



REQUEST FOR COMMISSION ACTION
CITY OF INDEPENDENCE
November 12, 2020

Department Administration

Director Approval David Cowan

AGENDA ITEM Consider authorizing an agreement with Heartland AV for the not to exceed amount of \$75,000 from Spark Grant Funding for the Memorial Hall AV Equipment.

SUMMARY RECOMMENDATION City staff recommends the approval of Memorial Hall AV additions.

BACKGROUND The City of Independence has received Spark funding for improved AV equipment to improve communications with our citizens through social media. The City received only one bid for this project due to the December 25, 2020 deadline for installation and contractors already obligated to other Sparks funding projects. The proposal from Heartland AV was for \$86,066,36. It would provide Motorized Pan, tilt and Zoom HD cameras, streamer and recorder, unified Core system processor for sound, all wiring and jacks, and Apple iPad tablets for control.

This system would modernize our current AV equipment and provide the ability to live stream and record events in the Veteran's Room and the Civic Center. City equipment currently is unable to live stream or record events or training at Memorial Hall.

Spark funding for this project is \$75,000.00, and City has visited with Heartland AV and will eliminate two cameras but will have the wiring to add those cameras later if determined they are needed.

BUDGET IMPACT No budget impact

SUGGESTED MOTION I move to authorize the agreement with Heartland AV for the amount not to exceed \$75,000.00 of Spark funding.

SUPPORTING DOCUMENTS Proposal



Proposal

October 19

2020

Memorial Hall Veterans Room Electrical & AV Additions

City of Independence, KS

811 West Laurel Street

Independence, KS 67301

Contents

Introduction	2
Vendor Biography	2
Proposal	2
Base Project	2
Project Scope	2
Project Notes and Qualifications	3
Project Scheduling	3
Cost	4
Alternates and Additions	4
Alternate 1	4
Alternate 2	4
Alternate 3	4
Alternate 4	4
Alternate 5	4
Alternate 6	5
Alternate 7	5
Terms and Conditions	5
Proposal Price Sheet	6

Introduction

For this project, Heartland Audio Visual, Inc is pleased to provide the following proposal for your consideration. Heartland Audio Visual acknowledges the desire of the City of Independence, KS to have the project completed by December 20, 2020. The equipment proposed herein are quality products that are well vetted in the industry and we will stand behind.

Vendor Biography

Heartland Audio Visual, Inc. was started in 2004 as Kucharo Sound. We officially renamed Heartland Audio Visual on January 1, 2018 as we felt that the new name was more respective of the work we do. Heartland Audio Visual is a full-service integrator providing sales, service and rental of audio, video, staging and lighting equipment. Our experienced team of professionals have designed and/or installed hundreds custom integrated systems in classrooms, auditoriums, gyms, conference rooms, studios, stadiums and other spaces. Our team is dedicated to providing world class service that will never let a customer down or leave them hanging. We believe that the key to a successful implementation is not just throwing equipment into a space, but to install it in a way that it looks like it was designed to be there from the start.

Proposal

Base Project

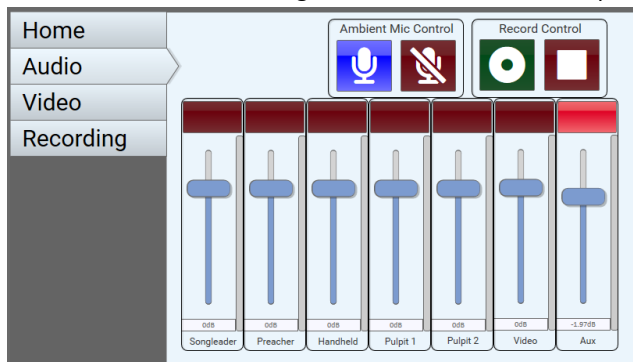
Project Scope

Heartland Audio Visual, Inc will provide and install equipment to support the desire of live streaming and providing a neatly organized meeting space as outlined below:

- Provide and install one (1) Extron SMP351-3GSDI SSD Recorder/Streamer as well as all wiring, cabling, installation/connection of new equipment to existing equipment
- Provide and install one (1) 5 input video switcher and interconnect with proposed HDMI inputs and existing projector
- Provide and install one (1) Unified Core processor with 16 channels of audio input
- Provide a wireless infrastructure with an Apple iPad to easily control audio levels for recording and in-room audio.
- Provide and install one (1) quad recessed wall receptacle on the wall north of the NE door into the room
- Provide and install one (1) audio output jack wallplate to be connected to A/V equipment rack near same location on wall by NE door to room
- Provide and install one (1) 4-gang box with two (2) 1-inch conduits up to above ceiling in wall near XLR wall ports with blank faceplate for future use
- Provide and install two (2) HDMI ports and two (2) SDI connectors in wall near XLR wall ports (video camera operator location)
- Provide and install 4 gang box with four (4) Cat6a connections with 1" conduit up to above ceiling and run wires back to A/V cabinet in room
- Provide and install three (3) recess floor boxes near commission table locations. Each box will have four (4) female XLR connectors, one (1) HDMI Connector, one (1) Cat6a connection and a duplex receptacle
- Provide and install one (1) recessed floor box with a duplex receptacle and two (2) female XLR connectors
- Connect XLR, HDMI and Cat6a connectors back to AV Rack
- Heartland Audio Visual, Inc. will provide up to 2 hours of onsite training at time of installation.

Project Notes and Qualifications

- The requested Extron SMP351-3GSDI 80GB SSD Recorder/Streamer does not support firewire (IEEE 1394) connections. We are unable to determine any method of connecting a Sony DSR 570ws camera to this recorder/streamer via its i.Link 6-pin IEEE1394-based DV OUT connection. For this reason we have omitted the Firewire cabling from this proposal. It would be our recommendation that the City of Independence, KS buy a Blackmagic Design Mini Converter Analog to SDI (\$190) to interface the camera to the system via its composite or component video output connections.
- Heartland AV is proposing a customizable tablet controlled mixer platform that can easily switch between manual and automatic mixing modes. For times that the room will be used without a video technician the system can operate autonomous for in-room and video audio. The interface that is presented to the end user is fully customizable, but it would look similar to the following screen shot from another project.



- Heartland AV and its subcontractors will make every effort to not cause undue damage to ceiling, walls or carpet. However, due to the scope of work it may be necessary to have repairs made. These repairs (drywall patching, painting, carpet work, etc.) are not included in this proposal and are the responsibility of the City of Independence, KS.

Project Scheduling

Due to the current pandemic, we are unable to make any guarantees as to product delivery which may affect project completion. Depending on the alternates selected, the project timeline will vary greatly, for this reason, at the time of project award Heartland AV and the customer will discuss and settle on a proposed timeline. However, as of the time of this bid, all products for the base bid are in stock. It would be our intent to start on the project within 3 weeks of project award and the project will take 1-3 weeks to complete.

Cost

The total fees due and payable under this project include both fees for Heartland Audio Visual, Inc's performance of work ("Installation") and any equipment or supplies being sold ("Equipment"). Unless otherwise specified, taxes will are not included in any numbers or calculations provided herein.

Base Proposal Total	\$ 31,304.95
----------------------------	--------------

Alternates and Additions

Prices listed as part of alternates and additions are only valid until a scope of work is signed and as part of the initial project.

Alternate 1

Provide and install a 1-1/4" conduit from Veterans room A/V cabinet to Civic Center A/V Cabinet.

Alternate 1 Total	\$ 1,072.50
--------------------------	-------------

Alternate 2

Provide and install two (2) PTZ (Pan/Tilt/Zoom) cameras that tie into the A/V system. Audio and Video will be mixed with the other sources and microphones. Controls for the camera system as well as audio during video recording will be controlled on Apple iPad tablet wirelessly connected to A/V system.

Alternate 2 Total	\$ 15,305.12
--------------------------	--------------

Alternate 3

Provide and install a AJA HELO H.264 streaming and recording appliance in lieu of the proposed Extron SMP351-3GSDI SSD Recorder/Streamer.

Alternate 3 Total	(\$ 3,345.00)
--------------------------	---------------

Alternate 4

Provide and install audio/video feeds from the veteran room A/V cabinet to the Civic center A/V cabinet. Proposal includes wire, conduit, pull string & sealing penetrations in fire rated walls as well as all necessary support structures.

