



COMMONWEALTH OF VIRGINIA
STANDARD CONTRACT

Contract No. UCPJMU5748

This contract entered into this 15th day of March 2020, by **Digital Video Group** hereinafter called the "Contractor" and Commonwealth of Virginia, James Madison University called the "Purchasing Agency".

WITNESSETH that the Contractor and the Purchasing Agency, in consideration of the mutual covenants, promises and agreements herein contained, agree as follows:

SCOPE OF CONTRACT: The Contractor shall provide the services to the Purchasing Agency as set forth in the Contract Documents.

PERIOD OF PERFORMANCE: From March 15, 2020 through March 14, 2022 with eight (8) one-year renewal options.

The contract documents shall consist of:

- (1) This signed form;
- (2) The following portions of the Request for Proposal SCK-1067 dated October 18, 2019:
 - (a) The Statement of Needs
 - (b) The General Terms and Conditions
 - (c) The Special Terms and Conditions together with any negotiated modifications of those Special Conditions
 - (d) Addendum No. One, dated November 13, 2019
- (3) The Contractor's Proposal dated November 15, 2019 and the following negotiated modification to the Proposal, all of which documents are incorporated herein.
 - (a) Negotiations Summary, dated March 6, 2020

IN WITNESS WHEREOF, the parties have caused this Contract to be duly executed intending to be bound thereby.

CONTRACTOR:


By: Ryan Boze
Digitally signed by Ryan Boze
DN: cn=Ryan Boze, o=Digital
Video Group, Inc., ou,
email=ryan@digitalvideogroup.c
om, c=US
Date: 2020.03.18 16:19:05 -0400
(Signature)

Ryan Boze

(Printed Name)

Title: Sales Representative

PURCHASING AGENCY:

By: 
(Signature)

Savana Koteita

(Printed Name)

Title: Buyer Specialist

1. The Contractor shall provide audio visual, multi-media, and related products, services and associated maintenance. The Contractor should provide access to every audio visual, multi-media and all related products and services that the company sells through the contract. Audio visual products and services added to the Contractor product mix after the award of the contracts may be incorporated into the contract.
2. Pricing shall be in accordance with the final pricing list provided by Digital Video Group (*See Arena Broadcast pricing Attached*)
3. Digital Video Group has addressed any and all additional miscellaneous or incidental fees not otherwise specified in the response below:

JMU has a long-standing account with DVG and we are setup for electronic deposit (ACH). Though we accept credit card payments with no additional fees, those are reserved for purchases under \$5,000 unless otherwise approved prior to contract agreement. The only additional fees that would apply are fees incurred by 3rd party payment vendors utilizing payment by Credit transaction and who incur transactional fees. Such fees are billed as incurred. Moreover, DVG has a current Sales Tax Exempt form on file for JMU. No other taxes, levies, duties or other ancillary fees would be incurred.

4. Digital Video Group and James Madison University have agreed to the following exceptions to the Scope of Work and Technical Specifications provided in the contract:
 - a. DVG cannot promise to supply the Shop Drawings within 30 days ARO, which is something we talked about on the phone and also stated on the 3rd round responses/clarifications. It is simply a limitation of time and schedule upon receipt of order. We will make every effort to submit shop drawings ASAP, so there is a possibility of delivering them well within the 30 days, but if the contract is received while resources are scheduled with other contracts, it may take longer than 30 days.
 - b. Several of the requirements in this section request print, paper, or bound copies of various submissions, such as Tech Specs or manuals. DVG, as a general guideline, feel this is a fairly legacy style request/requirement for any project. Delivery of this type of documentation via electronic .pdf or other acceptable e-delivery saves time, energy and the environment for all parties. We don't take exception to delivering the information itself, it is just more prudent to provide them in an efficient manner.
 - c. Under Warranty & Service
 - i. Take exception to delivering failed or repaired parts within 15 business days. We cannot guarantee this for all items in this BOM. We cannot predict unforeseen events from manufacturers. We, of course, make every effort to ensure the

quickest return or resolution possible, but too many variables outside of our control can impact the ability to meet this requirement. It could be something as simple as inclement weather that limits availability or something as drastic as a tariff being enacted that halts customs for delivery of repair parts. Generally speaking, these are extremely rare and hardly ever the case, but we must at least make comment before committing to a contract we feel no reasonable company can really live up to.

- ii. We did clarify during our call that DVG does provide service/support contacts 24/7 for this system contract which was not clear on our original submission.

1.6.I.1.

- d. Under 3.6 Training, We have also confirmed that we will provide on-site support for 3 consecutive problem-free events. We understand that the consultant (AJP) clarified what was determined to be a “problem.” A change, modification, preference, etc. is not considered a problem, but rather something technically insufficient with the products or workmanship of the integration.
- e. 3.6.F – Warranty period will commence at acceptance. DVG can offer an adjustment to the warranty period for the workmanship and integration, but we have no control over the start/end periods of manufacturer based warranties and Service Level Agreements.

- 5. Payments shall be made in accordance with the Code of Virginia, §2.2-4347 through 2.2-4354, Prompt Payment.
- 6. Contractor agrees that this Negotiation Summary modifies the Contractor’s response to RFP# SCK-1067.



**DVG BROADCAST SYSTEM PRICING FOR
JAMES MADISON UNIVERSITY, ATLANTIC UNION BANK CENTER
PRICE PROPOSAL FOR ALTERNATIVE/SUGGESTED BROADCAST & CABLING PACKAGE**



INVENTORY ITEM	REF. NO.	GENERAL DESCRIPTION *DVG BAFO submitted on 1/24/2020	COST ACCURACY	SUB-TOTAL EST. COST	SUMMARY	
1.0 BROADCAST CONTROL ROOM						
CAMERA SYSTEM SUBTOTAL	1.0	See Details on ALT_Suggested Bcast Pkg Tab	BID	\$ 153,065.87	1	\$ 153,065.87
CAMERA SUPPORT SUBTOTAL	1.0	See Details on ALT_Suggested Bcast Pkg Tab	BID	\$ 141,052.05	1	\$ 141,052.05
CONTROL ROOM SUBTOTAL	1.0	See Details on ALT_Suggested Bcast Pkg Tab	BID	\$ 230,536.52	1	\$ 230,536.52
TECHNICAL OPERATIONS CENTER						
SUBTOTAL/MASTER CONTROL	1.0	See Details on ALT_Suggested Bcast Pkg Tab	BID	\$ 332,928.57	1	\$ 332,928.57
INTEGRATION SUBTOTAL	1.0	See Details on ALT_Suggested Bcast Pkg Tab - Includes Year 2 Warranties	BID	\$ 276,011.51	1	\$ 276,011.51
SUBTOTAL					\$ 1,133,594.52	
2.0 BROADCAST CABLING						
BROADCAST CABLE PACKAGE	2.0	See Details on ALT_Suggested Cabling	BID	\$ 403,425.00	1	\$ 403,425.00
SUBTOTAL					\$ 403,425.00	
3.0 ADDITIONAL WARRANTY						
WARRANTY		YEAR 3 - PARTS AND LABOR *DVG Not Bidding Years 3 - 8 Warranty, see note in Proposal Detail Doc**	No Bid		0	\$ -
WARRANTY		YEAR 4 - PARTS AND LABOR	No Bid		0	\$ -
WARRANTY		YEAR 5 - PARTS AND LABOR	No Bid		0	\$ -
WARRANTY		YEAR 6 - PARTS AND LABOR	No Bid		0	\$ -
WARRANTY		YEAR 7 - PARTS AND LABOR	No Bid		0	\$ -
WARRANTY		YEAR 8 - PARTS AND LABOR	No Bid		0	\$ -
WARRANTY		YEAR 9 - PARTS AND LABOR	No Bid		0	\$ -
WARRANTY		YEAR 10 - PARTS AND LABOR	No Bid		0	\$ -
SUBTOTAL					\$ -	
SUB-TOTAL (IDENTIFIED OPTIONS)					\$ 1,537,019.52	
TOTAL (IDENTIFIED OPTIONS)					\$ 1,537,019.52	

JMU - Atlantic Union Bank Center
Based On Alternative Suggested Broadcast Package Bill of Materials (BOM)
***Best & Final Offer (BAFO) submitted on 1/24/2020**
This superceeds pricing submittal from 11/15/2019

DVG19-3666
*For project bid (BAFO) additional discounts
from VASCUPP offered where possible.

Line #	Item	Description	QTY	MSRP	VASCUP	Price	Ext MSRP	Ext Total	Notes
Camera System									changes in red
CAMERA 1									
Z-HD6000-ST		Hitachi, Z-HD6000-ST, Studio Camera Package Includes: Z-HD6000 Camera Head, TA-Z3 Tripod Plate, CA-HD1000 Optical Fiber Camera Adaptor, VF-701HDA Viewfinder, CU-HD500 Multi Format CCU, RU-1000 Remote Control Panel	1	\$ 26,825.00	25%	\$ 19,995.00	\$ 26,825.00	\$ 19,995.00	Hitachi VASCUPP is 12%, extending 25%
RU-PKG-OPT-11		Hitachi, RU-PKG-OPT-11, RCP Option Replacing RU-1000	1	\$ 3,445.00	25%	\$ 2,495.00	\$ 3,445.00	\$ 2,495.00	
CCU-PKG-OPT12		Hitachi, CCU-PKG-OPT12, CCU Option Replacing RU-500	1	\$ 8,295.00	25%	\$ 6,100.00	\$ 8,295.00	\$ 6,100.00	
45601-C1		Hitachi, 45601-C1, Power Supply for RCP	1	\$ 35.00	25%	\$ 25.00	\$ 35.00	\$ 25.00	
HDF700H/AT750		Hitachi, HDF700H/AT750, Viewfinder Replacing VF-701HDA	1	\$ 3,665.00	25%	\$ 2,695.00	\$ 3,665.00	\$ 2,695.00	p/n VF PKG-OPT2
AT897		Hitachi, AT897, Omni Directional Microphone with Removeable Windscreen	1	\$ 465.00	25%	\$ 325.00	\$ 465.00	\$ 325.00	
MH-100		Hitachi, MH-100, Shotgun Mic Holder	1	\$ 395.00	25%	\$ 285.00	\$ 395.00	\$ 285.00	
C-400M		Hitachi, C-400M, Microphone Cable	1	\$ 75.00	25%	\$ 55.00	\$ 75.00	\$ 55.00	
CL1000		Hitachi, CL1000, Camera Case	1	\$ 915.00	25%	\$ 660.00	\$ 915.00	\$ 660.00	
3901-3		Vinten, 3901-3, HDT-1 Single Stage Tripod	1	\$ 3,625.00	17%	\$ 3,008.75	\$ 3,625.00	\$ 3,008.75	
3465-3S		Vinten, 3465-3S, Vision 250 HD Fluid Head	1	\$ 9,210.00	17%	\$ 7,644.30	\$ 9,210.00	\$ 7,644.30	change fluid head config to 2x Vision 250 and 1x Vector 750 to match lens config
3219-101		Vinten, 3219-101, Fixed Length Pan Bar and Clamp	1	\$ 210.00	17%	\$ 174.30	\$ 210.00	\$ 174.30	
3411-3S		Vinten, 3411-3S, Shipping Tube for HDT-1 Single Stage Tripod	1	\$ 650.00	17%	\$ 539.50	\$ 650.00	\$ 539.50	
CC-220-X5		Clearcom, CC-220-X5, Lite Weight Double-Ear Standard HS XLR-5M	1	\$ 315.00	17%	\$ 261.45	\$ 315.00	\$ 261.45	
Camera 1 Subtotal							\$ 58,125.00	\$ 44,263.30	
CAMERA 2									
Z-HD6000-ST		Hitachi, Z-HD6000-ST, Studio Camera Package Includes: Z-HD6000 Camera Head, TA-Z3 Tripod Plate, CA-HD1000 Optical Fiber Camera Adaptor, VF-701HDA Viewfinder, CU-HD500 Multi Format CCU, RU-1000 Remote Control Panel	1	\$ 26,825.00	25%	\$ 19,995.00	\$ 26,825.00	\$ 19,995.00	Hitachi VASCUPP is 12%, extending 25%
RU-PKG-OPT-11		Hitachi, RU-PKG-OPT-11, RCP Option Replacing RU-1000	1	\$ 3,445.00	25%	\$ 2,495.00	\$ 3,445.00	\$ 2,495.00	
CCU-PKG-OPT12		Hitachi, CCU-PKG-OPT12, CCU Option Replacing RU-500	1	\$ 8,295.00	25%	\$ 6,100.00	\$ 8,295.00	\$ 6,100.00	
45601-C1		Hitachi, 45601-C1, Power Supply for RCP	1	\$ 35.00	25%	\$ 25.00	\$ 35.00	\$ 25.00	
HDF700H/AT750		Hitachi, HDF700H/AT750, Viewfinder Replacing VF-701HDA	1	\$ 3,665.00	25%	\$ 2,695.00	\$ 3,665.00	\$ 2,695.00	p/n VF PKG-OPT2
AT897		Hitachi, AT897, Omni Directional Microphone with Removeable Windscreen	1	\$ 465.00	25%	\$ 325.00	\$ 465.00	\$ 325.00	
MH-100		Hitachi, MH-100, Shotgun Mic Holder	1	\$ 395.00	25%	\$ 285.00	\$ 395.00	\$ 285.00	
C-400M		Hitachi, C-400M, Microphone Cable	1	\$ 75.00	25%	\$ 55.00	\$ 75.00	\$ 55.00	
CL1000		Hitachi, CL1000, Camera Case	1	\$ 915.00	25%	\$ 660.00	\$ 915.00	\$ 660.00	
3901-3		Vinten, 3901-3, HDT-1 Single Stage Tripod	1	\$ 3,625.00	17%	\$ 3,008.75	\$ 3,625.00	\$ 3,008.75	
3465-3S		Vinten, 3465-3S, Vision 250 HD Fluid Head	1	\$ 9,210.00	17%	\$ 7,644.30	\$ 9,210.00	\$ 7,644.30	
3219-101		Vinten, 3219-101, Fixed Length Pan Bar and Clamp	1	\$ 210.00	17%	\$ 174.30	\$ 210.00	\$ 174.30	
3411-3S		Vinten, 3411-3S, Shipping Tube for HDT-1 Single Stage Tripod	1	\$ 650.00	17%	\$ 539.50	\$ 650.00	\$ 539.50	
CC-220-X5		Clearcom, CC-220-X5, Lite Weight Double-Ear Standard HS XLR-5M	1	\$ 315.00	17%	\$ 261.45	\$ 315.00	\$ 261.45	
Camera 2 Subtotal							\$ 58,125.00	\$ 44,263.30	
CAMERA 3									
Z-HD6000-ST		Hitachi, Z-HD6000-ST, Studio Camera Package Includes: Z-HD6000 Camera Head, TA-Z3 Tripod Plate, CA-HD1000 Optical Fiber Camera Adaptor, VF-701HDA Viewfinder, CU-HD500 Multi Format CCU, RU-1000 Remote Control Panel	1	\$ 26,825.00	25%	\$ 19,995.00	\$ 26,825.00	\$ 19,995.00	Hitachi VASCUPP is 12%, extending 25%

RU-PKG-OPT-11	Hitachi, RU-PKG-OPT-11, RCP Option Replacing RU-1000	1	\$	3,445.00	25%	\$	2,495.00	\$	3,445.00	\$	2,495.00	
CCU-PKG-OPT12	Hitachi, CCU-PKG-OPT12, CCU Option Replacing RU-500	1	\$	8,295.00	25%	\$	6,100.00	\$	8,295.00	\$	6,100.00	
45601-C1	Hitachi, 45601-C1, Power Supply for RCP	1	\$	35.00	25%	\$	25.00	\$	35.00	\$	25.00	
HDF700H/AT750	Hitachi, HDF700H/AT750, Viewfinder Replacing VF-701HDA	1	\$	3,665.00	25%	\$	2,695.00	\$	3,665.00	\$	2,695.00	p/n VF PKG-OPT2
AT897	Hitachi, AT897, Omni Directional Microphone with Removeable Windscreen	1	\$	465.00	25%	\$	325.00	\$	465.00	\$	325.00	
MH-100	Hitachi, MH-100, Shotgun Mic Holder	1	\$	395.00	25%	\$	285.00	\$	395.00	\$	285.00	
C-400M	Hitachi, C-400M, Microphone Cable	1	\$	75.00	25%	\$	55.00	\$	75.00	\$	55.00	
CL1000	Hitachi, CL1000, Camera Case	1	\$	915.00	25%	\$	660.00	\$	915.00	\$	660.00	
3901-3	Vinten, 3901-3, HDT-1 Single Stage Tripod	1	\$	3,625.00	17%	\$	3,008.75	\$	3,625.00	\$	3,008.75	
V4034-0001	Vinten, V4034-0001, Vector 750 Fluid Head	1	\$	17,930.00	17%	\$	14,881.90	\$	17,930.00	\$	14,881.90	
3219-94	Vinten, 3219-94, Short Pan Bar and Clamp	1	\$	290.00	17%	\$	240.70	\$	290.00	\$	240.70	
3411-3S	Vinten, 3411-3S, Shipping Tube for HDT-1 Single Stage Tripod	1	\$	650.00	17%	\$	539.50	\$	650.00	\$	539.50	
CC-220-X5	Clearcom, CC-220-X5, Lite Weight Double-Ear Standard HS XLR-5M	1	\$	315.00	17%	\$	261.45	\$	315.00	\$	261.45	
							\$	66,925.00	\$	51,567.30		
CAMERA 5 - BASKETBALL ROBOTIC												
BRCH800/1	Sony, BRCH800/1, Full HD PTZ Camera	1	\$	7,899.00	17%	\$	6,556.17	\$	7,899.00	\$	6,556.17	assumes Cat6 network drop at JBT and is within required length
FIDO-TR	AJA, FIDO-TR, SDI/LC Bi-Directional Fiber Transceiver	2	\$	645.00	12%	\$	567.60	\$	1,290.00	\$	1,135.20	
							\$	9,189.00	\$	7,691.37		
CAMERA 6 POV												
CV565-MGB	Marshall, CV565-MGB, Full HD 2.5MP Mini-Broadcast POV Camera w/ Genlock	1	\$	899.00	17%	\$	625.00	\$	899.00	\$	625.00	
FIDO-TR	AJA, FIDO-TR, SDI/LC Bi-Directional Fiber Transceiver	2	\$	645.00	12%	\$	567.60	\$	1,290.00	\$	1,135.20	
							\$	2,189.00	\$	1,760.20		
CAMERA 7 POV												
CV565-MGB	Marshall, CV565-MGB, Full HD 2.5MP Mini-Broadcast POV Camera w/ Genlock	1	\$	899.00	17%	\$	625.00	\$	899.00	\$	625.00	
FIDO-TR	AJA, FIDO-TR, SDI/LC Bi-Directional Fiber Transceiver	2	\$	645.00	12%	\$	567.60	\$	1,290.00	\$	1,135.20	
							\$	2,189.00	\$	1,760.20		
CAMERA 8 POV												
CV565-MGB	Marshall, CV565-MGB, Full HD 2.5MP Mini-Broadcast POV Camera w/ Genlock	1	\$	899.00	17%	\$	625.00	\$	899.00	\$	625.00	
FIDO-TR	AJA, FIDO-TR, SDI/LC Bi-Directional Fiber Transceiver	2	\$	645.00	12%	\$	567.60	\$	1,290.00	\$	1,135.20	
							\$	2,189.00	\$	1,760.20		
CAMERA SYSTEMS	SUBTOTAL							\$	198,931.00	\$	153,065.87	
Camera Support Equipment & Lenses												
LENSES												
HA23X7.6BERM-M6	Fujinon, HA23X7.6BERM-M6, ENG Lens with Digital Servo Zoom, IF & W/ 2X EXT., 16 Bit Encoders	2	\$	36,800.00	23%	\$	27,995.00	\$	73,600.00	\$	55,990.00	VASCUPP Fujinon is 19%, extending 23%
MS-11	Fujinon, MS-11, Semi Servo Lens control kit	2	\$	3,260.00	23%	\$	2,475.00	\$	6,520.00	\$	4,950.00	added as required
XA55X9.5BESM-SSL	Fujinon, XA55X9.5BESM-SSL DIGI.MS-21A, 2/3" EFP Box Lens with Lens	1	\$	83,550.00	23%	\$	63,500.00	\$	83,550.00	\$	63,500.00	
DIGI.MS-21A	Support											
XA55x Case W/SU	Fujinon, XA55x Case W/SU, Plastic Shipping Case for XA55X with Support Bracket	1	\$	2,425.00	23%	\$	1,850.00	\$	2,425.00	\$	1,850.00	
							\$	166,095.00	\$	126,290.00		

CONTROLLER										
RMIP500/1	Sony, RMIP500/1, PTZ Camera Remote Controller	1	\$	3,095.00	17%	\$	2,568.85	\$	3,095.00	2,568.85
CV-RCP-V2	Marshall, CV-RCP-V2, Camera Control RCP Touchscreen	1	\$	1,199.00	17%	\$	895.00	\$	1,199.00	895.00 CV-RCP-100 discontinued, replacement offered
WS-C3650-24TS-L	Cisco, WS-C3650-24TS-L, Catalyst 3650-24TS-L - Switch - managed - 24 x 10/100/1000 + 4 x SFP - desktop, rack-mountable	1	\$	3,910.00	23%	\$	2,895.00	\$	3,910.00	2,895.00 WS-3560-24PS EOL, replacement offered, CCU Network, changed to 24 port (48 too large)
WS-C2960CX-8TC-L	Cisco, WS-C2960CX-8TC-L, Catalyst 2960CX-8TC-L - Switch - managed - 8 x 10/100/1000 + 2 x SFP + 2 x 10/100/1000 (uplink) - desktop, rack-mountable, DIN rail mountable, wall-mountable	1	\$	1,160.00	23%	\$	893.20	\$	1,160.00	893.20
Controller Subtotal								\$	9,364.00	\$ 7,252.05
CAMERA CABLES										
HF-FUWPUW-S0015	Camplex, HF-FUWPUW-S0015, LEMO FUW-PUW Indoor Studio SMPTE Fiber Camera Cable - 15 Foot	4	\$	920.95	19%	\$	725.00	\$	3,683.80	2,900.00
HF-FUWPUW-S0025	Camplex, HF-FUWPUW-S0025, LEMO FUW-PUW Indoor Studio SMPTE Fiber Camera Cable - 25 Foot	4	\$	937.95	19%	\$	735.00	\$	3,751.80	2,940.00
HF-FUWPUW-S0100	Camplex, HF-FUWPUW-S0100, LEMO FUW-PUW Indoor Studio SMPTE Fiber Camera Cable - 100 Foot	2	\$	1,063.49	19%	\$	835.00	\$	2,126.98	1,670.00
Cables Subtotal								\$	9,562.58	\$ 7,510.00
CAMERA SUPPORT								\$	185,021.58	\$ 141,052.05
Control Room SWITCHER										
CBF-236PLUS	Ross, CBF-236PLUS, Carbonite Black Plus 2 M/E Live Production Switcher with 36 Input and 25 Output Chassis	1	\$	31,441.00	17%	\$	25,500.00	\$	31,441.00	25,500.00 VASCUPP Ross is 12% off , extending 17%
CBF-ADD-ME3	Ross, CBF-ADD-ME3, Carbonite Black 2 M/E Frame to 3 M/E Frame Upgrade	1	\$	5,075.00	17%	\$	4,100.00	\$	5,075.00	4,100.00
CB3S-PANEL	Ross, CB3S-PANEL, Carbonite Black 3S 3 M/E Panel ONLY!	1	\$	29,431.00	17%	\$	24,100.00	\$	29,431.00	24,100.00 *Added item in BAFO, item left out of initial response.
PSU-48V5.9A-4PIN	Ross, PSU-48V5.9A-4PIN, 48V 5.9A PSU with 4 Pin Connector for Redundancy or Spare	1	\$	1,269.00	17%	\$	995.00	\$	1,269.00	995.00 added as required
DVG Services	DVG Services includes full commissioning and 1 full day of operators training on Carbonite System. This would fully replace Ross based services as DVG personnel are approved by Ross	1	\$	1,500.00	0%	\$	1,320.00	\$	1,500.00	1,320.00 change from Ross Commissioning & Training
CARBONITE-OTR-1DAY	Ross, CARBONITE-OTR-1DAY, Carbonite Operations Training - 1 Day	0	\$	1,855.00	0%	\$	1,855.00	\$	-	- remove
TRAVEL-PRE-001	Ross, TRAVEL-PRE-001, Pre Paid Service Expense Trip 1	0	\$	2,700.00	0%	\$	2,700.00	\$	-	- remove
PM55H	Samsung, PM55H, Samsung 55in 1080p 500nit 24; 7 LED Commercial TV Tuner IPSX MagicInfo Lite SSSP4.0	6	\$	2,415.00	17%	\$	1,900.00	\$	14,490.00	11,400.00 current p/n, replaces DM55H
MV-TILT4B	Mustang AV, MV-TILT4B, Flat Panel Tilt 37n-90in-200lbs-838mm x 501mm	6	\$	149.00	38%	\$	70.00	\$	894.00	420.00
HIS-PLUS-R0	AJA, HIS-PLUS-R0, 3G-SDI to HDMI with PsF to P support, includes 1 meter HDMI cable	6	\$	395.00	12%	\$	347.60	\$	2,370.00	2,085.60
MSP3	Yamaha, MSP3, Powered Monitor Speaker, 20 watts, 4" LF, 7/8" tweeter	2	\$	189.00	27%	\$	137.97	\$	378.00	275.94
BMS10A	Yamaha, BMS10A, MIC Stand Adaptor for MSP3 and MS101 III	2	\$	29.00	27%	\$	18.00	\$	58.00	36.00
967001001	TC Electronic, 967001001, Analog Stereo Volume Control, High-resolution, with Balanced XLR Connectors	1	\$	89.99	12%	\$	59.99	\$	89.99	59.99
VI-PNL-24R-X4	Clearcom, VI-PNL-24R-X4, V-Series Iris panel 2RU 24 Rotary XLR4	1	\$	4,125.00	17%	\$	3,423.75	\$	4,125.00	3,423.75 replaced with current p/n and changed to XLR4 male as req
CC-110-X4	Clearcom, CC-110-X4, LW Single-ear standard HS XLR-4F	1	\$	240.00	17%	\$	199.20	\$	240.00	199.20 changed p/n for 4-pin xlr to match IRIS panel xlr 4 male connection, Addendum request all conform to XLR4

Switcher Subtotal						\$	91,360.99	\$	73,915.48	
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DIRECTOR

VI-PNL-24R-X4	Clearcom, VI-PNL-24R-X4, V-Series Iris panel 2RU 24 Rotary XLR4	1	\$	4,125.00	17%	\$	3,423.75	\$	4,125.00	\$	3,423.75	replaced with current p/n and changed to XLR4 male as req
CC-110-X4	Clearcom, CC-110-X4, LW Single-ear standard HS XLR-4F	1	\$	240.00	17%	\$	199.20	\$	240.00	\$	199.20	changed p/n for 4-pin xlr to match IRIS panel xlr 4 male connection, Addendum request all conform to XLR4

Director Subtotal						\$	4,365.00	\$	3,622.95	
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GRAPHICS

XPN-2RU-M8	Ross, XPN-2RU-M8, XPression 2RU HD-SDI Chassis (HW Only) REVISED PART CODE; SDI Embedded Audio.	1	\$	12,135.00	17%	\$	9,850.00	\$	12,135.00	\$	9,850.00	RFP asks for old M6 version, updating to current (HW & SW are separate)
XST3-0001	Ross, XST3-0001, XPression Studio Standard Edition (SW Only)	1	\$	35,000.00	17%	\$	28,500.00	\$	35,000.00	\$	28,500.00	
XST-DLQ	Ross, XST-DLQ, DataLinq Server Option	1	\$	5,125.00	17%	\$	4,195.00	\$	5,125.00	\$	4,195.00	
XST-CLIP-SERV	Ross, XST-CLIP-SERV, Clip Server Option	1	\$	5,125.00	17%	\$	4,195.00	\$	5,125.00	\$	4,195.00	
XPN-CII-CGI-BDL	Ross, XPN-CII-CGI-BDL, XPression CII Gateway Bundle (SW Only)	1	\$	1.00	0%	\$	1.00	\$	1.00	\$	1.00	
XDS0-0001	Ross, XDS0-0001, XPression Designer (SW Only)	0	\$	2,562.00	17%	\$	2,126.46	\$	-	\$	-	don't need, use Xpression Live soft that comes free with Carbonite
XPN-KBD	Ross, XPN-KBD, XPression Custom Keyboard	1	\$	1,312.00	17%	\$	1,050.00	\$	1,312.00	\$	1,050.00	
XPRESSION-COM-1DAY	Ross, XPRESSION-COM-1DAY, XPression Commissioning - 1 Day	1	\$	1,855.00	0%	\$	1,855.00	\$	1,855.00	\$	1,855.00	Services adjusted as required
XPRESSION-OTR-1DAY	Ross, XPRESSION-OTR-1DAY, XPression Operational Training - 1 Day	1	\$	1,855.00	0%	\$	1,855.00	\$	1,855.00	\$	1,855.00	
TRAVEL-PRE-002	Ross, TRAVEL-PRE-002, Pre Paid Service Expense Trip 2	1	\$	2,700.00	0%	\$	2,700.00	\$	2,700.00	\$	2,700.00	
S25HG50FQN	Samsung, S25HG50FQN, 24.5IN 1920x1080; 1ms; 144hz; 400nits; fully adj. stand; TN panel;	2	\$	513.19	17%	\$	349.99	\$	1,026.38	\$	699.98	current p/n as req
HMX5200T-001	Vertiv, HMX5200T-001, Avocent HMX TX Dual DVI-D USB Aud SFP	1	\$	1,869.00	25%	\$	1,325.00	\$	1,869.00	\$	1,325.00	
HMX5200R-001	Vertiv, HMX5200R-001, Avocent HMX RX Dual DVI-D USB Aud SFP	1	\$	1,869.00	25%	\$	1,325.00	\$	1,869.00	\$	1,325.00	
RMK-82	Vertiv, RMK-82, Rackmount kit for Vertiv Avocent HMX 5000/6000 High Performance KVM contains metal brackets and screws	1	\$	113.00	25%	\$	80.00	\$	113.00	\$	80.00	
M-LYNX-702-V3	Marshall, M-LYNX-702-V3, Dual 7" 3RU 1280x800 LCD Rack Mount Monitor	1	\$	789.00	17%	\$	660.00	\$	789.00	\$	660.00	
RCP-QE18	Ross, RCP-QE18, Ethernet Enabled 18 LCD + 8 Fixed Buttons Control Panel	1	\$	2,550.00	17%	\$	2,075.00	\$	2,550.00	\$	2,075.00	
AMP1-2SDA	Wohler, AMP1-2SDA, G/HD/SD-SDI, AES, Analog Audio Monitor with 2 Ch Metering, 1RU	1	\$	1,695.00	12%	\$	1,491.60	\$	1,695.00	\$	1,491.60	
VI-PNL-12R-X4	Clearcom, VI-PNL-12R-X4, V-Series Iris panel 1RU 12 rotary XLR4	1	\$	3,050.00	17%	\$	2,531.50	\$	3,050.00	\$	2,531.50	replaced with current p/n and changed to XLR4 male as req
CC-110-X4	Clearcom, CC-110-X4, LW Single-ear standard HS XLR-4F	1	\$	240.00	17%	\$	199.20	\$	240.00	\$	199.20	changed p/n for 4-pin xlr to match IRIS panel xlr 4 male connection, Addendum request all conform to XLR4

