling only is included; all structured cabling by others

- Existing rack infrastructure is in good working condition and suitable for reuse
- Ceiling spaces are accessible using standard ladders
- All owner-furnished equipment is functional
- Dais participant monitors are provided for content viewing only and do not include interactive or annotation functionality
- A dedicated AV network switch will be provided for the Council Chambers system; all upstream network configuration is by others
- Only designated connection points at the lectern, primary dais connection, and wireless presentation system are intended for full BYOD conferencing functionality
- Additional input locations are intended primarily for local presentation content sharing
- Network-based video streaming and conversion workflows rely on proper multicast and network configuration provided by others

VIII. Exclusions

- Structured cabling infrastructure
- Conduit, back boxes, and pathway infrastructure
- Patching, painting, or surface restoration
- Electrical work and high-voltage connections
- Network switching hardware unless specifically identified
- Demolition beyond noted equipment removal
- Third-party streaming platform configuration or licensing
- Permit and inspection fees
- Lift or scaffolding equipment

IX. Facility Concerns

- Client shall provide adequate power at all equipment locations
- Client shall provide network connectivity at all required locations
- Adequate ventilation shall be provided for all equipment areas
- Conduit pathways and cable routing infrastructure shall be provided by others
- Grounding provisions shall be available at rack locations
- All work will be performed during standard business hours
- Adequate rack power shall be provided to support additional network switching equipment

1. Project Summary Pricing

Equipment Cost	\$103,507.25
Materials Cost	\$11,233.34
Professional Services - Project Management	\$5,980.00
Professional Services – Engineering	\$5,000.00
Professional Services – Custom Programming	\$8,700.00
Professional Services – Device Programming	\$1,200.00
Technician Labor – Shop and Assembly	\$1,900.00
Technician Labor – Jobsite Installation & Integration	\$25,974.58
Professional Services – Testing and Commissioning	\$4,200.00
Professional Services – Operator Training	\$760.00
Expenses - Freight	\$1,787.00
Expenses – Mobilization	\$4,160.00
Sales Tax	\$0.00
Total Base Proposal	\$174,402.17

2. Professional Services Provided

Our proposal includes the sale of equipment as well as the following Professional Services to provide a turnkey proposal:

- Installation Technician
- Shop Assembly Technician
- Project Management
- Project Supervision
- Design and Project Engineering
- Drafting
- System Software Design and Development
- Training and Administration

3. Correspondence – Your Primary TPI Representative’s Contact Information

Chris Wyrocki

[V] (801) 573-0004 [F] (801) 883-9676

cwyrocki@technoprov.com



4. Additional Services – Out of Scope Considerations

Our proposal is a complete package as defined in the Description of Services and is based on a set amount of time to complete the project. Any additional time and materials required to facilitate requested changes, required changes due to the actions of other trades, or required changes due to misinformation are out of the scope of this proposal. We will quote each instance as a change order, and each will require written client approval prior to engagement. Each change order will be a separate transaction and will be scheduled, billed, and completed within its own timeline, bound by the terms and conditions of this proposal.

5. Exceptions and Exclusions

Our proposal is a complete package as defined in the Description of Services. Our services include installation of all proposed equipment and all associated cabling and labor unless otherwise directed by the owner. At a minimum, the client is responsible for the following items:

- Conduit and high-voltage work required for AV equipment.
- Finish work including drywall, paint, and wall/ceiling framing.
- IT network connectivity, setup, and configuration.
- Furniture or millwork modification.

6. Owner Furnished Equipment

Our proposal may include the use of owner furnished equipment which will be referenced in Owner Furnished Equipment Section of this proposal. The following restrictions are placed on this equipment.

- The client is responsible for shipping any designated equipment to the nearest TPI office for integration.
- TPI is not responsible for any damage caused to OFE during transportation/decommission/installation.
- No additional warranties are applied to the owner furnished equipment allocated to this project.

7. Network Connections

Many of our systems are required to have network connections for functionality, communications, and diagnostics. In these cases, TPI requires physical connections and dedicated IP addresses for our systems to perform as designed. TPI will furnish the network requirements for this project and will coordinate with client IT personnel during the design and submittal phase of the project. Any delays or oversights in providing the network connectivity requirements as agreed upon during the submittal phase may cause additional services to be performed as described in Section 5.

8. Custom Control and Configuration Software

All custom control and configuration software required for this project is provided to the client as a site license copy and is authorized for the exclusive use on the system(s) defined in this proposal. TPI from time to time will incorporate proprietary software programs and modules in order to satisfy the budget, timeline, and design requirements of the project. The proposed cost for any custom control and configuration software reflects the use of these programs and modules.

Proprietary programs and modules are furnished by various manufacturers, including TPI, and as such are issued as compiled objects with no rights or access to the source code. The maintenance, use, and instructions for these programs and modules are provided by each manufacturer to ensure the client receives a complete and functional product.

At final written acceptance for the project, TPI will furnish the client with a compiled and protected version of the entire software package. TPI will furnish the client with all exclusive source code for this project as well as accompanying compiled programs and modules from the various manufacturers at the end of the system warranty period.

9. System Testing and Evaluation

Every integrated system is fully tested for optimum performance based on manufacturers' specifications and functionality outlined in the scope of work. Our process includes a comprehensive quality checklist to ensure reliable performance. Results of this process are formatted and may be submitted to the formal job record.

10. Closeout Documentation and Materials

To minimize the use of paper products and reduce the overall cost of this project, TPI will furnish closeout documentation and materials in electronic form where possible. Using the preferred delivery method of the client, TPI will deliver the electronic package upon final acceptance of the project. The client may request hard copies of this material at an additional charge.

11. Work Schedule

Unless otherwise noted, all work proposed will be conducted during regular business hours Monday through Friday. Proposed work is based on a 40-hour work week having 8-hour workdays. All work is scheduled at a minimum of one week in advance. Changes to the work schedule may be made by the customer with recognition and acceptance of any additional costs required to support overtime, weekend, or holiday pay rates.

12. Job Quality

All personnel assigned to this project are required to meet strict guidelines for the purpose of professional conduct and exceptional workmanship. Our staff carries certifications and has completed training as required by our industry and the manufacturers we represent. Our engineering practices include the effective application of document control, shop/lab testing and validation, and exhaustive research conducted on new products,

methodologies, and materials. Project management processes feature real-time reporting of progress and exceptional record keeping and communications. TPI uses the best in quality integration materials from leading manufacturers and we feature one of the best inventories of high-performance test and measurement tools and the knowledge of effective use of this instrumentation. All primary systems are built and staged in our regional shops prior to site installation. Within these processes, we conduct a well-documented series of quality control checks.

13. Standards and Compliance

TPI is a licensed and bonded contractor with the capacity to carry project specific performance bonds at a reasonable market rate. All work is performed in accordance with the latest revisions of applicable codes and standards including the National Electric Code and local government codes and regulations for construction and building.

14. System Warranty

This proposal comes with a one-year, all inclusive, system warranty unless otherwise agreed upon by TPI and the client. The warranty period commences upon written acceptance of substantial completion or upon the client's first use of the system for its intended purpose.

