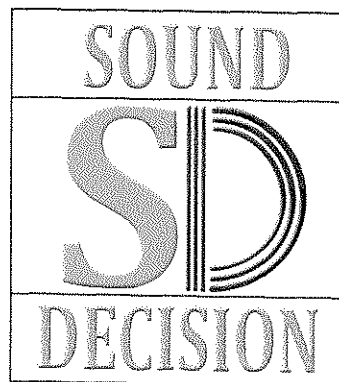


RESPONSE TO THE REQUEST FOR PROPOSALS

*ACOUSTIC AND  
MEDIA EQUIPMENT  
CONSULTING  
SERVICES*

*RFP-RH-12-054*

Submitted By:



October 17th, 2012

COPY







10/17/2012

Ms. Cummins-

We are pleased to provide you pricing for the Acoustic and Media Equipment Consulting RFP. Wavesolutions LLC. dba Sound Decision is a Livonia, Michigan based woman majority owned acoustics, sound, AV and data consulting firm with many years of experience in the scopes specified in the RFP.

Although we are relatively young and small in the consulting world, I can assure you that our experience is such and more than our competitors. I can also assure you that you will be dealing with the same person from the start of the project until the end and you will enjoy the experience of premier personal customer service. I have been involved in many design/build(start to end) projects for city council chambers, many of which were a tougher "room" than yours. Here is a list of council chambers I have done over the last 10 years: Hamburg Township, City of Charlevoix, City of Gibraltar, Salem Township, Green Oak Township, Genoa Township, Pittsfield Township, Northville Township, City of Northville and just recently have been working with the City of Farmington Hills. My experience in the contracting world with projects like Ford Field and the above mentioned also makes us a prime candidate to provide you with more than the expected outcome you are looking for. Your "room" is easily fixable.

Sound Decision accepts and complies with the scope of work set forth in the RFP and will be available for any or all design and construction meetings as needed without extra cost. All expenses are factored in the final cost of our response. Any additional work outside the scope of this RFP will be subject to the hourly rates listed in the response.

We thank you for the opportunity to bid on this exciting project and if you need any further information such as copies of drawings and specifications we have generated for past projects or any other information please feel free contact us.

Sincerely,

A handwritten signature in black ink, appearing to read "S. Robinson", written over a light blue horizontal line.

Steve Robinson, CTS RCDD DMC-D, E  
Principal- Operation's and Engineering(Senior)





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**CONSULTANT INFORMATION**

**Date:** 10-17-2012

**Firm Name:** Wavesolutions LLC. Db a Sound Decision

**Address:** 37625 Ann Arbor Rd. Suite #112

**City:** Livonia, MI 48150

**Telephone Number:** 734-855-4583

**Fax Number:** 734-855-4583

**Email Address:** steve@wavesolutionsllc.com

**Firm Established:** March 1988 **Years in Business:** 4.5

**Type of Organization:**

- a. ~~Individual~~
- b. ~~Partnership~~
- c. Corporation
- d. ~~Joint Venture~~
- e. ~~Other~~

How many years has your company been providing acoustic and media equipment consulting services? Please explain.

We have been providing these services for 4.5 years in the acoustics and AV consulting industry.

How many clients does your company currently service with the type of services described? Explain the capacity of the services provided.

Sound Decision currently has 3 immediate active clients and about 8 more clients who use our services on a semi frequent basis. These services range from providing BOM's to writing specs to providing drawings. Other services requested from us on a frequent basis is engineering, commissioning and programming systems. We have performed these services in areas from acoustics all the way to video post production. Please see our company profile section.

Please provide a list of five (5) client references. Include name, address, phone number, contact person and briefly describe scope of services performed. Include municipal clients.

Please see our references tab provided in this RFP.



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How many public sector (governmental) clients has your company served?

6

How many employees does your company employ?

Full-time employees: 2 Part-time employees: 3

Describe the resources you are capable of bringing to the City of Rochester Hills. Include specific information on specialized resources available.

