

RFP-RH-13-042		
Auditorium AV System and Video Production Systems		
Vendor Name	TEL Systems	Advanced Lighting & Sound
Address	7235 Jackson Road	1026 Maplelawn
	Ann Arbor, MI 48103	Troy, MI 48084
Firm Established	1965	1983
Years in Business	48	30
Years your company has been providing similar work? Provide firm history including general experience and capabilities.	TEL has been in business since 1965 providing audio visual and video production products and services to local governments, higher education and commercial accounts throughout southeastern MI. Credentials provided in proposal	ALS has been providing system integration, sales, rentals and service since its inception. Our customers include government, local access, education, house of worship, entertainment, corporate and production. Due to our work many of our customers are repeat customers w/long established accounts. ALS provides services for audio, video, video production, custom installations and fully system design and integration. We have provided list of references and project scopes along with further information about ALS and its staff.
What percentage of your business is commercial construction?	100%	100%
What percentage of your business is residential construction?	0%	0%
List of five current or completed project firm has performed similar in scope.	References provided	References Provided
Full-Time Employees	34	16
Part-Time Employees	0	1

<p>Is your company a franchised dealer and service facility for the major products furnished?</p>	<p>Tel Systems has a fully staffed and factory authorized service facility for all major brands in this project. Our technicians are board level certified and qualified to complete most repairs in-house without having to ship the components off to the manufacturer.</p>	<p>We are an authorized dealer of the products provided. We also provide service on some of the items in this proposal. Excludes AVID and Broadcast Pix.</p>
<p>Provide work plan/methodology.</p>	<p>Will work within the City's timeframe in regards to 2 weeks between meetings. We recommend that we spend some time a week prior to install to determine exact placement/locations for the cameras. We also recommend completing some pre-install of the new speakers, monitor and projector mounts prior to the 2 week shut-down and complete rework of the system. We would recommend phasing our installation throughout this project. Pending eqpt availability and work completion by an Electrical Contractor in regards to the AC power and conduit additions. We should be able to start mid-october, beginning of November. Prior to starting any work onsite we will need to receive "approved" engineering documentation from the owner/consultant.</p>	<p>ALS is available to implement this project during the time frame of October-November as discussed in pre-proposal meeting. Upon award of the project we would verify the equipment list and installation w/the consultant and customer prior to ordering. The implementation of this project will be based around the two rooms availability. The implementation is scheduled to be approx 2 weeks. After confirmation of the equipment list all equipment will be ordered. Long lead time of items without questions may be ordered after award. Any off-site installation will also be done during equipment order time.</p>
<p>Status of current workload.</p>	<p>We perform hundreds of projects per year with our fully staffed installation department. We stand by our bid response to complete project as required and specified.</p>	<p>Current workload is moderate and during the timeframe that this install is scheduled we will have manpower to complete this project.</p>
<p>Describe resources you are capable of bringing to City. Submit brief staff profiles to be assigned to this project.</p>	<p>Project staff resumes provided.</p>	<p>Technicians and staff certified in both Biamp and BSS programming. Have Tricaster certified operators. Staff installers and technicians w/over 30 years experience in the design and implementation of studios, control rooms and auditorium presentation systems. Resumes provided.</p>

Will subcontractors be utilized for this contract? If yes, list.	No	Yes. All AVID elements will be provided by Authroized AVID dealer identified as AVI.
Have you been involved in or has the State of MI Building Complaint ever been filed against your company, etc.	No	No
Provide Warranty Information on new materials/products.	All manufacturers specified in this proposal have at least 1 year parts and 1 year labor warranty; others such as displays may extend that time period. We will provide a detailed list of all component warranties once the final equipment BOM has been determined.	All equipment carries manufacturer's warranty. ALS warrants all workmanship for a period of one year from the date of completion.
Provide warranty information on services provided by your company.	We will comply with the supplemental warranty requirements identified in the specifications. Please see attached Tel Systems Sample Warranty Statement.	ALS can provide custom warranties upon request. ALS complies w/the supplemental warranties described. For all warranty or service issues the customer shall first contact ALS to determine the course of action to see if phone support will solve the issue or if onsite support is going to be required to resolve the issue.
Exceptions	Please see attached voluntary alternates; (2) for the Kewest Broadcast Media Player System, (1) for the Avid Editing System and (1) for about (2) days of Factory Training provided for the Broadcast Pix Mica.	ALS has elected to use the Keywest product along with the OFE Leghtronix Nexus server for the playback as the Keywest will allow the user an easier interface and capability and will be used as an input to the Nexus for graphic playback. All control will have to be done through the Nexus; however, playback scheduling can be done in each of the product. Alternate options have been provided for review.