Covered workmanship:

Should any part of the system fail due to faulty cable installation, faulty cable termination, or any other negligent act of labor by TPI, the company will repair the deficiency at no cost to the client during the warranty period.

Covered hardware and components:

Each manufacturer's warranty period is unique and will be honored by TPI for its entire term. Should any product need replacing during the system warranty period, we will repair or replace the defective product at no cost to the client unless the defect is caused by user negligence or misuse. Upon expiration of the system warranty period, TPI can process and handle a valid warranty claim charging the client for labor and expenses at the published rates.

Response & Obligations:

Upon formal service request submittal, TPI will conduct remote diagnostics and troubleshooting to expedite a solution. Based on the outcome of the first response we may need to schedule and conduct an on-site visit to provide a resolution.

A formal request is defined as a request submitted to TPI through the online BlueFolder portal (link provided in next sub-section). Emails, phone calls or text messages are not a form of a formal request—any communication of those types does not guarantee a response time.

Handling a request for service:

Once a request for service has been established, our service department will process the request per the current terms of the system warranty. We maintain a full-service integration facility and our service department can be reached during normal business hours via telephone as well as our online service portal. tpi.bluefolder.com/portal

Our normal business hours are Monday through Friday, 8:00 a.m. to 5:00 p.m. For service outside of an active warranty period, labor and expenses will be charged at the published rates.

Exclusions to this warranty program:

This system warranty does not cover system or product defects resulting from user negligence, misuse, alterations, or modifications. Work performed on the system during the active warranty period by others terminates the system warranty and removes TPI from any continued obligations and liability.

Additional/Optional Service Programs***Preventative Maintenance:***

Preventative Maintenance ("PM") is onsite system evaluation to restore, repair and extend the life of your system. TPI focuses on the following five areas during a preventative maintenance visit: record equipment status and usage rate, clean and restore components to extend life, recommend equipment replacement, predict replacement costs for budget, and improve system reliability.

Preventative Maintenance is sold as an addition to the standard proposal warranty. PM service plans are unique to each proposal, and only cover equipment that has been sold as part of this proposal. This excludes all/any owner furnished and box sale equipment.

Guaranteed Service Response:

Guaranteed Service Response ("GSR") is a determined response time to any formal service request. Upon request, TPI will respond and be onsite, within a pre-determined time frame.

Guaranteed Service Response is sold as an addition to the standard proposal warranty. GSR service plans are unique to each proposal, and only cover equipment that has been sold as part of this proposal. This excludes all/any owner furnished and box sale equipment.

15. Site Access

Costs proposed consider that jobsite access is unrestricted and can occur during regular business hours unless otherwise agreed and noted in this proposal. Unforeseen restrictions may affect the project schedule and proposed costs. Parking and delivery restrictions must be identified in advance to avoid disruption to the project schedule.

16. Unforeseen Hazards

Costs included in the proposal do not account for any unforeseen hazards such as faulty existing wiring, dangerous structure, hazardous materials, or any other issues that could affect safety and proposed costs. It is TPI's practice to avoid adding contingency costs to our proposed fees by accounting for elements that affect costs in a fair and equitable manner.

17. Use of this Document

Concepts, ideas, and details included in this document, developed by TPI, represent intellectual property and in whole or part are considered a product of a limited-service engagement between TPI and the client. Both parties must provide consent or permission to use or share the content of this document and attached data with others.

18. Payment Schedule

- Integration Sales - 30% deposit upon Signed/Accepted Agreement. Payment is due upon receipt of the invoice.
- 50% of equipment cost to be invoiced at time of ordering.
- Payments due Net30 days, 2% interest charge on overdue invoices.
- Progress invoices will be submitted monthly based on the percentage of project completion.
- All invoices will be accompanied by supporting documentation if required.
- Standard products and materials will be included in progress invoices upon receiving such items at TPI's facility or the project site.

Please initial for acceptance of these terms: _____

19. Acceptance of Proposal

An authorized representative of the client and the principal representing TPI may indicate acceptance of this proposal in the designated areas below. Unless otherwise noted, this proposal is valid for 30 days from the date of submission. In the event of a manufacturer-imposed price increase, TPI will notify the client and may need to collect additional funds to cover the increase in costs. This proposal may serve as an attachment to other binding agreements.

TPI will provide an immediate acknowledgement of receipt and will advise you of any time required to review and approve any supplemental documents such as sub-contractor agreements, purchase/work order terms & conditions or any other attachment exhibits required to successfully engage TPI as your contractor. During this process TPI reserves the right to amend and revise this proposal to account for your additional cost or risk in a fair and equitable manner.

*The above prices, specifications and conditions are hereby accepted. TPI is authorized to begin work on this project as outlined in this proposal. I understand that by signing this proposal I agree that TPI will be engaged as my systems integrator. I **also agree that the project schedule will commence on the day that this executed agreement is delivered to the company.***