Full acoustic and AV production engineering including room modeling, system evaluations, recommendations with budgets, full spec writing and drawings including CAD, project management, commissioning and also can provide programming of control system. We handle and have experience in all aspects such as acoustics, AV systems, broadcast and post production.

Submit profiles of staff to be assigned to this project and examples of similar work performed by each staff member.

Steve Robinson, Principal, Senior Engineer. Involved in all customer interface, design, evaluation, total project. (Please see attached resume)

Jacqueline Robinson, Principal, Administration. Involved in all administration aspects. Project compilation, billing, etc..(Projects in company profile and references)

Stephen Robinson, Junior Engineer, Provide all drawing and CAD work, assists with testing equipment.(Projects in company profile and references)

Describe methods of communications with your clients.

1<sup>st</sup>- Onsite meetings 2<sup>nd</sup>- Phone(direct to cell phone) 3<sup>rd</sup>- Email for follow up of phone calls and a paper trail with any documents involving this SOW. 4<sup>th</sup>- We have used texting a lot with our clients when available(good for quick answers and reaching each other when tied up)

Provide a Work Plan including a detailed timeline for this project.

Upon PO or LOI we would immediately arrange a full day evaluation of the room including noise and reverb tests and AV systems as well as pre and post production equipment and also attend a board meeting. We would also schedule either individual interviews or a meeting with the involved parties. We would then write a report of our findings and recommendations as well as a cursory estimated budget and present to the board. Deliverables Time Frame 10 – 14 days. Providing the recommendations are accepted we would start on the design phase that would involve more customer meetings and further systems investigation to discover more of the building infrastructure. We would then provide a Design Development package complete with a



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BOM, basic drawings and a more detailed accurate budget Deliverables Time Frame 14 – 21 days.

Upon acceptance of the DD package we would begin writing our bid package for all systems, whether or not it will be done in phases the design work would be complete. We would be involved in the bid process by attending bidders meeting, answering questions and reviewing bid submissions with making recommendations. Deliverables Time frame 14 days.

During the project phase we would be involved in any needed project meetings, available for answers, review contractors work, commission the installed systems and perform punch lists and be involved in project closeouts as well as system training. Deliverables Time Frame is an estimated length of project install 4 – 6 weeks.

Provide a description of deliverables to be provided at the end of the engagement.

Deliverables will be provided at the end of each phase of the design contract. The evaluation phase would include a written report as well as a presentation to the board. The design phase would include a BOM, basic drawings(CAD) and a detailed budget and board presentation if required. The bid phase would include one full set of electronic specs, build drawings(CAD) and any addenda(Did not include cost of printing bid documents- either add or customer provided) The project phase would include marked up As-Builts by the contractor and final documentation sign-off.

Will subconsultants be used for this project? If yes, identify the subconsultants, their experience and the tasks they will perform during this project.

No

Do you charge an administrative overhead fee for subconsultants? Please explain.

NA

Is a contract required? If so, please attach a copy of your standard contract.

PO and Copy of response and RFP are acceptable

What are your billing procedures?

Bill for hours at the end of each month



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Have you been involved in any litigation during the past five years? If so, provide an explanation.

No

**Cost Summary**

Proposer must clearly identify for each section the Employee that will be responsible for each phase of the project, their position title, estimated hours for each phase and hourly rate for the person identified. Include in the hourly rate all reimbursables, or identify separately any additional cost the City will be responsible for. All costs must be identified in proposer's response. **Cost proposal must be all inclusive.**

1. Proposal/Evaluation Phase (Identify employee(s), position title, hourly rate, estimated hours, etc.)

Senior Engineer @\$100 per hour	24 hours	\$2,400
Administration @\$55 per hour	3 hours	\$ 165
<b>TOTAL</b>		<b>\$2,565</b>

2. Design Phase (Identify employee(s), position title, hourly rate, estimated hours, etc.)

Senior Engineer @\$100 per hour	40 hours	\$4,000
Administration @\$55 per hour	10 hours	\$ 550
Junior Engineer @\$65 per hour	8 hours	\$ 520
<b>TOTAL</b>		<b>\$5,070</b>