Graphics Subtotal						\$	78,309.38	\$	64,588.28	
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REPLAY

MIRA+-AVC-6-01	Ross, MIRA+-AVC-6-01, Abekas Mira+ replay system / AVC-I Native / 6-Channels / 280-Hour Media Storage	1	\$	55,900.00	17%	\$	45,750.00	\$	55,900.00	\$	45,750.00	change to Ross Quote (6ch AVC) version
MIRA-CS	Ross, MIRA-CS, Abekas Mira Control Surface Option	1	\$	6,050.00	17%	\$	4,925.00	\$	6,050.00	\$	4,925.00	updated p/n as required, includes PoE injector
MIRA-ONL-COM-1DAY	Ross, MIRA-ONL-COM-1DAY, Abekas Mira Online Commissioning	1	\$	930.00	0%	\$	930.00	\$	930.00	\$	930.00	services added as required
MIRA-ONS-OTR-1DAY	Ross, MIRA-ONS-OTR-1DAY, Abekas Mira Onsite Operational Training - 1 Day	1	\$	1,855.00	0%	\$	1,855.00	\$	1,855.00	\$	1,855.00	
TRAVEL-PRE-003	Ross, TRAVEL-PRE-003, Pre Paid Service Expense Trip 3	1	\$	2,100.00	0%	\$	2,100.00	\$	2,100.00	\$	2,100.00	
S25HG50FQN	Samsung, S25HG50FQN, 24.5IN 1920x1080; 1ms; 144hz; 400nits; fully adj. stand; TN panel;	2	\$	513.19	17%	\$	349.99	\$	1,026.38	\$	699.98	using MAP, current p/n as req
HMX5200T-001	Vertiv, HMX5200T-001, Avocent HMX TX Dual DVI-D USB Aud SFP	1	\$	1,869.00	25%	\$	1,325.00	\$	1,869.00	\$	1,325.00	
HMX5200R-001	Vertiv, HMX5200R-001, Avocent HMX RX Dual DVI-D USB Aud SFP	1	\$	1,869.00	25%	\$	1,325.00	\$	1,869.00	\$	1,325.00	

RMK-82	Vertiv, RMK-82, Rackmount kit for Vertiv Avocent HMX 5000/6000 High Performance KVM contains metal brackets and screws	1	\$	113.00	25%	\$	80.00	\$	113.00	\$	80.00	
M-LYNX-702-V3	Marshall, M-LYNX-702-V3, Dual 7" 3RU 1280x800 LCD Rack Mount Monitor	1	\$	789.00	17%	\$	660.00	\$	789.00	\$	660.00	
RCP-QE18	Ross, RCP-QE18, Ethernet Enabled 18 LCD + 8 Fixed Buttons Control Panel	1	\$	2,550.00	17%	\$	2,075.00	\$	2,550.00	\$	2,075.00	
AMP1-2SDA	Wohler, AMP1-2SDA, G/HD/SD-SDI, AES, Analog Audio Monitor with 2 Ch Metering, 1RU	1	\$	1,695.00	12%	\$	1,491.60	\$	1,695.00	\$	1,491.60	
VI-PNL-12R-X4	Clearcom, VI-PNL-12R-X4, V-Series Iris panel 1RU 12 rotary XLR4	1	\$	3,050.00	17%	\$	2,531.50	\$	3,050.00	\$	2,531.50	replaced with current p/n and changed to XLR4 male as req
CC-110-X4	Clearcom, CC-110-X4, LW Single-ear standard HS XLR-4F	1	\$	240.00	17%	\$	199.20	\$	240.00	\$	199.20	changed p/n for 4-pin xlr to match IRIS panel xlr 4 male connection, Addendum request all conform to XLR4
Replay Subtotal								\$	80,036.38	\$	65,947.28	
AUDIO												
CL1	Yamaha, 16 faders + 2 Master faders. 48 Mono + 8 Stereo mixable channels	1	\$	15,799.00	22%	\$	12,323.22	\$	15,799.00	\$	12,323.22	
MBCL	Yamaha, MBCL, CL1 and CL3 meter bridge with cable. Easily attaches and removes with 3 thumb screws	1	\$	1,259.00	22%	\$	982.02	\$	1,259.00	\$	982.02	
967001001	TC Electronic, 967001001, Analog Stereo Volume Control, High-resolution, with Balanced XLR Connectors	1	\$	89.99	12%	\$	59.99	\$	89.99	\$	59.99	
DR-600	360 Systems, 700-111-0001, Instant Replay2 with Editing (Digital I/O Model DR-600)	1	\$	3,150.00	7%	\$	2,800.00	\$	3,150.00	\$	2,800.00	
RCP-QE18	Ross, RCP-QE18, Ethernet Enabled 18 LCD + 8 Fixed Buttons Control Panel	1	\$	2,550.00	17%	\$	2,075.00	\$	2,550.00	\$	2,075.00	
AMP1-2SDA	Wohler, AMP1-2SDA, G/HD/SD-SDI, AES, Analog Audio Monitor with 2 Ch Metering, 1RU	1	\$	1,695.00	12%	\$	1,491.60	\$	1,695.00	\$	1,491.60	
VI-PNL-12R-X4	Clearcom, VI-PNL-12R-X4, V-Series Iris panel 1RU 12 rotary XLR4	1	\$	3,050.00	17%	\$	2,531.50	\$	3,050.00	\$	2,531.50	replaced with current p/n and changed to XLR4 male as req
CC-110-X4	Clearcom, CC-110-X4, LW Single-ear standard HS XLR-4F	1	\$	240.00	17%	\$	199.20	\$	240.00	\$	199.20	changed p/n for 4-pin xlr to match IRIS panel xlr 4 male connection, Addendum request all conform to XLR4
Audio Subtotal								\$	27,832.99	\$	22,462.53	
CONTROL ROOM SUBTOTAL								\$	281,904.74	\$	230,536.52	
<i>Technical Operations Center (TOC)</i>												
RECORD & PLAYBACK												
KI-PRO-RACK-R0	AJA, KI-PRO-RACK-R0, Rackmount file based recorder/player, with ProRes 422 and DNxHDIncludes: 2x AC Power Cords	2	\$	1,995.00	12%	\$	1,755.60	\$	3,990.00	\$	3,511.20	
KI-STOR1TBUSB-R0	AJA, KI-STOR1TBUSB-R0, 1TB HDD storage module with USB 3.0 connection	4	\$	495.00	12%	\$	435.60	\$	1,980.00	\$	1,742.40	
KI-STOR-DOCK-R0	AJA, KI-STOR-DOCK-R0, External dock for all KiStor Storage Modules with Thunderbolt and USB 3.0 connections to host computer	2	\$	295.00	12%	\$	259.60	\$	590.00	\$	519.20	
M-LYNX-702-V3	Marshall, M-LYNX-702-V3, Dual 7" 3RU 1280x800 LCD Rack Mount Monitor	1	\$	789.00	17%	\$	660.00	\$	789.00	\$	660.00	
Record & Playback Subtotal								\$	7,349.00	\$	6,432.80	
ROUTING & Multiview												
ULTRIX-FR5	Ross, ULTRIX-FR5, Ultrix 5RU Frame, Includes: Ultrix Rackmount 1RU power supply frame with 1 power supply Modular power supply for Ultripower rack mount PS frame I/O Board - 16x16, Advanced Connectivity, 2 AUX IO	1	\$	99,995.00	17%	\$	81,100.00	\$	99,995.00	\$	81,100.00	VASCUPP Ross is 12% off, extending 17% 128x128, replaces GV system

ULTRISCAPE	Ross, ULTRISCAPE, Ultriscap Multiviewer License	6	\$	5,000.00	17%	\$	3,995.00	\$	30,000.00	\$	23,970.00	out to Samsung Displays
SFP-MADI-COAX	Ross, SFP-MADI-COAX, Coax MADI transceiver SFP	1	\$	230.00	17%	\$	182.00	\$	230.00	\$	182.00	
SFP-HDB-IO-3G	Ross, SFP-HDB-IO-3G, 3G SDI HD-BNC tranceiver SFP	6	\$	240.00	17%	\$	190.00	\$	1,440.00	\$	1,140.00	
A32	Ferrofiah, A32, 32x32 AD/DA and MADI/ADAT Converter with Up to 24-bit/192kHz Resolution	1	\$	2,699.00	17%	\$	2,399.00	\$	2,699.00	\$	2,399.00	
DVG Services	DVG Services includes full commissioning and 1 full day of operators training on Ultrix System. This would fully replace Ross based services as DVG personnel are approved by Ross	1	\$	1,500.00	0%	\$	1,320.00	\$	1,500.00	\$	1,320.00	change from Ross Commissioning & Training
WS-C3650-24TS-L	Cisco, WS-C3650-24TS-L, Catalyst 3650-24TS-L - Switch - managed - 24 x 10/100/1000 + 4 x SFP - desktop, rack-mountable	1	\$	3,910.00	23%	\$	2,895.00	\$	3,910.00	\$	2,895.00	WS-3560-24PS EOL, replacement offered, Router Panel Network, changed to 24 port (48 too large)

Routing Subtotal									\$	139,774.00	\$	113,006.00
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TERMINAL GEAR

HMXAMGR24-001	Vertiv, HMXAMGR24-001, Avocent HMX Advanced Manager - Remote control device - GigE - 1U - rack-mountable	1	\$	5,594.00	25%	\$	4,025.00	\$	5,594.00	\$	4,025.00	
LRA185KMM-001	Vertiv, LRA185KMM-001, Avocent Local Rack Access - KVM console - USB - 19" (18.5" viewable) - rack-mountable - 1366 x 768 - 250 cd/m² - 1000:1 - VGA - 1U	1	\$	1,374.00	25%	\$	975.00	\$	1,374.00	\$	975.00	
HMX6210T-001	Vertiv, HMX6210T-001, Avocent HMX 6000 - KVM / audio / USB extender - 1U	1	\$	2,306.00	25%	\$	1,650.00	\$	2,306.00	\$	1,650.00	
HMX5200R-001	Vertiv, HMX5200R-001, Avocent HMX RX Dual DVI-D USB Aud SFP	1	\$	1,869.00	25%	\$	1,325.00	\$	1,869.00	\$	1,325.00	
RMK-97	Vertiv, RMK-97, Avocent RMK-97 - Rack mounting kit - 1U	2	\$	165.00	25%	\$	115.00	\$	330.00	\$	230.00	don't need Qty 8
OGX-FR-CN	Ross, OGX-FR-CN, openGear OGX Frame with Cooling and Advanced Networking	2	\$	2,054.00	17%	\$	1,650.00	\$	4,108.00	\$	3,300.00	replaces GV Densitie Signal frames
PS-OGX	Ross, PS-OGX, 600 Watt Universal Power Supply for OGX Frame	2	\$	679.00	17%	\$	550.00	\$	1,358.00	\$	1,100.00	
DRA-8804-R2	Ross, DRA-8804-R2, Dual 3G Reclocking DA w/ Rear Module	6	\$	713.00	17%	\$	575.00	\$	4,278.00	\$	3,450.00	
ADA-8405-C-R2C	Ross, ADA-8405-C-R2C, Analog Audio and Timecode DA with Remote Gain w/ Rear Module	3	\$	458.00	17%	\$	365.00	\$	1,374.00	\$	1,095.00	
UDA-8705A-R2	Ross, UDA-8705A-R2, Analog Video Utility Distribution Amplifier with 20-Slot frame Rear Module, R2-8705	4	\$	349.00	17%	\$	275.00	\$	1,396.00	\$	1,100.00	
PY3-FRAME	Grass Valley, PY3-FRAME, PYTHON PLUS FRAME	2	\$	1,260.00	28%	\$	880.00	\$	2,520.00	\$	1,760.00	Python config adjusted as required
PY3-TX-G	Grass Valley, PY3-TX-G, Python+ Quad SDI O/E 1310L TX	1	\$	3,728.00	28%	\$	2,600.00	\$	3,728.00	\$	2,600.00	
PY3-TX-H	Grass Valley, PY3-TX-H, Python+ Quad SDI O/E 1310H TX	1	\$	3,728.00	28%	\$	2,600.00	\$	3,728.00	\$	2,600.00	
PY3-TX-J	Grass Valley, PY3-TX-J, Python+ Quad SDI O/E 1550L TX	1	\$	3,728.00	28%	\$	2,600.00	\$	3,728.00	\$	2,600.00	
PY3-TX-K	Grass Valley, PY3-TX-K, Python+ Quad SDI O/E 1550H TX	1	\$	3,728.00	28%	\$	2,600.00	\$	3,728.00	\$	2,600.00	
PY3-RX	Grass Valley, PY3-RX, Python+ Quad SDI O/E Receiver bottom of Form	4	\$	2,625.00	28%	\$	1,825.00	\$	10,500.00	\$	7,300.00	
W16-TX-ST	Grass Valley, W16-TX-ST, Python+ Rear Plate TX 16CH CWDM 1 ST/UPC	1	\$	5,775.00	28%	\$	4,025.00	\$	5,775.00	\$	4,025.00	
SR-BLANK	Grass Valley, SR-BLANK, Python+ Rear Plate Blank Filler	14	\$	64.00	28%	\$	45.00	\$	896.00	\$	630.00	
W16-RX-ST	Grass Valley, W16-RX-ST, Python+ Rear Plate RX 16CH CWDM 1 ST/UPC	1	\$	5,775.00	28%	\$	4,025.00	\$	5,775.00	\$	4,025.00	
XLRP-BP-6B	Comprehensive, XLRP-BP-6B , XLR male to BNC Timecode Cable 6ft	6	\$	39.00	12%	\$	27.99	\$	234.00	\$	167.94	
FS2-R1	AJA, FS2-R1, Dual Channel Universal 3G/HD/SD Audio/Video Frame Sync/Converter, 1RU	4	\$	3,995.00	12%	\$	3,515.60	\$	15,980.00	\$	14,062.40	
WS-C3650-48TS-L	Cisco, WS-C3650-48TS-L, Catalyst 3650-48TS-L - Switch - managed - 48 x 10/100/1000 + 4 x SFP - desktop, rack-mountable	1	\$	7,020.00	23%	\$	4,975.00	\$	7,020.00	\$	4,975.00	WS-3560-48PS EOL, replacement offered, Internal and KVM Network
DC2000RTX	Orion Power Systems, DC2000RTX, RTX1 2000VA /1930W Online UPS with near Unity Power factor , 120V/60Hz, 1~4A adjustable charger, Rack/Tower form factor, 8 x 5-15/20R NEMA outlet, LCD, USB & RS232, SNMP Slot, W/Input 5-20P power cord. External battery capable.	10	\$	1,650.00	22%	\$	1,125.00	\$	16,500.00	\$	11,250.00	WS-3560-48PS EOL, replacement offered, Router Panel Net

Terminal Gear Subtotal									\$	104,099.00	\$	76,845.34
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MULTIVIEWER

*removed, Ross Ultrix support fully integrated MV with 6 licenses for

Multiviewer Subtotal					\$	-	\$	-			
INTERCOM											
Clearcom, ECLIPSE-HX-DELTA-32P, Eclipse HX-Delta, with 32 ports	1	\$	20,385.00	17%	\$	16,919.55	\$	20,385.00	\$	16,919.55	coorected p/n as req
Clearcom, EHX, EHX Eclipse-HX Configuration Software	1	\$	1,265.00	17%	\$	1,049.95	\$	1,265.00	\$	1,049.95	
Clearcom, IMF-3, 3RU interface module frame excluding PSU	0	\$	2,110.00	17%	\$	1,751.30	\$	-	\$	-	removed, not needed
Clearcom, CCI-22, 2 Ch. Partyline Module	2	\$	1,095.00	17%	\$	908.85	\$	2,190.00	\$	1,817.70	
Clearcom, PS-702, 2 Ch. rack mount power supply	1	\$	945.00	17%	\$	784.35	\$	945.00	\$	784.35	add, need for power to beltpacks
Clearcom, RS-701, Single-Channel standard beltpack	4	\$	335.00	17%	\$	278.05	\$	1,340.00	\$	1,112.20	
Clearcom, SVC-COMM-US, Daily charge for commissioning or on-site training serviced from the US office (Net price). Price includes round trip air flight, reasonable travel and daily expenses.	1	\$	1,995.00	0%	\$	1,995.00	\$	1,995.00	\$	1,995.00	
Clearcom, CZ-DX410-4UP, DX410 wideband 7KHz, two channel base station w/2 antennas. 115-230 VAC power supply, includes power cord. 4 BP410 belt packs with 8 BAT50 batteries; 5 CC-15-MD4 single ear noise canceling headsets, ACS0 battery charger; 110-240VAC power supply, with US adapter plug. For US and Canada sales.	1	\$	10,555.00	17%	\$	8,760.65	\$	10,555.00	\$	8,760.65	replaced w/current p/n as required
Clearcom, CC-110-X4, LW Single-ear standard HS XLR-4F	4	\$	240.00	17%	\$	199.20	\$	960.00	\$	796.80	changed p/n for 4-pin xlr to match RS-701
Intercom Subtotal					\$	39,635.00	\$	33,236.20			
AUDIO											
Yamaha, RIO3224-D2, 32 mic/line inputs, 16 analog outputs, 4 Stereo AES/EBU outputs, 44.1/48/88.2/96kHz Dante™ digital network remote I/O unit. Display, encoder and buttons for easy setup, control and monitoring. Remote controllable HA, +48V Phantom Power, HPF, 2 EtherCon® connectors. Dual Power Supplies. 5U Rackspaces. Dante™ Virtual Soundcard license included	1	\$	9,499.00	22%	\$	7,409.22	\$	9,499.00	\$	7,409.22	
Denon, DN-700C, Professional CD/USB/Network Audio Player	1	\$	499.00	12%	\$	439.12	\$	499.00	\$	439.12	
Cisco, WS-C3650-24TS-L, Catalyst 3650-24TS-L - Switch - managed - 24 x 10/100/1000 + 4 x SFP - desktop, rack-mountable	1	\$	3,910.00	23%	\$	2,895.00	\$	3,910.00	\$	2,895.00	WS-3560-24PS EOL, replacement offered, Dante Network
Audio Subtotal					\$	13,908.00	\$	10,743.34			
QC											
Samsung, PM55H, Samsung 55in 1080p 500nit 24; 7 LED Commercial TV Tuner IP5X MagicInfo Lite SSSP4.0	1	\$	2,415.00	17%	\$	1,900.00	\$	2,415.00	\$	1,900.00	current p/n, replaces DM55H
Mustang AV, MV-TILT4B, Flat Panel Tilt 37n-90in-200lbs-838mm x 501mm	1	\$	149.00	38%	\$	70.00	\$	149.00	\$	70.00	
AJA, HI5-PLUS-R0, 3G-SDI to HDMI with PsF to P support, includes 1 meter HDMI cable, includes PS	1	\$	395.00	12%	\$	347.60	\$	395.00	\$	347.60	
Leader, LT4610, 3G/HD/SD Multi-Format Video Sync Generato	1	\$	8,300.00	12%	\$	7,304.00	\$	8,300.00	\$	7,304.00	
Leader, LT4610SER01, GPS & Time Code Option for LT4610 and LT4611	1	\$	2,500.00	12%	\$	2,200.00	\$	2,500.00	\$	2,200.00	
Samsung, S25HG50FQN, 24.5IN 1920x1080; 1ms; 144hz; 400nits; fully adj. stand; TN panel;	1	\$	513.19	17%	\$	349.99	\$	513.19	\$	349.99	current p/n as req
Vertiv, HMX5200T-001, Avocent HMX TX Dual DVI-D USB Aud SFP	1	\$	1,869.00	25%	\$	1,325.00	\$	1,869.00	\$	1,325.00	
Vertiv, HMX5200R-001, Avocent HMX RX Dual DVI-D USB Aud SFP	1	\$	1,869.00	25%	\$	1,325.00	\$	1,869.00	\$	1,325.00	
Vertiv, RMK-82, Rackmount kit for Vertiv Avocent HMX 5000/6000 High Performance KVM contains metal brackets and screws	1	\$	113.00	25%	\$	80.00	\$	113.00	\$	80.00	

4BV83UT#ABA	HP, 4BV83UT#ABA, EliteDesk 800 G4 - SFF - 1 x Core i7 8700 / 3.2 GHz - RAM 16 GB - SSD 512 GB - NVMe - DVD-Writer - UHD Graphics 630 - GigE - Win 10 Pro 64-bit - vPro - monitor: none - keyboard: US	1	\$	1,484.00	12%	\$	1,305.92	\$	1,484.00	\$	1,305.92	
LV5770A	Leader, LV5770A, Multi-Monitor - Mainframe Only	1	\$	7,502.00	12%	\$	6,601.76	\$	7,502.00	\$	6,601.76	
LV5770SER08	Leader, LV5770SER08, SDI Input for LV5770A	1	\$	525.00	12%	\$	462.00	\$	525.00	\$	462.00	
LR-2770A	Leader, LR-2770A, Waveform Monitor Rackmountor LV5770A	1	\$	495.00	12%	\$	435.60	\$	495.00	\$	435.60	
LC-2170	Leader, LC-2170, Blank Panel for LR-2770A	1	\$	110.00	12%	\$	96.80	\$	110.00	\$	96.80	corrected p/n
RCP-QE18	Ross, RCP-QE18, Ethernet Enabled 18 LCD + 8 Fixed Buttons Control Panel	1	\$	2,550.00	17%	\$	2,075.00	\$	2,550.00	\$	2,075.00	
AMP1-2SDA	Wohler, AMP1-2SDA, G/HD/SD-SDI, AES, Analog Audio Monitor with 2 Ch Metering, 1RU	1	\$	1,695.00	12%	\$	1,491.60	\$	1,695.00	\$	1,491.60	
VI-PNL-12R-X4	Clearcom, VI-PNL-12R-X4, V-Series Iris panel 1RU 12 rotary XLR4	1	\$	3,050.00	17%	\$	2,531.50	\$	3,050.00	\$	2,531.50	replaced with current p/n and changed to XLR4 male as req
CC-110-X4	Clearcom, CC-110-X4, LW Single-ear standard HS XLR-4F	1	\$	240.00	17%	\$	199.20	\$	240.00	\$	199.20	changed p/n for 4-pin xlr to match IRIS panel xlr 4 male connection, Addendum request all conform to XLR4

QC Subtotal						\$	35,774.19	\$	30,100.97
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RACKS

WRK-44-32LRD	Middle Atlantic, WRK-44-32LRD, 44SP/32D MULTIBAY WRK LRD	5	\$	1,725.00	35%	\$	995.00	\$	8,625.00	\$	4,975.00	Middle atl is 22% off MSRP, extending 35%
MW-LVRD-44	Middle Atlantic, MW-LVRD-44, 44SP/LARGE PERF RDUNVBK	5	\$	435.00	35%	\$	250.00	\$	2,175.00	\$	1,250.00	
SPN-44-312	Middle Atlantic, SPN-44-312, PR BLK 44SP SDS FOR 31-32	1	\$	907.00	35%	\$	525.00	\$	907.00	\$	525.00	
MW-4QFT-FC	Middle Atlantic, MW-4QFT-FC, 4.5"(4)FAN/TOP W/FC M/W	5	\$	898.00	35%	\$	520.00	\$	4,490.00	\$	2,600.00	
PDT-1220C-NS	Middle Atlantic, PDT-1220C-NS, 12 OUTLETS20ACORDNS	10	\$	250.00	35%	\$	145.00	\$	2,500.00	\$	1,450.00	
LACE-P	Middle Atlantic, LACE-P, 6PC45SP CABLE LACE STRIP	3	\$	187.00	35%	\$	105.00	\$	561.00	\$	315.00	

Racks Subtotal						\$	19,258.00	\$	11,115.00
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CONTROL ROOM CONSOLES

PB16-4	Laguna Design, PB16-4, Pedestal Base 16" Deep- 4 bay assembly	1	\$	5,307.55	25%	\$	3,980.66	\$	5,307.55	\$	3,980.66	
PB16-3	Laguna Design, PB16-3, 16" Deep Pedestal Base (3 Bay) w/ 9U Space	1	\$	4,258.52	25%	\$	3,193.89	\$	4,258.52	\$	3,193.89	
PB16-2	Laguna Design, PB16-2, 16" Deep Pedestal Base (2 Bay) w/ 9RU Space	2	\$	2,896.92	25%	\$	2,172.69	\$	5,793.84	\$	4,345.38	
PB6-2	Laguna Design, PB6-2, 6" Deep Pedestal Base (2 Bay) Used Behind switchers	1	\$	2,653.85	25%	\$	1,990.39	\$	2,653.85	\$	1,990.39	
SP BRAND	Laguna Design, SP BRAND, Branded Graphic End Panel	1	\$	507.72	25%	\$	380.79	\$	507.72	\$	380.79	
SP16R	Laguna Design, SP16R, Side Panel Right	1	\$	253.82	25%	\$	190.37	\$	253.82	\$	190.37	
PF16E	Laguna Design, PF16E, Ped Foot 16" End	2	\$	243.08	25%	\$	182.31	\$	486.16	\$	364.62	
PF16I	Laguna Design, PF16I, Ped Foot 16" Intermediate	4	\$	243.08	25%	\$	182.31	\$	972.32	\$	729.24	
MA-PS 1620	Laguna Design, MA-PS 1620, 16 Outlet, 20A Power Strip with 9' Whip	4	\$	318.46	25%	\$	238.85	\$	1,273.84	\$	955.40	
SWCT	Laguna Design, SWCT, Switcher Cut Out & Related Items	1	\$	1,327.69	25%	\$	995.77	\$	1,327.69	\$	995.77	
T16-4U 60D	Laguna Design, T16-4U 60D, 4 RU Turret 60 Degree For 16" Deep Base	7	\$	484.62	25%	\$	363.47	\$	3,392.34	\$	2,544.29	
T16 FILL	Laguna Design, T16 FILL, Console Level Turret Filler	2	\$	195.38	25%	\$	146.54	\$	390.76	\$	293.08	
T16 DISTRIB	Laguna Design, T16 DISTRIB, Power and Data Distribution filler	2	\$	784.62	25%	\$	588.47	\$	1,569.24	\$	1,176.94	
AC-DT-4	Laguna Design, AC-DT-4, Elevated 4 Unit Desktop Rack Enclosure Per Bay	1	\$	480.00	25%	\$	360.00	\$	480.00	\$	360.00	
LAG 500	Laguna Design, LAG 500, 24" Reach, Track Mount Arm 2.5- 13 lbs	9	\$	438.46	25%	\$	328.85	\$	3,946.14	\$	2,959.65	
C-TOP	Laguna Design, C-TOP, STANDARD CONSOLE SURFACE 16- 24" DEEP WITH BLACK VINYL EDGE	26	\$	207.69	25%	\$	155.77	\$	5,399.94	\$	4,050.02	

Control Room Consoles Subtotal						\$	38,013.73	\$	28,510.49
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SHADING/ENGINEERING CONSOLES

PB16-4	Laguna Design, PB16-4, Pedestal Base 16" Deep- 4 bay assembly	1	\$	5,307.55	25%	\$	3,980.66	\$	5,307.55	\$	3,980.66	
SP BRAND	Laguna Design, SP BRAND, Branded Graphic End Panel	1	\$	507.72	25%	\$	380.79	\$	507.72	\$	380.79	
SP16L	Laguna Design, SP16L, Side Panel Left-	1	\$	253.85	25%	\$	190.39	\$	253.85	\$	190.39	
PF16E	Laguna Design, PF16E, Ped Foot 16" End	1	\$	243.05	25%	\$	182.29	\$	243.05	\$	182.29	
PF16I	Laguna Design, PF16I, Ped Foot 16" Intermediate	1	\$	243.05	25%	\$	182.29	\$	243.05	\$	182.29	
MA-PS20-15	Laguna Design, MA-PS20-15, 20 OUTLET, SINGLE 15 AMP CIRCUIT THIN POWER STRIP W/9' CORD	2	\$	295.38	25%	\$	221.54	\$	590.76	\$	443.08	
SHADE WEDGE	Laguna Design, SHADE WEDGE, Custom Wedge assembly for camera shading position	2	\$	1,015.38	25%	\$	761.54	\$	2,030.76	\$	1,523.08	
T16-4U	Laguna Design, T16-4U, 4 UNIT MODULAR TURRET Used in 16" Deep Console Bases	3	\$	473.85	25%	\$	355.39	\$	1,421.55	\$	1,066.17	
T16 FILL	Laguna Design, T16 FILL, Console Level Turret Filler	3	\$	195.38	25%	\$	146.54	\$	586.14	\$	439.62	
T16 DISTRIB	Laguna Design, T16 DISTRIB, Power and Data Distribution filler	3	\$	784.62	25%	\$	588.47	\$	2,353.86	\$	1,765.41	
LAG 500	Laguna Design, LAG 500, 24" Reach, Track Mount Arm 2.5- 13 lbs	6	\$	438.46	25%	\$	328.85	\$	2,630.76	\$	1,973.10	
C-TOP	Laguna Design, C-TOP, STANDARD CONSOLE SURFACE 16- 24" DEEP WITH BLACK VINYL EDGE	15	\$	207.69	25%	\$	155.77	\$	3,115.35	\$	2,336.55	
SERVICES												
Shipping	Laguna Design, Palletize- Crate Handling	1			0%	\$	1,375.00	\$	-	\$	1,375.00	Laguna Svcs noted as req
Freight	Laguna Design, Pre-Paid & Add	1			0%	\$	3,100.00	\$	-	\$	3,100.00	
INST REM	Laguna Design, Remote Installation Labor	4			0%	\$	600.00	\$	-	\$	2,400.00	
T&E	Laguna Design, Travel And Related Expenses	1			0%	\$	1,600.00	\$	-	\$	1,600.00	
Shading/Engineering Consoles Subtotal								\$	19,284.40	\$	22,938.43	
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TOC	SUBTOTAL						\$	417,095.32	\$	332,928.57		
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<i>Installation, Materials, and Labor</i>												
DVG												
DVGServices	Includes all services required for complete install as defined by the Proposal Request Package and notated in DVG's Submittal Response	1	\$	201,000.00	12%	\$	176,880.00	\$	201,000.00	\$	176,880.00	VASCUPP DVG Service Rate is \$165/hr. 12% off Commercial Rate which is \$187.50/hr.
Materials	Includes all materials necessary for complete installtion	1	\$	34,000.00	0%	\$	34,000.00	\$	34,000.00	\$	34,000.00	
Travel	Travel & Expenses	90	\$	175.00	0%	\$	175.00	\$	15,750.00	\$	15,750.00	total man days by GSA allowed rate for zip code
Services Subtotal								\$	250,750.00	\$	226,630.00	
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BROADCAST SUMMARY												
Camera System								\$	198,931.00	\$	153,065.87	
Camera Support								\$	185,021.58	\$	141,052.05	
Control Room								\$	281,904.74	\$	230,536.52	
TOC								\$	417,095.32	\$	332,928.57	
Integration	Includes/Adds 2nd Year Warranties outlined below							\$	305,387.07	\$	276,011.51	
BASE								Total	\$	1,388,339.71	\$	1,133,594.52
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Second Year Warranties - Unless otherwise noted below, Manufacturers offer at least 2 or more years of product warranty with purchase price of system												
CBF-336-ROSSCARE	Ross, CBF-336-ROSSCARE, Extended Warranty, 3 ME Engine Only (adds One Year)	1	\$	3,283.00	17%	\$	2,724.89	\$	3,283.00	\$	2,724.89	
CB3S-PANEL-ROSSCARE	Ross, CB3S-PANEL-ROSSCARE, Extended Warranty, 3 ME Panel Only (adds One Year)	1	\$	2,778.00	17%	\$	2,305.74	\$	2,778.00	\$	2,305.74	