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Cost Proposal								
Auditorium AV System								
		Unit Cost	Ext Cost	Brand Quoted	Unit Cost	Ext Cost	Brand Quoted	
Section	Description	Qty						
2.3 A	DVD Player	1	\$ 640.00	\$ 640.00	OPPO BD-103	\$ 538.00	\$ 538.00	OPPO BD-103
2.3 B	Streaming Media Device	1	\$ 109.00	\$ 109.00	Apple TV	\$ 104.00	\$ 104.00	Apple TV
2.3 C	Auxiliary Input	2	\$ 770.00	\$ 1,540.00	Crestron DM-TX-200-C-2G	\$ 805.00	\$ 1,610.00	Crestron DM-TX-200-C-2G
2.4 A	Type 1 Speaker - Council Chamber	10	\$ 47.00	\$ 470.00	JBL Control 52	\$ 52.75	\$ 527.50	JBL Control 52
2.4 B	Type 2 Speaker - Rear Audience Fill/Overflow	18	\$ 88.00	\$ 1,584.00	JBL Control Micro 24ct Plus	\$ 110.00	\$ 1,980.00	JBL Control Micro 24ct Plus
2.4 C	Type 3 Speaker Front Audience Fill	2	\$ 694.00	\$ 1,388.00	JBL AC 18/26 w/Mount	\$ 788.00	\$ 1,576.00	JBL AC 18/26 w/Mount
2.5 A	Amplifiers	1	\$ 1,109.00	\$ 1,109.00	Crown CTTs4200	\$ 1,259.00	\$ 1,259.00	QSC CXD4.3
2.6 A	Audio DSP	1 sys	\$ 5,710.00	\$ 5,710.00	BSS London Blue BLU-100	\$ 1,820.00	\$ 3,640.00	BSS London Blue BLU-100
2.7 A	Microphones - Council Members/Presenters Table	17	\$ 231.00	\$ 3,927.00	Shure MX418D/C	\$ 223.00	\$ 3,791.00	Shure MX418D/C
2.7 B	Microphone Lectern	1	\$ 174.00	\$ 174.00	Shure MX412/C	\$ 168.00	\$ 168.00	Shure MX412/C
2.7 C	Wireless Microphone	1	\$ 696.00	\$ 696.00	Shure SLX124/85/SM58	\$ 711.00	\$ 711.00	Shure SLX124/85/SM58
2.8 A	Council Desk Control	1	\$ 6,930.00	\$ 6,930.00	Crestron DGE-2/V15 w/9' Cable	\$ 7,245.00	\$ 7,245.00	Crestron DGE-2/V15 w/9' Cable
2.9 A	Document Camera	1	\$ 2,699.00	\$ 2,699.00	Sony EVI-H100S	\$ 2,747.00	\$ 2,747.00	Sony EVI-H100S
2.10 A	Software - Technician Programming	1	Included			Included		
2.11 A	Digital Video Switcher	1	\$ 8,030.00	\$ 8,030.00	Crestron DM-MD8x8 w/cards	\$ 8,395.00	\$ 8,395.00	Crestron DM-MD8x8 w/cards
2.11 B	DM Receivers	4	\$ 770.00	\$ 3,080.00	Crestron DM-Scaler-C	\$ 805.00	\$ 3,220.00	Crestron DM-Scaler-C
2.11 C	DVI Switcher	1	\$ 687.00	\$ 687.00	Gefen 8x1 DVIKVM DL	\$ 700.00	\$ 700.00	Gefen 8x1 DVIKVM DL
2.12 A	Video Projector	1	\$ 10,511.00	\$ 10,511.00	Mitsubishi UD8850 w/lens	\$ 10,698.00	\$ 10,698.00	Panasonic PT-DZ770US w/lens
2.12 B	Board Confidence Monitor	1	\$ 3,698.00	\$ 3,698.00	Sharp LC-80LE650U	\$ 3,556.00	\$ 3,556.00	Sharp LC-80LE650U
2.12 C	Overflow Monitor	1	\$ 1,687.00	\$ 1,687.00	LG 55LN5700	\$ 1,456.00	\$ 1,456.00	LG 55LN5700
2.13 A	Motorized Screen	1	\$ 307.00	\$ 307.00	Dalite SCB-200	\$ 319.00	\$ 319.00	Dalite SCB-200
2.14 A	WIFI Router	1	\$ 109.00	\$ 109.00	Apple Airport Express	\$ 104.00	\$ 104.00	Apple Airport Express
2.14 B	Poe Gigabit Switch	1	\$ 127.00	\$ 127.00	Trendnet TPE-TG44g	\$ 130.00	\$ 130.00	Trendnet TPE-TG44g
2.14 C1	Crestron Misc Equipment	1	\$ 495.00	\$ 495.00	Crestron C2ENET-1	\$ 518.00	\$ 518.00	Crestron C2ENET-1
2.14 C2	Crestron Misc Equipment	1	\$ 385.00	\$ 385.00	Crestron CNXIO-16	\$ 403.00	\$ 403.00	Crestron CNXIO-16
2.14 C3	Crestron Misc Equipment	1	\$ 275.00	\$ 275.00	Crestron CAGE2	\$ 288.00	\$ 288.00	Crestron CAGE2
2.14 C4	Crestron Misc Equipment	2	\$ 165.00	\$ 330.00	Crestron C2N-IO	\$ 172.50	\$ 345.00	Crestron C2N-IO
2.15	Cables & Wiring	1	\$ 6,144.00	\$ 6,144.00		\$ 688.00	\$ 688.00	
3.1,3.3,3.4,3.5	Misc Hardware	1	\$ 1,257.00	\$ 1,257.00		\$ 1,700.00	\$ 1,700.00	
3.2,3.6	Labor and Commissioning	1	\$ 33,502.00	\$ 33,502.00		\$ 11,000.00	\$ 11,000.00	
Total Sum of AV Project				\$ 97,600.00		\$ 69,416.50		