3. Bid Phase (Identify employee(s), position title, hourly rate, estimated hours, etc.)

Senior Engineer @\$100 per hour	32 hours	\$3,200
Administration @\$55 per hour	15 hours	\$ 825
Junior Engineer @\$65 per hour	24 hours	\$1,560
<b>TOTAL</b>		<b>\$5,585</b>

4. Contract Administration Phase (Identify employee(s), position title, hourly rate, estimated hours, etc.)

Senior Engineer @\$100 per hour	24 hours	\$2,400
Administration @\$55 per hour	8 hours	\$ 440
Junior Engineer @\$65 per hour	4 hours	\$ 260
<b>TOTAL</b>		<b>\$3,100</b>

Can you meet the City's Insurance Requirements? Yes  No \_\_\_\_\_





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The undersigned hereby declares that he/she has carefully examined the general conditions and specifications and will provide Acoustic and Media Equipment Consulting Services, as described herein for prices set forth in this proposal. Any changes to the specifications and its impact on the final cost will be discussed and mutually agreed upon before the delivery of the services.

It is understood that all proposed prices shall remain in effect for at least one hundred twenty (120) days from the date of the proposal opening to allow for the award and that, if chosen the successful vendor, the prices will remain firm through the term of the contract.

This proposal is genuine and not collusive or sham and that the proposer has not in any manner, directly or indirectly, agreed or colluded with any other firm or association to submit a sham proposal or to refrain from proposing or in any way fix this proposal or that of any other proposer or to secure any advantage against the City of Rochester Hills.

The proposer affirms that he/she is duly authorized to execute this proposal, that this company, corporation, firm, partnership or individual has not prepared this proposal in collusion with any other proposer and that the contents of this proposal as to prices, terms or conditions have not been communicated by the undersigned, nor by any employee or agent, to any competitor, and will not be, prior to the award and the proposer has full authority to execute any resulting contract awarded as the result of, or on the basis of the proposal.

The Proposer certifies that this proposal is submitted without collusion, fraud or misrepresentation as to the other proposers, so that all proposals for this project will result from free, open and competitive proposing among all vendors.

By submission of a response, the Proposer agrees that at the time of submittal, he/she: (1) has no interest (including financial benefit, commission, finder's fee, or any other remuneration) and shall not acquire any interest, either direct or indirect, that would conflict in any manner or degree with the performance of Proposer's services, or (2) benefit from an award resulting in a employment, on a board, elected office, department, division or bureau, or committee sanctioned by and/or governed by the City of Rochester Hills. Proposers shall identify any interests, and the individuals involved, on a separate paper with the response and shall understand that the City, at its discretion may reject their proposal.

The submission of a proposal hereunder shall be considered evidence that the proposer is satisfied with respect to the conditions to be encountered and the character, quantity and quality of the work to be performed.

**Representative's Name:** Steve Robinson

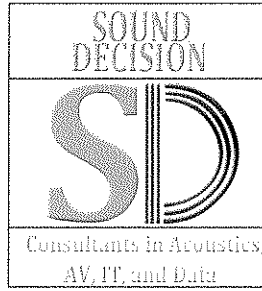
**Title:** Principal, Senior Engineer

**Signature:** \_\_\_\_\_ 

**Dated:** 10/17/2012



# PRINCIPAL RESUME



## STEVE ROBINSON, CTS RCDD DMC-D,E

### EXPERIENCE

Steve is a 35 year veteran to the Sound, AV and Data industry. From his first built speaker cabinet at the age 11, his love for music, sound, electronics and acoustics dominated the direction of his life. In 1988, he opened an electronic music store where he serviced pro sound, video equipment and PC's and installed sound systems for many churches throughout Michigan. After a 2 year stint with Clover Technologies serving as Senior Systems Engineer, and getting more involved in the IT world, Steve opened his own AV and Data/Voice contracting company in 1998 where he did many designs and installations for houses of worship, governmental, educational, industrial and hospitality facilities. In a industry progression, Steve and his wife Jacqueline, opened up Wavesolutions LLC. DBA Sound Decision in 2008 to focus on providing their customer a TRUE VALUE approach to Acoustics, AV, IT and Data Consulting.