XPN-2RU-HM	Ross, XPN-2RU-HM, XPression 2RU HD-SDI - Hardware Maintenance (HW Only)	1	\$	1,396.00	17%	\$	1,158.68	\$	1,396.00	\$	1,158.68
XST3-0001-SM	Ross, XST3-0001-SM, XPression Studio Standard Edition Software Maintenance	1	\$	4,025.00	17%	\$	3,340.75	\$	4,025.00	\$	3,340.75
XST-DLQ-SM	Ross, XST-DLQ-SM, DataLinq Server Option - SW Maint	1	\$	590.00	17%	\$	489.70	\$	590.00	\$	489.70
XST-CLIP-SERV-SM	Ross, XST-CLIP-SERV-SM, Clip Server Option (SW Only) Maint	1	\$	590.00	17%	\$	489.70	\$	590.00	\$	489.70
XDSO-SM	Ross, XDSO-SM, XPression Designer (SW Only) Maint	1	\$	300.00	17%	\$	249.00	\$	300.00	\$	249.00
MIRA+-AVC-6-01-HM	Ross, MIRA+-AVC-6-01-HM, 1-YEAR Hardware Maintenance Agreement for Abekas MIRA+-AVC-6-01	1	\$	6,700.00	17%	\$	5,561.00	\$	6,700.00	\$	5,561.00
ULTRIX-999-FR5	Ross, ULTRIX-999-FR5, Extended Warranty, Ultrix SRU System, adds 1 year	1	\$	8,000.00	17%	\$	6,640.00	\$	8,000.00	\$	6,640.00
INF-PRIME	Grass Valley, INF-PRIME, GV Care - Prime SA for INFRASTRUCTURE	1	\$	1,975.07	28%	\$	1,422.05	\$	1,975.07	\$	1,422.05
DVGLifeline	DVGLifeline for Year 2 Integration Support Warranty	1	\$	25,000.00		\$	25,000.00	\$	25,000.00	\$	25,000.00
2nd Year Warranties Subtotal *Included in "Integration" Services Line, Above								\$	54,637.07	\$	49,381.51

tie to free Xpression Live soft that comes with carbonite

DVG19-3666

Line #	Item	Description	QTY	Price	Ext Total	Notes
		<i>Suggested Cabling & Junction Boxes</i>				
		Pricing as categories that complete all pulls and boxes as outlined in attached details document				Infrastructure Cabling to be provided by Scher Shot
Cable		Direct Burial Riser Rated SMPTE, Triax, Coax, Riser Direct Burial Fiber, Direct Burial Shielded Audio, Indoor/Outdoor Rated UTP Cable - All Cable runs estimated at 500ft.	1	\$ 157,750.00	\$ 157,750.00	
Hardware		Stainless Steel Boxes, TVRP Enclosure, Mid-Atlantic Racks, Hammond Boxes, Custom Engraved Panels, Enclosures, Connectors, Splice Trays	1	\$ 59,500.00	\$ 59,500.00	
Misc/Materials		Misc. Equipment need for Fiber Splicing, Solder for Audio, Lube, Mule Tape, Lube, Pull String, Velcro, Zip Ties, Labels and other Materials	1	\$ 5,775.00	\$ 5,775.00	
Labor - Pulls		Labor for Pulling Cable 4 Man Crew 3 Weeks	1	\$ 53,500.00	\$ 53,500.00	
Labor - Terminations		Labor for Termination, Dressing in Boxes, Labeling, and Testing 5-6 Man Crew for 5-6 Weeks	1	\$ 99,300.00	\$ 99,300.00	
Design		Panel Designs, Box Drawings, Submittals, Site Visits and Planning	1	\$ 11,000.00	\$ 11,000.00	
G&A		Administration fee for duration of the project	1	\$ 12,100.00	\$ 12,100.00	
S&H		Shipping / Handling for all Material to Jobsite	1	\$ 4,500.00	\$ 4,500.00	
		*2 year warranty included in price			\$ -	
		Optional yearly warranty available for up to 8 years - Warranty includes yearly site visit to clean, do normal usage repairs and test all cables installed for the broadcast cabling portion of this project The cost would be \$15,000.00 a year each year up to 8 years.			\$ -	
		Always Asked Options: REMOVING Triax Saves \$45,000.00				
		Option of REMOVING SMPTE Saves \$70,000.00				
		Exclusions for this project: Scher Shot does not install new construction conduit or Power. We prefer electrician handle these items. - If possible we would also prefer the electrician to mount the JBT's and TVRP locations as they will be running conduit to them				
		and installing power next to each location. This helps to keep things look uniform.				
		JBT's 10inches deep will need at least 3 - 2" or 3" conduit ran to these locations, for the 12inch deep boxes 2 - 3" or 4" conduits will need to be ran to these locations. All Conduit should have sweeping 90's (no hard 90's) and 90's should be galvanized verse PVC 90's to prevent cable damage. Also Conduit should have pull boxes for every 3 swooping 90's or every 200 ft.. If Cable trays are used please confirm the electrician will be grounding the trays as well as making sure all different subcontractors cables are separated to prevent cable damage and audio/data crosstalk.				
		Cabling Total			\$ 403,425.00	

JMU - Atlantic Union Bank Center

Based On Alternative Suggested Cabling Package Bill of Materials (BOM) Detail

***The following is what is included in the ALT_Suggested Cabling Pricing Table**

Itm	Box ID	Destination	Type	Manuf	Part No.	Qty	Description	POS	Feet
1	JBT - 1A1	Broadcast TOC	Triax (F)	Clark	TV7511DBR	2	Direct Burial Riser Rated Triax	Inhouse Broadcast Studio	500
2		Broadcast TOC	SMPTE (F)	Clark	HFC3DBR	3	Direct Burial Riser 3 Channel Hybrid SMPT		500
3		Broadcast TOC	DT12 (M)	Clark	712DBR	4	12 Channel Direct Burial Shielded Audio		500
4		Broadcast TOC	XLR (F)	Clark	704DBR	4	4 Channel Direct Burial Shielded Audio		500
5		Broadcast TOC	RG-6	Clark	CD7506DBR	2	Riser Direct Burial Coax Cable		500
6		Broadcast Connection Room	Triax (F)	Clark	TV7511DBR	2	Direct Burial Riser Rated Triax		500
7		Broadcast Connection Room	SMPTE(F)	Clark	HFC3DBR	2	Direct Burial Riser 3 Channel Hybrid SMPT		500
8		Broadcast Connection Room	SMF Strand	Clark	CWF-D012SMR	12	Riser Direct Burial 12 Strand Fiber		500
9		Broadcast Connection Room	22 AWG M/F	Clark	704DBR	8	4 Channel Direct Burial Shielded Audio		500
10		Broadcast Connection Room	XLR (M)	Clark	704DBR	4	4 Channel Direct Burial Shielded Audio		500
11		Front of House	22 AWG M/F	Clark	704DBR	4	4 Channel Direct Burial Shielded Audio		500
12		Mid-Atlantic Rack - recommended 5ft. Minimum Mid-Atlantic				1	Rack		1
13	JBT - 1A2 - According to drawing not a great location of rack but would be cost effective. 2 14RU	Broadcast TOC	Triax (F)	Clark	TV7511DBR	2	Direct Burial Riser Rated Triax	Event Floor Center West Side	500
14		Broadcast TOC	SMPTE (F)	Clark	HFC3DBR	3	Direct Burial Riser 3 Channel Hybrid SMPT		500
15		Broadcast TOC	DT12 (M)	Clark	712DBR	4	12 Channel Direct Burial Shielded Audio		500
16		Broadcast TOC	XLR(F)	Clark	704DBR	4	4 Channel Direct Burial Shielded Audio		500
17		Broadcast TOC	RG-6	Clark	CD7506DBR	2	Riser Direct Burial Coax Cable		500
18		Broadcast Connection Room	Triax (F)	Clark	TV7511DBR	2	Direct Burial Riser Rated Triax		500
19		Broadcast Connection Room	SMPTE (F)	Clark	HFC3DBR	2	Direct Burial Riser 3 Channel Hybrid SMPT		500
20		Broadcast Connection Room	SMF Strand	Clark	CWF-D012SMR	12	Riser Direct Burial 12 Strand Fiber		500
21		Broadcast Connection Room	22 AWG M/F	Clark	704DBR	8	4 Channel Direct Burial Shielded Audio		500
22		Broadcast Connection Room	XLR (M)	Clark	704DBR	4	4 Channel Direct Burial Shielded Audio		500
23		Front of House	22 AWG M/F	Clark	712DBR	12	12 Channel Direct Burial Shielded Audio		500
24		Bulloch Boxes	24x24x12	Bulloch		2	Stainless Steel Boxes		2
25	JBT - 1A3 -	Broadcast TOC	Triax (F)	Clark	TV7511DBR	2	Direct Burial Riser Rated Triax	Press Conference	500
26		Broadcast TOC	SMPTE (F)	Clark	HFC3DBR	3	Direct Burial Riser 3 Channel Hybrid SMPT		500
27		Broadcast TOC	DT12 (M)	Clark	712DBR	4	12 Channel Direct Burial Shielded Audio		500
28		Broadcast TOC	XLR (F)	Clark	704DBR	4	4 Channel Direct Burial Shielded Audio		500
29		Broadcast TOC	RG-6	Clark	CD7506DBR	2	Riser Direct Burial Coax Cable		500
30		Broadcast Connection Room	Triax (F)	Clark	TV7511DBR	2	Direct Burial Riser Rated Triax		500
31		Broadcast Connection Room	SMPTE (F)	Clark	HFC3DBR	2	Direct Burial Riser 3 Channel Hybrid SMPT		500
32		Broadcast Connection Room	SMF Strand	Clark	CWF-D012SMR	12	Riser Direct Burial 12 Strand Fiber		500
33		Broadcast Connection Room	22 AWG M/F	Clark	704DBR	8	4 Channel Direct Burial Shielded Audio		500
34		Broadcast Connection Room	XLR (M)	Clark	704DBR	4	4 Channel Direct Burial Shielded Audio		500
35		Front of House	22 AWG M/F	Clark	704DBR	4	4 Channel Direct Burial Shielded Audio		500

		Mid-Atlantic	5ft. Minimum	Mid-Atlantic	1	Rack		1	
37	JBT - 1B1	Broadcast TOC	SMPTE (F)	Clark	HFC3DBR	2	Direct Burial Riser 3 Channel Hybrid SMPT	Room 014 Courtside Club	500
38		Broadcast TOC	SMF Strand	Clark	CWF-D012SMR	12	Riser Direct Burial 12 Strand Fiber		500
39		Broadcast TOC	22 AWG M/F	Clark	704DBR	8	4 Channel Direct Burial Shielded Audio		500
40		Broadcast TOC	XLR (M)	Clark	704DBR	4	4 Channel Direct Burial Shielded Audio		500
41		Broadcast Connection Room	Triax (F)	Clark	TV7511DBR	2	Direct Burial Riser Rated Triax		500
42		Broadcast Connection Room	SMPTE (F)	Clark	HFC3DBR	2	Direct Burial Riser 3 Channel Hybrid SMPT		500
43		Broadcast Connection Room	22 AWG M/F	Clark	704DBR	8	4 Channel Direct Burial Shielded Audio		500
44		Broadcast Connection Room	XLR (M)	Clark	704DBR	4	4 Channel Direct Burial Shielded Audio		500
45		Broadcast Connection Room	CAT6	Clark	CN423C6DBR	2	Indoor/Outdoor Rated UTP		500
46		Front of House	22 AWG M/F	Clark	704DBR	4	4 Channel Direct Burial Shielded Audio	500	
47		Bulloch Box	24x24x12	Bulloch		1	Stainless Steel Box	1	
48	JBT-1B2	Broadcast TOC	SMPTE (F)	Clark	HFC3DBR	2	Direct Burial Riser 3 Channel Hybrid SMPT	North East Voom Entrance	500
49		Broadcast TOC	SMF Strand	Clark	CWF-D012SMR	12	Riser Direct Burial 12 Strand Fiber		500
50		Broadcast TOC	22 AWG M/F	Clark	704DBR	8	4 Channel Direct Burial Shielded Audio		500
51		Broadcast TOC	XLR (M)	Clark	704DBR	4	4 Channel Direct Burial Shielded Audio		500
52		Broadcast TOC	CAT6	Clark	CN423C6DBR	2	Indoor/Outdoor Rated UTP		500
53		Broadcast Connection Room	Triax (F)	Clark	TV7511DBR	2	Direct Burial Riser Rated Triax		500
54		Broadcast Connection Room	SMPTE (F)	Clark	HFC3DBR	2	Direct Burial Riser 3 Channel Hybrid SMPT		500
55		Broadcast Connection Room	SMF Strand	Clark	CWF-D012SMR	12	Riser Direct Burial 12 Strand Fiber		500
56		Broadcast Connection Room	22 AWG M/F	Clark	704DBR	8	4 Channel Direct Burial Shielded Audio		500
57		Broadcast Connection Room	XLR (M)	Clark	704DBR	4	4 Channel Direct Burial Shielded Audio	500	
58		Front of House	22 AWG M/F	Clark	704DBR	4	4 Channel Direct Burial Shielded Audio	500	
59		Bulloch Box	24x24x12	Bulloch		1	Stainless Steel Box	1	
60	JBT-1B3	Broadcast TOC	SMPTE (F)	Clark	HFC3DBR	2	Direct Burial Riser 3 Channel Hybrid SMPT	Event Floor Center East Side	500
61		Broadcast TOC	SMF Strand	Clark	CWF-D012SMR	12	Riser Direct Burial 12 Strand Fiber		500
62		Broadcast TOC	22 AWG M/F	Clark	704DBR	8	4 Channel Direct Burial Shielded Audio		500
63		Broadcast TOC	XLR (M)	Clark	704DBR	4	4 Channel Direct Burial Shielded Audio		500
64		Broadcast TOC	CAT6	Clark	CN423C6DBR	2	Indoor/Outdoor Rated UTP		500
65		Broadcast Connection Room	Triax (F)	Clark	TV7511DBR	2	Direct Burial Riser Rated Triax		500
66		Broadcast Connection Room	SMPTE (F)	Clark	HFC3DBR	2	Direct Burial Riser 3 Channel Hybrid SMPT		500
67		Broadcast Connection Room	SMF Strand	Clark	CWF-D012SMR	12	Riser Direct Burial 12 Strand Fiber		500
68		Broadcast Connection Room	22 AWG M/F	Clark	704DBR	8	4 Channel Direct Burial Shielded Audio		500
69		Broadcast Connection Room	XLR (M)	Clark	704DBR	4	4 Channel Direct Burial Shielded Audio	500	
70		Front of House	22 AWG M/F	Clark	712DBR	12	12 Channel Direct Burial Shielded Audio	500	
71		Bulloch Box	24x24x12	Bulloch		1	Stainless Steel Box	1	
72	JBT - 1B4	Broadcast TOC	SMPTE (F)	Clark	HFC3DBR	2	Direct Burial Riser 3 Channel Hybrid SMPT	Men's Locker	500
73		Broadcast TOC	SMF Strand	Clark	CWF-D012SMR	12	Riser Direct Burial 12 Strand Fiber		500
74		Broadcast TOC	22 AWG M/F	Clark	704DBR	8	4 Channel Direct Burial Shielded Audio		500
75		Broadcast TOC	XLR (M)	Clark	704DBR	4	4 Channel Direct Burial Shielded Audio		500
76		Broadcast Connection Room	Triax (F)	Clark	TV7511DBR	2	Direct Burial Riser Rated Triax		500
77		Broadcast Connection Room	SMPTE (F)	Clark	HFC3DBR	2	Direct Burial Riser 3 Channel Hybrid SMPT		500

78		Broadcast Connection Room	22 AWG M/F	Clark	704DBR	8	4 Channel Direct Burial Shielded Audio	Room Entry	500
79		Broadcast Connection Room	XLR (M)	Clark	704DBR	4	4 Channel Direct Burial Shielded Audio		500
80		Broadcast Connection Room	CAT6	Clark	CN423C6DBR	2	Indoor/Outdoor Rated UTP		500
81		Front of House	22 AWG M/F	Clark	706DBR	6	6 Channel Direct Burial Shielded Audio		500
82		Bulloch Box	24x24x12	Bulloch		1	Stainless Steel Box		1
83	JBT-1C1	Broadcast TOC	SMPTE (F)	Clark	HFC3DBR	2	Direct Burial Riser 3 Channel Hybrid SMPT	Southeast Vom Entrance	500
84		Broadcast TOC	SMF Strand	Clark	CWF-D012SMR	12	Riser Direct Burial 12 Strand Fiber		500
85		Broadcast TOC	22 AWG M/F	Clark	704DBR	8	4 Channel Direct Burial Shielded Audio		500
86		Broadcast TOC	XLR (M)	Clark	704DBR	4	4 Channel Direct Burial Shielded Audio		500
87		Broadcast TOC	CAT6	Clark	CN423C6DBR	2	Indoor/Outdoor Rated UTP		500
88		Broadcast Connection Room	Triax (F)	Clark	TV7511DBR	2	Direct Burial Riser Rated Triax		500
89		Broadcast Connection Room	SMPTE (F)	Clark	HFC3DBR	2	Direct Burial Riser 3 Channel Hybrid SMPT		500
90		Broadcast Connection Room	SMF Strand	Clark	CWF-D012SMR	12	Riser Direct Burial 12 Strand Fiber		500
91		Broadcast Connection Room	22 AWG M/F	Clark	704DBR	8	4 Channel Direct Burial Shielded Audio		500
92		Broadcast Connection Room	XLR (M)	Clark	704DBR	4	4 Channel Direct Burial Shielded Audio		500
93		Front of House	22 AWG M/F	Clark	704DBR	4	4 Channel Direct Burial Shielded Audio		500
94		Bulloch Box	24x24x12	Bulloch		1	Stainless Steel Boxes		1
95	JBT-1C2	Broadcast TOC	SMPTE (F)	Clark	HFC3DBR	2	Direct Burial Riser 3 Channel Hybrid SMPT	Women's Locker Room Entry	500
96		Broadcast TOC	SMF Strand	Clark	CWF-D012SMR	12	Riser Direct Burial 12 Strand Fiber		500
97		Broadcast TOC	22 AWG M/F	Clark	704DBR	8	4 Channel Direct Burial Shielded Audio		500
98		Broadcast TOC	XLR (M)	Clark	704DBR	4	4 Channel Direct Burial Shielded Audio		500
99		Broadcast TOC	CAT6	Clark	CN423C6DBR	2	Indoor/Outdoor Rated UTP		500
100		Broadcast Connection Room	Triax (F)	Clark	TV7511DBR	2	Direct Burial Riser Rated Triax		500
101		Broadcast Connection Room	SMPTE (F)	Clark	HFC3DBR	2	Direct Burial Riser 3 Channel Hybrid SMPT		500
102		Broadcast Connection Room	22 AWG M/F	Clark	704DBR	8	4 Channel Direct Burial Shielded Audio		500
103		Broadcast Connection Room	XLR (M)	Clark	704DBR	4	4 Channel Direct Burial Shielded Audio		500
104		Front of House	22 AWG M/F	Clark	706DBR	6	6 Channel Direct Burial Shielded Audio		500
105		Bulloch Box	24x24x12	Bulloch		1	Stainless Steel Box		1
106	JBT-1E1	Broadcast TOC	SMPTE (F)	Clark	HFC3DBR	2	Direct Burial Riser 3 Channel Hybrid SMPT	East Practive Court	500
107		Broadcast TOC	SMF Strand	Clark	CWF-D012SMR	12	Riser Direct Burial 12 Strand Fiber		500
108		Broadcast TOC	22 AWG M/F	Clark	704DBR	8	4 Channel Direct Burial Shielded Audio		500
109		Broadcast TOC	XLR (M)	Clark	704DBR	4	4 Channel Direct Burial Shielded Audio		500
110		Broadcast TOC	CAT6	Clark	CN423C6DBR	2	Indoor/Outdoor Rated UTP		500
111		Broadcast Connection Room	Triax (F)	Clark	TV7511DBR	2	Direct Burial Riser Rated Triax		500
112		Broadcast Connection Room	SMPTE (F)	Clark	HFC3DBR	2	Direct Burial Riser 3 Channel Hybrid SMPT		500
113		Broadcast Connection Room	SMF Strand	Clark	CWF-D012SMR	12	Riser Direct Burial 12 Strand Fiber		500
114		Broadcast Connection Room	22 AWG M/F	Clark	704DBR	8	4 Channel Direct Burial Shielded Audio		500
115		Broadcast Connection Room	XLR (M)	Clark	704DBR	4	4 Channel Direct Burial Shielded Audio		500
116		Front of House	22 AWG M/F	Clark	704DBR	4	4 Channel Direct Burial Shielded Audio		500
117		Bulloch Box	24x24x12	Bulloch		1	Stainless Steel Box		1
118		Broadcast TOC	SMPTE (F)	Clark	HFC3DBR	2	Direct Burial Riser 3 Channel Hybrid SMPT		500
119		Broadcast TOC	SMF Strand	Clark	CWF-D012SMR	12	Riser Direct Burial 12 Strand Fiber		500

120	JBT-2A1	Broadcast TOC	22 AWG M/F	Clark	704DBR	8	4 Channel Direct Burial Shielded Audio	West Side Main Lobby	500
121		Broadcast TOC	XLR (M)	Clark	704DBR	4	4 Channel Direct Burial Shielded Audio		500
122		Broadcast Connection Room	Triax (F)	Clark	TV7511DBR	2	Direct Burial Riser Rated Triax		500
123		Broadcast Connection Room	SMPTE (F)	Clark	HFC3DBR	2	Direct Burial Riser 3 Channel Hybrid SMPT		500
124		Broadcast Connection Room	22 AWG M/F	Clark	704DBR	8	4 Channel Direct Burial Shielded Audio		500
125		Broadcast Connection Room	XLR (M)	Clark	704DBR	4	4 Channel Direct Burial Shielded Audio		500
126		Broadcast Connection Room	CAT6	Clark	CN423C6DBR	2	Indoor/Outdoor Rated UTP		500
127		Front of House	22 AWG M/F	Clark	706DBR	6	6 Channel Direct Burial Shielded Audio		500
128		Bulloch Box	24x24x12	Bulloch		1	Stainless Steel		1
129	JBT-2A2	Broadcast TOC	SMPTE (F)	Clark	HFC3DBR	2	Direct Burial Riser 3 Channel Hybrid SMPT	North Endzone Hi	500
130		Broadcast TOC	SMF Strand	Clark	CWF-D012SMR	12	Riser Direct Burial 12 Strand Fiber		500
131		Broadcast TOC	22 AWG M/F	Clark	704DBR	8	4 Channel Direct Burial Shielded Audio		500
132		Broadcast TOC	XLR (M)	Clark	704DBR	4	4 Channel Direct Burial Shielded Audio		500
133		Broadcast TOC	CAT6	Clark	CN423C6DBR	2	Indoor/Outdoor Rated UTP		500
134		Broadcast Connection Room	Triax (F)	Clark	TV7511DBR	2	Direct Burial Riser Rated Triax		500
135		Broadcast Connection Room	SMPTE (F)	Clark	HFC3DBR	2	Direct Burial Riser 3 Channel Hybrid SMPT		500
136		Broadcast Connection Room	SMF Strand	Clark	CWF-D012SMR	12	Riser Direct Burial 12 Strand Fiber		500
137		Broadcast Connection Room	22 AWG M/F	Clark	704DBR	8	4 Channel Direct Burial Shielded Audio		500
138		Broadcast Connection Room	XLR (M)	Clark	704DBR	4	4 Channel Direct Burial Shielded Audio		500
139		Front of House	22 AWG M/F	Clark	704DBR	4	4 Channel Direct Burial Shielded Audio		500
140		Bulloch Box	24x24x12	Bulloch		1	Stainless Steel Box		1
141	JBT-2A3	Broadcast TOC	SMPTE (F)	Clark	HFC3DBR	2	Direct Burial Riser 3 Channel Hybrid SMPT	West Side High Mid	500
142		Broadcast TOC	SMF Strand	Clark	CWF-D012SMR	12	Riser Direct Burial 12 Strand Fiber		500
143		Broadcast TOC	22 AWG M/F	Clark	704DBR	8	4 Channel Direct Burial Shielded Audio		500
144		Broadcast TOC	XLR (M)	Clark	704DBR	4	4 Channel Direct Burial Shielded Audio		500
145		Broadcast TOC	CAT6	Clark	CN423C6DBR	2	Indoor/Outdoor Rated UTP		500
146		Broadcast Connection Room	Triax (F)	Clark	TV7511DBR	2	Direct Burial Riser Rated Triax		500
147		Broadcast Connection Room	SMPTE (F)	Clark	HFC3DBR	2	Direct Burial Riser 3 Channel Hybrid SMPT		500
148		Broadcast Connection Room	SMF Strand	Clark	CWF-D012SMR	12	Riser Direct Burial 12 Strand Fiber		500
149		Broadcast Connection Room	22 AWG M/F	Clark	704DBR	8	4 Channel Direct Burial Shielded Audio		500
150		Broadcast Connection Room	XLR (M)	Clark	704DBR	4	4 Channel Direct Burial Shielded Audio		500
151		Front of House	22 AWG M/F	Clark	704DBR	4	4 Channel Direct Burial Shielded Audio		500
152		Bulloch Box	24x24x12	Bulloch		1	Stainless Steel Box		1
153	JBT-2B1	Broadcast TOC	Triax (F)	Clark	TV7511DBR	2	Direct Burial Riser Rated Triax	Northeast H	500
154		Broadcast TOC	SMPTE (F)	Clark	HFC3DBR	2	Direct Burial Riser 3 Channel Hybrid SMPT		500
155		Broadcast TOC	SMF Strand	Clark	CWF-D012SMR	12	Riser Direct Burial 12 Strand Fiber		500
156		Broadcast TOC	22 AWG M/F	Clark	704DBR	8	4 Channel Direct Burial Shielded Audio		500
157		Broadcast TOC	XLR (M)	Clark	704DBR	4	4 Channel Direct Burial Shielded Audio		500
158		Broadcast TOC	CAT6	Clark	CN423C6DBR	2	Indoor/Outdoor Rated UTP		500
159		Broadcast Connection Room	SMPTE (F)	Clark	HFC3DBR	2	Direct Burial Riser 3 Channel Hybrid SMPT		500

160		Broadcast Connection Room	SMF Strand	Clark	CWF-D012SMR	12	Riser Direct Burial 12 Strand Fiber	ii Mid	500
161		Broadcast Connection Room	22 AWG M/F	Clark	704DBR	8	4 Channel Direct Burial Shielded Audio		500
162		Broadcast Connection Room	XLR (M)	Clark	704DBR	4	4 Channel Direct Burial Shielded Audio		500
163		Front of House	22 AWG M/F	Clark	704DBR	4	4 Channel Direct Burial Shielded Audio		500
164		Bulloch Box	24x24x12	Bulloch		1	Stainless Steel Box		1
165	JBT-2B2	Broadcast TOC	SMPTE (F)	Clark	HFC3DBR	2	Direct Burial Riser 3 Channel Hybrid SMPT	East Multipurpose Room	500
166		Broadcast TOC	SMF Strand	Clark	CWF-D012SMR	12	Riser Direct Burial 12 Strand Fiber		500
167		Broadcast TOC	22 AWG M/F	Clark	704DBR	8	4 Channel Direct Burial Shielded Audio		500
168		Broadcast TOC	XLR (M)	Clark	704DBR	4	4 Channel Direct Burial Shielded Audio		500
169		Broadcast Connection Room	Triax (F)	Clark	TV7511DBR	2	Direct Burial Riser Rated Triax		500
170		Broadcast Connection Room	SMPTE (F)	Clark	HFC3DBR	2	Direct Burial Riser 3 Channel Hybrid SMPT		500
171		Broadcast Connection Room	22 AWG M/F	Clark	704DBR	8	4 Channel Direct Burial Shielded Audio		500
172		Broadcast Connection Room	XLR (M)	Clark	704DBR	4	4 Channel Direct Burial Shielded Audio		500
173		Broadcast Connection Room	CAT6	Clark	CN423C6DBR	2	Indoor/Outdoor Rated UTP		500
174		Front of House	22 AWG M/F	Clark	706DBR	6	6 Channel Direct Burial Shielded Audio		500
175		Bulloch Box	24x24x12	Bulloch		1	Stainless Steel Box		1
176	JBT-2B3	Broadcast TOC	SMPTE (F)	Clark	HFC3DBR	2	Direct Burial Riser 3 Channel Hybrid SMPT	East Stands Hi Mid	500
177		Broadcast TOC	SMF Strand	Clark	CWF-D012SMR	12	Riser Direct Burial 12 Strand Fiber		500
178		Broadcast TOC	22 AWG M/F	Clark	704DBR	8	4 Channel Direct Burial Shielded Audio		500
179		Broadcast TOC	XLR (M)	Clark	704DBR	4	4 Channel Direct Burial Shielded Audio		500
180		Broadcast TOC	CAT6	Clark	CN423C6DBR	2	Indoor/Outdoor Rated UTP		500
181		Broadcast Connection Room	Triax (F)	Clark	TV7511DBR	2	Direct Burial Riser Rated Triax		500
182		Broadcast Connection Room	SMPTE (F)	Clark	HFC3DBR	2	Direct Burial Riser 3 Channel Hybrid SMPT		500
183		Broadcast Connection Room	SMF Strand	Clark	CWF-D012SMR	12	Riser Direct Burial 12 Strand Fiber		500
184		Broadcast Connection Room	22 AWG M/F	Clark	704DBR	8	4 Channel Direct Burial Shielded Audio		500
185		Broadcast Connection Room	XLR (M)	Clark	704DBR	4	4 Channel Direct Burial Shielded Audio		500
186		Front of House	22 AWG M/F	Clark	704DBR	4	4 Channel Direct Burial Shielded Audio		500
187		Bulloch Box	24x24x12	Bulloch		1	Stainless Steel Box		1
188	JBT-2D1	Broadcast TOC	SMPTE (F)	Clark	HFC3DBR	2	Direct Burial Riser 3 Channel Hybrid SMPT	South Endzone Hi	500
189		Broadcast TOC	SMF Strand	Clark	CWF-D012SMR	12	Riser Direct Burial 12 Strand Fiber		500
190		Broadcast TOC	22 AWG M/F	Clark	704DBR	8	4 Channel Direct Burial Shielded Audio		500
191		Broadcast TOC	XLR (M)	Clark	704DBR	4	4 Channel Direct Burial Shielded Audio		500
192		Broadcast TOC	CAT6	Clark	CN423C6DBR	2	Indoor/Outdoor Rated UTP		500
193		Broadcast Connection Room	Triax (F)	Clark	TV7511DBR	2	Direct Burial Riser Rated Triax		500
194		Broadcast Connection Room	SMPTE (F)	Clark	HFC3DBR	2	Direct Burial Riser 3 Channel Hybrid SMPT		500
195		Broadcast Connection Room	SMF Strand	Clark	CWF-D012SMR	12	Riser Direct Burial 12 Strand Fiber		500
196		Broadcast Connection Room	22 AWG M/F	Clark	704DBR	8	4 Channel Direct Burial Shielded Audio		500
197		Broadcast Connection Room	XLR (M)	Clark	704DBR	4	4 Channel Direct Burial Shielded Audio		500
198		Front of House	22 AWG M/F	Clark	704DBR	4	4 Channel Direct Burial Shielded Audio		500
199		Bulloch Box	24x24x12	Bulloch		1	Stainless Steel Box		1
200		Broadcast TOC	SMPTE (F)	Clark	HFC3DBR	2	Direct Burial Riser 3 Channel Hybrid SMPT		500