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Production System								
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5.3 A	Type 2 DSP	1	\$ 1,429.00	\$ 1,429.00	Biamp Nexia CS	\$ 1,820.00	\$ 1,820.00	
5.4	DVI Video Matrix Switcher	1	\$ 1,994.00	\$ 1,994.00	Kramer VS-66HDCPx1	\$ 2,084.00	\$ 2,084.00	
5.5 A	Video Production Switcher	1	\$ 28,846.00	\$ 28,846.00	Broadcast Pix Mica 2000	\$ 29,675.00	\$ 29,675.00	Broadcast Pix Mica 2000
5.6 A	Monitor Speakers	2	\$ 442.00	\$ 884.00	JBL LSR4326P	\$ 502.00	\$ 1,004.00	JBL LSR4326P
5.6 B	Monitor Subwoofer	1	\$ 330.00	\$ 330.00	JBL LSR2310SP	\$ 374.00	\$ 374.00	JBL LSR2310SP
5.7 A	Control Desk	1	\$ 3,594.00	\$ 3,594.00	Winsted B3047	\$ 3,209.00	\$ 3,209.00	Winsted B3047
5.8 A	Main Production Display	1	\$ 476.00	\$ 476.00	Sharp LX40LE550U	\$ 866.00	\$ 866.00	Sharp LX40LE550U
5.8 B	Right Production Monitor	1	\$ 369.00	\$ 369.00	Planar PXL2430MW	\$ 619.00	\$ 619.00	Planar PXL2430MW
5.8 C	Left Production Monitor	1	\$ 214.00	\$ 214.00	ASUS VN247H-P	\$ 429.00	\$ 429.00	ASUS VN247H-P
5.9 A	Production Camera's	6	\$ 2,699.00	\$ 16,194.00	Sony EVI-H100S	\$ 2,747.00	\$ 16,482.00	Sony EVI-H100S
5.10	Software	1	Included			Included		
5.11 A	Equipment Rack	1	\$ 2,069.00	\$ 2,069.00	Middle Atlantic	\$ 676.00	\$ 676.00	
5.11 B	HD/SD Recorder/Player	1	\$ 3,789.00	\$ 3,789.00	AJA Kipro	\$ 3,575.00	\$ 3,575.00	AJA Kipro
5.11 C	Field Camera's	3	\$ 5,638.00	\$ 16,914.00	JVC GY-HM650	\$ 5,592.00	\$ 16,776.00	JVC GY-HM650
5.11 D	Broadcast Media Player	1	\$ 2,016.00	\$ 2,016.00	Key West Digital Media Player	\$ 2,885.00	\$ 2,885.00	Key West Digital Media Player
5.11 E.1	Media Converters HDMI to HD/SDI	3	\$ 328.00	\$ 984.00	AJA HDMI to HD/SDI	\$ 295.00	\$ 885.00	
5.11 E.2	Media Converters HD/SDI to HDMI	2	\$ 328.00	\$ 656.00	AJA HD/SDI to HDMI	\$ 295.00	\$ 590.00	
5.11 E.3	Media Converters DVI to NTSC Video	1	\$ 1,913.00	\$ 1,913.00	AJA DVI to NTSC Video	\$ 395.00	\$ 395.00	
5.12 B	Editing Workstation	1	\$ 17,363.00	\$ 17,363.00		\$ 17,785.00	\$ 17,785.00	
5.12 C	Editing Software and Storage	1	\$ 36,431.00	\$ 36,431.00	Avid	\$ 36,429.00	\$ 36,429.00	Avid
5.12 D	Training	1	\$ 4,950.00	\$ 4,950.00		\$ 4,950.00	\$ 4,950.00	
5.14 A	Misc Cables and Wiring	1	\$ 4,752.00	\$ 4,752.00		\$ 232.00	\$ 232.00	
6.2, 6.6	Labor and Commissioning	1	\$ 17,130.00	\$ 17,130.00		\$ 5,800.00	\$ 5,800.00	
6.4	Misc Hardware	1	\$ 3,765.00	\$ 3,765.00		\$ 1,850.00	\$ 1,850.00	
Total Sum of Production Project				\$ 167,062.00		\$ 149,390.00		
Add: Upgrade to Tricaster Media Player				\$ 8,786.00		\$ 595.00		
Add: Tightrope with HD Upgrade				\$ 21,879.00		\$ 15,244.00		
				\$ 228,392.00		\$ 165,229.00		
Add: Portable Cart						\$ 2,794.40		
						\$ 168,023.40		
TOTAL PROJECT SUM				\$ 325,992.00		\$ 237,439.90		