Agreed to on behalf of **Midway City**

Signature: _____

Date: _____

Print
Name: _____

Title: _____

Agreed to on behalf of **Technology Providers, Inc.**

Signature: _____

Date: _____

Print
Name: _____

Title: _____



20. Parts & Equipment – Bill of Materials

Item Description	Qty	Price	Ext. Price
Technical Services			
** Materials **			
TPI Installation materials	1	\$9,166.66	\$9,166.66
Council Chambers			
Audio			
JBL Professional Control 414C/T Micro, Shallow Two-way 4.5 in., 15W, 160° Coverage, Ceiling Loudspeaker	30	\$122.10	\$3,663.00
QSC CORE 24f, Q-SYS Core Processor with 24 local audio I/O channels, 160x160 total network I/O channels with 8x8 Software-based Dante license included, USB AV bridging, 8x8 GPIO, 24 AEC processors, 1RU. Includes Scripting/UCI functionality	1	\$4,052.56	\$4,052.56
QSC MPA-Q 4x250, 4-Channel 250W/Ch Q-SYS Network Amplifier, Lo-Z, 70V/100V direct drive, Line Inputs, GPIO and Relays, 100-240V. Supports Analog Mode operation and optional PoE backup.	1	\$1,616.16	\$1,616.16
Shure MX418D/C, 18 Inch Desktop Gooseneck Microphone	14	\$304.70	\$4,265.80
Shure ULXD4=G50, Single Digital Wireless Receiver with internal power supply	1	\$959.27	\$959.27
Shure ULXD2/SM58=G57, Digital Handheld Transmitter with SM58 Capsule	1	\$517.87	\$517.87
Shure SBC200-US, Dual Docking Charger, Power Supply Included	1	\$234.02	\$234.02
Shure SB900C, Lithium-Ion Rechargeable Battery	2	\$100.79	\$201.58
Video			
Sony FW-85BZ40L, 85 in. UHD 4K HDR Commercial Monitor	2	\$4,143.90	\$8,287.80
Chief Manufacturing AS3LDP7, TEMPO FP WALL MOUNT SYSTEM, PDU BUNDLE	2	\$871.68	\$1,743.36
Dell P2425H, Pro 24 Plus IPS LED FHD Monitor	12	\$224.39	\$2,692.68
Ergotron 33-387-085, NEO-FLEX TOUCH SCREEN STAND	12	\$160.61	\$1,927.32
AV Pro Edge AC-DA-18X2, 48Gbps HDMI scaling distribution amplifier with one input, and eight outputs	2	\$527.23	\$1,054.46
Visionary Solutions, Inc D5000, A/V Decoder, 4K60 4:4:4 UHD over IP cinema quality ultra-low latency visually lossless switch matrix routable, with built-in video wall functionality; POE, AES67. Reduced feature set.	1	\$664.63	\$664.63
Visionary Solutions, Inc D5000, A/V Decoder, 4K60 4:4:4 UHD over IP cinema quality ultra-low latency visually lossless switch matrix routable, with built-in video wall functionality; POE, AES67. Reduced feature set.	1	\$664.63	\$664.63
Visionary Solutions, Inc D5100, A/V Decoder, 4K60 4:4:4 UHD over IP cinema quality ultra-low latency visually lossless switch matrix routable, with built-in video wall functionality; POE	1	\$847.56	\$847.56
Extron SMP 352 - 80 GB SSD, Dual Recording H.264 Streaming Media Processor; 80 GB SSD	1	\$3,262.20	\$3,262.20
Crestron AM3-212 KIT, 3 Kit with AM-3200-WF Receiver, two AM-TX3-100 Adaptors, and Cradle	1	\$2,445.39	\$2,445.39
Crestron AM-TX3-100, AirMedia Series 3 Connect Adaptor	1	\$473.68	\$473.68
Visionary Solutions, Inc DuetE5-WP-C-WHITE, A/V Encoder (Wall Plate), 4K60 4:4:4 UHD over IP cinema quality ultra-low latency visually lossless switch matrix routable, with built-in video wall functionality; POE; AES67/ Dante, HDMI & USB-C	2	\$1,335.37	\$2,670.74

Visionary Solutions, Inc XB5, UCC AV-over-IP Conferencing Bridge, 4K60 4:4:4 UHD over IP cinema quality ultra-low latency visually lossless switch matrix routable, Single USB-C Cable for BYOD hosting, 100W Charging, Wired Ethernet, Bi-Directional A/V, AES67/Dante, POE+	1	\$3,042.68	\$3,042.68
Visionary Solutions, Inc XB5, UCC AV-over-IP Conferencing Bridge, 4K60 4:4:4 UHD over IP cinema quality ultra-low latency visually lossless switch matrix routable, Single USB-C Cable for BYOD hosting, 100W Charging, Wired Ethernet, Bi-Directional A/V, AES67/Dante, POE+	1	\$3,042.68	\$3,042.68
AVer TR211V3, 12X HD PTZ Streaming Camera; AI Auto Tracking	2	\$2,346.02	\$4,692.04
AVer PTMLTWM02, Mount - L-Type for Wall for PTZ & PTC/TR Series – White	2	\$113.39	\$226.78
Visionary Solutions, Inc DuetE-5, A/V Encoder, 4K60 4:4:4 UHD over IP cinema quality ultra-low latency visually lossless switch matrix routable, with built-in video wall functionality, Expansion Ethernet Port; POE+; Single Port AES67/Dante	1	\$1,091.46	\$1,091.46
Visionary Solutions, Inc DuetE-5, A/V Encoder, 4K60 4:4:4 UHD over IP cinema quality ultra-low latency visually lossless switch matrix routable, with built-in video wall functionality, Expansion Ethernet Port; POE+; Single Port AES67/Dante	1	\$1,091.46	\$1,091.46
Visionary Solutions, Inc DuetE-5, A/V Encoder, 4K60 4:4:4 UHD over IP cinema quality ultra-low latency visually lossless switch matrix routable, with built-in video wall functionality, Expansion Ethernet Port; POE+; Single Port AES67/Dante	1	\$1,091.46	\$1,091.46
Inogeni IP2USB, IP Camera to USB Converter	1	\$669.57	\$669.57
Control			
QSC TSC-101-G3, Q-SYS 10 in. PoE Touch Screen Controller for In-Wall Mounting. Color - Black only	1	\$2,408.60	\$2,408.60
QSC TSC-710t-G3, Table top mounting accessory for TSC-70W-G3 and TSC-101W-G3.	1	\$339.22	\$339.22
Netgear M4250-26G4F-POE++, AV Line 24x1G Ultra90 PoE++ 802.3bt 1,440W 2x1G and 4xSFP Managed Switch	1	\$2,535.37	\$2,535.37
Speech Timer			
DSAN PRO-2000BT-KIT4, Limitimer PRO-2000 Bluetooth® Wireless, Podium signal light, Audience Signal Light	1	\$2,865.85	\$2,865.85
Equipment Racks			
Middle Atlantic PD-915R, 9OUT,15A,RCKMNT POWER CEN	1	\$136.10	\$136.10
Multipurpose Audio			
JBL Professional JBL-SLP14/T-WH, Sleek Low-Profile On-Wall Spkr, 4.5 in., Wht, 1 pc	2	\$174.30	\$348.60
** Materials **			
TPI Installation materials	1	\$1,716.67	\$1,716.67
Upper Conference			
Video			
Sony FW-85BZ40L, 85 in. UHD 4K HDR Commercial Monitor	1	\$4,143.90	\$4,143.90
Chief Manufacturing AS3LDP7, TEMPO FP WALL MOUNT SYSTEM, PDU BUNDLE	1	\$871.68	\$871.68

Unified Communication			
Crestron UC-B70-A-Z, Crestron Flex Large Room Conference Solution with All-In-One Videobar 70 for Zoom Rooms Software	1	\$5,595.39	\$5,595.39
Crestron AM3-111 KIT, Kit with AM-3100-WF Receiver and AM-TX3-100 Adaptor	1	\$1,450.66	\$1,450.66
Crestron UC-SB2-DMK, Display Mounting Kit for Crestron Videobar 70	1	\$172.89	\$172.89
Streaming/Recording			
Extron SMP 111, Single Channel H.264 Streaming Media Processor	1	\$2,512.20	\$2,512.20
** Materials **			
TPI Installation materials	1	\$116.67	\$116.67
Lower Conference			
Video			
Sony FW-75BZ40L, 75 in. UHD 4K HDR Commercial Monitor	1	\$2,576.83	\$2,576.83
Chief Manufacturing AS3LDP7, TEMPO FP WALL MOUNT SYSTEM, PDU BUNDLE	1	\$871.68	\$871.68
Unified Communication			
Crestron UC-B70-A-Z, Crestron Flex Large Room Conference Solution with All-In-One Videobar 70 for Zoom Rooms Software	1	\$5,595.39	\$5,595.39
Crestron AM3-111 KIT, Kit with AM-3100-WF Receiver and AM-TX3-100 Adaptor	1	\$1,450.66	\$1,450.66
Crestron UC-SB2-DMK, Display Mounting Kit for Crestron Videobar 70	1	\$172.89	\$172.89
** Materials **			
TPI Installation materials	1	\$116.67	\$116.67
Pie Conference			
Video			
Sony FW-85BZ40L, 85 in. UHD 4K HDR Commercial Monitor	1	\$4,143.90	\$4,143.90
Chief Manufacturing AS3LDP7, TEMPO FP WALL MOUNT SYSTEM, PDU BUNDLE	1	\$871.68	\$871.68
Unified Communication			
Crestron UC-SB2-CAM-A-Z, Crestron Flex All-In-One Videobar 70 for Zoom Rooms Software	1	\$3,730.26	\$3,730.26
Crestron TSW-1070-B-S, 10.1 in. Wall Mount Touch Screen, Black Smooth	1	\$1,897.11	\$1,897.11
Crestron UC-SB2-DMK, Display Mounting Kit for Crestron Videobar 70	1	\$172.89	\$172.89
Crestron AM3-111 KIT, Kit with AM-3100-WF Receiver and AM-TX3-100 Adaptor	1	\$1,450.66	\$1,450.66
** Materials **			
TPI Installation materials	1	\$116.67	\$116.67

