

RESOLUTION NO. 64-20
CITY OF CENTERVILLE, OHIO

SPONSORED BY COUNCILMEMBER Mark Engert ON
THE 5th DAY OF October, 2020.

A RESOLUTION ACCEPTING THE BID SUBMITTED BY
SOUNDCOM SYSTEMS OF WEST CHESTER, OHIO FOR
THE YANKEE TRACE AUDIO/VISUAL UPGRADES AND
AUTHORIZING THE CITY MANAGER TO ENTER INTO
A CONTRACT IN CONNECTION THEREWITH.

WHEREAS, the City of Centerville advertised for bids for the Yankee
Trace Audio/Visual upgrades according to specifications prepared by the
City; and

WHEREAS, SoundCom Systems of West Chester, Ohio, was the low
and best bidder.

NOW, THEREFORE, THE MUNICIPALITY OF CENTERVILLE
HEREBY RESOLVES:

Section 1. That the bid submitted by SoundCom Systems of West
Chester, Ohio for the installation and upgrades to the Yankee Trace
Audio/visual systems to the City of Centerville for a bid price not to exceed
\$119,200.00, is hereby accepted, a copy of which is attached hereto,
incorporated herein, and marked Exhibit "A".

Section 2. That the City Manager is hereby authorized to do all things
necessary to execute a contract with SoundCom Systems of West Chester,
Ohio, as stated above.


Section 3. This resolution shall become effective at the earliest date
allowed by law.

PASSED this 5th day of October, 2020.



Mayor, City of Centerville, Ohio

ATTEST:



Clerk of Council, City of Centerville, Ohio

CERTIFICATE

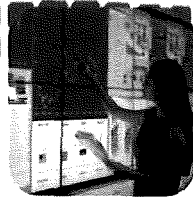
The undersigned, Clerk of the Council of the City of Centerville, Ohio hereby certifies that the foregoing is a true and correct copy of Resolution Number 64-20 passed by the Council of the City of Centerville, Ohio on the 5th day of October, 2020.



Clerk of Council

Approved as to form, consistency
with the Charter and Constitutional Provisions.

Department of Law
Scott A. Liberman
Municipal Attorney



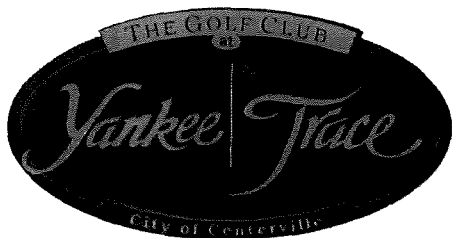
High
Performance
Solutions for



Audio, Video,
Sound and

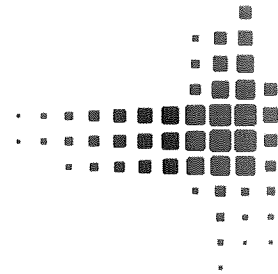


Communication
Technologies



SEPTEMBER 23, 2020

City of Centerville Yankee Trace Audio Visual Systems upgrades



September 23, 2020

Chris Hacker
City of Centerville
1000 West Spring Valley Road
Centerville, Ohio 45458

PROPOSAL

Yankee Trace Golf Club

Audio-visual upgrades

Please accept this letter along with the additional information enclosed within this proposal as an introduction to SoundCom Systems. This is a valued opportunity for SoundCom and let me start by saying that we would like to earn your business.

We have been performing comparable work for over 40 years and are proud to call many of the region's top performing companies our clients. We have completed countless projects over the years including hundreds that integrate sound, video, and communications systems for a wide range of clients.

In fact, we have recently deployed comparable solutions for clients in the region including the RBM Dolce Hotel, Twin Lakes Retirement Village, and Twin Towers Retirement Village, just to name a few.

Our highly trained and certified staff is singularly focused on delivering world-class sound, video, and specialty communications solutions with an acute attention on quality and service.

On behalf of our over 120 full-time employees, I would like to personally thank you for the opportunity to continue to earn your business and we look forward to discussing this project with you in greater detail soon.