201		Broadcast TOC	SMF Strand	Clark	CWF-D012SMR	12	Riser Direct Burial 12 Strand Fiber		500
202		Broadcast TOC	22 AWG M/F	Clark	704DBR	8	4 Channel Direct Burial Shielded Audio		500
203		Broadcast TOC	XLR (M)	Clark	704DBR	4	4 Channel Direct Burial Shielded Audio		500
204		Broadcast TOC	CAT6	Clark	CN423C6DBR	2	Indoor/Outdoor Rated UTP		500
205	JBT-2D2	Broadcast Connection Room	Triax (F)	Clark	TV7511DBR	2	Direct Burial Riser Rated Triax		500
206		Broadcast Connection Room	SMPTE (F)	Clark	HFC3DBR	2	Direct Burial Riser 3 Channel Hybrid SMPT		500
207		Broadcast Connection Room	SMF Strand	Clark	CWF-D012SMR	12	Riser Direct Burial 12 Strand Fiber		500
208		Broadcast Connection Room	22 AWG M/F	Clark	704DBR	8	4 Channel Direct Burial Shielded Audio		500
209		Broadcast Connection Room	XLR (M)	Clark	704DBR	4	4 Channel Direct Burial Shielded Audio		500
210		Front of House	22 AWG M/F	Clark	704DBR	4	4 Channel Direct Burial Shielded Audio		500
211		Bulloch Box	24x24x12	Bulloch		1	Stainless Steel Box		1
212	JBT-4A1 -	Broadcast TOC	SMF Strand	Clark	CWF-D012SMR	12	Riser Direct Burial 12 Strand Fiber		500
213	Recomme	Broadcast TOC	22 AWG M/F	Clark	704DBR	2	4 Channel Direct Burial Shielded Audio		500
214	nded	Broadcast TOC	XLR (M)	Clark	704DBR	2	4 Channel Direct Burial Shielded Audio		500
215	Hammond	Broadcast Connection Room	SMF Strand	Clark	CWF-D012SMR	12	Riser Direct Burial 12 Strand Fiber		500
216	Box cost	Broadcast Connection Room	22 AWG M/F	Clark	704DBR	2	4 Channel Direct Burial Shielded Audio		500
217	effectiven	Broadcast Connection Room	XLR (M)	Clark	704DBR	2	4 Channel Direct Burial Shielded Audio		500
218	ess	Hammond		Hammond		1	Hammond Box or Stainless Steel Bulloch		1
219	JBT-4B1 -	Broadcast TOC	SMF Strand	Clark	CWF-D012SMR	12	Riser Direct Burial 12 Strand Fiber		500
220	Recomme	Broadcast TOC	22 AWG M/F	Clark	704DBR	4	4 Channel Direct Burial Shielded Audio		500
221	nded	Broadcast TOC	XLR (M)	Clark	704DBR	4	4 Channel Direct Burial Shielded Audio		500
222	Hammond	Broadcast Connection Room	SMF Strand	Clark	CWF-D012SMR	6	Riser Direct Burial 12 Strand Fiber		500
223	Box cost	Broadcast Connection Room	22 AWG M/F	Clark	704DBR	2	4 Channel Direct Burial Shielded Audio		500
224	effectiven	Broadcast Connection Room	XLR (M)	Clark	704DBR	4	4 Channel Direct Burial Shielded Audio		500
225	ess	Hammond		Hammond		1	Hammond Box or Stainless Steel Bulloch		1
226		TOC	SMF Strand	Clark	CWF-D012SMR	48	Riser Direct Burial 12 Strand Fiber		500
227	BCR	TOC	22 AWG M/F	Clark	712DBR	24	12 Channel Direct Burial Shielded Audio		500
228		TOC	RG-6	Clark	CD7056DBR	24	Riser Direct Burial Coax Cable		500
229		Bulloch Box	95x25x25	Bulloch		1	Stainless Steel Enclosure		1

JMU - Atlantic Union Bank Center
Wireless Camera Options
2/23/2020

Ref Quote: DVG19-3666
*For project bid Best And Final Offer (BAFO)
additional discounts from VASCUPP offered
where possible.

Line #	Item	Description	QTY	MSRP	VASCUP	Price	Ext MSRP	Ext Total	Notes
<i>Camera System</i>									
CAMERA - ABonAir Wireless									
CC-300-X5		Clearcom, CC-300-X5, Single-ear standard HS XLR-5M	1	\$ 370.00	17%	\$ 307.10	\$ 370.00	\$ 307.10	changed from original BOM spec, was CC-220-X5
<i>Batteries and Accessories</i>									
8675-0125		Anton Bauer, 8675-0125, Dionic XT90 Gold Mount Lithium Ion Battery, 14.1 volts, 99Wh	4	\$ 529.00	12%	\$ 465.52	\$ 2,116.00	\$ 1,862.08	
8475-0126		Anton Bauer, 8475-0126, LP4 Quad Low Profile Gold Mount prioritybased simultaneous four position PowerCharger with LED display	1	\$ 1,297.00	12%	\$ 1,141.36	\$ 1,297.00	\$ 1,141.36	
<i>Wireless System</i>									
AB512-1U		ABonAir, AB512-1U, 1xTransmitter, 1x Receiver (1U), 2x 5dbi Omni, 2x 9dbi Omni, Power-Supply, 2xSDI cables, 2xCCU/RCP Cables, Pelican Case with foam	1	\$ 29,995.00	8%	\$ 27,595.40	\$ 29,995.00	\$ 27,595.40	ABonAir is not on DVG's VASCUPP contract
Spring3dbi		ABonAir, Spring3dbi, Omni Antenna with Spring (flexible), 3dbi with N-type connector	2	\$ 450.00	8%	\$ 414.00	\$ 900.00	\$ 828.00	Note: items being provided are based on manufacturer's recommended configuration for customer scope
FCE - SZ		ABonAir, FCE - SZ, Fiber Coverage Extender Single-zone area, outdoor box, support duplex fiber	2	\$ 6,995.00	8%	\$ 6,435.00	\$ 13,990.00	\$ 12,870.00	
Omni12dbi		ABonAir, Omni12dbi, Omni Antenna, 12dbi, N-Type connector	4	\$ 375.00	8%	\$ 345.00	\$ 1,500.00	\$ 1,380.00	
ABA-Commissioning		ABonAir, Commissioning, Onsite Commissioning and Integration Support	1	\$ 7,995.00	n/a	\$ 7,995.00	\$ 7,995.00	\$ 7,995.00	
ABA-SLA-12		ABonAir, SLA-12, Silver Service Level Agreement per year starting after warranty expired.	2	\$ 4,069.80	n/a	\$ 4,069.80	\$ 8,139.60	\$ 8,139.60	extends warranty coverage out to 3 years from time of purchase
ABonAir Subtotal							\$ 66,302.60	\$ 62,118.54	
<i>CAMERA - Wave Central Wireless</i>									
CC-300-X5		Clearcom, CC-300-X5, Single-ear standard HS XLR-5M	1	\$ 370.00	17%	\$ 307.10	\$ 370.00	\$ 307.10	changed from original BOM spec, was CC-220-X5
<i>Batteries and Accessories</i>									
8675-0125		Anton Bauer, 8675-0125, Dionic XT90 Gold Mount Lithium Ion Battery, 14.1 volts, 99Wh	4	\$ 529.00	12%	\$ 465.52	\$ 2,116.00	\$ 1,862.08	
8475-0126		Anton Bauer, 8475-0126, LP4 Quad Low Profile Gold Mount prioritybased simultaneous four position PowerCharger with LED display	1	\$ 1,297.00	12%	\$ 1,141.36	\$ 1,297.00	\$ 1,141.36	
<i>Wireless System</i>									
AXHIT-60-TX		Wave Central, AXHIT-60-TX, 5.8GHz Hitachi Enclosed TX - H.264 Encoding, Ultra Low Delay, Hitachi Camera Back with Integrated RF TX & Paint Solution	1	\$ 18,750.00	5%	\$ 17,812.50	\$ 18,750.00	\$ 17,812.50	Note: items being provided are based on manufacturer's recommended configuration for customer scope
OFLX6-5G		Wave Central, OFLX6-5G, 5.8GHz 6dbi Flex Omni	1	\$ 1,600.00	5%	\$ 1,520.00	\$ 1,600.00	\$ 1,520.00	
AXRX3-2DD		Wave Central, AXRX3-2DD, 2way Diversity RX w/ H.264 Decoder, Genlock (Expandable to 8Way)	1	\$ 24,500.00	5%	\$ 23,275.00	\$ 24,500.00	\$ 23,275.00	
SCR12-5G		Wave Central, SCR12-5G, 5.8GHz 12dbi Sector High Gain Antenna	2	\$ 1,600.00	5%	\$ 1,520.00	\$ 3,200.00	\$ 3,040.00	
AXBDC-5G		Wave Central, AXBDC-5G, 5.8GHz BDC with Outdoor Housing	2	\$ 2,800.00	5%	\$ 2,660.00	\$ 5,600.00	\$ 5,320.00	
ARCPA		Wave Central, ARCPA, Magic Arm Mount w/"C" Clamp	3	\$ 450.00	5%	\$ 427.50	\$ 1,350.00	\$ 1,282.50	
BRAB		Wave Central, BRAB, Antenna Mounting Brackets	3	\$ 200.00	5%	\$ 190.00	\$ 600.00	\$ 570.00	
AXHUB		Wave Central, AXHUB, *(4) Input Camera Paint Control Hub, Uses Manufacturer's Panel**	1	\$ 10,000.00	5%	\$ 9,500.00	\$ 10,000.00	\$ 9,500.00	
AXCTX		Wave Central, AXCTX, 450MHz Paint System Data TX (With PODC)	1	\$ 6,300.00	5%	\$ 5,985.00	\$ 6,300.00	\$ 5,985.00	
AXCRX		Wave Central, AXCRX, 450MHz Paint System Data RX (Integrated into AXHIT Housing)	1	\$ 6,300.00	5%	\$ 5,985.00	\$ 6,300.00	\$ 5,985.00	
SER-FIBER-SM		Wave Central, SER-FIBER-SM, SER-FIBER-SM	1	\$ 2,000.00	n/a	\$ 2,000.00	\$ 2,000.00	\$ 2,000.00	
WC-SYSCOMM		Wave Central, SYSCOMM, System Commissioning	1	\$ 4,000.00	n/a	\$ 4,000.00	\$ 4,000.00	\$ 4,000.00	
Wave Central Subtotal							\$ 84,200.00	\$ 80,290.00	



Digital Video Group, Inc.
8529 Meadowbridge Road, Suite 100
Mechanicsville, Virginia 23116

James Madison University
Atlantic Union Center – Broadcast System
RFP SCK-1067

DVG Proposal DVG19-3666

Friday, November 15, 2019



Digital Video Group, Inc.
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Mechanicsville, Virginia 23116

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November 14, 2019

Re: DVG Proposal DVG19-3666 for RFP SCK-1067, Atlantic Union Bank Center – Broadcast System

On behalf of Digital Video Group, Inc. (DVG), I want to thank you for the opportunity to respond to the RFP SCK-1067 that was issued on 10/18/2019.

DVG is a Value-Added Reseller (VAR) and Systems Integrator (SI) of professional broadcast and media production equipment, systems and technology. Based on our evaluation of the RFP requirements, DVG is submitting the following response to this RFP. Our proposal adheres to all T&C of the VASCUPP Contract.

DVG is submitting this proposal as the Prime Integrator and will establish a Sub-Contract with ScherShot Productions out of Iron Station, NC to install all infrastructure cabling and junction boxes as outlined in the 2.0 Broadcast Cabling tab of Attachment G – Broadcast System Pricing Form and the drawings.

DVG greatly appreciates the opportunity to take part in this RFP process.

Please do not hesitate to reach out with any questions or feedback.

Sincerest Regards,

Ryan Boze
Sales Representative
Digital Video Group, Inc.
703-403-1624 m
ryan@digitalvideogroup.com

Broadcast Production
Leading Edge Audio Visual Technologies

REQUEST FOR PROPOSAL
RFP# SCK-1067

Issue Date: October 18, 2019
Title: ATLANTIC UNION BANK CENTER - BROADCAST SYSTEMS
PACKAGE
Issuing Agency: Commonwealth of Virginia
James Madison University
Procurement Services MSC 5720
752 Ott Street, Wine Price Building
First Floor, Suite 1023
Harrisonburg, VA 22807

Period of Contract: Period of Contract: From Date of Award Through Two (2) Years with the option to renew for eight (8) additional one year periods

Sealed Proposals Will Be Received Until 2:00 PM on November 15, 2019 for Furnishing The Services Described Herein.

SEALED PROPOSALS MAY BE MAILED, EXPRESS MAILED, OR HAND DELIVERED DIRECTLY TO THE ISSUING AGENCY SHOWN ABOVE.

All Inquiries For Information And Clarification Should Be Directed To: Savana Koteita, Buyer Specialist, Procurement Services, koteitsc@jmu.edu; 540-568-4280; (Fax) 540-568-7935 not later than **November 15, 2019**.

NOTE: THE SIGNED PROPOSAL AND ALL ATTACHMENTS SHALL BE RETURNED.

In compliance with this Request for Proposal and to all the conditions imposed herein, the undersigned offers and agrees to furnish the goods/services in accordance with the attached signed proposal or as mutually agreed upon by subsequent negotiation.

Name and Address of Firm:

Digital Video Group, Inc.
8529 Meadowbridge Rd, Unit 100
Mechanicsville, VA 23116

By:


(Signature in Ink)

Name:

Ryan Boze
(Please Print)

Date: 11/14/2019

Title: Sales Representative

Web Address: www.digitalvideogroup.com

Phone: 703-403-1624

Email: ryan@digitalvideogroup.com

Fax #: 804-559-0017

ACKNOWLEDGE RECEIPT OF ADDENDUM: #1 RB #2 _____ #3 _____ #4 _____ #5 _____ (please initial)

CONTRACTOR/SUBCONTRACTOR LICENSE REQUIREMENT: By my signature on this solicitation, I certify that this firm/individual and subcontractor is properly licensed for providing the goods/services specified. License # 2705097454 Type Class A (Electronic / Communications Service)

SMALL, WOMAN OR MINORITY OWNED BUSINESS:

☒ YES; ☐ NO; *IF YES* → ☒ SMALL; ☐ WOMAN; ☐ MINORITY *IF MINORITY:* ☐ AA; ☐ HA; ☐ AsA; ☐ NW; ☐ Micro

Note: This public body does not discriminate against faith-based organizations in accordance with the Code of Virginia, § 2.2-4343.1 or against an offeror because of race, religion, color, sex, national origin, age, disability, or any other basis prohibited by state law relating to discrimination in employment.

Cert # 009020



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- iii) RFP Cover Sheet; signature of agreement to all RFP considerations and acknowledgement of Addenda
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DVG Info:

Virginia Resale #: 0020225289
Federal ID #: [REDACTED]
DUNS #: 132-395-232 exp 12/30/2016
SWAM certified Small Business Cert # 009020
Virginia Class A Contractors License # 2705097454
eVA: vendor # E20950
DVG VASCUPP Contract #: 7058821-07JC



RFP Section V.B.2 - Plan & Methodology

Digital Video Group (DVG) approaches each project as a unique opportunity, regardless of the aspects involved. We start by understanding the customer's goals, both immediate and future. We work to craft a proposal to meet those challenges while also being diligent not to oversell or under engineer the opportunity.

Our methodology is a careful mix of experience, industry best practices, and close vendor relationships, that ensure the customers interests are met, and expectations are exceeded. We invest hundreds of hours with vendors getting factory training on many of the products we represent, as well as spending time with products building concrete workflows in our in-house lab. Our lab contains demo systems from both vendors as well as DVG owned systems, where we test customer workflows, new vendor products, and hone our training skills. This environment is also conducive to testing all systems we build in house so the customer's out of the box and installation experience is as painless as possible.

DVG project engineers will oversee the entire project. They will design the overall signal flow, rack elevations, and create CAD drawings and wire run lists. This helps eliminate translation issues between the engineering and CAD stages. The same engineer will also oversee integration. The engineer's responsibilities continue with commissioning and system training.

This provides the client and project a continuity from start to finish – there is one person who is *totally* responsible for the entire project. Many system integrators divide a project between numerous engineers and technicians – handing off responsibilities from one person to the next. Experience shows this scenario often leads to a higher percentage of system failures and support issues.

We at DVG feel there is a delicate balance between too much Project Management, and inadequate Project Management. We let the customer tell us how much communication and milestone communications they are looking for, while carefully managing the project behind the scenes. What you won't see from us is an endless army of manager's micro managing every detail of a project in order to bill the customer for this needless activity.

In-Shop Install and Testing Methodology:

Internally we have three goals for larger projects. First, we want to get the infrastructure of the project system laid out and powered up. This includes wiring all racks as much as possible, and creating some temporary tie lines so that we can achieve our second goal, which is basic functionality and testing of that system prior to delivery to the client site. This reduces our time on site building the project, and insures there are no surprises which make for a faster and smoother install. While in-shop, the assigned project manager can provide oversight, expedite any missing products from vendors,



liaison with the site personnel for install, and communicate project status and milestone accomplishments with the customer.

On-Site Install and Management Methodology:

On-site installation is where we get the final infrastructure in place, and begin to get the system operational in the intended integration location. We do basic sub-system testing as we go, so again there will be no surprises when we get to final testing and proof of performance. It is at this stage that project management begins to setup training times and sessions with the customer, providing communication status and milestones, and is tying up any remaining equipment discrepancies with vendors and on-site engineering personnel.

Final Testing and Setup Methodology:

Our final testing is customer driven; we want to ensure the customer is involved in the testing and understands the level of functionality that has been achieved. We do path testing of every video, audio, and control level of the system to insure correct cabling. The customer and project manager check off on the system drawings and each path to ensure that there is continuity between design and execution. Audio and video signals are checked using industry standard methods and devices so output levels are standard and broadcast legal. Networking connections are tested as well.

Finally, we begin training. DVG creates a training syllabus for each major system, and several training sessions as needed are conducted of every system on the project. Vendor support is brought in for high level systems. DVG's Certified Engineers also do workflow consultation for editing, service, best practices, and product training on all systems.



RFP Section V.B.3 – Company Profile

Digital Video Group (DVG) is a leading television broadcast systems designer and integrator based in Mechanicsville, VA. The company has been in business for over 16 years with hundreds of successful projects allowing our clients to produce amazing video and audio programming. Many employees individually bring over 30 years of experience in the television systems integration business.

Digital Video Group currently has 29 employees.

Alex Martin	CEO and Founder	16 years
William Martin	President	16 years
Joe Davenport	VP Engineering	11 years
Chuck Heffner	VP Broadcast Systems	7 years

The company has 9 sales representatives, 9 engineers and integrators, and 7 administrators.

DVG is one of the largest Ross and Grass Valley integrators partners in North America. DVG regularly provides system commissioning and training with its own engineers on Ross production switchers, character generators, clip servers, routing switchers, and terminal gear. This not only saves our clients time and money, but also allows DVG engineers to be familiar with the system's technical and operational functions. This enables DVG the ability to provide exceptionable customer support.

Most system integrators solely contract manufacturer commissioning and training and then have to heavily rely on manufacturer customer support. These integrators assign the majority of support to the manufacturer who doesn't have local knowledge of the integration. This approach also incurs expensive manufacturer charged labor and travel expenses.

Many DVG engineers have a production background. This allows the design process to be responsive not only to the engineering requirements but also to the operational nuances. These engineers will provide product training on production switchers, character generators, routing switchers, intercom, audio mixers, and editing systems. The training is not only product specific but also system specific. This is a level of training often beyond what a manufacturer can offer, as the factory trainer generally only understands his/her specific product.

DVG does not live and die by change orders. All reasonable client requests will be considered, and many are implemented under the original scope of the project. More involved requests or substantial system modifications will be negotiated.



Key Personnel Resumes

Joe Davenport, VP of Engineering

Mr. Davenport will be the engineering lead and project manager for this project. He will be responsible for engineering the project. He will create the CAD drawings and wiring run lists. Mr. Davenport will also work with the various manufacturers to commission and train on the system.

Mr. Davenport has been employed by DVG for over 12 years. He was the project lead for the recently completed WSLs station relocation, The Liberty University Green Hall control room and tech core, the Associated Press routing switcher upgrade, the WCVE mobile production unit truck, the Liberty University Vines Center control room, Maryland Public TV router, and Norfolk State University studio and auditorium projects.

Mr. Davenport has been the lead engineer and project manager for production projects at High Point University, WCVE, WETA, Maryland Public TV post production upgrade, Elon University, Radford University, Longwood University, James Madison University, Arlington County (VA) Government TV, Loudoun County Government (VA), Prince William County (VA), Montgomery County (MD), International Association of Firefighters, the US Federal Reserve, and many others.

Mr. Davenport will be the main point of contact after contract award.

Mr. Davenport is based out of the main DVG headquarters in Mechanicsville, VA.

Chuck Heffner, VP of Broadcast Systems

Mr. Heffner will work with the client to develop the conceptual design and application of technological solutions for the project. After contract award, he will provide assistance and consulting to the project leader during the early stages of the project. He will coordinate planning between the JMU, DVG and the manufacturing vendors. He will also assist with the system commissioning and will provide operator training.

Mr. Heffner has over 35 years in video systems integration and broadcast equipment manufacturing. He has been employed by DVG for over seven years. Prior to DVG he was the senior applications engineer for Professional Products, account manager for Miranda and the Grass Valley Group, and product manager for Dynatech Broadcast Group.

Mr. Heffner has been technical lead for large projects for the Associated Press in Washington DC and NY, the US House of Representatives, WJLA, and the Hope Channel.

At DVG, Mr. Heffner has been the designer and technical lead for productions projects for WSLs, Library of Congress, MPT, WCVE-TV, Norfolk State University, High Point University, Elon University, Radford



University, Longwood University, James Madison University, Fairfax County Government, Arlington County (VA) Government TV, Loudoun County Government (VA), Prince William County (VA), Montgomery County (MD), International Association of Firefighters, the US Federal Reserve, and many others.

Mr. Heffner is based in the Washington DC area.

Jeff Rubeck, Integration Supervisor

Mr. Rubeck will be project supervisor and lead integrator for this project. He will be responsible for coordinating the installation logistics and managing the integration team members.

Mr. Rubeck has been in the system integration business for over 30 years. Mr. Rubeck has been employed as at DVG for over five years. He has been employed by McLean Bible Church, Innovative Technologies Inc., Slingshot Networks, and Wang/I-Net

He has supervised major router installation projects for the WSLs NBC10, Associated Press, US Defense Media Activity, Maryland Public Television, Elon University, and Norfolk State University.

Mr. Rubeck is based out of the main DVG headquarters in Mechanicsville, VA.

Ryan Boze, Sales Representative

Ryan has over 15 years of progressively responsible experience in technical operations, sales, business management, and has a profound understanding of the Broadcast TV industry.

Ryan began his venture into the industry in 1998 at the age of 17 as a systems maintenance engineer and IT support assistant at WWBT in Richmond. Ryan attended George Mason University between 2000 and 2004 and earned his B.S. in Management Information Systems/Decision Sciences. After college, he worked for WUPV-TV in Richmond, VA as a Sales Representative until he returned to George Mason University in 2007. In 2009, he earned his Master's in Business Administration, Financial Management. Since graduating, Ryan has been a Sales Representative and Office Manager for Digital Video Group, formally covering the Washington, DC regional market and currently covering the Central VA, and Hampton Roads territory.

RFP Section V.B.4 – Offeror Data Sheet

ATTACHMENT A

OFFEROR DATA SHEET

TO BE COMPLETED BY OFFEROR

1. **QUALIFICATIONS OF OFFEROR:** Offerors must have the capability and capacity in all respects to fully satisfy the contractual requirements.
2. **YEARS IN BUSINESS:** Indicate the length of time you have been in business providing these types of goods and services.

Years 16 Months 5

3. **REFERENCES:** Indicate below a listing of at least five (5) organizations, either commercial or governmental/educational, that your agency is servicing. Include the name and address of the person the purchasing agency has your permission to contact.

CLIENT	LENGTH OF SERVICE	ADDRESS	CONTACT PERSON/PHONE #
James Madison University	SMAD 12 yrs/Athletics 2yrs	MSC 2104/MSC 0404	John Hodges 540-568-6062/Kevin Warner 540-568-4263
WSLS NBC 10	10+ years	821 5th St NE, Roanoke, VA 24016	Ricky Williams, Director of Technology, 540-512-1541
Elon University	3+ years	100 Campus Dr Elon, NC 27244	Joe Davis, Asst Dir of Technology, 336-278-6610
Fairfax County Gov	10+ years	12000 Government Center Pkwy Fairfax, VA 22035	Greg Smalfelt, Senior Video Eng, 703-324-5929
Arlington Public Schools	5 years	816 S. Walter Reed Dr Arlington, VA 22204	Duane Lomis, Sr Video Eng, 703-228-5753

4. List full names and addresses of Offeror and any branch offices which may be responsible for administering the contract.

Digital Video Group, Inc 8529 Meadowbridge Rd, Unit 100 Mechanicsville, VA 23116

Digital Video Gorup, Inc. 156 Fort Collier Rd, Unit #3 Winchester, VA 22603

5. **RELATIONSHIP WITH THE COMMONWEALTH OF VIRGINIA:** Is any member of the firm an employee of the Commonwealth of Virginia who has a personal interest in this contract pursuant to the [CODE OF VIRGINIA](#), SECTION 2.2-3100 – 3131?

[] YES [x] NO

IF YES, EXPLAIN:

RFP Section V.B.5 – Small Business Subcontracting Plan

ATTACHMENT B

Small, Women and Minority-owned Businesses (SWaM) Utilization Plan

Offeror Name: Digital Video Group, Inc.

Preparer Name: Ryan Boze

Date: 11/15/2019

Is your firm a **Small Business Enterprise** certified by the Department of Small Business and Supplier Diversity (SBSD)? Yes ☒ No ☐

If yes, certification number: 009020 Certification date: 10/10/2017

Is your firm a **Woman-owned Business Enterprise** certified by the Department of Small Business and Supplier Diversity (SBSD)? Yes ☐ No ☒

If yes, certification number: Certification date:

Is your firm a **Minority-Owned Business Enterprise** certified by the Department of Small Business and Supplier Diversity (SBSD)? Yes ☐ No ☒

If yes, certification number: Certification date:

Is your firm a **Micro Business** certified by the Department of Small Business and Supplier Diversity (SBSD)? Yes ☐ No ☒

If yes, certification number: Certification date:

Instructions: *Populate the table below to show your firm's plans for utilization of small, women-owned and minority-owned business enterprises in the performance of the contract. Describe plans to utilize SWAMs businesses as part of joint ventures, partnerships, subcontractors, suppliers, etc.*

Small Business: "Small business " means a business, independently owned or operated by one or more persons who are citizens of the United States or non-citizens who are in full compliance with United States immigration law, which, together with affiliates, has 250 or fewer employees, or average annual gross receipts of \$10 million or less averaged over the previous three years.

Woman-Owned Business Enterprise: A business concern which is at least 51 percent owned by one or more women who are U.S. citizens or legal resident aliens, or in the case of a corporation, partnership or limited liability company or other entity, at least 51 percent of the equity ownership interest in which is owned by one or more women, and whose management and daily business operations are controlled by one or more of such individuals. **For purposes of the SWAM Program, all certified women-owned businesses are also a small business enterprise.**

Minority-Owned Business Enterprise: A business concern which is at least 51 percent owned by one or more minorities or in the case of a corporation, partnership or limited liability company or other entity, at least 51 percent of the equity ownership interest in which is owned by one or more minorities and whose management and daily business operations are controlled by one or more of such individuals. **For purposes of the SWAM Program, all certified minority-owned businesses are also a small business enterprise.**

Micro Business is a certified Small Business under the SWaM Program and has no more than twenty-five (25) employees AND no more than \$3 million in average annual revenue over the three-year period prior to their certification.

All small, women, and minority owned businesses must be certified by the Commonwealth of Virginia Department of Small Business and Supplier Diversity (SBSD) to be counted in the SWAM program. Certification applications are available through SBSD at 800-223-0671 in Virginia, 804-786-6585 outside Virginia, or online at <http://www.sbsd.virginia.gov/> (Customer Service).

RETURN OF THIS PAGE IS REQUIRED

ATTACHMENT B (CNT'D)
Small, Women and Minority-owned Businesses (SWaM) Utilization Plan

Procurement Name and Number: JMU - Atlantic Union Bank Center - SCK-1067

Date Form Completed: 11/15/2019

Listing of Sub-Contractors, to include, Small, Woman Owned and Minority Owned Businesses
for this Proposal and Subsequent Contract

Offeror / Proposer:

Digital Video Group, Inc
Firm

8529 Meadowbridge Rd, Unit 100 Mechanicsville, VA 23116
Address

Ryan Boze, 703-403-1624, ryan@digitalvideogroup.com
Contact Person/No.

Sub-Contractor's Name and Address	Contact Person & Phone Number	SBSD Certification Number	Services or Materials Provided	Total Subcontractor Contract Amount (to include change orders)	Total Dollars Paid Subcontractor to date (to be submitted with request for payment from JMU)
ScherShot Productions 1011 Lowes Lane Iron Station, NC 28080	Nicole Scher 704-395-1700 p nicole@schershot.com	Is Woman Owned, but not certified in VA	Broadcast Infrastructure Cabling & Junction Boxes	Contractors: 1 Contract Amount: ~\$400,000, final TBD	

(Form shall be submitted with proposal and if awarded, again with submission of each request for payment)

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RFP Section V.B.6 – VASCUPP Info

DVG maintains a VASCUPP Contract (#: 7058821-07JC) and has worked very closely with nearly all member organizations. The following table shows the amount of business DVG has conducted with each member over the past 12 months and over the past 5 years.

