

American Video Transfer, Inc.
 9931 E. Grand River Avenue
 Brighton, MI 48116
 810.227.5001

Firm Established	1988
Years in Business	34 years
Type of Organization	Corporation
How many years providing Audio & Video Recording Equipment Installations?	15 years
Firm History	Offer custom technical electronic integration and CCTV systems. An authorized Cardinal Peak dealer for CaseCracker projects
Percentage of business is commercial based?	0.5
Percentage of business is residential based?	0.5
References:	Provided
Employees Full Time / Part Time	3 / 6
Work Plan / Methodology	Once there is a signed contract, American Video Transfer will order the equipment. CaseCracker is running about 3 weeks to deliver. Will start pre-wiring the rooms so that when equipment comes in, the rooms will be ready for final installation. TimeLine: 7/1 - City issued PO; Equipment is ordered; 7/5-8th - Pre-wire all rooms and client PC locations; 7/26-29th - Install Equipment; 8/1 - Formal training on system
Status of current workload	Moderate; About 2 weeks out for scheduling new work.
Describe the resources bring to project / staff summaries	Matt Eckman: Owner that started the firm in 1988 - will be onsite multiple time to oversee project Luke Ganczarsk: Installation Foreman - most experienced tech with CaseCracker with 4 years of service Nathan Kaniarz: Technician that has been with us for 1 year. He performs general labor and also has a general construction background.
Will subcontractors be utilized?	No
Have you been involved in or a State of Michigan Building Complaint ever been filed against your company, owner or personnel to be assigned to the project?	No
Have you been involved in any litigation during the past five (5) years?	No
Provide Warranty information on new material/projects?	All products cover manufacturer warranties ranging from 1 to 3 years. Cardinal Peak warrants the CaseCracker hardware for 3 years (4 years on the three room server because of it being a repeat purchase). Cardinal Peak offers extended warranties on server if interested.
Provide Warranty information on services provided by your company?	American Video Transfer provides on-site warranty for any issue that can not be solved over the telephone. Will go beyond Cardinal Peak's warranty support in that they offer direct cell phone support contact for after hours.
Completed W-9 included?	Yes
Meet City's Insurance Requirements?	Yes
Payment (Check, ACH, or Credit Card?)	Check
Specify any exceptions, substitutions, or deviations from specifications	The cost of bonding this project is included in the quote. However, if the City opts to forgo the bonding requirements, the quote would be reduced by \$2000.00

PRICING:

Section 1 - CaseCracker Interview Room Recording System

1	Onyx Lite Servers	3-room server & 2-room server package	Cardinal Peak	CCO-LITE STD3 & CCO-LITE STD2	1	\$ 51,275.00	\$ 51,275.00
2	Microphones	Included in above package by Cardinal Peak	Cardinal Peak		5		\$ 0.00
3	IP High Definition Cameras 2 per room (1 PIR / 1 Covert)	PIR camera included in above package by Cardinal Peak (See Note 1 Below for Covert camera)	Cardinal Peak		5		\$ 0.00
4	Storage (at least 3TB)	Storage upgrade	Cardinal Peak	CCO-L-3TB-UPG	2	\$ 300.00	\$ 600.00
5	Interview -in-process kits ("in use" signs, lights & star/stop switches)	Adds ability to Start/Stop from Wall Switch and provides in-use lighted signage at each door (See Note 2 Below)	Cardinal Peak	CCO-L-IP	5	\$ 585.00	\$ 2,925.00
6	1500 VAC Universal Power Backup Unit	Provides Backup Power	Cyber Power	CPI500aLCD	2	\$ 195.00	\$ 390.00
7	3 Year Hardware & Phone Support	Included by Manufacturer					\$ 0.00
8	3 Year On-Site Service	For on location support. Included with purchase of servers					\$ 0.00
9	Software Licensing	Cardinal Peak does not charge for licensing this product					\$ 0.00

#	Requirement	Vendor's Proposed Solution	Manufacturer	Model #	Quantity	Unit Price	Extended Cost
10	Full Installation	Installation is free with purchase of above servers					\$ 0.00
11	Full Training	Training is included free with purchase of above servers					\$ 0.00
12	Warranty	Cardinal Peak provides 3 year warranty included with server purchases					\$ 0.00