### EDUCATION

Secondary Music Education  
Concordia College (83 – 87')

Recording Technology, Sound and Electronics  
Washtenaw Community College (87 – 88')

Acoustics  
Eastern Michigan University(87 – 88')

Computer Science  
Schoolcraft (2009' – present)

### PROFESSIONAL CERTIFICATIONS

RCDD (Registered Communications Distribution Designer)  
BICSI 2001

CTS (Certified Technology Specialist)  
INFOCOMM 2009

DMC-D,E (Digital Media Certified – Designer and Engineer)  
Crestron 2010

### PROFESSIONAL AFFILIATIONS

BICSI (Building Industry Consulting Service International)

INFOCOMM

NSCA (National Systems Contractors Association)

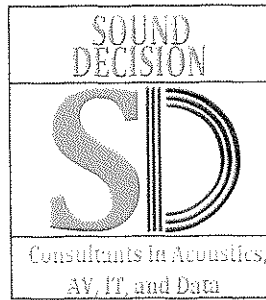
### \*PROJECTS:

City of Farmington Hills – Farmington Hills, MI  
Ford Field - Detroit, MI  
Greektown Casino and Hotel -Detroit, MI  
Shalom Lutheran Church – Pinckney, MI  
Mott Community College - Flint, MI  
St. Luke Lutheran Church – Ann Arbor, MI  
Washtenaw Community College -Ann Arbor, MI  
Our Savior Lutheran Church – Chelsea, MI  
Gerald R. Ford Museum -Ann Arbor, MI  
Trinity Lutheran Church – Ann Arbor, MI  
Annette Strauss Theater - Dallas, TX  
Peace Lutheran Church – Ann Arbor, MI  
Concordia College – Ann Arbor, MI  
First Presbyterian Church – Ypsilanti, MI  
Marriot Hotel at Centerpoint – Pontiac, MI  
St. Paul Lutheran – Hamburg, MI  
UTA Events Center - Arlington, TX  
Northridge Church – Plymouth, MI  
Saline HS Auditorium – Saline, MI  
Dexter HS Auditorium - Dexter, MI  
Allen Park Recreational Facility- Allen Park, MI  
Charlevoix City Hall- Charlevoix, MI  
Gibraltar City Hall - Gibraltar, MI  
Grand Prairie Adult Rec Center - Grand Prairie, TX  
American Axle Manufacturing - Detroit, MI  
Pinckney HS Stadium – Pinckney, MI

\*Denotes projects involving but not limited to engineering over the past 10 years.



# References



## Mott Community College Various Projects- Flint, MI

Design, Engineering, Programming and Commissioning as well as production of public bid documents on multiple projects over a three year period including an event and conference center, meeting rooms, auditorium, campus RF and IP video system, video production studio's, video conferencing systems, digital signage systems, smart interactive classrooms, Cat 5e and Cat 6A infrastructure, acoustic recommendations, and new fiber backbone 10g supported.

Contact: Chris Bolla, Manager, Educational Media Services, 810-762-0096  
Mott Community College, 1401 East Court Street, Flint, MI 48503734-677-5106

## City Of Farmington Hills- Farmington Hills, MI

Design, project management and programming of banquet center AV and sound system. Systems support of city golf course restaurant PA and cafeteria PA system.

Contact: Jeff Hotchkiss, Facilities Coordinator, 248-473-1814  
City Of Farmington Hills, 31555 W. Eleven Mile Rd., Farmington Hills, MI 48336

## Flint Institute of Arts- Flint, MI

Redesign, commissioning and programming of AV control and audio system in Theater including Dolby 7.1 and sound reinforcement for live presentations.

Contact: Frank Philips, 810-422-3787  
Flint Institute of Arts, 1120 Kearsley St., Flint, MI 48503

## Greektown Casino and Hotel- Detroit, MI

Design and Engineering as well as production of AV/Data and phone. Public bid documents for Hotel meeting rooms and conference center, AV, sound and acoustics for a 1,500 seat event center, Apollo Theater, Casino video system and Hotel and Casino paging and public address system to meet Fire Code requirements.