VASCUPP & Higher Ed Report

11/13/2019

	11/2018 - current past 12 monts	11/2014 - current past 5 years
Members		
George Mason Univ (GMU)	\$ 71,609.55	\$ 407,258.46
James Maidon Univ (JMU)	\$ 111,882.00	\$ 817,022.23
Old Dominion Univ (ODU)	\$ 50,035.50	\$ 53,985.50
Longwood Univ	\$ 3,647.60	\$ 931,423.55
Radford Univ	\$ -	\$ 805,257.72
University of Virginia (UVA)	\$ 142,046.34	\$ 616,542.31
Virginia Commonwealth Univ (VCU)	\$ 32,906.69	\$ 391,879.35
University of Mary Washington (UMW)	\$ -	
Virginia Military Institute (VMI)	\$ 22,312.14	\$ 120,450.97
Virginia Tech (VT)	\$ 165,398.13	\$ 291,522.15
William and Mary (W&M)	\$ -	\$ 17,317.01
Totals	\$ 599,837.95	\$ 4,452,659.25



RFP Section IV.E.1 – Tentative Schedule

DVG will schedule integration projects with customers upon contract award and based on a “first come, first served” basis. The project is estimated to take 10 days off-site for pre-fabrication and initial programming. On-site installation is estimated to take 25 business days (5 weeks). Commissioning will take a minimum of 4 days. There are 6 total additional days included for engineering design implementation, drawings, and project management. Training will be scheduled upon completion of the Commissioning stage and after JMU has signed off on the system’s intended functionality. Additional manufacturer based training will be coordinated with the manufacturer respectfully.

The projected timeframe is subject to delivery of equipment by manufacturers’ and the ability of the customer to provide Customer Furnished Equipment, access to facility, and scheduling of on-site resources. DVG cannot be held liable for delays resulting from circumstances out of its control.

Typical Project Time Table – (after receipt of order)

Discovery process with customer personnel	1 week
Concept approval	1 week
Engineering design process	2 weeks
Design approval	1 week
Equipment purchase	4-6 weeks
On-site integration	5 weeks
Final test	2 days
Training	3 days

Please note that ScherShot Productions has provided a timeline in their BOM Pricing detail as listed in the pricing attachments. Their timeframe will line up with DVG’s deployment as we work side by side to accomplish our respective tasks.



RFP Section IV.D.1.a/b – Alternatives

Along with our primary BASE Pricing Proposal that follows the guidance of the system as specified by AJP in the Bill of Materials Costing Sheet as well as the Drawings; DVG is supplying an Alternative Suggested System Design that we feel creates several efficiencies for JMU while maintaining the operational functionality and integrity of the system. We cannot say for sure that the ALT/SUG offer will meet all of JMU's requirements since we cannot be certain of any missing or unpublished information, but the changes we are suggesting exceed the functionality as intended and save significant cost. Moreover, the Alternative/Suggested proposal reduces mixing complex systems across various manufacturers and gives JMU a more streamlined method of understanding and support.

Key Highlights of the differences between the AJP proposed specification and the ALT_Suggested are:

- Adjusting Qty and configuration of Camera Tripod/Fluid Head systems to match the needs of the lens and support equipment weight loads.
- Reduces the size of select Cisco switches from 48 port to 24 port to better fit the need.
- Change Instant Replay System from a legacy format to AVC Intra with more recording hours, while reducing the channel count from 8 to 6.
- Swap out the Grass Valley Routing, Multiview, and Signal Management equipment with Ross alternatives that will streamline with other Ross production system, simplify design, and allow for common control interfacing; not to mention save significant costs.



RFP Responses & Exceptions to Attachment E, Broadcast Systems Specs

1.2A Offer Qualifications

DVG has worked very closely with James Madison University on numerous projects over the years. DVG provided and installed a Ross production switcher and Mira replay system for the JMU football stadium video control room in 2017. DVG engineered, integrated, provided equipment, and supported the TV Studio and control room digital upgrade for the School of Media Arts and Design in Harrison Hall in 2007. DVG then designed and was responsible for the HD upgrade in 2015. DVG upgraded the audio mixer in the same control room earlier this year.

DVG offers broadcast video equipment and services under a VASCUP contract. Many in and out of state institutions have ordered millions of dollars' worth of equipment and service under the most favorable terms and conditions negotiated through this beneficial contract vehicle.

DVG also sponsors an annual scholarship for the SMAD program.

1.2.A.1 Project References -Pictures are provided digitally via USB stick with submission

- **WSLS NBC 10 (Graham Media Group), Roanoke, VA**
Complete greenfield TV station relocation project – included buildout of 30 rack technical core, main production control room, ingest control area, in-house RF distribution and monitoring system. Systems include Grass Valley Ignite automation system, Grass Valley Stratus News Ingest and Editing, Ross Ultrix router, Evertz L-Band routing, RTS Intercom system, Calrec audio console, Linear Acoustics CALM, DNF tally system, Ross, Evertz and AJA terminal equipment, Imagine and Wohler test equipment, Lectrosonics wireless and IFB systems, JVC/Planar/NEC/Sony monitoring throughout the whole plant, Wells AV RF distribution system, Apantac multiviewer, Cuescript prompts, Miller pedestals, Adder IP KVM, IWD custom operator consoles.
Ricky Williams, Director of Technology 540-512-1541 rwilliams@wsls.com
April 2019
Value: \$2M
- **Liberty University Green Hall, Lynchburg, VA**
Build Out of Second Control Room and Tech Core in Green Hall Facility – included repurposing existing eight Sony studio camera systems, a Grass Valley production switcher, a Calrec audio mixer, a Ross Xpression character generator, expansion of existing Evertz SDI EQX routing switcher, new Evertz EQX fiber optic routing switcher, Evertz TDM audio router, Evertz VIPX multiviewer system, Evertz Dreamcatcher record and playback system, expansion of existing RTS Adam intercom system, Evertz 5701MSC-IP master reference system, Grass Valley Cobra camera transmission systems, and IHSE KVM switch. Also updated the Vines Center IMAG control room with a Ross Carbonite Black Plus production switcher, two Sony HXCF80HN broadcast cameras with Fujinon XA55X9.5BESM-S5L and ZA22X7.6BERM lenses, Vinten Vector 75 fluid heads, and Ross terminal gear.



KC Spiron, Executive Director Broadcast Communications 434-582-8615 kspiron@liberty.edu

September 2019

Value: \$2M

- **Elon University, Elon, NC**

Schar Center Production Control Room and Tech Core. Designed for Linear ESPN3 Level Live Productions and In-House Replay - 5 Sony HXC-FB80HD cameras, Ross Carbonite Black Plus 2 M/E Switcher, five display multiviewer system, Yamaha QL-5 audio mixer, Ross Xpression 2 channel character generator, Ross Ultrix 128x128 HD video router, Ross Abekas 8 channel Mira replay system, fiber interconnects to multiple remote sports locations, IWD custom operator consoles.

Joe Davis, Assistant Director of Technology Design and Integration (336) 278-6610

jdavis3@elon.edu

August 2018

Value \$850K

- **Fairfax County Government, Fairfax, VA**

Video Production Vehicle Renovation – completely renovated County owned 24' van into state of the art mobile production system. Included 4 Hitachi Z-HD 5500 cameras, Ross Graphite 2 M/E Switcher/CG/Clips, Yamaha TF-1 audio mixer, Ross NK 64x64 HD video router, Clearcom intercom, Ross, AJA, and Ensemble terminal gear, production vehicle physical renovation

Greg Smalfelt, Senior Video Engineer 703-324-5929 Gregory.Smalfelt@fairfaxcounty.gov

May 2018

Value: \$400K

- **SB Ballard/Norfolk State University, Norfolk, VA**

Video Production Studio and Auditorium Control Room – the studio control room includes a Ross Carbonite Black Plus 2 M/E Switcher, five display multiviewer system, Studer Vista 1 audio mixer, Ross Xpression 2 channel character generator, Ross Mira clip player, Ross Ultrix 128x128 HD video router, Clearcom party line intercom and IFB systems, an audio production control room with sound booth. The auditorium system includes six Panasonic AW-HE130 PTZ remote controlled cameras, Ross Carbonite Black production switcher, a Ross 96x96 Ross NK routing switcher, three Panasonic PT-RZ12KU projectors, Allen and Heath DLIVE-S3000 audio mixer, Shure ULXD4Q wireless microphones, D&B speaker system, TBC operator consoles.

Chuck Smith, Project Manager 757-689-5415 csmith@sbbballard.com

November 2017

Value: \$2.5M

- **High Point University, High Point, NC**

Control Room and Tech Core Upgrades - 3 Hitachi Z-HD6000 cameras, Ross Carbonite Black Plus 2 M/E Switcher, four display multiviewer system, Yamaha QL-1 audio mixer, Ross Xpression Prime character generator, Ross Xpression Clips player, and Ross NK 72x72 HD video router

Rob Powell, Professor 336- 972-7100 powell0@highpoint.edu



August 2017
Value: \$400K

- **WCVE, Richmond, VA**

Mobile Production Vehicle – Production system for news and ESPN3 spec sporting events in customized Sprinter van. Four GV LDK-80 studio cameras, Ross Carbonite Black production switcher, Ross dual channel Xpression character generator, Yamaha QL-1 audio mixer, Newtek, Tricaster 4x2 replay system, Ross NK 64x64 routing switcher, Clearcom Eclipse matrix intercom and IFB, AJA KiPro Rack recorders, Accelerated Media Sprinter customization.

Mark Spiller, VP for Engineering 804-560-8153 mspiller@ideastations.org

February 2017

Value: \$550K

- **James Madison University, Harrisonburg, VA**

Studio, Production Control Room, Tech Core and Post Production Upgrade - 3 Hitachi Z-HD6000 cameras, Ross Carbonite Plus 2 M/E Switcher, Ross Xpression character generator, Grass Valley NV-8144 144x144 HD video router, Grass Valley K2 four channel video server, AJA KiPro recorder, Ross, AJA, and Ensemble Designs terminal gear, Clearcom wireless IFB, Ross Inception newsroom computer system.

John Hodges, Technology Manager 540-568-6062 hodgesj@jmu.edu

May 2015

Value: \$475K

1.2 Offerer Qualifications

- 1.2.A.3 Digital Video Group has support technicians based in Richmond, VA. and Winchester, VA. Maintenance and support will be available as soon as possible.

1.3 Submittal Requirements

1.3.B.1 Initial Submittals and Shop Drawings

Depending on contract award, DVG will strive to provide all submittals and shop drawings as soon as possible with an estimated delivery timeframe of 30-45 days ARO.

1.3.B.1.a Shop drawing will be submitted as soon as possible after contract award.

1.3.B.1.b Equipment catalog sheets will be submitted within 30 days of award. DVG will deliver the catalog sheets as a combined PDF file with a hyperlink index.



- 1.3.B.1.c-f All drawing, etc. will be submitted as soon as possible after contract award.
- 1.3.C.1.f All equipment manuals will be submitted in PDF file format.
- 1.3.C.1.f.8 DVG will supply manufacturer's system and DVG's non notarized integration warranty.

1.6 Warranty and Service

- 1.6.G DVG will make good faith attempt to have returned or replaced parts to the University with 15 business days from receipt of failed part.
- 1.6.I.1 DVG's telephone service assistance and technical support is 9AM-5PM EST Monday thru Friday. Numerous manufacturers provide 24/7 telephone support.
- 1.6.I.2 DVG will answer all service calls and requests for information as soon as possible.
- 1.6.1.3 DVG will work with the equipment venders to provide the most expedient parts exchange. Same day shipment may not be possible for all circumstances.
- 1.6.N DVG will provide the appropriate support for system problems that are not resolved for more than 2 consecutive events. This may or may not include on-site event support until the problem is resolved, depending on the circumstances.

3.6 Training

- 3.6.E DVG will provide under this contract on-site support for only the first three events.
- 3.6.F Equipment and DVG's integration warranties will start upon initial system acceptance.



AJP Cost Proposal and Alternative Suggested Cost Proposal

DVG is presenting two Cost Schedules. The first is titled AJP Based Pricing Schedule and is intended to match as close as possible the system design and configuration that was issued with the RFP documentation. Some adjustments have been made to correct part numbers, update associated services costs, and include or remove components to ensure proper working functionality. This proposal does represent a fully working system, but can be adjusted based on customer preference. The AJP Pricing is also intended to allow JMU to review our schedule and compare the pricing with other bidders on an “Apples to Apples” basis.

The second proposal is titled and referenced as the ALT_Suggested offer that makes certain sound adjustments to the proposed AJP specification but suggests system efficiencies and saves costs.

Both pricing documents include the following Tabs;

- Pricing Summary
- Broadcast Package BOM Detail
- Broadcast Cabling Pricing
- Broadcast Cabling BOM Detail

Attachment A: AJP Pricing Schedule	\$1,790,514.44
Attachment B: ALT_Suggested Pricing Schedule	\$1,542,946.77



Conclusion

We would like to point out that DVG is not offering annual support/warranty renewal pricing for years 3 – 8. Though we understand this may disqualify us from this RFP process, it has been our extensive experience that systems of this nature may dynamically change from year to year. This may include changes of operator personnel, manufacturers, system requirements, or a variety of other reasons. Moreover, all product vendors are quite different and engage various warranty and support policies. Some vendors offer longer hardware warranties in the purchase price while others limit their policies to a single year and offer to renew annually. Moreover, market fluctuations and macroeconomic influences such as Tariffs make long term projections inaccurate at best. In this case we found it reasonable to establish a pricing structure to support a 2-year coverage period, but it would be misleading and inaccurate to suggest annual support and warranty pricing beyond year 2. We would suggest that year 3 coverage would be priced below the totals we offer in year 2 and possibly lower each subsequent year. Our suggestion would be to engage with JMU 60 days prior to the end of year 1 and provide a more accurate projection for year 3 and repeat this process until it does not suite the school.

Digital Video Group appreciates the opportunity to present this proposal to James Madison University. Please note that all recommendations are made based on over 15 years of experience in designing and integrating television systems. DVG is a registered reseller and integrator for all of the products recommended in this proposal. However, recommendations for this report are not made solely based on any established business relationships between Digital Video group and the manufacturer. All efforts were made to clearly identify the requirements of JMU and provide the proper equipment and implementation recommendations, based on merit and value, rather than on affiliation.

Submitted by:

Ryan Boze
Sales Representative
Digital Video Group, Inc.

Chuck Heffner
VP of Broadcast Systems
Digital Video Group, Inc.



November 13, 2019

ADDENDUM NO.: One

TO ALL OFFERORS:

REFERENCE: Request for Proposal No: **RFP# SCK-1067**
Dated: November 13, 2019
Commodity: Atlantic Union Bank Center – Broadcast Systems
RFP Closing On: ****NOVEMBER 20TH, 2019 @ 2:30 PM** (extended)**

Please note the clarifications and/or changes made on this proposal program:

1. **QUESTION: Where can we access Architectural and Electrical drawings including the Cable Tray Layout?**

ANSWER: Please email Savana Koteita at koteitsc@jmu.edu for a link to access drawings.

2. **QUESTION: Lenses: Are any lens controls required for the Fujinon HA23x7.6BERM-M6?**

ANSWER: Yes, they are required. Add them to the pricing form under the lens.

3. **QUESTION: Audio: Dante requires a primary and secondary switch for proper redundancy. Is a second Cisco WS-3560-24PS required?**

ANSWER: No redundancy is required for this project. You can add the redundant one as an Integrator Option.

4. **QUESTION: Is any device connected to the Dante network going to require POE? If not, can a non-POE switch be used?**

ANSWER: There should be no POE devices, a non-POE switch is acceptable.

5. **QUESTION: Switcher: Is a Ross Dashboard PC with touchscreen and a KVM required at the Carbonite control panel location?**

ANSWER: Not at this time, Dashboard will be access primarily through the QC station PC.

6. **QUESTION: Are there any plans to add schematic drawings for intercom, QC, multiviewer and large displays, in an addendum, before the proposals are due?**

ANSWER: Not at this time.

- 7. QUESTION: Are the LT-GN-PL lights to be provided if they are not included in the equipment pricing spreadsheet?**

ANSWER: The specification should be followed for the added items need for a complete rack system. You can add the line item to the rack section or make it apart of the rack number itself.

- 8. QUESTION: The vertical strip mentioned does not match the vertical strip in the equipment pricing spreadsheet. Which vertical strip is preferred?**

ANSWER: The LACE-P is preferred.

- 9. QUESTION: Are the ground busses to be provided if they are not included in the equipment pricing spreadsheet?**

ANSWER: The specification should be followed for the added items need for a complete rack system. You can add the line item to the rack section or make it apart of the rack number itself.

- 10. QUESTION: RFP indicates that Contractor is responsible for waste removal. Will the university provide space for a temporary dumpster?**

ANSWER: Yes, Space will be provided.

- 11. QUESTION: Please clarify the availability of onsite secured storage from the University.**

ANSWER: The control room and TOC space is available, you will also have space if you want to bring in a portable storage unit.

- 12. QUESTION: On Appendix G, “Inventory Allocations” tab, the value of the control room subtotal is shown as “future” and the sub-total cost doesn’t transfer to the summary total. Will these items and this work be done with the rest of the project? If not, what is the anticipated timeline for implementation.**

ANSWER: Please review all formulas in the workbook, this will be bidders responsibility for correct formula. This would need to be included in the “Total (Identified Options)”

- 13. QUESTION: On Appendix G, “Inventory Allocations” tab, the column cost accuracy shows a value of ROM for each item. Please define the meaning of “ROM”**

ANSWER: This would get changed to “BID” on your submission bid form.

- 14. QUESTION: If there is a conflict between the drawings and the equipment list, which document governs.**

ANSWER: Equipment List and the Specification will take precedent. Remember this is a turnkey bid and is your responsibility to include any item needed but not mentioned.

- 15. QUESTION: A number of tenders for systems of this type include a Best and Final round of bids. Will a BAFO round be considered for this RFP?**

ANSWER: Do not plan on a Best and Final round in this bid. This is not guaranteed.

16. QUESTION: Under Camera Support Equipment, are rear lens controls required for the Fujifilm HA23X7.6BERM-M6 lens? If so, should they be full servo, semi-servo or full manual?

ANSWER: Yes, and Semi-Servo.

17. QUESTION: What HD format will the system be operating; 1080i, 1080p, 720p?

ANSWER: This system will be 720P.

18. QUESTION: Please confirm the required connection to the LED system; DVI, SDI, HDMI).

ANSWER: Vendor has not been selected yet, but I would plan on DVI.

19. QUESTION: Please confirm the number, type and signal flow direction of tie lines between the TVRP and broadcast center.

ANSWER: 48 Strand SM Fiber, 24 RG60HD/SDI

20. QUESTION: Need PSU for the RS-701 Party Line Belt-packs (the CCI-22 doesn't provide power). Belt-packs are not battery operated. They're analog-wired belt-packs that are fed power over mic cable. They COULD already have that infrastructure, but I don't want to assume. We would suggest using a PS-702 (rackmount, \$945 MSRP) or PK-7 (small throw down box, \$400 MSRP).

ANSWER: Yes, and this would be in your other items needed.

21. QUESTION: The RS-701 belt-packs use 4-pin headsets. Do you want 4-pin headsets for everything? Or 4-pin for the belt-packs, and 5-pin for the panels?

ANSWER: 4-Pin for everything.\

22. QUESTION: The UHF wireless [HME Pro850] are discontinued. What are you trying to accomplish? Just having 4 wireless users integrated into the system.

ANSWER: Yes, shift to the current model and correct on bid form.

23. QUESTION: The Delta [EHX-DELTA-32P] can hold up to 3 CCI-22 modules without the IMF-3; so unless there are existing CCI-22 modules, the IMF-3 is not required; please clarify.

ANSWER: Yes, Clarified.

24. QUESTION: Regarding the Belden wire on 2.0 Broadcast Cabling tab of the pricing sheet: Belden B9W241 Riser Rated 12 Strand SM Fiber (Suggested Replacement F1SD012A9) and Belden B9W235 48 Strand Amor SM Fiber (Suggested Replacement F1SF048FK)

ANSWER: These are approved replacements.

25. QUESTION: Please clarify the bonding requirements for this project.

ANSWER: No bonding requirements at this time.

26. QUESTION: Is this project subject to union or prevailing wages?

ANSWER: Not Union.

27. QUESTION: Please provide days and hours jobsite will be available during the onsite installation phase.

ANSWER: Normally 7:30 - 8:00 a.m. to 4:30 - 5:00 p.m. EST - Monday-Friday – allowing for holidays – however, would need to be coordinated with Project Site Manager.

28. QUESTION: Is this project subject to liquidated damages?

ANSWER: Not at this time but it may become a negotiation point once construction timeline is more concrete.

29. QUESTION: Please indicate the number of days the bid must be valid.

ANSWER: This is a Request for Proposal (not bid). Reference Special Terms & Conditions – Item G – Page 15-16.

30. QUESTION: Is onsite parking provided for the Contractor for this project?

ANSWER: Yes.

Signify receipt of this addendum by initialing “*Addendum #1* _____” on the signature page of your proposal.

Sincerely,
Savana Koteita
Buyer Specialist
Phone: (540-568-4280)



Request for Proposal

RFP# SCK-1067

**ATLANTIC UNION BANK CENTER
– BROADCAST SYSTEMS PACKAGE**

October 18, 2019



REQUEST FOR PROPOSAL
RFP# SCK-1067

Issue Date: October 18, 2019

Title: ATLANTIC UNION BANK CENTER - BROADCAST SYSTEMS
PACKAGE

Issuing Agency: Commonwealth of Virginia
James Madison University
Procurement Services MSC 5720
752 Ott Street, Wine Price Building
First Floor, Suite 1023
Harrisonburg, VA 22807

Period of Contract: Period of Contract: From Date of Award Through Two (2) Years with the option to renew for eight (8) additional one year periods

Sealed Proposals Will Be Received Until 2:00 PM on November 15, 2019 for Furnishing The Services Described Herein.

SEALED PROPOSALS MAY BE MAILED, EXPRESS MAILED, OR HAND DELIVERED DIRECTLY TO THE ISSUING AGENCY SHOWN ABOVE.

All Inquiries For Information And Clarification Should Be Directed To: Savana Koteita, Buyer Specialist, Procurement Services, koteitsc@jmu.edu; 540-568-4280; (Fax) 540-568-7935 not later than **November 15, 2019**.

NOTE: THE SIGNED PROPOSAL AND ALL ATTACHMENTS SHALL BE RETURNED.

In compliance with this Request for Proposal and to all the conditions imposed herein, the undersigned offers and agrees to furnish the goods/services in accordance with the attached signed proposal or as mutually agreed upon by subsequent negotiation.

Name and Address of Firm:

By: _____
(Signature in Ink)

Name: _____
(Please Print)

Date: _____

Title: _____

Web Address: _____

Phone: _____

Email: _____

Fax #: _____

ACKNOWLEDGE RECEIPT OF ADDENDUM: #1 _____ #2 _____ #3 _____ #4 _____ #5 _____ (please initial)

CONTRACTOR/SUBCONTRACTOR LICENSE REQUIREMENT: By my signature on this solicitation, I certify that this firm/individual and subcontractor is properly licensed for providing the goods/services specified. License # _____ Type _____

SMALL, WOMAN OR MINORITY OWNED BUSINESS:

☐ YES; ☐ NO; *IF YES* ⇒ ⇒ ☐ SMALL; ☐ WOMAN; ☐ MINORITY ***IF MINORITY:*** ☐ AA; ☐ HA; ☐ AsA; ☐ NW; ☐ Micro

Note: This public body does not discriminate against faith-based organizations in accordance with the *Code of Virginia*, § 2.2-4343.1 or against an offeror because of race, religion, color, sex, national origin, age, disability, or any other basis prohibited by state law relating to discrimination in employment.

REQUEST FOR PROPOSAL

RFP # SCK-1067

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I. PURPOSE

The purpose of this Request for Proposal (RFP) is to solicit sealed proposals from qualified sources to enter into a contract to provide a Broadcast Systems Package for the Atlantic Bank Union Center for James Madison University (JMU), an agency of the Commonwealth of Virginia. Initial contract shall be for two (2) years with an option to renew for eight (8) additional one-year periods.

II. BACKGROUND

James Madison University (JMU) is a comprehensive public institution in Harrisonburg, Virginia with an enrollment of approximately 22,000 students and 4,000 faculty and staff. Further information about the University may be found at the following website: <http://www.jmu.edu>. The University sponsors an 18-sport intercollegiate athletics program that competes at The Division I level of the National Collegiate Athletic Association. JMU is also affiliated with the Colonial Athletic Association, of which it was a charter member in 1985, and with the Eastern College Athletic Conference.

James Madison University has invested heavily in its athletics facilities, highlighted by Bridgeforth Stadium/Zane Showker Field. In 2020, the Atlantic Union Bank Center will complete construction as the 8,500-seat home of JMU men's and women's basketball while also serving as a destination for numerous campus and community events with seating capacity potential for 10,000 for certain special event configurations. More details on the Atlantic Union Bank Center can be found at <https://jmusports.com/feature/AtlanticUnionBankCenter>.

III. SMALL, WOMAN-OWNED AND MINORITY PARTICIPATION

It is the policy of the Commonwealth of Virginia to contribute to the establishment, preservation, and strengthening of small businesses and businesses owned by women and minorities, and to encourage their participation in State procurement activities. The Commonwealth encourages contractors to provide for the participation of small businesses and businesses owned by women and minorities through partnerships, joint ventures, subcontracts, and other contractual opportunities. Attachment B contains information on reporting spend data with subcontractors.

IV. STATEMENT OF NEEDS

With the upcoming debut of the Atlantic Union Bank Center, JMU seeks proposals for a Broadcast Systems Package. Project highlights can be found at: <https://jmusports.com/feature/AtlanticUnionBankCenter>.

A. GENERAL INFORMATION:

1. This represents the minimum requirements to furnish a complete turnkey package as indicated in this and accompanying documents. The Contractor shall provide the work described in the RFP Documents on a 'turnkey basis.' Unless otherwise indicated, the work contemplated in this RFP includes manufacture, supply, delivery, installation, labor, tools, engineering, supervision, licenses, insurance, permits, related services (including design) and testing of all equipment, training and materials necessary to install and operate the video display, scoring system and controls as described in the RFP Documents, and more particularly in the technical specifications included in the RFP attachments.

2. Offerors responding to this RFP must provide pricing for a complete turnkey installation, including costing for the provision and installation of all items necessary to provide finished and fully operational systems. Materials, equipment and related services required for the provision and installation of such a system that are not expressly addressed in this RFP are understood to be the responsibility of the Offeror.
3. Offerors are clearly advised that any drawings, plans, charts or other materials, whether supplied by or on behalf of James Madison University, AJP, or third parties, describing aspects of the site provided as part of this document or otherwise are not to be considered as definitive or as a substitute for any information which would otherwise be obtained by the Offeror during negotiation.
4. Offerors must submit proposals for the complete package including all required equipment, installation and functional connection of all equipment as described in this document and related attachments. A proposal submitted in response to this RFP signifies the Offeror agrees to sell to the University the indicated products, in whole or in part, at the sole discretion of the University.
5. Contractor shall be responsible for day to day premises and facilities cleanup, including temporary storage, removal and disposal of debris, trash and rubbish caused by its employees, or installation material men or workmen. All tools, equipment and materials shall be secured upon completion of the day's work. Surplus materials shall be removed from the work site and stored in their appropriate location.
6. Contractor's personnel shall follow University standards and personal conduct codes while on the University's premises. A copy of those standards and codes will be provided to Contractor on request. Personnel found violating these standards or regulations will be asked to leave the work site and shall not be allowed to return.
7. It is Contractor's responsibility to guarantee that all items of hardware, services rendered or working environments meet or exceed those requirements and guidelines established by the Occupational Safety and Health Act (OSHA).
8. Contractor shall warrant and guarantee to the University, without limitations or qualification, that all equipment, components, materials, workmanship and the system as an entity shall conform to and perform in accordance with local building codes.

B. DELIVERY, STORAGE, AND SECURITY

1. The Contractor shall provide pricing for each item to include delivery to the site for all system components and related materials.
2. The Contractor shall coordinate delivery with the University.
3. The Contractor shall unload, uncrate, assemble, and transport each component to its desired location for installation and install the system on-site in accordance with on-site regulations.
4. The Contractor shall be responsible for the cleanup and disposal of all packaging materials and debris.

5. The Contractor shall be responsible for providing any temporary on-site storage for equipment and materials unless adequate on-site storage is available from the University.
6. The University shall not be responsible for security or insurance related to said equipment or materials, even if stored on-site at locations designated or approved by the University.
7. Any temporary storage requirements must be coordinated with the University.

C. DEFINITIONS:

1. "Substantial Completion" – shall be defined as all work under the Contract has been substantially completed in accordance with the terms of the Contract and all displays are fully operational and ready for the intended use. Systems shall be installed, all rack equipment installed, all cabling completed, system has been commissioned and tested in accordance with applicable requirements of the Technical Specifications and the Contract. The project is ready for final punch list by the University and/or the University's designated representative.
2. "Final Completion" – shall be defined as all punch list items have been completed and all work under the Contract is ready for final acceptance by the University once three (3) consecutive problem free events have been completed as defined by Section 3.6.E of Attachment E.

D. RESPONSE REQUIRED BY OFFERORS

1. Describe in detail offeror's approach to provide the RFP parameters as laid out in the Scope of Work and Technical Specifications, Attachment E.
 - a. Provide the following: In addition to proposing specifically for what is specified in this RFP, the Offeror is encouraged to furnish alternative solutions that may satisfy or complement the solution proposed in this RFP.
 - b. Provide the following: Offerors are also encouraged to suggest alternative solutions that would reduce the overall cost without hindering the performance of the system from its intended use.
2. Describe all training options available (remote and/or on premises) for the duration of the contract in addition to training as outlined in 3.6 of Attachment E.
 - a. Provide pricing for hourly and daily rates (to include travel costs for on premises training) in X. Pricing Schedule.
3. Describe the procedures for obtaining services for all types of maintenance and applicable "escalation" procedures for providing additional assistance in diagnosing a failure that is not resolved in a timely manner, to include notification procedures and timing as well as what higher levels of assistance will be made available.
4. Provide a complete list of references for similar installations performed in the past 3 years with name of facility, photo of installation, contact name, title, address and direct phone number.
5. Provide a formal list of intended design professionals, sub-contractors and suppliers, including primary place of business, and estimated dollar amount. Contractor,

subcontractors, and design professionals shall be licensed by appropriate Virginia authorities / board as appropriate and required by law. Proposals should include a statement indicating the licensing status of Contractor, subcontractors, and design professionals required to be licensed in Virginia and identified in your proposal

6. Provide an Equipment List with line item pricing (See Attachment G).
7. Provide product cut sheets and technical data for each item proposed.
8. Specify services provided as part of the required two (2) year parts and labor warranty.

E. **TENTATIVE SCHEDULE**

1. The University anticipates delivery and installation will be approximately July 2020, subject to change based on overall project schedule, to be coordinated and confirmed by the awarded vendor with the University and General Contractor. Describe, in detail, your ability to meet the tentative schedule provided.

V. PROPOSAL PREPARATION AND SUBMISSION

A. **GENERAL INSTRUCTIONS**

To ensure timely and adequate consideration of your proposal, offerors are to limit all contact, whether verbal or written, pertaining to this RFP to the James Madison University Procurement Office for the duration of this Proposal process. Failure to do so may jeopardize further consideration of Offeror's proposal.