Items 1-12 Subtotal: \$ 55,190.00

Additional Items:

#	Requirement	Vendor's Proposed Solution	Manufacturer	Model #	Quantity	Unit Price	Extended Cost
13	Thermostat Camera	Custom built camera for face level recording in room. See Note 1 below	American Video Transfer Inc.		5	\$ 500.00	\$ 2,500.00
14	Warranty for Thermostat Camera	3 Year Warranty for above Thermostat Camera	American Video Transfer Inc.		5	\$ -	\$ 0.00
15	Extra Year Warranty on 3-Room Server	Provided by Cardinal Peak Free as loyalty bonus for replacing existing Cardinal Peak 3-room product with new					\$ 0.00

Items 13-15 Subtotal: \$ 2,500.00

Section 1 Subtotal: \$ 57,690.00

Is the system proposed MCOLES complaint? Yes

Comments/Section 1:

NOTE 1: Per RFP Addendum, each room will have (1) PIR camera noted in Line 3 provided by Carinal Peak. American Video Transfer Inc. custom manufacturers a thermostat covert camera for the other in-room camera.

NOTE 2: American Video Transfer will provide and install (1) extra "in-use" light and (1) extra start/stop switch for the interview room that has two doors. There will be no additional charge for these items.

Section 2 - Monitors & Client PCs

#	Requirement	Vendor's Proposed Solution	Manufacturer	Model #	Quantity	Unit Price	Extended Cost
1	Main Client PCs (minimum 2)	Custom build i5 11th generation Window 10 Pro Client PC with 4TB Storage for viewing/exporting/playback of interviews	American Video Transfer Inc., Custom Build Using Intel Chip	AVT-I5-4TB	2	\$ 950.00	\$ 1,900.00
2	Client PCs (minimum 5) Captain, Sergeant, LT1, LT2, Detective Sergeant	Mini client PC ideal for behind TVs. Intel Manufactured 8GB/1TB storage	Intel makes the PC an sells without ram and OS and storage drive. American Video Transfer adds the extra	NUC-10	5	\$ 950.00	\$ 4,750.00
3	Monitors (minimum 24") at least 4 (2 for each of the main clients)	Viewing Monitor	Phillips	241E1S	4	\$ 169.00	\$ 676.00
4	Keyboards, Wireless	Wireless Keyboard & Mouse Kit	Logitech	ML270	7	\$ 32.00	\$ 224.00
5	Mouses, Wireless	Included in above					\$ 0.00
6	8-Port Switch	Switch for Internal Network	Netgear	GS108	1	\$ 40.00	\$ 40.00
7	Wiring of the individual PCs to Server Switch	Provided at no charge when purchasing client PCs					\$ 0.00

Items 1-7 Subtotal: \$ 7,590.00

Additional Items:

#	Requirement	Vendor's Proposed Solution	Manufacturer	Model #	Quantity	Unit Price	Extended Cost
8	NONE LISTED						\$ 0.00

Item 8 Subtotal: \$ 0.00

Section 2 Subtotal: \$ 7,590.00

Comments / Section 2:

None Listed

Section 3 - Sound Deadening - Interior Ceiling

#	Requirement	Vendor's Proposed Solution	Manufacturer	Model #	Quantity	Unit Price	Extended Cost
1	2' x 4' Sound Panels, Installed	AlphaSorb Panel Finish: FR701 Color: TBD	Acoustial Solutions	AlphaPanel FR701 2x4	10	\$ 192.00	\$ 1,920.00

Items 1 Subtotal: \$ 1,920.00

Additional Items:

2	Misc Hardware to install Item 1	Included with purchase					\$ 0.00
3	Labor for Item 1	Included with purchase					\$ 0.00
4	Shipping of Item 1				1	\$ 630.00	\$ 630.00

Item 2-4 Subtotal: \$ 630.00

Section 3 Subtotal: \$ 2,550.00

Comments / Section 3:

Technically it is better to refer to this product as "sound absorption panel" as it does little to "dead" the sound through walls. It is designed to reduce echoes in the room. We recommend that if approved for the City to hold off ordering the ceiling panels until after the wall panels are installed, as they may accomplish the absorption needed without the expense of the ceiling panels.