Qualifications Statement



Capabilities Statement – Capacity to Complete Project

Technology Providers Inc. (TPI) has been a leader in commercial audiovisual solutions for more than 25 years, leveraging deep industry expertise to deliver technology that enhances how people learn, work, and communicate. We proudly serve municipalities, education institutions, and court systems with solutions that are innovative, reliable, and scalable.

Our team of over 50 seasoned professionals brings together centuries of combined experience in system design, engineering, project management, and installation. This collective expertise ensures that every solution we deliver is intuitive, durable, and optimized for long-term performance.

TPI's project management approach is meticulous, and client centered. From early design validation with our engineering and CAD teams to final commissioning by our certified technicians, every project is executed with precision, transparency, and a commitment to user satisfaction. Our focus extends beyond installation — we deliver solutions that empower our clients to leverage technology efficiently and sustainably.

Headquartered in Phoenix, Arizona, and supported by regional offices in Salt Lake City, Albuquerque, and Austin, TPI is strategically positioned for rapid deployment and cost-effective service delivery. Our locally staffed and fully trained service teams provide responsive day-2 support, ensuring continuous system performance and peace of mind for our clients.

We maintain certifications across a wide range of industry-leading manufacturers, including Planar, Barco, Dante, Christie, NEC, Samsung, LG, Extron, Crestron, Biamp, QSC, Polycom, Shure, AMX, and Cisco. These partnerships allow us to integrate best-in-class technologies tailored to each client's unique needs.

Beyond technical excellence, TPI is defined by our proactive problem-solving, accountability, and unwavering dedication to client satisfaction. We resolve issues swiftly and take ownership from concept to completion, ensuring that our clients achieve the highest possible return on their investment.

Our proven track record includes successful collaborations with organizations such as West Valley City, University of Utah, City of Bountiful, City of Taylorsville, City of Hyrum, City of Clearfield—each demonstrating our ability to deliver comprehensive, custom design-build solutions that exceed expectations.

As a trusted workplace technology partner, TPI remains committed to advancing the standard of audiovisual integration—through innovation, service excellence, and integrity in every interaction.



About TPI

Technology Providers, Inc. (TPI) is a privately held, full-service audiovisual integrator headquartered in **Phoenix, Arizona**, with additional offices in **Salt Lake City, Utah; Albuquerque, New Mexico; and Austin, Texas**. Since **2000**, TPI has delivered comprehensive technology solutions for commercial environments nationwide.

Our **certified team of over 50 professional designers**, engineers, and deploys advanced systems built on the latest technologies from leading manufacturers. Each solution is tailored for ease of use, long-term reliability, and seamless delivery of rich media content. At TPI, we take pride in combining technical expertise with a deep commitment to craftsmanship and client success.

Bonding and Financial Stability

TPI bond limits are \$3MM Single Job and \$6MM Aggregate. TPI bond rate is 2.5%

Awards

Alfred P. Sloan Award for 'One of the best places to work'
Comerica Award as 'One of the fastest growing companies in Arizona'
University of Utah 5-Year Contract Audiovisual Systems
Crestron Elite Partner Award
ICIA Diamond Member; BICSI Corporate Partner; AIA Affiliate Member

Honors

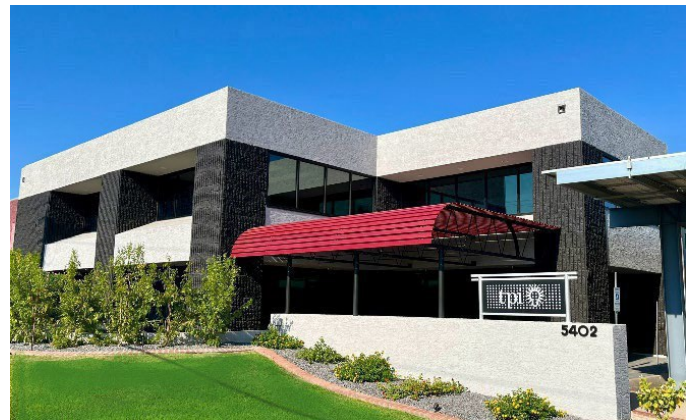
Disabled-Veteran Owned Business
Minority Owned Business

Registered:

TIPS Vendor Contract #230105
Sam.gov UEID: S5EEX14V1MJ1

Certifications

DUNS 614034572
Arizona State Contract CTR075322
Utah State Contract MA4363
GSA Contract Holder & Number 47QTCA24D007E
SBA Company – Self-Certified



TPI Headquarters



Approach and Methodology

Our organization has standardized every phase of project delivery—from initial concept through completion and training—utilizing only internal personnel and no subcontracting. This approach ensures consistent quality control, accountability, and superior workmanship across all stages of implementation.

A detailed proposal and system design will be developed based on the project requirements and scope of work provided by the client. The proposed pricing will include all necessary hardware, cabling, programming, labor, and materials to deliver a fully functional, turnkey solution.

DESIGN

Our engineering team carefully reviews all project specifications and develops system designs that meet or exceed the required functionality.

Design development typically includes, but is not limited to, the following components:

- Redundant plans, elevations, section views, and preliminary rack elevations
- Electrical requirements, cable management layouts, and power/data entry points
- Detailed rack configurations
- Specified drop locations for facility infrastructure required by the client
- Coordination of supplied equipment, including electrical power, network, and cable feeds as they relate to system integration

All designs are produced in accordance with industry-recognized quality standards and applicable local codes to ensure safety, compliance, and long-term reliability.

IMPLEMENTATION

A dedicated **Project Manager** will oversee all aspects of the project and serve as the primary point of contact. The Project Manager will coordinate scheduling and communication with the client, ensuring seamless execution and minimal disruption to daily operations.

Before installation, the project team will conduct a **comprehensive site assessment** to identify and resolve any potential construction, electrical, or mechanical challenges. A Project Manager or Lead Technician will remain on-site during installation, testing, commissioning, and training to ensure full functionality and client satisfaction.