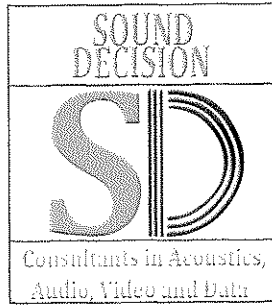
Contact: Anthony Wilson (No longer at Greektown but available for reference) 313-598-1093  
Manager, AV and Entertainment Dept. (Position until 2009 during project years)  
Greektown Casino, 555 E. Lafayette, Detroit, MI 48226

## Washtenaw Community College- Ann Arbor, MI

Design and commissioning of 7 room combinable meeting space and convention center. Provide bi-annual equalization and commissioning at the Morris Lawrence Building.

Contact: Joshua Pardon, Director, Media Services, 734-677-5106  
Washtenaw Community College, 4800 East Huron River Drive, Ann Arbor, MI 48105





**Mott Community College Media Tech Center- Flint, MI**

Design, bid documents and programming of two audio and video production studio's with all production equipment and the control rooms capable of interfacing with each other, including 3 edit suites. Used for both operations and learning purposes.



**Mott Community College CTL Meeting Rooms- Flint, MI**

Design and programming of multiple meeting rooms and a larger combinable two room meeting center. Wired or wireless controllable system with multiple AV input points throughout the room.



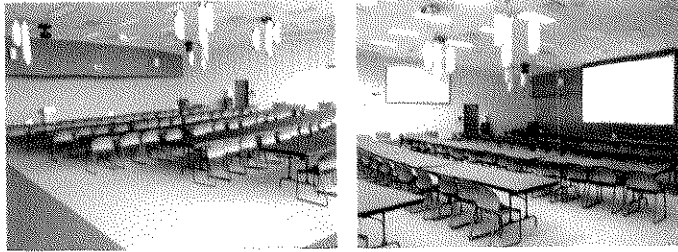
**Mott Community College Campus Wide Video System- Flint, MI**

Design, development and programming of IP based television MATV system with interactive digital signage as well as emergency video broadcast all controlled by Crestron.



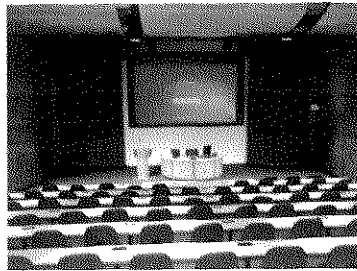
### **Mott Community College Event Center- Flint, MI**

Design, bid documents and programming of multi-use room system with HD production camera's and portable production cart. Room also integrates special effects lighting, audio, video and sound all controlled by a wired and wireless touchpanel.



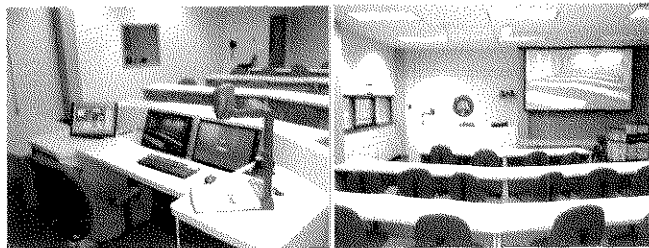
### **Mott Community College RTC Auditorium- Flint, MI**

Design, bid documents and programming of multi-use auditorium . Room utilizes resolutions of 1080p HD with 7.1 surround sound for movie applications and also integrates video and teleconferencing system.



### **Mott Community College ITV Room- Flint, MI**

Design, development and programming of interactive classroom used for distance learning and video conferencing. The system is capable of analog video to HD digital video conference applications and controlled by easy to use Crestron interface.



### **Mott Community College Lecture Hall- Flint, MI**

Design, bid documents and programming of a smart lecture hall used in a learning setting. The system runs multiple sources and controls lighting and all AV systems by Crestron.