Alternate 4 Total	\$ 2,265.00
--------------------------	-------------

Alternate 5

Provide and install audio/video feeds from the veteran room A/V cabinet to the Civic center A/V cabinet. Proposal includes wire, conduit, pull string & sealing penetrations in fire rated walls as well as all necessary support structures. Provide and install two (2) HD-SDI wallplates and install two (2) HDMI Wallplates with cabling to Network Closet. Provide material and install two (2) duplex receptacles. Connections and receptacles will be in surface mounted Wiremold raceway with surface mounted box.

Alternate 5 Total	\$ 9,560.25
--------------------------	-------------

Alternate 6

Provide & install four (4) PTZ (Pan/Tilt/Zoom) cameras within the Civic Center. Cameras to be cabled to the network closet. Extend wired & wireless network from Veterans room (Base bid). Provide and install one (1) video switcher and one (1) iPad for control. Video from switcher to be routed to Veterans Room AV rack for recording/streaming (Base bid). Existing audio equipment to remain and be integrated into the new system.

Alternate 6 Total	\$ 26,112.55
--------------------------	--------------

Alternate 7

Install new 100A 120/208 3P twenty-four (24) space panel to be located next to existing panel "B" located in the south mechanical/electrical room. New A/V panels shall be fed out of existing MDP with new 100A breaker. New panel shall feed all existing and new and future A/V equipment located on the "Civic" center level. includes relocating the time clock, relay. Also includes engineering fees.

Alternate 7 Total	\$ 6,325.00
--------------------------	-------------

Terms and Conditions

Your satisfaction is important to us, and we plan to exceed your expectations. This proposal is based on plans and information provided at the time of contract agreement. It may include elements such as design, wiring, equipment, installation, coordination of plans with architects, decorators, electricians, and cabinetmakers. Additional charges may apply if any unexpected changes occur prior to, or during installation.

All equipment is warranted by the manufacturers. We do not make separate warranties on the equipment. We guarantee all installation work performed by us to be free of defects for a period of 90 days from the installation date. If service is required, we will be happy to provide you with excellent service for your system. Heartland Audio Visual, Inc. assumes no responsibility for damages, either direct or consequential, that may result from accidents associated with the design, installation, and operation of the sound and video equipment. Prices contained in any proposal are valid for 30 days.

Any changes to a proposal will be submitted in writing for approval. Responsibilities of others are set forth in your purchase order and will identify the responsible party and the product(s) or service being provided. The client will be responsible for securing all plan alterations and permits, as well as paying for all associated fees and costs. Further, to the extent any project requires electrical work and/or HVAC work, the client will be responsible for sourcing such work through licensed electricians and licensed HVAC technicians respectively. Heartland Audio Visual, Inc. assumes no responsibility for work performed by third parties secured by the client.

Please note, any setup or installation of equipment other than indicated on the proposal will be billed on a time and material basis. The client is responsible for coordinating all services such as Internet, TV, streaming media providers, digital content, etc.

Manufacturer's regularly update their product offerings. In our efforts to provide you with the very latest technology, we reserve the right to equally substitute the most up to date models available at the time of installation. Payment terms are as stated in the contract. All equipment shall remain the property of Heartland Audio Visual, Inc. until all installation and equipment charges have been paid in full.

The information contained in this document is confidential, privileged and only for the information of the intended recipient and may not be used, published or redistributed without the prior written consent of Heartland Audio Visual Inc.

Proposals to provide & install additional power receptacles & AV connection points within the Veteran's Room to reduce cords obstructing pedestrian paths within the room, with all proposals following the scope of project.

Project Scope Base Bid (minimum requirements)	\$ <u>31,304.95</u>
Alternate number 1	\$ <u>1,072.50</u>
Alternate number 2	\$ <u>15,305.12</u>
Alternate number 3	\$ <u>-3,345.00</u>
Alternate number 4	\$ <u>2,265.00</u>
Alternate number 5	\$ <u>9,560.25</u>
Alternate number 6	\$ <u>26,112.55</u>
Alternate number 7	\$ <u>6,325.00</u>
Total Proposal	\$ <u>86,335.37</u> *

*Total proposal does not include option 4, since this amount is reflected also in option 5. To accept all options would be to accept options 1, 2, 3, 5, 6, 7.

Company Submitting Proposal:

Heartland Audio Visual, Inc.


Ryan Kucharo

By

President

Title

Please review attached proposal for a complete scope of work. It is our intent to provide a turn-key solution, however, the scope was not clear in some areas. Because of this, some assumptions were made in order to create a fully functional proposal.