Required components will be **sourced from trusted suppliers and vendors** and received at the integrator's main facility for assembly. Systems will be **fabricated, wired, terminated, labeled, and tested** in-house to verify performance prior to delivery. This methodology—recognized as a best practice—reduces on-site installation time, accelerates project completion, and enhances quality control.

Projects are executed in **defined phases** to maintain efficiency, enable quality checkpoints, and ensure adherence to schedule. Specialized two-person teams perform site-specific installations, connections, and alignments for each space. The number of teams can be adjusted to meet project timelines.

During the **infrastructure installation phase**, site visits will verify conduit pathways, device locations, and dedicated equipment spaces. These inspections confirm that all AV/IT systems align with the approved design and coordinate with the Owner and Design Consultant.

A detailed **work plan** outlining estimated timeframes accompanies this proposal for reference.

CONTROL SYSTEM

Concurrently with implementation, the programming team will develop the **control system software**, beginning with the **Graphical User Interface (GUI)**. GUI mockups will be created in collaboration with client representatives and the design consultant to ensure intuitive operation and visual consistency. Upon approval, programming of the control system will commence and undergo verification testing before deployment.

PROJECT CLOSEOUT

At project completion, comprehensive **as-built documentation** will be provided, including:

- AV cable drops locations
- Cable and labeling schedules
- Single-line diagrams
- Architectural coordination drawings
- Rack elevations and console shop drawings

All documentation will be delivered in both **hard copy and digital formats**.

Following installation, the team will perform **final system testing** with client representatives to verify full functionality and performance prior to acceptance.

Comprehensive **end-user training** will be conducted to ensure client personnel are comfortable with system operation and service procedures. Space-specific training materials and documentation will be developed under the supervision of the Project Engineer and Project Manager.

Warranty details, service procedures, and support options will be reviewed with the client, including response times and any hot-swap protocols defined in the agreement.

QUALITY ASSURANCE

All personnel assigned to the project adhere to strict professional standards and maintain current **industry and manufacturer certifications**. Our engineering practices emphasize rigorous **document control, system testing, and validation**.

Project management processes include **real-time reporting**, transparent communication, and meticulous recordkeeping. High-quality integration materials, advanced test instrumentation, and proven methodologies ensure every installation meets or exceeds performance expectations.

POST-INSTALLATION SERVICE AND SUPPORT CONTRACT

The integrator provides **customizable Service Level Agreement (SLA)** options to support system longevity and uptime. These agreements include:

- Unlimited phone and email support for covered systems
- Remote diagnostics and troubleshooting
- On-site response within the agreed SLA timeframe if remote resolution is not possible
- Management of manufacturer warranty claims, including logistics and RMA coordination

If equipment is under warranty, the integrator will manage the full replacement process at no additional cost. For out-of-warranty items, only replacement parts and applicable labor charges will apply.

WARRANTY AND SUPPORT

Covered Workmanship:

All installation labor is warranted against defects in workmanship, including cable termination and integration errors. Any deficiencies will be corrected at no cost to the client during the warranty period.

Covered Hardware and Components:

Each manufacturer's warranty will be honored for its full term. During this period, defective products will be repaired or replaced at no cost to the client, unless damage results from misuse or negligence.

Response & Obligations:

Upon receipt of a formal service request, remote diagnostics will be performed immediately. If on-site service is required, a technician will be dispatched within the defined SLA timeframe to restore system operation promptly.



System Warranty

All TPI systems come with a one year, all-inclusive, system warranty unless otherwise directed by the client.

The warranty period commences upon written acceptance of submittal completion or upon the client's first use of the system for its intended purpose. Any service requests need to be submitted to our online Service Portal. Once submitted, a TPI member will reach out to confirm the issue and schedule a service visit. TPI processes service tickets in the order that they are received and then scheduled appropriately. If expediated service is requested, additional service programs are available for purchase, which include guaranteed service response (Same Day, Next Day or 2-Day).

TPI's standard service rate for onsite support is \$115/hr., with a two-hour minimum. Remote support is \$115/hr., with a 30-minute minimum.

Covered Workmanship

Should any part of the system fail due to faulty cable installation, faulty cable termination, or any other negligent act of labor by TPI, the company will repair the deficiency at no cost to the client during the warranty period.

Covered Hardware and Components

Each manufacturer's warranty period is unique and will be honored by TPI for its entire term. Should any product need replacing during the system warranty period, we will repair or replace the defective product at no cost to the client unless the defect is caused by user negligence or misuse. Upon expiration of the system warranty period, TPI can process and handle a valid warranty claim charging the client for labor and expenses at the published rates.

Obligations

During the system warranty period, TPI will provide on-site warranty coverage as required and as expediently as possible. As a first response, TPI will conduct remote diagnostics and troubleshooting to expedite a solution. Based on the outcome of the first response we may need to schedule and conduct an on-site visit to provide a resolution.

Handling a Request for Service

Once a request for service has been established, our service department will process the request per the current terms of the system warranty. We maintain a full-service integration facility and our current terms of the system warranty. We maintain a full-service integration facility and our service department can be reached during normal business hours via telephone as well as our online service portal.

tpi.bluefolder.com/portal

Our normal business hours are Monday through Friday, 8:00 a.m. to 5:00 p.m. For service outside of an active warranty period, labor and expenses will be charged at the published rate.

Exclusions to this Warranty Program

This system warranty does not cover system or product defects resulting from user negligence, misuse, alterations, or modifications. Work performed on the system during the active warranty period by others terminates the system warranty and removes TPI from any continued obligations and liability.

Certifications and Competencies

At TPI, our culture emphasizes **continuous learning, professional growth, and technical excellence**. We invest in our employees through ongoing **industry-recognized education and training programs**, ensuring that our team maintains the expertise necessary to sell, design, install, configure, program, and support professional integrated audiovisual systems with precision and consistency.

All certifications are held by **full-time employees**, guaranteeing that every project reflects the highest standards of quality and craftsmanship. Since our founding, TPI has earned a reputation as a **national leader in the design and implementation of integrated control systems**, fostering valuable partnerships and innovative solutions across diverse markets.