1. RFP Response: In order to be considered for selection, the **Offeror shall submit a complete response to this RFP**; and shall submit to the issuing Purchasing Agency:
 - a. **One (1) original and ten (10) copies** of the entire proposal, INCLUDING ALL ATTACHMENTS. Any proprietary information should be clearly marked in accordance with 3.f. below.
 - b. **One (1) electronic copy in WORD format or searchable PDF (CD or flash drive)** of the entire proposal, INCLUDING ALL ATTACHMENTS. **Attachment F pricing should be returned as an Excel file on a CD or flash drive.** Any proprietary information should be clearly marked in accordance with 3.f. below.
 - c. Should the proposal contain **proprietary information**, provide **one (1) redacted hard copy** of the proposal and all attachments with **proprietary portions removed or blacked out**. This copy should be clearly marked "*Redacted Copy*" on the front cover. The classification of an entire proposal document, line item prices, and/or total proposal prices as proprietary or trade secrets is not acceptable. JMU shall not be responsible for the Contractor's failure to exclude proprietary information from this redacted copy.

No other distribution of the proposal shall be made by the Offeror.

2. The version of the solicitation issued by JMU Procurement Services, as amended by an addenda, is the mandatory controlling version of the document. Any modification of, or

additions to, the solicitation by the Offeror shall not modify the official version of the solicitation issued by JMU Procurement services unless accepted in writing by the University. Such modifications or additions to the solicitation by the Offeror may be cause for rejection of the proposal; however, JMU reserves the right to decide, on a case-by-case basis in its sole discretion, whether to reject such a proposal. If the modification or additions are not identified until after the award of the contract, the controlling version of the solicitation document shall still be the official state form issued by Procurement Services.

3. Proposal Preparation

- a. Proposals shall be signed by an authorized representative of the Offeror. All information requested should be submitted. Failure to submit all information requested may result in the purchasing agency requiring prompt submissions of missing information and/or giving a lowered evaluation of the proposal. Proposals which are substantially incomplete, or lack key information may be rejected by the purchasing agency. Mandatory requirements are those required by law or regulation or are such that they cannot be waived and are not subject to negotiation.
- b. Proposals shall be prepared simply and economically, providing a straightforward, concise description of capabilities to satisfy the requirements of the RFP. Emphasis should be placed on completeness and clarity of content.
- c. Proposals should be organized in the order in which the requirements are presented in the RFP. All pages of the proposal should be numbered. Each paragraph in the proposal should reference the paragraph number of the corresponding section of the RFP. It is also helpful to cite the paragraph number, sub letter, and repeat the text of the requirement as it appears in the RFP. If a response covers more than one page, the paragraph number and sub letter should be repeated at the top of the next page. The proposal should contain a table of contents which cross references the RFP requirements. Information which the offeror desires to present that does not fall within any of the requirements of the RFP should be inserted at the appropriate place or be attached at the end of the proposal and designated as additional material. Proposals that are not organized in this manner risk elimination from consideration if the evaluators are unable to find where the RFP requirements are specifically addressed.
- d. As used in this RFP, the terms “must”, “shall”, “should” and “may” identify the criticality of requirements. “Must” and “shall” identify requirements whose absence will have a major negative impact on the suitability of the proposed solution. Items labeled as “should” or “may” are highly desirable, although their absence will not have a large impact and would be useful but are not necessary. Depending on the overall response to the RFP, some individual “must” and “shall” items may not be fully satisfied, but it is the intent to satisfy most, if not all, “must” and “shall” requirements. The inability of an offeror to satisfy a “must” or “shall” requirement does not automatically remove that offeror from consideration; however, it may seriously affect the overall rating of the offeror’s proposal.
- e. Each copy of the proposal should be bound or contained in a single volume where practical. All documentation submitted with the proposal should be contained in that single volume.
- f. Ownership of all data, materials and documentation originated and prepared for the State pursuant to the RFP shall belong exclusively to the State and be subject to public

inspection in accordance with the Virginia Freedom of Information Act. Trade secrets or proprietary information submitted by the offeror shall not be subject to public disclosure under the Virginia Freedom of Information Act; however, the offeror must invoke the protection of Section 2.2-4342F of the Code of Virginia, in writing, either before or at the time the data is submitted. The written notice must specifically identify the data or materials to be protected and state the reasons why protection is necessary. The proprietary or trade secret materials submitted must be identified by some distinct method such as highlighting or underlining and must indicate only the specific words, figures, or paragraphs that constitute trade secret or proprietary information. The classification of an entire proposal document, line item prices and/or total proposal prices as proprietary or trade secrets is not acceptable and will result in rejection and return of the proposal.

4. Oral Presentation: Offerors who submit a proposal in response to this RFP may be required to give an oral presentation of their proposal to James Madison University. This provides an opportunity for the Offeror to clarify or elaborate on the proposal. This is a fact-finding and explanation session only and does not include negotiation. James Madison University will schedule the time and location of these presentations. Oral presentations are an option of the University and may or may not be conducted. Therefore, proposals should be complete.

B. SPECIFIC PROPOSAL INSTRUCTIONS

Proposals should be as thorough and detailed as possible so that James Madison University may properly evaluate your capabilities to provide the required services. Offerors are required to submit the following items as a complete proposal:

1. Return RFP cover sheet and all addenda acknowledgements, if any, signed and filled out as required.
2. Plan and methodology for providing the goods/services as described in Section IV. Statement of Needs of this Request for Proposal.
3. A written narrative statement to include, but not be limited to, the expertise, qualifications, and experience of the firm and resumes of specific personnel to be assigned to perform the work.
4. Offeror Data Sheet, included as *Attachment A* to this RFP.
5. Small Business Subcontracting Plan, included as *Attachment B* to this RFP. Offeror shall provide a Small Business Subcontracting plan which summarizes the planned utilization of Department of Small Business and Supplier Diversity (SBSD)-certified small businesses which include businesses owned by women and minorities, when they have received Department of Small Business and Supplier Diversity (SBSD) small business certification, under the contract to be awarded as a result of this solicitation. This is a requirement for all prime contracts in excess of \$100,000 unless no subcontracting opportunities exist.
6. Identify the amount of sales your company had during the last twelve months with each VASCUPP Member Institution. A list of VASCUPP Members can be found at: www.VASCUPP.org.
7. Proposed Cost. See Section X. Pricing Schedule of this Request for Proposal.

VI. EVALUATION AND AWARD CRITERIA

A. EVALUATION CRITERIA

Proposals shall be evaluated by James Madison University using the following criteria:

	Points
1. Quality of products/services offered and suitability for intended purposes	25
2. Qualifications and experience of Offeror in providing the goods/services	20
3. Specific plans or methodology to be used to perform the services	20
4. Participation of Small, Women-Owned, & Minority (SWaM) Businesses	10
5. Cost	25
	100

- B. AWARD TO MULTIPLE OFFERORS: Selection shall be made of two or more offerors deemed to be fully qualified and best suited among those submitting proposals on the basis of the evaluation factors included in the Request for Proposals, including price, if so stated in the Request for Proposals. Negotiations shall be conducted with the offerors so selected. Price shall be considered, but need not be the sole determining factor. After negotiations have been conducted with each offeror so selected, the agency shall select the offeror which, in its opinion, has made the best proposal, and shall award the contract to that offeror. The Commonwealth reserves the right to make multiple awards as a result of this solicitation. The Commonwealth may cancel this Request for Proposals or reject proposals at any time prior to an award, and is not required to furnish a statement of the reasons why a particular proposal was not deemed to be the most advantageous. Should the Commonwealth determine in writing and in its sole discretion that only one offeror is fully qualified, or that one offeror is clearly more highly qualified than the others under consideration, a contract may be negotiated and awarded to that offeror. The award document will be a contract incorporating by reference all the requirements, terms and conditions of the solicitation and the contractor's proposal as negotiated.

VII. GENERAL TERMS AND CONDITIONS

- A. PURCHASING MANUAL: This solicitation is subject to the provisions of the Commonwealth of Virginia's Purchasing Manual for Institutions of Higher Education and Their Vendors and any revisions thereto, which are hereby incorporated into this contract in their entirety. A copy of the manual is available for review at the purchasing office. In addition, the manual may be accessed electronically at <http://www.jmu.edu/procurement> or a copy can be obtained by calling Procurement Services at (540) 568-3145.
- B. APPLICABLE LAWS AND COURTS: This solicitation and any resulting contract shall be governed in all respects by the laws of the Commonwealth of Virginia and any litigation with respect thereto shall be brought in the courts of the Commonwealth. The Contractor shall comply with applicable federal, state and local laws and regulations.
- C. ANTI-DISCRIMINATION: By submitting their proposals, offerors certify to the Commonwealth that they will conform to the provisions of the Federal Civil Rights Act of

1964, as amended, as well as the Virginia Fair Employment Contracting Act of 1975, as amended, where applicable, the Virginians With Disabilities Act, the Americans With Disabilities Act and §10 of the Rules Governing Procurement, Chapter 2, Exhibit J, Attachment 1 (available for review at <http://www.jmu.edu/procurement>). If the award is made to a faith-based organization, the organization shall not discriminate against any recipient of goods, services, or disbursements made pursuant to the contract on the basis of the recipient's religion, religious belief, refusal to participate in a religious practice, or on the basis of race, age, color, gender or national origin and shall be subject to the same rules as other organizations that contract with public bodies to account for the use of the funds provided; however, if the faith-based organization segregates public funds into separate accounts, only the accounts and programs funded with public funds shall be subject to audit by the public body. (*§6 of the Rules Governing Procurement*).

In every contract over \$10,000 the provisions in 1. and 2. below apply:

1. During the performance of this contract, the contractor agrees as follows:
 - a. The contractor will not discriminate against any employee or applicant for employment because of race, religion, color, sex, national origin, age, disability, or any other basis prohibited by state law relating to discrimination in employment, except where there is a bona fide occupational qualification reasonably necessary to the normal operation of the contractor. The contractor agrees to post in conspicuous places, available to employees and applicants for employment, notices setting forth the provisions of this nondiscrimination clause.
 - b. The contractor, in all solicitations or advertisements for employees placed by or on behalf of the contractor, will state that such contractor is an equal opportunity employer.
 - c. Notices, advertisements, and solicitations placed in accordance with federal law, rule, or regulation shall be deemed sufficient for the purpose of meeting these requirements.
 2. The contractor will include the provisions of 1. Above in every subcontract or purchase order over \$10,000, so that the provisions will be binding upon each subcontractor or vendor.
- D. ETHICS IN PUBLIC CONTRACTING: By submitting their proposals, offerors certify that their proposals are made without collusion or fraud and that they have not offered or received any kickbacks or inducements from any other offeror, supplier, manufacturer or subcontractor in connection with their proposal, and that they have not conferred on any public employee having official responsibility for this procurement transaction any payment, loan, subscription, advance, deposit of money, services or anything of more than nominal value, present or promised, unless consideration of substantially equal or greater value was exchanged.
- E. IMMIGRATION REFORM AND CONTROL ACT OF 1986: By entering into a written contract with the Commonwealth of Virginia, the Contractor certifies that the Contractor does not, and shall not during the performance of the contract for goods and services in the Commonwealth, knowingly employ an unauthorized alien as defined in the federal Immigration Reform and Control Act of 1986.
- F. DEBARMENT STATUS: By submitting their proposals, offerors certify that they are not currently debarred by the Commonwealth of Virginia from submitting proposals on contracts

for the type of goods and/or services covered by this solicitation, nor are they an agent of any person or entity that is currently so debarred.

- G. ANTITRUST: By entering into a contract, the contractor conveys, sells, assigns, and transfers to the Commonwealth of Virginia all rights, title and interest in and to all causes of action it may now have or hereafter acquire under the antitrust laws of the United States and the Commonwealth of Virginia, relating to the particular goods or services purchased or acquired by the Commonwealth of Virginia under said contract.
- H. MANDATORY USE OF STATE FORM AND TERMS AND CONDITIONS RFPs: Failure to submit a proposal on the official state form provided for that purpose may be a cause for rejection of the proposal. Modification of or additions to the General Terms and Conditions of the solicitation may be cause for rejection of the proposal; however, the Commonwealth reserves the right to decide, on a case by case basis, in its sole discretion, whether to reject such a proposal.
- I. CLARIFICATION OF TERMS: If any prospective offeror has questions about the specifications or other solicitation documents, the prospective offeror should contact the buyer whose name appears on the face of the solicitation no later than **November 4, 2019**. Any revisions to the solicitation will be made only by addendum issued by the buyer.
- J. PAYMENT:
 - 1. To Prime Contractor:
 - a. Invoices for items ordered, delivered and accepted shall be submitted by the contractor directly to the payment address shown on the purchase order/contract. All invoices shall show the state contract number and/or purchase order number; social security number (for individual contractors) or the federal employer identification number (for proprietorships, partnerships, and corporations).
 - b. Any payment terms requiring payment in less than 30 days will be regarded as requiring payment 30 days after invoice or delivery, whichever occurs last. This shall not affect offers of discounts for payment in less than 30 days, however.
 - c. All goods or services provided under this contract or purchase order, that are to be paid for with public funds, shall be billed by the contractor at the contract price, regardless of which public agency is being billed.
 - d. The following shall be deemed to be the date of payment: the date of postmark in all cases where payment is made by mail, or the date of offset when offset proceedings have been instituted as authorized under the Virginia Debt Collection Act.
 - e. Unreasonable Charges. Under certain emergency procurements and for most time and material purchases, final job costs cannot be accurately determined at the time orders are placed. In such cases, contractors should be put on notice that final payment in full is contingent on a determination of reasonableness with respect to all invoiced charges. Charges which appear to be unreasonable will be researched and challenged, and that portion of the invoice held in abeyance until a settlement can be reached. Upon determining that invoiced

charges are not reasonable, the Commonwealth shall promptly notify the contractor, in writing, as to those charges which it considers unreasonable and the basis for the determination. A contractor may not institute legal action unless a settlement cannot be reached within thirty (30) days of notification. The provisions of this section do not relieve an agency of its prompt payment obligations with respect to those charges which are not in dispute (*Rules Governing Procurement, Chapter 2, Exhibit J, Attachment 1 § 53; available for review at <http://www.jmu.edu/procurement>*).

2. To Subcontractors:
 - a. A contractor awarded a contract under this solicitation is hereby obligated:
 - (1) To pay the subcontractor(s) within seven (7) days of the contractor's receipt of payment from the Commonwealth for the proportionate share of the payment received for work performed by the subcontractor(s) under the contract; or
 - (2) To notify the agency and the subcontractors, in writing, of the contractor's intention to withhold payment and the reason.
 - b. The contractor is obligated to pay the subcontractor(s) interest at the rate of one percent per month (unless otherwise provided under the terms of the contract) on all amounts owed by the contractor that remain unpaid seven (7) days following receipt of payment from the Commonwealth, except for amounts withheld as stated in (2) above. The date of mailing of any payment by U. S. Mail is deemed to be payment to the addressee. These provisions apply to each sub-tier contractor performing under the primary contract. A contractor's obligation to pay an interest charge to a subcontractor may not be construed to be an obligation of the Commonwealth.
 3. Each prime contractor who wins an award in which provision of a SWAM procurement plan is a condition to the award, shall deliver to the contracting agency or institution, on or before request for final payment, evidence and certification of compliance (subject only to insubstantial shortfalls and to shortfalls arising from subcontractor default) with the SWAM procurement plan. Final payment under the contract in question may be withheld until such certification is delivered and, if necessary, confirmed by the agency or institution, or other appropriate penalties may be assessed in lieu of withholding such payment.
 4. The Commonwealth of Virginia encourages contractors and subcontractors to accept electronic and credit card payments.
- K. PRECEDENCE OF TERMS: Paragraphs A through J of these General Terms and Conditions and the Commonwealth of Virginia Purchasing Manual for Institutions of Higher Education and their Vendors, shall apply in all instances. In the event there is a conflict between any of the other General Terms and Conditions and any Special Terms and Conditions in this solicitation, the Special Terms and Conditions shall apply.
- L. QUALIFICATIONS OF OFFERORS: The Commonwealth may make such reasonable investigations as deemed proper and necessary to determine the ability of the offeror to perform the services/furnish the goods and the offeror shall furnish to the Commonwealth all such information and data for this purpose as may be requested. The Commonwealth reserves the right to inspect offeror's physical facilities prior to award to satisfy questions regarding the offeror's capabilities. The Commonwealth further reserves the right to reject any proposal if

the evidence submitted by, or investigations of, such offeror fails to satisfy the Commonwealth that such offeror is properly qualified to carry out the obligations of the contract and to provide the services and/or furnish the goods contemplated therein.

- M. TESTING AND INSPECTION: The Commonwealth reserves the right to conduct any test/inspection it may deem advisable to assure goods and services conform to the specifications.
- N. ASSIGNMENT OF CONTRACT: A contract shall not be assignable by the contractor in whole or in part without the written consent of the Commonwealth.
- O. CHANGES TO THE CONTRACT: Changes can be made to the contract in any of the following ways:
 - 1. The parties may agree in writing to modify the scope of the contract. An increase or decrease in the price of the contract resulting from such modification shall be agreed to by the parties as a part of their written agreement to modify the scope of the contract.
 - 2. The Purchasing Agency may order changes within the general scope of the contract at any time by written notice to the contractor. Changes within the scope of the contract include, but are not limited to, things such as services to be performed, the method of packing or shipment, and the place of delivery or installation. The contractor shall comply with the notice upon receipt. The contractor shall be compensated for any additional costs incurred as the result of such order and shall give the Purchasing Agency a credit for any savings. Said compensation shall be determined by one of the following methods:
 - a. By mutual agreement between the parties in writing; or
 - b. By agreeing upon a unit price or using a unit price set forth in the contract, if the work to be done can be expressed in units, and the contractor accounts for the number of units of work performed, subject to the Purchasing Agency's right to audit the contractor's records and/or to determine the correct number of units independently; or
 - c. By ordering the contractor to proceed with the work and keep a record of all costs incurred and savings realized. A markup for overhead and profit may be allowed if provided by the contract. The same markup shall be used for determining a decrease in price as the result of savings realized. The contractor shall present the Purchasing Agency with all vouchers and records of expenses incurred and savings realized. The Purchasing Agency shall have the right to audit the records of the contractor as it deems necessary to determine costs or savings. Any claim for an adjustment in price under this provision must be asserted by written notice to the Purchasing Agency within thirty (30) days from the date of receipt of the written order from the Purchasing Agency. If the parties fail to agree on an amount of adjustment, the question of an increase or decrease in the contract price or time for performance shall be resolved in accordance with the procedures for resolving disputes provided by the Disputes Clause of this contract or, if there is none, in accordance with the disputes provisions of the Commonwealth of Virginia Purchasing Manual for Institutions of Higher Education and their Vendors. Neither the existence of a claim nor a dispute resolution process, litigation or any other provision of this contract shall excuse the contractor from promptly complying with the changes ordered by the Purchasing Agency or with the performance of the contract generally.

- P. DEFAULT: In case of failure to deliver goods or services in accordance with the contract terms and conditions, the Commonwealth, after due oral or written notice, may procure them from other sources and hold the contractor responsible for any resulting additional purchase and administrative costs. This remedy shall be in addition to any other remedies which the Commonwealth may have.
- Q. INSURANCE: By signing and submitting a proposal under this solicitation, the offeror certifies that if awarded the contract, it will have the following insurance coverage at the time the contract is awarded. For construction contracts, if any subcontractors are involved, the subcontractor will have workers' compensation insurance in accordance with § 25 of the Rules Governing Procurement – Chapter 2, Exhibit J, Attachment 1, and 65.2-800 et. Seq. of the Code of Virginia (available for review at <http://www.jmu.edu/procurement>) The offeror further certifies that the contractor and any subcontractors will maintain these insurance coverage during the entire term of the contract and that all insurance coverage will be provided by insurance companies authorized to sell insurance in Virginia by the Virginia State Corporation Commission.

MINIMUM INSURANCE COVERAGES AND LIMITS REQUIRED FOR MOST CONTRACTS:

1. Workers' Compensation: Statutory requirements and benefits. Coverage is compulsory for employers of three or more employees, to include the employer. Contractors who fail to notify the Commonwealth of increases in the number of employees that change their workers' compensation requirement under the Code of Virginia during the course of the contract shall be in noncompliance with the contract.
 2. Employer's Liability: \$100,000
 3. Commercial General Liability: \$1,000,000 per occurrence and \$2,000,000 in the aggregate. Commercial General Liability is to include bodily injury and property damage, personal injury and advertising injury, products and completed operations coverage. The Commonwealth of Virginia must be named as an additional insured and so endorsed on the policy.
 4. Automobile Liability: \$1,000,000 combined single limit. *(Required only if a motor vehicle not owned by the Commonwealth is to be used in the contract. Contractor must assure that the required coverage is maintained by the Contractor (or third party owner of such motor vehicle.)*
- R. ANNOUNCEMENT OF AWARD: Upon the award or the announcement of the decision to award a contract over \$100,000, as a result of this solicitation, the purchasing agency will publicly post such notice on the DGS/DPS eVA web site (www.eva.virginia.gov) for a minimum of 10 days.
- S. DRUG-FREE WORKPLACE: During the performance of this contract, the contractor agrees to (i) provide a drug-free workplace for the contractor's employees; (ii) post in conspicuous places, available to employees and applicants for employment, a statement notifying employees that the unlawful manufacture, sale, distribution, dispensation, possession, or use of a controlled substance or marijuana is prohibited in the contractor's workplace and specifying the actions that will be taken against employees for violations of such prohibition; (iii) state in all solicitations or advertisements for employees placed by or on behalf of the contractor that the contractor maintains a drug-free workplace; and (iv) include the provisions of the foregoing clauses in every subcontract or purchase order of over \$10,000, so that the provisions will be binding upon each subcontractor or vendor.

For the purposes of this section, “drug-free workplace” means a site for the performance of work done in connection with a specific contract awarded to a contractor, the employees of whom are prohibited from engaging in the unlawful manufacture, sale, distribution, dispensation, possession or use of any controlled substance or marijuana during the performance of the contract.

- T. NONDISCRIMINATION OF CONTRACTORS: An offeror, or contractor shall not be discriminated against in the solicitation or award of this contract because of race, religion, color, sex, national origin, age, disability, faith-based organizational status, any other basis prohibited by state law relating to discrimination in employment or because the offeror employs ex-offenders unless the state agency, department or institution has made a written determination that employing ex-offenders on the specific contract is not in its best interest. If the award of this contract is made to a faith-based organization and an individual, who applies for or receives goods, services, or disbursements provided pursuant to this contract objects to the religious character of the faith-based organization from which the individual receives or would receive the goods, services, or disbursements, the public body shall offer the individual, within a reasonable period of time after the date of his objection, access to equivalent goods, services, or disbursements from an alternative provider.
- U. eVA BUSINESS TO GOVERNMENT VENDOR REGISTRATION, CONTRACTS, AND ORDERS: The eVA Internet electronic procurement solution, website portal www.eVA.virginia.gov, streamlines and automates government purchasing activities in the Commonwealth. The eVA portal is the gateway for vendors to conduct business with state agencies and public bodies. All vendors desiring to provide goods and/or services to the Commonwealth shall participate in the eVA Internet eprocurement solution by completing the free eVA Vendor Registration. All offerors must register in eVA and pay the Vendor Transaction Fees specified below; failure to register will result in the proposal being rejected. Vendor transaction fees are determined by the date the original purchase order is issued and the current fees are as follows:
- Vendor transaction fees are determined by the date the original purchase order is issued and the current fees are as follows:
1. For orders issued July 1, 2014 and after, the Vendor Transaction Fee is:
 - a. Department of Small Business and Supplier Diversity (SBSD) certified Small Businesses: 1% capped at \$500 per order.
 - b. Businesses that are not Department of Small Business and Supplier Diversity (SBSD) certified Small Businesses: 1% capped at \$1,500 per order.
 2. For orders issued prior to July 1, 2014 the vendor transaction fees can be found at www.eVA.virginia.gov.
 3. The specified vendor transaction fee will be invoiced by the Commonwealth of Virginia Department of General Services approximately 60 days after the corresponding purchase order is issued and payable 30 days after the invoice date. Any adjustments (increases/decreases) will be handled through purchase order changes.
- V. AVAILABILITY OF FUNDS: It is understood and agreed between the parties herein that the Commonwealth of Virginia shall be bound hereunder only to the extent of the funds available or which may hereafter become available for the purpose of this agreement.

- W. PRICING CURRENCY: Unless stated otherwise in the solicitation, offerors shall state offered prices in U.S. dollars.
- X. E-VERIFY REQUIREMENT OF ANY CONTRACTOR: Any employer with more than an average of 50 employees for the previous 12 months entering into a contract in excess of \$50,000 with James Madison University to perform work or provide services pursuant to such contract shall register and participate in the E-Verify program to verify information and work authorization of its newly hired employees performing work pursuant to any awarded contract.
- Y. TAXES: Sales to the Commonwealth of Virginia are normally exempt from State sales tax. State sales and use tax certificates of exemption, Form ST-12, will be issued upon request. Deliveries against this contract shall usually be free of Federal excise and transportation taxes. The Commonwealth's excise tax exemption registration number is 54-73-0076K.
- Z. USE OF BRAND NAMES: Unless otherwise provided in this solicitation, the name of a certain brand, make or manufacturer does not restrict offerors to the specific brand, make or manufacturer named, but conveys the general style, type, character, and quality of the article desired. Any article which the public body, in its sole discretion, determines to be the equivalent of that specified, considering quality, workmanship, economy of operation, and suitability for the purpose intended, shall be accepted. The offeror is responsible to clearly and specifically identify the product being offered and to provide sufficient descriptive literature, catalog cuts and technical detail to enable the Commonwealth to determine if the product offered meets the requirements of the solicitation. This is required even if offering the exact brand, make or manufacturer specified. Normally in a competitive sealed solicitation only the information furnished with the proposal will be considered in the evaluation. Failure to furnish adequate data for evaluation purposes may result in declaring a proposal nonresponsive. Unless the offeror clearly indicates in its proposal that the product offered is an equivalent product, such proposal will be considered to offer the brand name product referenced in the solicitation.
- AA. TRANSPORTATION AND PACKAGING: By submitting their proposals, all Offerors certify and warrant that the price offered for FOB destination includes only the actual freight rate costs at the lowest and best rate and is based upon the actual weight of the goods to be shipped. Except as otherwise specified herein, standard commercial packaging, packing and shipping containers shall be used. All shipping containers shall be legibly marked or labeled on the outside with purchase order number, commodity description, and quantity.

VIII. SPECIAL TERMS AND CONDITIONS

- A. ADVERTISING: In the event a contract is awarded for supplies, equipment, or services resulting from this proposal, no indication of such sales or services to James Madison University will be used in product literature or advertising. The contractor shall not state in any of its advertising or product literature that James Madison University has purchased or uses any of its products or services, and the contractor shall not include James Madison University in any client list in advertising and promotional materials.
- B. AUDIT: The Contractor hereby agrees to retain all books, records, systems, and other documents relative to this contract for five (5) years after final payment, or until audited by the Commonwealth of Virginia, whichever is sooner. The Commonwealth of Virginia, its authorized agents, and/or State auditors shall have full access to and the right to examine any of said materials during said period.

- C. CANCELLATION OF CONTRACT: James Madison University reserves the right to cancel and terminate any resulting contract, in part or in whole, without penalty, upon 60 days written notice to the contractor. In the event the initial contract period is for more than 12 months, the resulting contract may be terminated by either party, without penalty, after the initial 12 months of the contract period upon 60 days written notice to the other party. Any contract cancellation notice shall not relieve the contractor of the obligation to deliver and/or perform on all outstanding orders issued prior to the effective date of cancellation.
- D. IDENTIFICATION OF PROPOSAL ENVELOPE: The signed proposal should be returned in a separate envelope or package, sealed and identified as follows:

From:

Name of Offeror	Due Date	Time
Street or Box No.	RFP #	
City, State, Zip Code	RFP Title	
Name of Purchasing Officer:		

The envelope should be addressed as directed on the title page of the solicitation.

The Offeror takes the risk that if the envelope is not marked as described above, it may be inadvertently opened and the information compromised, which may cause the proposal to be disqualified. Proposals may be hand-delivered to the designated location in the office issuing the solicitation. No other correspondence or other proposals should be placed in the envelope.

- E. LATE PROPOSALS: To be considered for selection, proposals must be received by the issuing office by the designated date and hour. The official time used in the receipt of proposals is that time on the automatic time stamp machine in the issuing office. Proposals received in the issuing office after the date and hour designated are automatically non responsive and will not be considered. The University is not responsible for delays in the delivery of mail by the U.S. Postal Service, private couriers, or the intra university mail system. It is the sole responsibility of the Offeror to ensure that its proposal reaches the issuing office by the designated date and hour.
- F. UNDERSTANDING OF REQUIREMENTS: It is the responsibility of each offeror to inquire about and clarify any requirements of this solicitation that is not understood. The University will not be bound by oral explanations as to the meaning of specifications or language contained in this solicitation. Therefore, all inquiries deemed to be substantive in nature must be in writing and submitted to the responsible buyer in the Procurement Services Office. **Offerors are asked to include reference to RFP section, page, and item number in their questions when relevant.** Offerors must ensure that written inquiries reach the buyer by **November 4, 2019**. A copy of all queries and the respective response will be provided in the form of an addendum to all offerors who have indicated an interest in responding to this solicitation. Your signature on your Offer certifies that you fully understand all facets of this solicitation. These questions may be sent to the Buyer as referenced on the signature sheet.
- G. RENEWAL OF CONTRACT: This contract may be renewed by the Commonwealth for a period of eight (8) successive one year periods under the terms and conditions of the original contract except as stated in 1. and 2. below. Price increases may be negotiated only at the time of renewal. Written notice of the Commonwealth's intention to renew shall be given approximately 90 days prior to the expiration date of each contract period.

1. If the Commonwealth elects to exercise the option to renew the contract for an additional one-year period, the contract price(s) for the additional one year shall not exceed the contract price(s) of the original contract increased/decreased by no more than the percentage increase/decrease of the other services category of the CPI-W section of the Consumer Price Index of the United States Bureau of Labor Statistics for the latest twelve months for which statistics are available.
 2. If during any subsequent renewal periods, the Commonwealth elects to exercise the option to renew the contract, the contract price(s) for the subsequent renewal period shall not exceed the contract price(s) of the previous renewal period increased/decreased by more than the percentage increase/decrease of the other services category of the CPI-W section of the Consumer Price Index of the United States Bureau of Labor Statistics for the latest twelve months for which statistics are available.
- H. SUBMISSION OF INVOICES: All invoices shall be submitted within sixty days of contract term expiration for the initial contract period as well as for each subsequent contract renewal period. Any invoices submitted after the sixty-day period will not be processed for payment.
- I. OPERATING VEHICLES ON JAMES MADISON UNIVERSITY CAMPUS: Operating vehicles on sidewalks, plazas, and areas heavily used by pedestrians is prohibited. In the unlikely event a driver should find it necessary to drive on James Madison University sidewalks, plazas, and areas heavily used by pedestrians, the driver must yield to pedestrians. For a complete list of parking regulations, please go to www.jmu.edu/parking; or to acquire a service representative parking permit, contact Parking Services at 540.568.3300. The safety of our students, faculty and staff is of paramount importance to us. Accordingly, violators may be charged.
- J. COOPERATIVE PURCHASING / USE OF AGREEMENT BY THIRD PARTIES: It is the intent of this solicitation and resulting contract(s) to allow for cooperative procurement. Accordingly, any public body, (to include government/state agencies, political subdivisions, etc.), cooperative purchasing organizations, public or private health or educational institutions or any University related foundation and affiliated corporations may access any resulting contract if authorized by the Contractor.