Section 4 - Sound Deadening - Interior Walls

#	Requirement	Vendor's Proposed Solution	Manufacturer	Model #	Quantity	Unit Price	Extended Cost
1	2' x 6' Sound Panels, Installed	AlphaSorb Panel Finish: FR701 Color: TBD	Acoustial Solutions	AlphaPanel FR701 2x6	25	\$ 189.00	\$ 4,725.00
2	3' x 3' Sound Panels, Installed	AlphaSorb Panel Finish: FR701 Color: TBD	Acoustial Solutions	AlphaPanel FR701 3x3	11	\$ 141.00	\$ 1,551.00

Items 1-2 Subtotal: \$ 6,276.00

Additional Items:

#	Requirement	Vendor's Proposed Solution	Manufacturer	Model #	Quantity	Unit Price	Extended Cost
3	Misc Hardware to install Items 1 & 2	Included with purchase					\$ 0.00
4	Labor for Items 1 & 2	Included with purchase					\$ 0.00
5	Shipping of Items 1 & 2				1	\$ 250.00	\$ 250.00

Item 3-5 Subtotal: \$ 250.00

Section 4 Subtotal: \$ 6,526.00

Comments / Section 4:

Technically it is better to refer to this product as "sound absorption panel" as it does little to "deadend" the sound through walls. It is designed to reduce echoes within the room

Section 5 - Sound Deadening - Exterior -Options

#	Requirement	Vendor's Proposed Solution	Manufacturer	Model #	Quantity	Unit Price	Extended Cost
1	No Options (See Note in comments)						

Comments / Section 5:

American Video Transfer believes that sound deadening is different than sound absorption and is significantly more difficult to achieve especially when applying to already built rooms. Almost all effective sound deadening would require modifications of existing HVAC and ceilings and potentially walls. This in turn require the appropriate contractors with the proper licensing. And unless a sound engineer is involved, sound deadening is subjective. Applying things like extra insulation or dense materials may have only a minimal effect and can not be guaranteed to have any effect unless a sound engineer takes acoustical readings and specifies the materials and installation method. As such, at this time, American Video Transfer is not providing a quote for any options for sound deadening.

Note that in the near future, American Video Transfer may be able to provide a "sound masking" system that is currently being testing in the Oakland County Sheriff's substation in Orion Township. Sound Masking is when a speaker (in the ceiling) playing white noise is installed in each of the interview rooms. The intent is to mask the voices that may come outside of a given room or from room to room. The slight white noise sound in the background makes it hard to hear the noise on the other side of the wall. The challenge with this method in an interview room it that it can also create added noise opt the recording and perhaps make it more difficult to hear the interview recording. At Orion Township, American Video Transfer is attempt to mitigate the challenge by using wall microphones instead of ceiling microphones. American Video Transfer is testing this at Orion Township and getting feedback from the end users after the product is fully installed at the substation.

Summary Costs:

Section 1 Subtotal	\$ 57,690.00
Section 2 Subtotal	\$ 7,590.00
Section 3 Subtotal	\$ 2,550.00
Section 4 Subtotal	\$ 6,526.00
Section 5 Subtotal	\$ 0.00
Total Costs	\$ 74,356.00

Labor Rates:

Classification	Hourly Rate
Engineering	\$150.00
General Technical	\$85.00

Availability to Start

Number of Days to Start after Award: 15 days

Days to Complete

Number of Days to Complete: 6 days based on 10 hours per day

Room 5 - If the room is not built as scheduled, what credits/refunds would the City receive

Section	Item	Cost
1	Return unused (2) cameras, (1) In-Use Light Switch - \$1,000.00 Return labor, warranty, profit for above - \$2,500.00	\$ 3,500.00
2	Not applicable - nothing from this section is specific to room 5	\$ 0.00
3	Unused Labor for panels not installed in room 5 - \$150.00 If room 5 panels are ordered with original order - they can not be returned	\$ 150.00
4	Unused Labor for panels not installed in room 5 - \$90.00 If room 5 panels are ordered with original order - they can not be returned	\$ 90.00
5	Not applicable	\$ 0.00