Our team maintains **advanced-level certifications from leading control system manufacturers**, demonstrating our commitment to delivering **cutting-edge, reliable, and scalable audiovisual solutions**. TPI is proficient across all critical areas of AV systems integration, and the following is a selection of **key industry and manufacturer certifications and credentials** held by our staff:



Avixa CTS, Professional Certification

Antonio Ortiz, Brent Durbin, Jim Mulvey, Jordan Chavez,
Kolby Nielsen, Matt Rybinski, Ralph Cruz, Ty Franklin



Avixa CTS-I, Professional Certification

Antonio Ortiz
Brent Durbin



Avixa CTS-D, Professional Certification

Brent Durbin, Jordan Chavez, Matt Rybinski
Ralph Cruz



AMX/Harmon Certifications

Programmer - Daniel Blanchard
Programmer & Design - Ralph Cruz, Kolby Nielson



Biamp Technical Certification

Daniel Blanchard, Kolby Nielson, Lois Boertje



Cisco Certifications

Danyelle Racine – AM, SBE, Systems Engineering



Crestron Certification

Daniel Blanchard, Brent Durbin, Jim Mulvey, Juwan Moses,
Kolby Nielson



Audinate – Dante Certification

Level 3 – Matt Cole, Kolby Nielsen, Lois Boertje

Extron Certifications

Programmer – Daniel Blanchard, Ralph Cruz,
Kolby Nielsen, Tony Ortiz

Planar Technical Certifications

Antonio Ortiz

Polycom Technical Certifications

TPI-Certified Reseller

QSC Q-Sys Certifications

Daniel Blanchard, Kolby Nielsen, Lois Boertje

Shure Audio Systems

TPI-Certified Partner
Level 1 and 2 Certifications

SMAART Operator

Matt Cole, Scott Long

State of Arizona Contractors License

OSHA 30 Certifications

Jonathan Harris, Geneva Martin

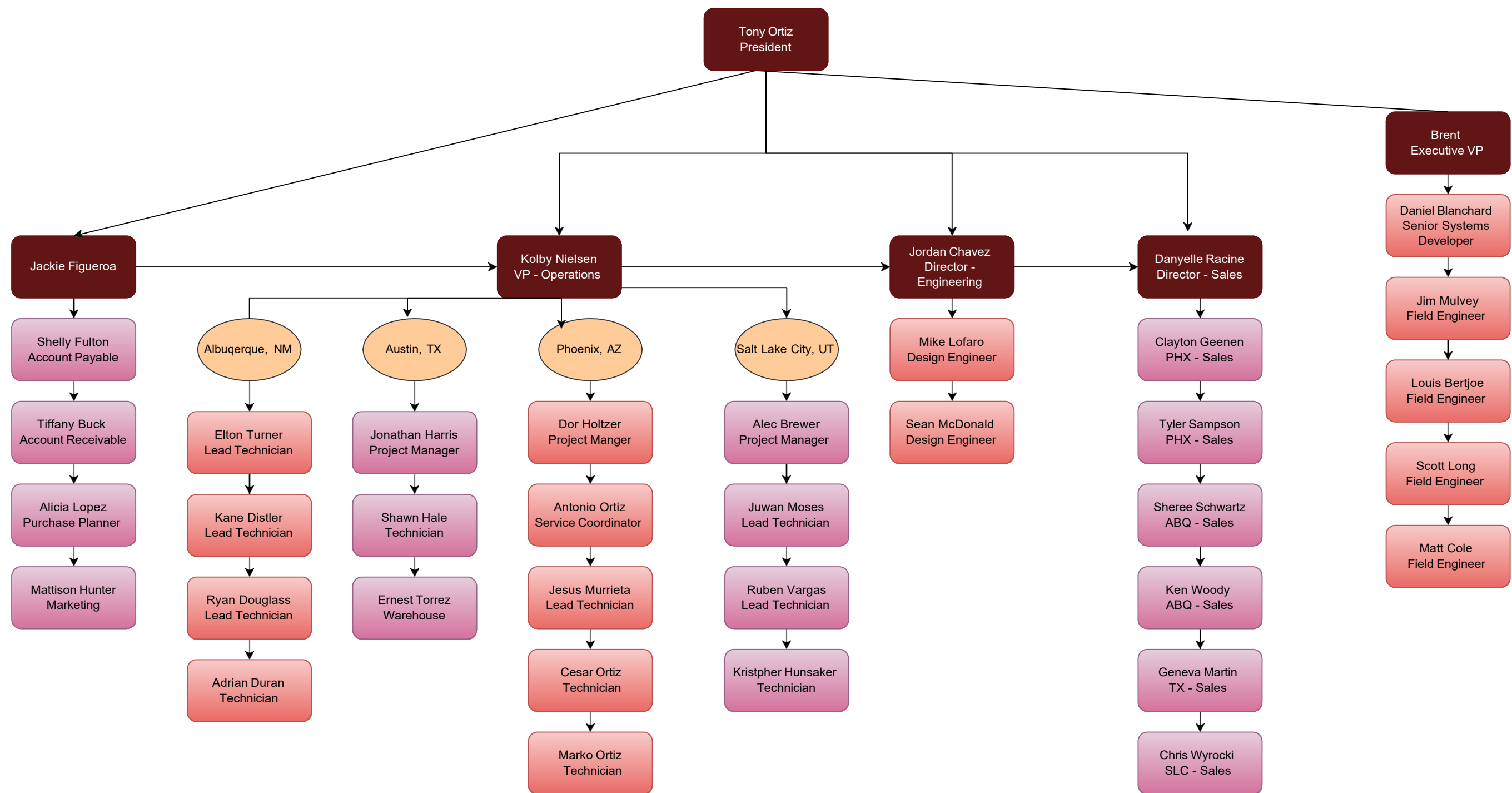
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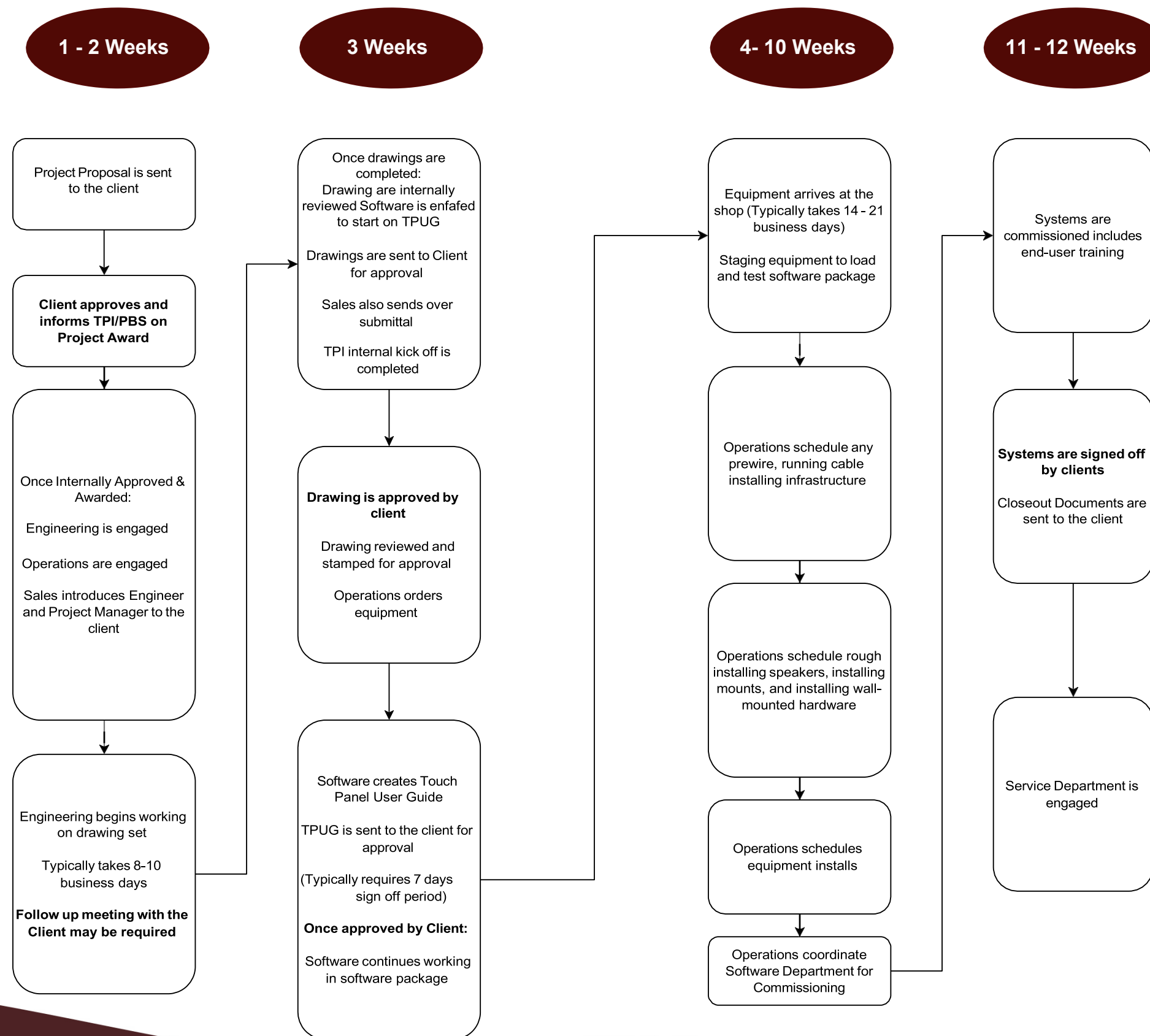
CR-67 Residential & Commercial Low Voltage
Expires February 2027