Participation in this cooperative procurement is strictly voluntary. If authorized by the Contractor(s), the resultant contract(s) will be extended to the entities indicated above to purchase goods and services in accordance with contract terms. As a separate contractual relationship, the participating entity will place its own orders directly with the Contractor(s) and shall fully and independently administer its use of the contract(s) to include contractual disputes, invoicing and payments without direct administration from the University. No modification of this contract or execution of a separate agreement is required to participate; however, the participating entity and the Contractor may modify the terms and conditions of this contract to accommodate specific governing laws, regulations, policies, and business goals required by the participating entity. Any such modification will apply solely between the participating entity and the Contractor.

The Contractor will notify the University in writing of any such entities accessing this contract. The Contractor will provide semi-annual usage reports for all entities accessing the contract. The University shall not be held liable for any costs or damages incurred by any other participating entity as a result of any authorization by the Contractor to extend the contract. It is understood and agreed that the University is not responsible for the acts or omissions of any entity and will not be considered in default of the contract no matter the circumstances.

Use of this contract(s) does not preclude any participating entity from using other contracts or competitive processes as needed.

K. SMALL BUSINESS SUBCONTRACTING AND EVIDENCE OF COMPLIANCE:

1. It is the goal of the Commonwealth that 42% of its purchases are made from small businesses. This includes discretionary spending in prime contracts and subcontracts. All potential offerors are required to submit a Small Business Subcontracting Plan. Unless the offeror is registered as a Department of Small Business and Supplier Diversity (SBSD)-certified small business and where it is practicable for any portion of the awarded contract to be subcontracted to other suppliers, the contractor is encouraged to offer such subcontracting opportunities to SBSD-certified small businesses. This shall not exclude SBSD-certified women-owned and minority-owned businesses when they have received SBSD small business certification. No offeror or subcontractor shall be considered a Small Business, a Women-Owned Business or a Minority-Owned Business unless certified as such by the Department of Small Business and Supplier Diversity (SBSD) by the due date for receipt of proposals. If small business subcontractors are used, the prime contractor agrees to report the use of small business subcontractors by providing the purchasing office at a minimum the following information: name of small business with the SBSD certification number or FEIN, phone number, total dollar amount subcontracted, category type (small, women-owned, or minority-owned), and type of product/service provided. **This information shall be submitted to: JMU Office of Procurement Services, Attn: SWAM Subcontracting Compliance, MSC 5720, Harrisonburg, VA 22807.**
2. Each prime contractor who wins an award in which provision of a small business subcontracting plan is a condition of the award, shall deliver to the contracting agency or institution with every request for payment, evidence of compliance (subject only to insubstantial shortfalls and to shortfalls arising from subcontractor default) with the small business subcontracting plan. **This information shall be submitted to: JMU Office of Procurement Services, SWAM Subcontracting Compliance, MSC 5720, Harrisonburg, VA 22807.** When such business has been subcontracted to these firms and upon completion of the contract, the contractor agrees to furnish the purchasing office at a minimum the following information: name of firm with the Department of Small Business and Supplier Diversity (SBSD) certification number or FEIN number, phone number, total dollar amount subcontracted, category type (small, women-owned, or minority-owned), and type of product or service provided. Payment(s) may be withheld until compliance with the plan is received and confirmed by the agency or institution. The agency or institution reserves the right to pursue other appropriate remedies to include, but not be limited to, termination for default.
3. Each prime contractor who wins an award valued over \$200,000 shall deliver to the contracting agency or institution with every request for payment, information on use of subcontractors that are not Department of Small Business and Supplier Diversity (SBSD)-certified small businesses. When such business has been subcontracted to these firms and upon completion of the contract, the contractor agrees to furnish the purchasing office at a minimum the following information: name of firm, phone number, FEIN number, total dollar amount subcontracted, and type of product or service provided. **This information shall be submitted to: JMU Office of Procurement Services, Attn: SWAM Subcontracting Compliance, MSC 5720, Harrisonburg, VA 22807.**

L. AUTHORIZATION TO CONDUCT BUSINESS IN THE COMMONWEALTH: A contractor organized as a stock or nonstock corporation, limited liability company, business trust, or

- limited partnership or registered as a registered limited liability partnership shall be authorized to transact business in the Commonwealth as a domestic or foreign business entity if so required by Title 13.1 or Title 50 of the Code of Virginia or as otherwise required by law. Any business entity described above that enters into a contract with a public body shall not allow its existence to lapse or its certificate of authority or registration to transact business in the Commonwealth, if so required under Title 13.1 or Title 50, to be revoked or cancelled at any time during the term of the contract. A public body may void any contract with a business entity if the business entity fails to remain in compliance with the provisions of this section.
- M. PUBLIC POSTING OF COOPERATIVE CONTRACTS: James Madison University maintains a web-based contracts database with a public gateway access. Any resulting cooperative contract/s to this solicitation will be posted to the publicly accessible website. Contents identified as proprietary information will not be made public.
- N. CRIMINAL BACKGROUND CHECKS OF PERSONNEL ASSIGNED BY CONTRACTOR TO PERFORM WORK ON JMU PROPERTY: The Contractor shall obtain criminal background checks on all of their contracted employees who will be assigned to perform services on James Madison University property. The results of the background checks will be directed solely to the Contractor. The Contractor bears responsibility for confirming to the University contract administrator that the background checks have been completed prior to work being performed by their employees or subcontractors. The Contractor shall only assign to work on the University campus those individuals whom it deems qualified and permissible based on the results of completed background checks. Notwithstanding any other provision herein, and to ensure the safety of students, faculty, staff and facilities, James Madison University reserves the right to approve or disapprove any contract employee that will work on JMU property. Disapproval by the University will solely apply to JMU property and should have no bearing on the Contractor's employment of an individual outside of James Madison University.
- O. INDEMNIFICATION: Contractor agrees to indemnify, defend and hold harmless the Commonwealth of Virginia, its officers, agents, and employees from any claims, damages and actions of any kind or nature, whether at law or in equity, arising from or caused by the use of any materials, goods, or equipment of any kind or nature furnished by the contractor/any services of any kind or nature furnished by the contractor, provided that such liability is not attributable to the sole negligence of the using agency or to failure of the using agency to use the materials, goods, or equipment in the manner already and permanently described by the contractor on the materials, goods or equipment delivered.
- P. ADDITIONAL GOODS AND SERVICES: The University may acquire other goods or services that the supplier provides than those specifically solicited. The University reserves the right, subject to mutual agreement, for the Contractor to provide additional goods and/or services under the same pricing, terms, and conditions and to make modifications or enhancements to the existing goods and services. Such additional goods and services may include other products, components, accessories, subsystems, or related services that are newly introduced during the term of this Agreement. Such additional goods and services will be provided to the University at favored nations pricing, terms, and conditions.
- Q. ELECTRICAL EQUIPMENT STANDARDS: All equipment/material shall conform to the latest issue of all applicable standards as established by National Electrical Manufacturer's Association (NEMA), American National Standards Institute (ANSI), and Occupational Safety & Health Administration (OSHA). All equipment and material, for which there are OSHA standards, shall bear an appropriate label of approval for use intended from a Nationally Recognized Testing Laboratory (NRTL).

- R. EXTRA CHARGES NOT ALLOWED: The pricing shall be for complete installation ready for the Commonwealth's use, and shall include all applicable freight and installation charges; extra charges will not be allowed.
- S. CONFIDENTIALITY (Commonwealth): The Commonwealth agrees that neither it nor its employees, representatives, or agents shall knowingly divulge any proprietary information with respect to the operation of the software, the technology embodied therein, or any other trade secret or proprietary information related thereto, except as specifically authorized by the contractor in writing or as required by the Freedom of Information Act or similar law. It shall be the contractor's responsibility to fully comply with § 11-52 D of the *Code of Virginia*. All trade secrets or proprietary information must be identified in writing or other tangible form and conspicuously labeled as "proprietary" either prior to or at the time of submission to the Commonwealth.
- T. LATEST SOFTWARE VERSION: Any software product(s) provided under the contract shall be the latest version available to the general public as of the due date of this solicitation.
- U. PRODUCT SUBSTITUTION: During the term of any contract resulting from this solicitation, the vendor is not authorized to substitute any item for that product and/or software identified in the solicitation without the prior written consent of the contracting officer whose name appears on the front of this solicitation, or their designee.
- V. QUALIFIED REPAIR PERSONNEL: All warranty or maintenance services to be performed on the items specified in this solicitation as well as any associated hardware or software shall be performed by qualified technicians properly authorized by the manufacturer to perform such services. The Commonwealth reserves the right to require proof of certification prior to award and at any time during the term of the contract.
- W. RELOCATION OF EQUIPMENT: Should it become necessary to move equipment covered by the contract to another location, the Commonwealth reserves the right to do so at its own expense. If contractor supervision is required, the Commonwealth will provide prior written notice of the move at least thirty days in advance, in which case the contractor shall provide the required services and be reasonably compensated by the Commonwealth. Both the compensation to be paid and any adjustment to the maintenance terms resulting from the move shall be as mutually agreed between the parties. Regular maintenance charges shall be suspended on the day the equipment is dismantled and resume once the equipment is again certified ready for operational use.
- X. RENEWAL OF MAINTENANCE: Maintenance of the hardware or software specified in the resultant contract may be renewed by the mutual written agreement of both parties for additional one-year periods, under the terms and conditions of the original contract except as noted herein. Price changes may be negotiated at time of renewal; however, in no case shall the maintenance costs for a succeeding one-year period exceed the prior year's contract price(s), increased or decreased by more than the percentage increase or decrease in the other services category of the CPI-W section of the US Bureau of Labor Statistics Consumer Price Index, for the latest twelve months for which statistics are available.
- Y. REPAIR PARTS: In the event that the performance of maintenance services under the contract results in a need to replace defective parts, such items may only be replaced by new parts. In no instance shall the contractor be permitted to replace defective items with refurbished, remanufactured, or surplus items without prior written authorization of the Commonwealth.

- Z. SERVICE PERIOD (EXTENDED): Due to the criticality of the applications for which the equipment and/or software is purchased, the contractor shall provide 24 hours a day, 7 days a week, maintenance support, including state holidays. On-site response time shall be within 12-24 hours following initial notification. All necessary repairs or corrections shall be completed within 72 hours of the initial notification.
- AA. SERVICE PERIOD (ROUTINE): Contractor shall provide 24-hour toll free phone support with a 24-hour return call response time. On-site maintenance services shall carry a 12-24-hour response time following initial notification and be available during the normal working hours of 8 A.M. to 5 P.M. Monday through Friday, excluding state holidays. All necessary repairs or corrections shall be completed within 72 hours of the initial notification.
- BB. SERVICE REPORTS: Upon completion of any maintenance call, the contractor shall provide the agency with a signed service report that includes, at a minimum: a general statement as to the problem, action taken, any materials or parts furnished or used, and the number of hours required to complete the repairs.
- CC. SOFTWARE UPGRADES: The Commonwealth shall be entitled to any and all upgraded versions of the software covered in the contract that becomes available from the contractor. The maximum charge for upgrade shall not exceed the total difference between the cost of the Commonwealth's current version and the price the contractor sells or licenses the upgraded software under similar circumstances.
- DD. SOURCE CODE: In the event the contractor ceases to maintain experienced staff and the resources needed to provide required software maintenance, the Commonwealth shall be entitled to have, use, and duplicate for its own use, a copy of the source code and associated documentation for the software products covered by the contract. Until such time as a complete copy of such material is provided, the Commonwealth shall have exclusive right to possess all physical embodiments of such contractor owned materials. The rights of the Commonwealth in this respect shall survive for a period of twenty years after the expiration or termination of the contract. All lease and royalty fees necessary to support this right are included in the initial license fee as contained in the pricing schedule.
- EE. TERM OF SOFTWARE LICENSE: Unless otherwise stated in the solicitation, the software license(s) identified in the pricing schedule shall be purchased on a perpetual basis and shall continue in perpetuity. However, the Commonwealth reserves the right to terminate the license at any time, although the mere expiration or termination of this contract shall not be construed as an intent to terminate the license. All acquired license(s) shall be for use at any computing facilities, on any equipment, by any number of users, and for any purposes for which it is procured. The Commonwealth further reserves the right to transfer all rights under the license to another state agency to which some or all of its functions are transferred.
- FF. THIRD PARTY ACQUISITION OF SOFTWARE: The contractor shall notify the procuring agency in writing should the intellectual property, associated business, or all of its assets be acquired by a third party. The contractor further agrees that the contract's terms and conditions, including any and all license rights and related services, shall not be affected by the acquisition. Prior to completion of the acquisition, the contractor shall obtain, for the Commonwealth's benefit and deliver thereto, the assignee's agreement to fully honor the terms of the contract.
- GG. TITLE TO SOFTWARE: By submitting a proposal, the offeror represents and warrants that it is the sole owner of the software or, if not the owner, that it has received all legally required authorizations from the owner to license the software, has the full power to grant the rights required by this solicitation, and that neither the software nor its use in accordance with the

contract will violate or infringe upon any patent, copyright, trade secret, or any other property rights of another person or organization.

HH. WARRANTY AGAINST SHUTDOWN DEVICES: The contractor warrants that the equipment and software provided under the contract shall not contain any lock, counter, CPU reference, virus, worm, or other device capable of halting operations or erasing or altering data or programs. Contractor further warrants that neither it, nor its agents, employees, or subcontractors shall insert any shutdown device following delivery of the equipment and software.

II. WARRANTY: All materials and equipment shall be fully guaranteed against defects in material and workmanship for a period of 24 months following date of delivery. Should any defect be noted by the owner, the Purchasing Office will notify the contractor of such defect or non-conformance. Notification will state either (1) that the contractor shall replace or correct, or (2) the owner does not require replacement or correction, but an equitable adjustment to the contract price will be negotiated. If the contractor is required to correct or replace, it shall be at no cost to the Commonwealth and shall be subject to all provisions of this clause to the same extent as materials initially delivered. If the contractor fails or refuses to replace or correct the deficiency, the office issuing the purchase order may have the materials corrected or replaced with similar items and charge the contractor the costs occasioned thereby or obtain an equitable adjustment in the contract price.

JJ. NONVISUAL ACCESS TO TECHNOLOGY: All information technology which, pursuant to this Agreement, is purchased or upgraded by or for the use of any State agency or institution or political subdivision of the Commonwealth (the "Technology") shall comply with the following nonvisual access standards from the date of purchase or upgrade until the expiration of this Agreement:

- (i) effective, interactive control and use of the Technology shall be readily achievable by nonvisual means;
- (ii) the Technology equipped for nonvisual access shall be compatible with information technology used by other individuals with whom any blind or visually impaired user of the Technology interacts;
- (iii) nonvisual access technology shall be integrated into any networks used to share communications among employees, program participants or the public; and
- (iv) the technology for nonvisual access shall have the capability of providing equivalent access by nonvisual means to telecommunications or other interconnected network services used by persons who are not blind or visually impaired.

Compliance with the foregoing nonvisual access standards shall not be required if the head of the using agency, institution or political subdivision determines that (i) the Technology is not available with nonvisual access because the essential elements of the Technology are visual and (ii) nonvisual equivalence is not available.

Installation of hardware, software or peripheral devices used for nonvisual access is not required when the Technology is being used exclusively by individuals who are not blind or visually impaired, but applications programs and underlying operating systems (including the

format of the data) used for the manipulation and presentation of information shall permit the installation and effective use of nonvisual access software and peripheral devices.

If requested, the Contractor must provide a detailed explanation of how compliance with the foregoing nonvisual access standards is achieved and a validation of concept demonstration.

The requirements of this Paragraph shall be construed to achieve full compliance with the Information Technology Access Act, 2.2-3500 through 2.2-3504 of the *Code of Virginia*.

All information technology which, pursuant to this Agreement, is purchased or upgraded by or for the use of any Commonwealth agency or institution or political subdivision of the Commonwealth (the "Technology") shall comply with Section 508 of the Rehabilitation Act (29 U.S.C. 794d), as amended. If requested, the Contractor must provide a detailed explanation of how compliance with Section 508 of the Rehabilitation Act is achieved and a validation of concept demonstration. (<http://www.section508.gov/>). The requirements of this Paragraph along with the Non-Visual Access to Technology Clause shall be construed to achieve full compliance with the Information Technology Access Act, §§2.2-3500 through 2.2-3504 of the *Code of Virginia*.

KK. AS BUILT DRAWINGS: The contractor shall provide the Commonwealth a clean set of reproducible "as built" drawings and wiring diagrams, marked to record all changes made during installation or construction. The contractor shall also provide the Commonwealth with maintenance manuals, parts lists and a copy of all warranties for all equipment. All "as built" drawings and wiring diagrams, maintenance manuals, parts lists and warranties shall be delivered to the Commonwealth upon completion of the work and prior to final payment.

LL. CONTRACTOR REGISTRATION: If a contract for construction, removal, repair or improvement of a building or other real property is for \$120,000 or more, or if the total value of all such contracts undertaken by offeror within any 12-month period is \$750,000 or more, the offeror is required under Title 54.1-1100, *Code of Virginia* (1950), as amended, to be licensed by the State Board of Contractors a "CLASS A CONTRACTOR." If such a contract is for \$10,000 or more but less than \$120,000, or if the total value of all such contracts undertaken by offeror within any 12-month period is \$150,000 or more, but less than \$750,000 or more, the offeror is required to be licensed as a "CLASS B CONTRACTOR." If such a contract is over \$1,000 but less than \$10,000, or if the contractor does less than \$150,000 in business in a 12-month period, the offeror is required to be licensed as a "CLASS C CONTRACTOR." The board shall require a master tradesmen license as a condition of licensure for electrical, plumbing and heating, ventilation and air conditioning contractors. The offeror shall place on the outside of the envelope containing the proposal and shall place in the proposal over his signature whichever of the following notations is appropriate, inserting his contractor license number:

Licensed Class A		
Virginia Contractor No.	_____	Specialty _____
Licensed Class B		
Virginia Contractor No.	_____	Specialty _____
Licensed Class C		
Virginia Contractor No.	_____	Specialty _____

If the offeror shall fail to provide this information on his proposal or on the envelope containing the proposal and shall fail to promptly provide said contractor license number to the

Commonwealth in writing when requested to do so before or after the opening of proposals, he shall be deemed to be in violation of § 54.1-1115 of the *Code of Virginia* (1950), as amended, and his proposal will not be considered.

If an offeror shall fail to obtain the required license prior to submission of his proposal, the proposal shall not be considered.

- MM. DELIVERY AND STORAGE: It shall be the responsibility of the contractor to make all arrangements for delivery, unloading, receiving and storing materials in the building during installation. The owner will not assume any responsibility for receiving these shipments. Contractor shall check with the owner and make necessary arrangements for security and storage space in the building during installation.
- NN. FINAL INSPECTION: At the conclusion of the work, the contractor shall demonstrate to the authorized owner's representative that the work is fully operational and in compliance with contract specifications and codes. Any deficiencies shall be promptly and permanently corrected by the contractor at the contractor's sole expense prior to final acceptance of the work.
- OO. MAINTENANCE MANUALS: The contractor shall provide with each piece of equipment an operations and maintenance manual with wiring diagrams, parts list, and a copy of all warranties.
- GGG. WORK SITE DAMAGES: Any damage to existing utilities, equipment or finished surfaces resulting from the performance of this contract shall be repaired to the Commonwealth's satisfaction at the contractor's expense.
- HHH. INSTALLATION: All items must be assembled and set in place, ready for use. All crating and other debris must be removed from the premises.
- III. CONTRACTOR'S TITLE TO MATERIALS: No materials or supplies for the work shall be purchased by the contractor or by any subcontractor subject to any chattel mortgage or under a conditional sales or other agreement by which an interest is retained by the seller. The contractor warrants that he has clear title to all materials and supplies for which he invoices for payment.
- JJJ. PRIME CONTRACTOR RESPONSIBILITIES: The contractor shall be responsible for completely supervising and directing the work under this contract and all subcontractors that he may utilize, using his best skill and attention. Subcontractors who perform work under this contract shall be responsible to the prime contractor. The contractor agrees that he is as fully responsible for the acts and omissions of his subcontractors and of persons employed by them as he is for the acts and omissions of his own employees.
- KKK. SUBCONTRACTS: No portion of the work shall be subcontracted without prior written consent of the purchasing agency. In the event that the contractor desires to subcontract some part of the work specified herein, the contractor shall furnish the purchasing agency the names, qualifications and experience of their proposed subcontractors. The contractor shall, however, remain fully liable and responsible for the work to be done by its subcontractor(s) and shall assure compliance with all requirements of the contract.

- LLL. KEYS: If the Contractor is given keys for this project, it is the Contractor's responsibility to return the keys when the contract is terminated, as well as for the safekeeping of the keys during the contract period. The Contractor shall not loan or duplicate the keys. In the event the Contractor loses the keys, they will be charged for the replacement of the keys and any locks which are rekeyed or replaced.
- MMM. STANDARDS OF CONDUCT: The work site will be occupied by students and University Personnel during the times work is performed. Contractor and Contractor's personnel shall exercise a particularly high level of discipline, safety and cooperation at all times while on the job site. The Contractor shall be responsible for controlling employee conduct, for assuring that its employees are not boisterous or rude, and assuring that they are not engaging in any destructive or criminal activity.

IX. METHOD OF PAYMENT

The contractor will be paid on the basis of invoices submitted in accordance with the solicitation and any negotiations. James Madison University recognizes the importance of expediting the payment process for our vendors and suppliers. We are asking our vendors and suppliers to enroll in the Wells Fargo Bank single use Commercial Card Number process or electronic deposit (ACH) to your bank account so that future payments are made electronically. Contractors signed up for the Wells Fargo Bank single use Commercial Card Number process will receive the benefit of being paid in Net 15 days. Additional information is available online at:

<http://www.jmu.edu/financeoffice/accounting-operations-disbursements/cash-investments/vendor-payment-methods.shtml>

X. PRICING SCHEDULE

The offeror shall provide pricing for all products and services included in proposal indicating one-time and on-going costs. This includes pricing for items included in Section IV Statement of Needs as well as a completed copy of the attached Broadcast System Pricing Form (Attachment G, attached to posting as a separate Excel spreadsheet) both in print and accompanying your electronic submission (See Section V. Proposal Preparation and Submission).

Specify any associated charge card processing fees, if applicable, to be billed to the university. Vendors shall provide their VISA registration number when indicating charge card processing fees. Any vendor requiring information on VISA registration may refer to

<https://usa.visa.com/support/small-business/regulations-fees.html> and for questions <https://usa.visa.com/dam/VCOM/global/support-legal/documents/merchant-surcharging-qa-for-web.pdf>.

XI. ATTACHMENTS

Attachment A: Offeror Data Sheet

Attachment B: Small, Women, and Minority-owned Business (SWaM) Utilization Plan

Attachment C: Standard Contract Sample

Attachment D: Zone Map

Attachment E: Scope of Work and Technical Specifications – attached as a separate PDF file

Attachment F: JMU Atlantic Union Bank Center AJP RFP Drawings – attached as a separate PDF file

Attachment G: Broadcast System Pricing Form - attached as a separate Excel spreadsheet (***All Offerors are required to complete***)

ATTACHMENT A

OFFEROR DATA SHEET

TO BE COMPLETED BY OFFEROR

1. QUALIFICATIONS OF OFFEROR: Offerors must have the capability and capacity in all respects to fully satisfy the contractual requirements.
2. YEARS IN BUSINESS: Indicate the length of time you have been in business providing these types of goods and services.

Years _____ Months _____

3. REFERENCES: Indicate below a listing of at least five (5) organizations, either commercial or governmental/educational, that your agency is servicing. Include the name and address of the person the purchasing agency has your permission to contact.

CLIENT	LENGTH OF SERVICE	ADDRESS	CONTACT PERSON/PHONE #
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4. List full names and addresses of Offeror and any branch offices which may be responsible for administering the contract.

5. RELATIONSHIP WITH THE COMMONWEALTH OF VIRGINIA: Is any member of the firm an employee of the Commonwealth of Virginia who has a personal interest in this contract pursuant to the [CODE OF VIRGINIA](#), SECTION 2.2-3100 – 3131?

[] YES [] NO

IF YES, EXPLAIN: _____

ATTACHMENT B

Small, Women and Minority-owned Businesses (SWaM) Utilization Plan

Offeror Name: _____ **Preparer Name:** _____

Date: _____

Is your firm a **Small Business Enterprise** certified by the Department of Small Business and Supplier Diversity (SBSD)? Yes _____ No _____

If yes, certification number: _____ Certification date: _____

Is your firm a **Woman-owned Business Enterprise** certified by the Department of Small Business and Supplier Diversity (SBSD)? Yes _____ No _____

If yes, certification number: _____ Certification date: _____

Is your firm a **Minority-Owned Business Enterprise** certified by the Department of Small Business and Supplier Diversity (SBSD)? Yes _____ No _____

If yes, certification number: _____ Certification date: _____

Is your firm a **Micro Business** certified by the Department of Small Business and Supplier Diversity (SBSD)? Yes _____ No _____

If yes, certification number: _____ Certification date: _____

Instructions: *Populate the table below to show your firm's plans for utilization of small, women-owned and minority-owned business enterprises in the performance of the contract. Describe plans to utilize SWAMs businesses as part of joint ventures, partnerships, subcontractors, suppliers, etc.*

Small Business: "Small business " means a business, independently owned or operated by one or more persons who are citizens of the United States or non-citizens who are in full compliance with United States immigration law, which, together with affiliates, has 250 or fewer employees, or average annual gross receipts of \$10 million or less averaged over the previous three years.

Woman-Owned Business Enterprise: A business concern which is at least 51 percent owned by one or more women who are U.S. citizens or legal resident aliens, or in the case of a corporation, partnership or limited liability company or other entity, at least 51 percent of the equity ownership interest in which is owned by one or more women, and whose management and daily business operations are controlled by one or more of such individuals. **For purposes of the SWAM Program, all certified women-owned businesses are also a small business enterprise.**

Minority-Owned Business Enterprise: A business concern which is at least 51 percent owned by one or more minorities or in the case of a corporation, partnership or limited liability company or other entity, at least 51 percent of the equity ownership interest in which is owned by one or more minorities and whose management and daily business operations are controlled by one or more of such individuals. **For purposes of the SWAM Program, all certified minority-owned businesses are also a small business enterprise.**

Micro Business is a certified Small Business under the SWaM Program and has no more than twenty-five (25) employees **AND** no more than \$3 million in average annual revenue over the three-year period prior to their certification.

All small, women, and minority owned businesses must be certified by the Commonwealth of Virginia Department of Small Business and Supplier Diversity (SBSD) to be counted in the SWAM program. Certification applications are available through SBSD at 800-223-0671 in Virginia, 804-786-6585 outside Virginia, or online at <http://www.sbsd.virginia.gov/> (Customer Service).

RETURN OF THIS PAGE IS REQUIRED

ATTACHMENT B (CNT'D)
Small, Women and Minority-owned Businesses (SWaM) Utilization Plan

Procurement Name and Number: _____

Date Form Completed: _____

Listing of Sub-Contractors, to include, Small, Woman Owned and Minority Owned Businesses
for this Proposal and Subsequent Contract

Offeror / Proposer:

Firm

Address

Contact Person/No.

Sub-Contractor's Name and Address	Contact Person & Phone Number	SBSD Certification Number	Services or Materials Provided	Total Subcontractor Contract Amount (to include change orders)	Total Dollars Paid Subcontractor to date (to be submitted with request for payment from JMU)

(Form shall be submitted with proposal and if awarded, again with submission of each request for payment)

RETURN OF THIS PAGE IS REQUIRED

ATTACHMENT C



COMMONWEALTH OF VIRGINIA
STANDARD CONTRACT

Contract No. _____

This contract entered into this _____ day of _____, 20____, by _____ hereinafter called the "Contractor" and Commonwealth of Virginia, James Madison University called the "Purchasing Agency".

WITNESSETH that the Contractor and the Purchasing Agency, in consideration of the mutual covenants, promises and agreements herein contained, agree as follows:

SCOPE OF CONTRACT: The Contractor shall provide the services to the Purchasing Agency as set forth in the Contract Documents.

PERIOD OF PERFORMANCE: From _____ through _____

The contract documents shall consist of:

- (1) This signed form;
- (2) The following portions of the Request for Proposals dated _____:
 - (a) The Statement of Needs,
 - (b) The General Terms and Conditions,
 - (c) The Special Terms and Conditions together with any negotiated modifications of those Special Conditions;
 - (d) List each addendum that may be issued
 - (e) Scope of Work and Technical Specifications
- (3) The Contractor's Proposal dated _____ and the following negotiated modification to the Proposal, all of which documents are incorporated herein.
 - (a) Negotiations summary dated _____.

IN WITNESS WHEREOF, the parties have caused this Contract to be duly executed intending to be bound thereby.

CONTRACTOR:

PURCHASING AGENCY:

By: _____
(Signature)

By: _____
(Signature)

(Printed Name)

(Printed Name)

Title: _____

Title: _____

ATTACHMENT D

Zone Map



Virginia Association of State College & University Purchasing Professionals (VASCUPP)

List of member institutions by zones

<u>Zone 1</u> George Mason University (Fairfax)	<u>Zone 2</u> James Madison University (Harrisonburg)	<u>Zone 3</u> University of Virginia (Charlottesville)
<u>Zone 4</u> University of Mary Washington (Fredericksburg)	<u>Zone 5</u> College of William and Mary (Williamsburg) Old Dominion University (Norfolk)	<u>Zone 6</u> Virginia Commonwealth University (Richmond)
<u>Zone 7</u> Longwood University (Farmville)	<u>Zone 8</u> Virginia Military Institute (Lexington) Virginia Tech (Blacksburg) Radford University (Radford)	<u>Zone 9</u> University of Virginia - Wise (Wise)

ATTACHMENT E

SCOPE OF WORK AND TECHNICAL SPECIFICATIONS

PART 1 GENERAL

1.1 DESCRIPTION

- A. The Contractor shall be responsible for providing all Broadcast Systems as described.
- B. Contractor shall be responsible for all secondary power and electrical distribution (UPSs, conditioning, power strips, etc.) to the new system(s). Contractor shall provide all secondary power connections/terminations required to power new system(s).
- C. Contractor shall be responsible for final engineering of all components required for new system(s). Any modifications required are the responsibility of the Contractor.
- D. Contractor is responsible for supplying a complete and fully operational system as intended by the RFP documents and any subsequent addendums.
- E. Prior to entering into a contract for the project, the Offeror is responsible for notifying the University of any equipment omissions in the RFP documents that would prevent the completion of a fully operational system. If Contractor fails to notify the University of any equipment omissions, Contractor shall assume responsibility for providing the required equipment at no additional cost to the University.
- F. Contractor shall field verify all work site conditions, including dimensions and site lines prior to submitting shop drawings.
- G. The Contractor shall be wholly responsible for any necessary logistic, staging, planning, etc. required to access and execute the work. This includes any demolition, clearing and put back necessary to access the project or to create staging or storage areas. Contractor shall return all existing conditions and improvements to a condition equal to the condition it was found upon mobilization.
- H. Contractor shall grant the University a license to use all proprietary software provided with this RFP for the life of the system.