The Interlocal Purchasing System

Contract # 230105 Exp 05/31/2028

Organizational Chart





TPI References for Similar Projects

West Valley City, UT – West Valley Courts and Council Chambers, Multi Purpose

Contact: Ken Cushing | Assistant City Manager

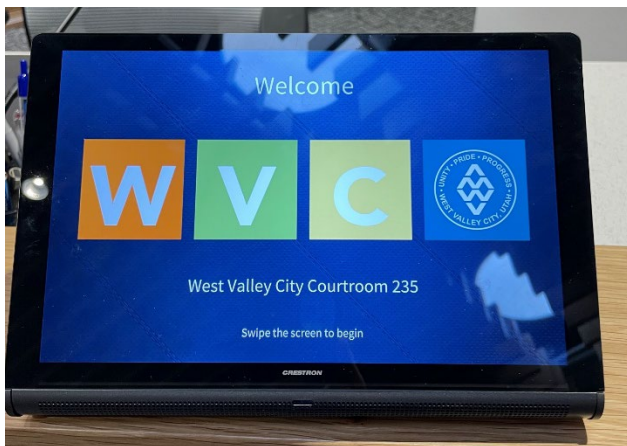
 **Office:** (801) 949-2533

 Ken.Cushing@wvc-ut.gov

Project Value: \$625,000

Project Status: Completed 07/20/2024

Project Scope: New construction/ Remodel projects with Council Chambers, multiple courtrooms, Judges' Chambers, huddle spaces, and lobby utilizing a Crestron NVX solution.



State of New Mexico

The 2 projects listed below are examples of many projects we have completed for the State of New Mexico court system.

Grants Courtroom Update

Contact: Jessica Sanchez

📞 Office: (505) 867-2376

✉ berdjms@nmcourts.gov

Project Value: \$40,000

Project Status: Completed 6/20/2023

Project Scope: New Crestron switches, update GUI on the control panel, new amp, and QSC DSP in one courtroom.

First Judicial District Court

Contact: Joe Moore / IT Specialist Sr.

📞 Office: (505) 455-8198/455-8204

✉ sfedjem@nmcourts.gov

Project Value: \$91,000/\$88,096.45

Project Status: Completed 05/09/2024

Project Scope: Complete courtroom audio-video upgrade, including monitors, document cameras, mics, speakers, rack, cabling, and control system.

State of Arizona

The 2 projects listed below are examples of many projects we have completed for the State of Arizona court.

Globe County Superior Court

Contact: Cassie Ornelas

📞 Office: (928) 402-8671

✉ cornelas@courts.az.gov

Project Value: \$300,000.00

Project Completion: 2009; with ongoing updates

Project Scope: Since 2009, implemented and supported ongoing audio-visual upgrades in courtroom environments. Enhancements included advanced evidence presentation systems and improved communication tools for attorneys, judges, and jurors. Reliable courtroom recording has remained a critical component, ensuring accurate, high-quality audio documentation of all proceedings.

Maricopa County Emergency Management Facility, Gilbert AZ

General Contractor: Kitchell Corp

Contact: Rich Wherty

 Office: (480)-622-6873

 rwherty@kitchell.com

Project Value: \$3,295,000.00

Project Status: Completed February 2026.

Project Scope: In the emergency operations center (EOC) there are four 1.8mm Direct View LED Video Walls, two video walls 66 feet x 10 feet, two video walls 33 feet x 10 feet. Also, in the EOC are multiple large format displays, video switchers, cameras, digital signal processors (DSP), assisted listening, microphones, speakers, control panels, and a conferencing system. Outside of the EOC are complete audio-video systems for multiple conference rooms, training rooms, fitness center, breakrooms, offices, and the lobby.

University of Utah- GARFF Building, SFEBB, SJ Quinney Law School, Skaggs Biology

Contact: Mark Fowles

 Office: (801)588-9838

 Mark.fowles@eccles.utah.edu

Project Value: \$4.5m

Completed: 2021

Project Scope: TPI Ongoing Contract, Spaces include, Lobby, Huddle Spaces, Conference Rooms, Auditoriums etc. Distributed Audio in all spaces with wireless Mic Arrays for Audio Uplift, Wireless Presentation, Wireless Lav and Handheld mics. Each space has a variety of Displays and projectors/Screens. Each space has recordings and 2 Touch Panels for Control.

University of Utah- Public Safety Facility

Contact: Stuart Moffit

 Office: (801)588-9838

 Stuart.Moffit@utah.edu

Project Value: \$780K

Completed: 2023

Project Scope: TPI ongoing work 5-year contract. Completed Building EOC 1, EOC 2, 2023 Install complete, Full Building AV for Conference Rooms, EOC, Dispatch, Offices, Training Rooms, Gym, Lobby, Kitchen. 2024 New In process to add overflow EOC into the SJ Quinney Law school building Using Crestron NVX.



Danyelle Racine

Tony Ortiz

Brent Durbin

Kolby Nielson

Jordan Chavez

TPI Key Personnel

Director of Sales, dracine@technoprov.com

President, tortiz@technoprov.com

Vice President – Special Systems, bdurbin@technoprov.com

Vice President – Operation, knielson@technoprov.com

Director of Engineering, ichavez@technoprov.com



Danyelle Racine

Technology Providers, Inc.
Director of Sales

Contact Information:

801-573-0004

dracine@technoprov.com



About

Danyelle Racine serves as Director of Sales at TPI and oversees all four (4) sales offices and works with all Utah sales opportunities. Danyelle has been in the technology sales industry for over 28 years. Danyelle is a highly dedicated member of the TPI team, going above and beyond for our clients.

Project Experience

Danyelle Racine oversees partner and customer relationships, driving strategic sale initiatives, fostering stakeholder engagement, and facilitating cross-functional collaboration. She supports quoting, bid responses, and follow-ups to ensure your company receives exceptional service and the most competitive price available.

Credentials and Associations

- ✓ Cisco Certifications
- ✓ Poly Certifications
- ✓ Extron Certifications
- ✓ Zoom Certifications
- ✓ Shure Certifications

City Institution Experience

- City of West Valley, UT
- City of Bountiful, UT
- City of South Salt Lake City, UT

Education Institution Experience

- University of Utah
- St. Edwards University
- Pflugerville School District
- Weber School District
- Canyon School District
- Jordan School District
- Granite School District

Be Seen, Be Heard.





Tony Ortiz

Technology Providers, Inc.
President

Contact Information:

877-857-0099

tortiz@technoprov.com



About

Tony Ortiz serves as the President of TPI, providing executive level decision making and guidance of the company. Working out of the Phoenix office, Tony also oversees the service and support provided to critical customers in the region.

Project Experience

Tony has developed his project management experience over the last 18 years, being involved with projects of all scopes and sizes. His experience includes management of multi-million-dollar projects as well as projects consisting of numerous rooms. He has extensive experience with ASU and has successfully delivered many of the high-profile projects found on campus today.

Credentials and Associations

- ✓ Avixa Certified Technology Specialist (CTS, CTS-I)
- ✓ CQT for AV9000
- ✓ Biamp Technical Certification
- ✓ Planar Technical Certification

Education Institution Experience

- St. Xavier University
- Arizona State University – Decision Theater

Municipal Institution Experience

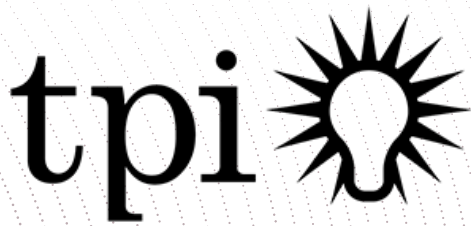
- Empire Southwest – Training Center
- Cambria Ro2 Hotels & Suites

Other Institutional Experience

- Phelps Dodge Corporate Headquarters
- Blood Systems Inc., Corporate Headquarters
- Empire Southwest Corporate Headquarters

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Brent Durbin

Technology Providers, Inc.
Vice President – Special Systems

Contact Information:

602-361-4161

bdurbin@technoprov.com



About

Brent Durbin serves as Vice President – Sales and Special Systems, overseeing all software and sales functions for the company. Brent is a former nuclear engineering operator with the United States Navy having served on aircraft carriers in the Pacific. As a Navy veteran, Brent provides an organized and high level of leadership for his team.

Project Experience

Brent has over 18 years of project management experience across projects of all sizes, including multi-million-dollar initiatives and complex, multi-room installations.

For the past 12 years, Brent has specialized in healthcare, designing and installing audiovisual systems for simulation centers, procedure rooms, and operating rooms at nationally recognized hospitals. He is a sought-after speaker in the medical simulation field and frequently presents at Cedars-Sinai Medical Center.

Credentials and Associations

- ✓ Avixa Certified Technology Specialist, Installation and Design (CTS-I, CTS-D)
- ✓ Extron Programmer Certification

Medical/Healthcare Institution Experience

- Cedars Sinai Medical Center
- Huntington Hospital (CA)

City Sport Experience

- Oracle Headquarters
- Teachers Retirement System, Texas
- City of Hutto, TX

Education Institution Experience

- Arizona State University
- University of Utah
- Pflugerville ISD
- Hutto ISD
- Wichita State University

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Jordan Chavez

Technology Providers, Inc.
Director of Engineering

Contact Information:

480-857-0099

jchavez@technoprov.com



About

Jordan Chavez serves as Director of Engineering providing submittal and drawings. With more than 15 years in technology and 13 in AV engineering, Jordan is a seasoned professional in the field. He has extensive experience with AutoCAD and has successfully delivered many of the high-profile projects found in TPI's resume.

Project Experience

Since joining TPI five years ago, Jordan has advanced to Engineering Director, leveraging his deep expertise in audiovisual technology to lead the design and delivery of complex, multi-million-dollar projects.

Corporate Office Experience

- Apple, Inc

Credentials and Associations

- ✓ Avixa Certified Technology Specialist - Design (CTS-D)
- ✓ Crestron Digital Media Consultant Design (DMC-D)
- ✓ Extron XTP Systems Engineer
- ✓ CQD and CQT for AV9000
- ✓ Crestron Intelligent Video Design (IVC-D)

Higher Education Experience

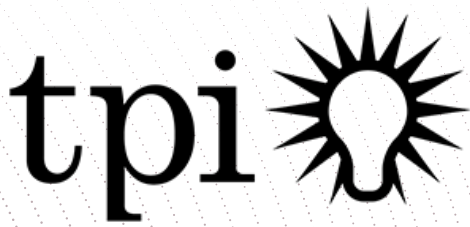
- Arizona State University – Decision Theater
- Herberger Residential Community

Government Institution Experience

- Kia Soul Hall
- Ryan Companies
- City of Scottsdale – Fire and Police Training Academy
- Maricopa County – Emergency Management Facility

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Kolby Nielsen

Technology Providers, Inc.
Vice President of Operations

Contact Information:

877-857-0099

knielsen@technoprov.com



About

Kolby Nielsen serves as the Vice President of Operations for TPI. Kolby oversees all operations for the company including Project Management and technical installation. Kolby takes a hands-on approach to ensure projects are completed to the client's satisfaction.

Project Experience

Kolby has developed project management and service experience over the last 8 years with TPI, being involved with projects of all scopes and sizes. His experience includes on-site management of multi-million-dollar projects as well as projects consisting of numerous rooms. He has extensive experience with Higher Education and Government projects and has successfully serviced and maintained several of the high-profile projects found around the Phoenix Metropolitan Area.

Credentials and Associations

- ✓ Avixa Certified Technology (CTS)
- ✓ Crestron Digital Media Consultant Design (DMC-D)
- ✓ Harmon Certified Professional, Programming, and Commissioning
- ✓ Q-Sys Level 2 – Audinate Level 3 – Biamp Certified

Education Institution Experience

- Arizona State University – Hayden Library, Greek Leadership Community Center, Herberger Residential Community
- City of Chandler – Council Chambers
- City of Scottsdale – Fire and Police Training Academy
- Maricopa County – Emergency Management Facility
- Northern State University – Reginal Science Education Center

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