1.2 OFFEROR QUALIFICATIONS

- A. James Madison University seeks to contract with an Offeror for the full performance of the work as described in this RFP and to obtain long-term service and support for all equipment supplied by the selected Offeror. In an effort to ensure the chosen Offeror has the long-term interests of the University in mind, the following shall be required in order to submit a proposal for this project. Failure to submit acceptable responses to all of these requirements may eliminate an Offeror from consideration. The University, in its sole discretion, shall reserve the right to waive any or all of the requirements listed below.
 - 1. Offeror shall provide a list of a minimum of three (3) facilities (facility, contact name, title, address and current phone number) where the Offeror has provided equipment and services of equivalent brand, size and scope within the last three (3) years.
 - 2. Offeror shall provide a minimum of one (1) facility (facility, contact name, title, address and current phone number) where the Offeror has provided equipment and services of equivalent brand, size and scope that is at least five (5) years old.
 - 3. Offeror shall have a direct service employee or certified contractor capable of providing maintenance response within two (2) hours of a call for service.

1.3 SUBMITTAL REQUIREMENTS

- B. Initial Submittals and Shop Drawings
 - 1. Contractor shall be required to provide submittals and shop drawings to the University within thirty (30) calendar days of date shown on award notice, acknowledged with a binding letter of intent.

Contractor shall be responsible to ensure that the dimensions and specifications of each component and all systems fit within the building allowances. The University must review and approve all submittal documents prior to the start of work. Contractor shall advise the University of any discrepancy that could affect installation. If Contractor fails to notify the University of any discrepancies, Contractor shall assume responsibility for providing the required equipment or correcting such discrepancies at no additional cost to the University. The following required submittals shall be defined by guidelines established by the University and shall include but not be limited to:

- a. Submit three sets of shop drawings, product data and samples together in one package within thirty (30) calendar days of date shown on award notice to Contract and prior to ordering equipment.
- b. Submit catalog data sheets, neatly bound with title page, space for submittal stamps, and tabbed dividers between Sections. Provide a complete list of proposed equipment with reference to its corresponding specification paragraph number or equipment title in specification paragraph order. Denote all approved substitutions.
- c. Submit point-to-point wiring diagrams and typed wire lists identifying every connection. Include electronic devices such as switches, transformers and terminal blocks. Indicate locations of all components. Identify cables by type, color, and wire numbers.
- d. Submit rack layouts indicating the proposed arrangement of mounted equipment including power junction box location. Rack layouts shall include front and rear views.
- e. Submit detail drawings of all custom fabricated items and approved equipment modifications. Include complete parts lists, schematic diagrams, and all dimensions required for proper assembly.
- f. Submittal drawings shall indicate proposed color selections and finishes for all exposed surfaces and custom fabricated items. Submit actual color/finish samples, wall plates, and custom labels.
- g. Submit a list of all lower tier subcontractors and suppliers. List shall include lower tier subcontractor's qualifications indicating performance of similar work on past projects of this type and scope.
- h. Submit a project schedule in Gantt chart format outlining equipment delivery dates and installation start and finish dates. Project schedule shall be broken down into sufficient detail (work task and duration) to permit the University to monitor installation progress on a daily basis.
- i. Copies of all required business and contractor licenses.
- j. Copies of proof of insurance.
- k. Approval of submitted items indicates only the acceptance of the manufacturer and quality. Specific requirements, arrangements, and quantities shall comply with the intent of the Contract Documents as interpreted by the University unless specifically approved in writing.
- l. Submittals that are incomplete, deviate significantly from the requirements of the Contract Documents, or contain numerous errors will be returned without review for rework and re-submittal, and may result in back charges to the contractor.

C. Contract Closeout Submittal

1. When the installation is substantially complete including the Testing Reports in Part 3 of this Section, Contractor shall submit two (2) complete initial hard copy sets of contract closeout submittals to the University for review. After review and approval of initial set, the University will return one (1) initial hard copy to Contractor with comments for updating. Contractor shall provide four (4) final sets of closeout submittals to the University and one (1) electronic copy in PDF format. Closeout submittals shall include, but not be limited to:

- a. Project Record Drawings (As-Built Drawings) including final screen fabrication drawings, secondary steel structural drawings, electrical drawings, system block diagrams, and rack layout drawings.
- b. A list of all equipment provided and its location within the facility. List shall include manufacturer name, model identifier, serial number, and any other pertinent information needed to obtain service, maintenance, and/or replacement.
- c. A list of all Subcontractors who performed work for Contractor during installation. List shall include company name, physical company address, phone number, and contact person(s).
- d. All testing reports as specified in Section 3.7 – Testing and Acceptance.
- e. Test reports for any new fiber optic and copper cable installed under this scope of work. Test reports shall indicate end to end signal loss does not exceed a maximum loss per Section 3.4.N and/or 3.4.O.
- f. Operation & Maintenance Manual

Upon substantial completion and prior to on-site training with the University, Contractor shall provide four (4) final Operation & Maintenance Manuals (O&M Manuals). O&M Manuals shall have tab dividers and shall be logically organized to provide easy access to information without the need to research through entire manual. All documents provided in the O&M Manual shall be written in English and shall provide sufficient detail as to be understood by an individual with no knowledge of the systems or the associated control equipment and/or operating systems. Contents of the O&M Manual shall include, but not be limited to:

- 1) Table of Contents
- 2) Description / overview of system(s) including key features and operational procedures.
- 3) Full start up procedure for all equipment written under the assumption that all equipment was in full powered off mode.
- 4) Full shutdown procedure for all equipment written under the assumption that the facility is in an extended power failure situation.
- 5) Troubleshooting procedures for all related equipment provided by Contractor. Troubleshooting procedures shall include demonstration photos and/or diagrams as required.
- 6) Maintenance procedures for all related equipment provided by Contractor. Maintenance procedures shall include demonstration photos and/or diagrams as required. Contractor shall indicate whether maintenance procedures should be performed monthly, bi-annually, or annually.
- 7) Owner's Manuals for all third party and/or "off-the-shelf" type equipment provided by Contractor: e.g., KVM's, fiber modems, network switches/routers, and UPS battery backups.
- 8) All third-party equipment and/or "off-the-shelf" equipment warranties and a notarized System Warranty.

1.4 EQUIPMENT GENERAL SPECIFICATIONS

- A. All equipment and materials, except University furnished, shall be new and the latest version at the time of proposal and shall conform to applicable UL, ULC, CSA or ANSI provisions. Re-manufactured or "B" stock equipment shall not be accepted without prior written consent from the University. Evidence of unauthorized re-manufactured or "B" stock equipment on the project site shall be deemed evidence of the contractor's failure to perform the work. Contractor shall take care during installation to prevent scratches, dents, chips or disfiguration of equipment and materials supplied. All damaged equipment and/or materials shall be repaired or replaced at the University's discretion. Contractor shall perform either option selected by the University at no additional cost to the University.
- B. All cabling [except power] is to be labeled at each end of the cable with a description in English OR with a reference to a wire designation on a wiring diagram. This includes all cables internal to the displays, all cables between displays and control room, and all cables internal to the control room. These diagrams must be part of the Project documentation submitted to the University at time of acceptance.

- C. Each device shall meet all of its published manufacturer's specifications. Verify performance as required.
- D. Install all rack mounted equipment with Middle Atlantic Products HP Series truss head screws or approved equal.
- E. Some rack-mounted equipment may require shaft locks, security covers, or removal of knobs; provide and install during Acceptance Testing.
- F. Provide engraved self-adhesive phenolic labels at the front and rear of all rack-mounted signal processing equipment. Mount labels on the equipment chassis and attach in a neat and permanent manner. Embossed label shall not be accepted. Label equipment with schematic enumeration reference, and with descriptive information regarding its function or area it is serving. Similarly, provide engraved labels at the rear only of equipment mounted in furniture consoles.
- G. All engraving shall be 1/8" block lettering unless noted otherwise. On dark panels or pushbuttons, letters shall be white. Letters shall be black on stainless steel, brushed natural aluminum plates or light-colored pushbuttons.
- H. Per IEC-268 standard, all XLR connectors not mounted on equipment shall be wired pin 2 hot (high), pin 3 low, and pin 1 screen (shield).
- I. Mounting Hardware exposed to the weather shall be aluminum, brass epoxy painted galvanized steel or stainless steel. Apply corrosion inhibitor to all threaded fittings.
- J. Equipment Racks shall be Middle Atlantic Products model MRK-4436, or approved equal, with accessories as noted below. Quantity of racks shall be as required to house all equipment supplied under this scope of work. Any unused rack mounting spaces shall have blank panels to full enclose the rack assembly. Multiple racks shall be anchored together using appropriate ganging hardware. Standard solid rear door shall be replaced with Middle Atlantic Products model MW-VRD-44 vented rear door.
 - 1. Provide two (2) side panels per individual stand-alone rack or series of racks ganged together. The intent is to have an enclosed rack system. A single stand-alone rack would have two (2) side panels and a series of three (3) racks ganged together would also have two (2) side panels. Side panels shall be Middle Atlantic Products model SPN-44-36 or approved equal.
 - 2. Provide Middle Atlantic Products model MW-4QFT-FC integrated fan top, or approved equal, for each rack. Fan shall be thermostatically controlled to ensure in-rack temperatures of less than 100 degrees Fahrenheit.
 - 3. Provide two (2) Middle Atlantic Products model LT-GN-PL gooseneck work light for each rack required for this scope of work.
 - 4. Provide Middle Atlantic Products model PDT-2X1020T, or approved equal, in rack vertical power strip. Power strip shall have enough receptacles to accommodate all equipment housed in the associated rack with a minimum of two spare receptacles per rack.
- K. Any rear mounted rack equipment shall be placed so the equipment does not block access to the back of front mounted equipment.
- L. Contractor shall exercise care when wiring racks to avoid damaging cables and equipment. Contractor shall install grommets around cut-outs and knock-outs where conduit or chase nipples are not installed.
- M. Equipment Racks shall have a ground buss installed in each rack. Ground buss shall be insulated from the rack. Attach equipment rack to ground buss at one point using #4 insulated copper wire. Ground any equipment chassis without a three-conductor power cord directly to the buss bar using #12 insulated copper wire. Tie each and every power receptacle ground contact to the buss bar using #12 insulated copper wire. Interconnect signal cables shall be routed from junction boxes through metallic flexible conduit(s) (1" to 2" diameter) as appropriate. Flexible conduit shall be insulated from racks by approved insulating bushings.

- N. Power wiring and signal/data wiring shall be installed on opposite sides of rack. Contractor may determine which side is using for power and which side for signal. Method shall be kept the same for entire installation, if multiple racks are required. Contractor shall exercise care when wiring racks to avoid damaging cables and equipment.

1.5 QUALITY ASSURANCE

- A. All requirements of the latest published editions of the following standards shall apply, unless otherwise noted. In the event of conflict between cited or referenced standards, the more stringent shall govern.
 - 1. National Electric Code (NEC).
 - 2. National Electrical Manufacturers Association (NEMA)
 - 3. Underwriters Laboratories (UL)
 - 4. Federal Communications Commission (F.C.C.) Rules and Regulations, Part 76.
 - 5. Society of Cable Television Engineers (S.C.T.E.)
 - 6. Society of Motion Picture and Television Engineers (S.M.P.T.E.)
 - 7. National Cable Television Association (N.C.T.A)
 - 8. Electronic Industries Association (E.I.A.)
 - 9. Telecommunications Industries Association (T.I.A.)
 - 10. Electronic Industries Association (E.I.A.)
- B. Review all architectural, civil, structural, mechanical, electrical, and other project documents relative to this work.
- C. Verify all dimensions and site conditions prior to starting work.
- D. Coordinate the specified work with all other trades.
- E. Maintain a competent supervisor and supporting technical personnel, acceptable to the University during the entire installation. Change of supervisor during the project shall not be permitted without prior written approval from the University.
- F. Provide all items not indicated on the drawings or mentioned in the specifications that are necessary, required or appropriate for this work to realize a complete and fully operational system that performs in stable and safe manner.
- G. Review project documentation and continuously make known any conflicts discovered and provide all items necessary to complete this work to the satisfaction of the University without additional expense. In all cases where a device or item or equipment is referred to in singular number or without quantity, each such reference shall apply to as many such devices or items as are required to complete the work.
- H. Provide additional support or positioning members as required for the proper installation and operation of equipment, materials and devices provided as part of this work as approved by the University, without additional cost to the University.
- I. Regularly examine all construction, and the work of others, which may affect Contractors work to ensure proper conditions exist at site for the equipment and devices before their manufacture, fabrication or installation. Contractor shall be responsible for the proper fitting of the systems, equipment, materials, and devices provided as part of this work.
- J. Promptly notify the University in writing of any difficulties that may prevent proper coordination or timely completion of this work. Failure to do so shall constitute acceptance of construction as suitable in all ways to receive this work, except for defects that may develop in the work of others after its execution.
- K. After installation, submit photographs showing cable entries and terminations within equipment racks, enclosures and pedestals at the job site.

1.6 WARRANTY AND SERVICE

- A. Contractor shall warrant labor and materials for twenty-four (24) months following the date of Final Acceptance.
- B. During the warranty period the system shall be free of defects and deficiencies and conform to the drawings and specifications with respect to the quality, function, and characteristics stated.
- C. Contractor shall repair or replace defects that occur in labor or materials within the warranty period. If repair is affected using the University's spare parts allotment, Contractor shall replenish all parts used to keep the University's inventory at the amount required by the contract.
- D. On-site labor shall be included during the warranty period for any work beyond simple component replacement. Simple component replacement shall be defined as lighting unit or power supply replacement or the replacement of an internal display signal cable that does not require tools to perform the cable replacement.
- E. Failed parts shall be returned to the Contractor for repair at a service facility located in North America. Contractor shall identify the location of its service facility in the documentation provided when submitting a proposal for this work.
- F. The Contractor shall replace failed parts that cannot be repaired.
- G. Upon receipt of a failed part, Contractor shall return a repaired or replacement part to the University within fifteen (15) business days from receipt of failed part.
- H. Contractor shall supply at least one local service employee or local authorized service agent for servicing and repair of all equipment during the warranty period. Local service employee or local authorized service agent shall be located within 150 miles of the University's facility.
- I. The local service employee or local authorized service agent shall be the entity responsible for providing the following emergency response availability:
 - 1. Telephone service assistance and technical support from 8am to 11pm local time at the University's facility, 7-days per week.
 - 2. Answer all service calls and requests for information within one (1) hour during the contract period.
 - 3. A parts exchange program, including same day shipment of exchange parts. The manufacturer shall keep a ready stock of key assemblies available to ship out upon notice of a parts failure if part is not available in spare parts inventory at the University's facility.
 - 4. The advance replacement should contain all of the shipping information and packaging necessary to return the defective part or assembly back to Contractor at no cost to the University.
- J. Warranty shall cover all equipment, including processors, controllers, operating systems, and software.
- K. Warranty shall include two annual on-site system check-ups by a qualified technician who is a full-time employee of the Contractor. Visit to occur approximately 2-3 weeks prior to the start of the second and third seasons or as determined by the University (i.e. start of Basketball Regular Season).
- L. Check-up shall include all regular maintenance; including filter changes, a complete inspection of all systems, parts replacement where required and a complete written report of all findings.
- M. All extended warranty pricing requested in this RFP shall include the same requirements as stated in this section.
- N. Furthermore, if a particular system problem that resolves without a repair, presents itself in more than two (2) consecutive events, Contractor shall be responsible for providing on-site event support as well as system diagnosis, until the problem is identified and resolved.

PRODUCTS

2.1 AV SYSTEMS

- A. Reference accompanying pricing sheet for list of products.

END OF PART 2 PRODUCTS

EXECUTION

3.1 SCOPE OF WORK

- A. The following outlines the turnkey delivery and installation responsibilities that define the project scope of work. Any and all work outlined in this section is the responsibility of the Contractor unless otherwise noted. Contractor is required to provide all labor, materials, tools, supervision and equipment to perform the following:
 - 1. Provide and install all equipment and broadcast cable listed in Part 2 – Products, including any and all equipment not specifically listed that is required to provide a completely functional system.
 - 2. Provide required signal and data cable. Connect all equipment with power, signal and control wiring from electrical outlets currently existing or to be provided Provide required electrical and data cable: connect all equipment with power, signal and control wiring.
 - 3. Coordinate with the University regarding placement of new equipment rack(s) and electrical components.
 - 4. Provide integration with LED system. The demark point will be the input to the LED processor, conversation may be needed depending on the LED manufacture chosen.
 - 5. Deliver dashboard and related GUIs for review before completion of Installation Phase of the project. Owner will review and sign off on functionality
 - 6. Provide all required permits and licenses.
 - 7. Provide on-site installation supervisor per Section 1.5.E.
 - 8. Deliver all Equipment to site and convey to appropriate locations within site as directed by the University.
 - 9. Store all Equipment in a safe and secure manner until installed, or otherwise directed by the University.

3.2 ENGINEERING

- A. Contractor is responsible for complete shop drawings for a fully functional system.
- B. The University must approve all drawings in writing prior to the fabrication and installation of any equipment.

3.3 GROUNDING AND SHIELDING

- A. Mount and enclose all electrical and electronic equipment in metal enclosures, pedestals or equipment racks.
- B. Use EMT type conduit for all wiring outside of equipment racks except plenum rated wiring above a lay-in ceiling, and outdoor conduits and raceways, where separate insulated ground wiring shall be supplied. Underground raceways to be of rigid type.
- C. Use flexible conduits and PVC fittings to provide insulated connections of the building electrical raceways to equipment racks. Mount all equipment racks at the job site in a manner which provides electrical isolation from the building structure and electrical raceways.

3.4 WIRING PRACTICES/INSTALLATION

- A. In all instances applicable, use Neutrik, Switchcraft, or other signal connectors that are gold plated. Use Hubbell or equivalent electrical connectors for power. Use Belden or Corning fiber connectors using primary ST and for equipment that requires it use LC terminations. Install a ground buss bar in the environmental rack and connect to a technical ground provided by the project electrical contractor at equipment rack.

- B. Where specific instructions are not given, perform all wiring in strict adherence to standard engineering practices in accordance with the references listed in Section 1.5.
- C. Group all wiring into the following classifications by power level or signal type:
 - a. Microphone Level: less than -20dBm.
 - b. Line Level Audio and DC Control Circuits: -20dBm.
 - c. Speaker Level; greater than +30dBm.
 - d. Copper Data.
 - e. Fiber Data.
 - f. AC Power Circuits.
- D. Separate wiring of differing classifications by at least six (6) inches, wherever possible. Wherever lines of differing classification must come closer together than six (6) inches, cross them perpendicular to each other.
- E. Neatly harness wires together within racks by power level classification using horizontal and vertical wiring supports as required. Rigidly support all wires with fixed connection points. Leave service loops of sufficient lengths to allow rack hinges or slides to fully extend to facilitate access to rear panel connectors from the front of each rack. Do not use self-adhesive ty-wrap pads for support of cables unless fastened with screws.
- F. Exercise care in wiring to avoid damaging the cables and equipment. Use grommets around cut-outs and knock-outs where conduit or chase nipples are not installed.
- G. Cut off unused wire ends approximately one-half inch (1/2 ") past the wire jacket. Fold them back over the jacket, and secure in place with heat-shrink tubing. In multi-conductor cables, preserve all unused conductors for future use. Failure to do so may result in replacement of cables at the contractor's expense.
- H. All fiber splicing shall utilize the fusion splice method. The maximum allowable loss per fusion splice shall be .5 dB.
- I. Pull mandrel one size smaller than the conduit, through entire length of all underground conduits.
- J. Cable pulling lubrication shall be utilized when pulling cable in conduits.
- K. A dynamometer shall be used to measure pulling tension during long or difficult runs. The dynamometer is to be placed between the cable puller and the pull line to monitor pulling tension. The manufacturer's pulling tension maximum range shall not be exceeded.
- L. Pulling grips suitable for use with fiber cables shall be applied to the ends of the cable. Consult cable manufacturer to determine appropriate pulling grip and method of attachment. Breakaway or fuse links shall be used at the pulling grip. Insure that the correct fuse pin is installed in the fuse link.
- M. The bend radius for all cables shall conform to manufacturer's specifications.
- N. All electrical conductors installed under this contract, except where otherwise specified, shall be soft drawn annealed stranded copper having a conductivity of not less than 98% of pure copper and shall be Anaconda, Triangle, General or approved equal for power, and Belden, Clark or Gepco for low voltage. Cable shall adhere to the following standards:
 - a. Analog Video – Black
 - b. Digital Video – Blue
 - c. RGB – Magenta
 - d. Sync – Green
 - e. Data – Lite Blue
 - f. Control – White

- g. Speaker – Grey
- h. Analog Audio – Red
- i. AES Audio – Red
- j. Mic Level – Brown

3.5 CABLE TYPES

A. SMPTE HYBRID STADIUM CABLE

1. Riser Rated Single HD (SMPTE) Camera Cable

For general use where allowed by code

High Definition Television (HDTV) hybrid fiber optic camera cable

Cable to provide copper and fiber connectivity for a single SMPTE line

Acceptable Product:

Belden 7824R (Black, Matte)

Clark HFCPV (Black, Matte)

Gepco HDC920R (Black, Matte)

2. Plenum Rated Single HD (SMPTE) Camera Cable

For use within plenum spaces or as required by code

High Definition Television (HDTV) hybrid fiber optic camera cable

Cable to provide copper and fiber connectivity for a single SMPTE line

Acceptable Product:

Belden 7824P (Black, Matte)

3. Underground Rated Single HD (SMPTE) Camera Cable

For use when cable is exposed to moisture and allowed by code

High Definition Television (HDTV) hybrid fiber optic camera cable

Cable to provide copper and fiber connectivity for a single SMPTE line

Water blocking tape or Gel filled

Acceptable Product:

Belden 7824WB

B. TRIAX/COAX CABLE

1. Riser Rated Triax Cable

For general use where allowed by code

Type: RG-11/U

Sweep tested to 3GHz

Acceptable Product:

Belden 8233A (Black, Matte)

Clark TV7511DR (Black, Matte)

Gepco VT61811 or VT61811SC (Black, Matte)

2. Plenum Rated Triax Cable:

For use within plenum spaces or as required by code

Type: RG-11/U

Sweep tested to 3GHz

Acceptable Product:

Belden 8233P (Black, Matte)

Gepco VT61811TK (Black, Matte)

3. Underground Rated Triax Cable

For use when cable is exposed to moisture and allowed by code

Type: RG-11/U

Sweep tested to 3GHz

Water blocking tape or Gel filled

Acceptable Product:

Belden 8233WP (Black, Matte)

Clark TV7511DB (Black, Matte)

Gepco VT61811PEF (Black, Matte)

C. HIGH DEFINITION COAX CABLE

1. Riser Rated Video Cable

For general use where allowed by code

Type: RG-6

Transmission distances of >250 feet (SMPTE 424M)

Acceptable Product:

Belden 1694A

Clark CD7506

Gepco VSD2001

2. Plenum Rated Video Cable

For use within plenum spaces or as required by code

Type: RG-6

Transmission distances of >211 feet (SMPTE 424M)

Acceptable Product:

Belden 1695A

Clark CD7506P

Gepco VSD2001TS

3. Underground Rated Video Cable

For use when cable is exposed to moisture and allowed by code

Type: RG-6

Transmission distances of >249 feet (SMPTE 424M)

Acceptable Product:

Belden 1694WB

Clark CD7506DB

Gepco VSD2001PEF

4. Riser Rated Video Cable

For general use where allowed by code

Type: RG-59

Transmission distances of >210 feet (SMPTE 424M)

Acceptable Product:

Belden 1505A

Clark CD7559

Gepco VPM2000

5. Plenum Rated Video Cable

For use within plenum spaces or as required by code

Type: RG-59

Transmission distances of >177 feet (SMPTE 424M)

Acceptable Product:

Belden 1506A

Clark CD7559P

Gepco VPM2000TS

6. Riser Rated Video Cable

For general use where allowed by code

Type: Sub-Miniature

Transmission distances of >149 feet (SMPTE 424M)

Acceptable Product:

Belden 1855A

Clark CD7523

Gepco VDM230

7. Plenum Rated Video Cable

For use within plenum spaces or as required by code

Type: Sub-Miniature

Transmission distances of >125 feet (SMPTE 424M)

Acceptable Product:

Belden 1855P

Clark CD7523P

Gepco VDM230TS

D. ANALOG AUDIO CABLE

1. Riser Rated Audio Cable single pair

For general use where allowed by code

Provide multi-pair shielded cable

Conductors to be 22 AWG stranded tinned copper

Acceptable Product:

Belden 9451

Clark SPA22GS

Gepco 61801EZ

2. Plenum Rated Audio Cable single pair

For use within plenum spaces or as required by code

Provide multi-pair shielded cable

Conductors to be 22 AWG stranded tinned copper

Acceptable Product:

Belden 9451P

Clark SPA22GSP

Gepco 61801HS

3. Underground Rated Audio Cable single pair

For use when cable is exposed to moisture and allowed by code

Provide multi-pair shielded cable

Conductors to be 22 AWG stranded tinned copper

Water blocking tape or Gel filled

Acceptable Product:

Belden 9451WB

Gepco GA61802PEF

E. SINGLE MODE FIBER OPTIC CABLE

1. Riser Rated 6 Strand Count

For general use where allowed by code

Acceptable Product:

Belden B9W230

Clark D006SMRIA

Corning 006E8F-31131-A1

2. Plenum Rated 6 Strand Count

For use within plenum spaces or as required by code

Acceptable Product:

Belden B9W240

Clark D006SMRIA

Corning 006E8F-31131-A3

3. Indoor/Outdoor 6 Strand Count

For use when cable is exposed to moisture and allowed by code

OFCP & Indoor / Outdoor Rating. Requires code compliance

Water blocking tape or Gel filled

Acceptable Product:

Belden B9W240T

4. Riser Rated 12 Strand Count

For general use where allowed by code

Acceptable Product:

Belden B9W241

Clark D012SMPIA

Corning 012E8F-31131-A1

5. Plenum Rated 12 Strand Count

For use within plenum spaces or as required by code

Acceptable Product:

Belden B9W231

Clark D012SMPIA

Corning 012E8F-31131-A3

6. Indoor/Outdoor 12 Strand Count

For use when cable is exposed to moisture and allowed by code

OFCP & Indoor / Outdoor Rating. Requires code compliance

Water blocking tape or Gel filled

Acceptable Product:

Belden B9W231T

7. Riser Rated 24 Strand Count

For general use where allowed by code

Acceptable Product:

Belden B9W233

Clark D024SMPIA

Corning 024E8F-31131-A1

8. Plenum Rated 24 Strand Count

For use within plenum spaces or as required by code

Acceptable Product:

Belden B9W242

Clark D024SMPIA

Corning 024E8F-31131-A3

9. Indoor/Outdoor 24 Strand Count

For use when cable is exposed to moisture and allowed by code

OFCP & Indoor / Outdoor Rating. Requires code compliance

Water blocking tape or Gel filled

Acceptable Product:

Belden B9W242

10. Riser Rated 48 Strand Count

For general use where allowed by code

Acceptable Product:

Belden B9W235

Clark D048SMRIA

Corning 048E8F-61131-A1

11. Plenum Rated 48 Strand Count

For use within plenum spaces or as required by code

Acceptable Product:

Belden B9W245

Clark D048SMRIA

Corning 048E8F-61131-A3

12. Indoor/Outdoor 48 Strand Count

For use when cable is exposed to moisture and allowed by code

OFCP & Indoor / Outdoor Rating. Requires code compliance

Water blocking tape or Gel filled

Acceptable Product:

Belden B9W245T

F. UTP CABLE

1. Telephone / Network UTP Cable

Provide compliant w/ NEC type CMP Rating

Impedance: 100 ohms, +/- 15 ohms

Acceptable Product:

Belden 7852A

Clark CN423C6S

Gepco CT604/450P

3.6 TRAINING

- A. The Contractor at its own expense shall provide designated University employees' operator and maintenance training.
- B. Training shall be performed at the site by a qualified technician and shall occur either during installation of the equipment or immediately thereafter. O&M Manuals per Section 1.3.C shall be provided to University prior to training.
- C. The training shall cover the operation, routine maintenance and troubleshooting of the system(s).
- D. Training shall consist of at least 24 hours (over the course of 3-5 days) of instruction.
- E. Contractor shall be required to have a technician on-site for the first event and continue to be on-site for three (3) consecutive problem free events at the facility, events to be selected by the University. "Problem-free" constitutes an event where the video and scoring displays, control system, and any other components installed by the Contractor are without failure during an event. Each successful event shall need to be signed off by the University until three (3) consecutive events are achieved.
- F. Warranty period will commence at conclusion of the third consecutive successful event.

3.7 TESTING AND ACCEPTANCE

- A. Contractor must demonstrate the full capabilities of the provided systems and prove performance meets contractual specifications.
- B. Confirmation shall be required of, but not limited to the following functions: operation of each system component, including back-up systems, control functionality, integration with existing systems, diagnostic capabilities, screen brightness, color temperature and viewing angles.
- C. Contractor must provide all necessary testing equipment for acceptance.
- D. Upon notice from the Contractor of substantial completion and at a time to be mutually agreed upon, the Contractor shall arrange for the testing of all operations of the systems comprised in scope of work at the time of substantial completion.
- E. Document all acceptance testing, calibration and correction procedures described herein. Include the following information:
 - 1. Performance date of the given procedure.
 - 2. Condition of performance of procedure.
 - 3. Type of procedure, and description.
 - 4. Parameters measured and their values, including values measured prior to calibration or correction, as applicable.
 - 5. The names of personnel conducting the procedure.
 - 6. The equipment used to conduct the procedure.
- F. Upon completion of initial tests and adjustments, submit written report of tests to the University along with all documents, diagrams, and recorded drawings required herein.
- G. Final Procedures
 - 1. Perform any and all "punch-list" work to correct inadequate performance or unacceptable conditions, as determined by the University, at no additional expense to the University.
 - 2. Furnish all portable (includes spare parts) equipment to the University along with complete inventory documentation. All portable equipment shall be presented in the original manufacturers packing, complete with all included instructions, miscellaneous manuals, and additional documents.
 - 3. Provide new acceptance testing in the same format as initial test reports.

4. Check, inspect, and if necessary, adjust all systems, equipment, devices and components specified, at the University's convenience, approximately thirty (30) days after the University's acceptance.
5. Upon completion of the Work, the University may elect to verify test data as part of acceptance procedure. Provide personnel and equipment, at the convenience of the University, to reasonably demonstrate system performance and to assist with such tests without additional cost to the University.

END OF PART 3 EXECUTION