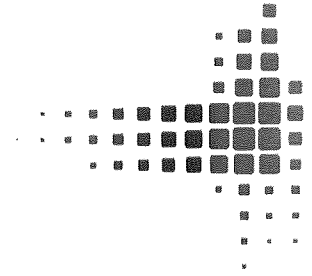
Please feel free to contact us with any questions.

Sincerely,

A handwritten signature in black ink, reading "Michael Cunningham Sr." The signature is written in a cursive, flowing style.

Michael Cunningham Sr., CTS
Account Representative



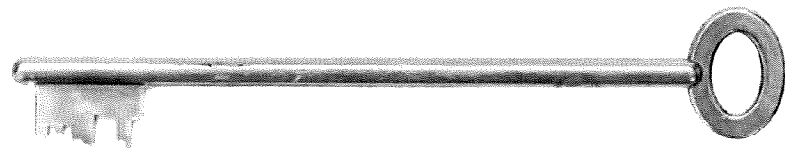


About SoundCom Systems



SoundCom is ranked among the top 25 systems integration firms in the U.S. by Systems Contractor News, and has ranked among the top 50 since 2004.

For over 40 years, SoundCom Systems has been providing cutting-edge sound, video, and communications solutions for businesses and institutions of nearly every size. Headquartered in Cleveland, Ohio with offices in Detroit, Pittsburgh, Columbus, Grand Rapids, Flint, Lansing, and Cincinnati, SoundCom has the knowledge, experience, and scalability to meet virtually any project scope and deadline with an attention to detail and focus on quality that is unrivaled in the industry.



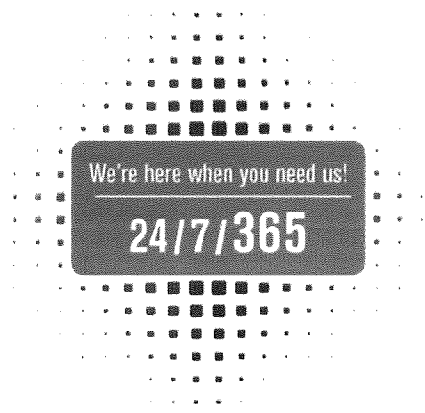
COMPLETE TURN-KEY SERVICES

As a full-service integration firm, SoundCom offers complete turn-key services for any project of any size including:

- Consulting & Design
- Engineering & CAD
- Shop & Fabrication
- Project Management
- Installation
- Programming
- Training
- Technical Support

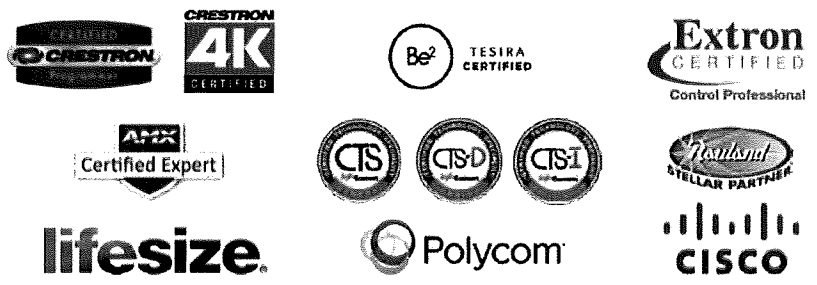
WE'RE ALWAYS OPEN

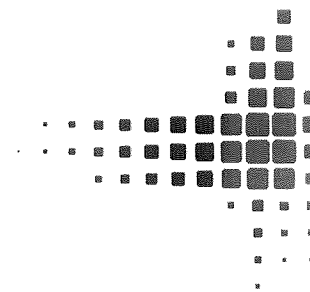
SoundCom prides itself on providing our customers with world-class support before, during, and after the sale. Our service department is never closed delivering critical services to customers when it is needed most.



CERTIFIED INDUSTRY EXPERTS

SoundCom's engineering and technical teams are some of the most experienced and well-trained in the industry. Our engineering department collectively has over 130 years of experience and our installation and service teams have an average tenure over 10 years with SoundCom and over 230,000 hours of available man-power annually. Our technical staff carries many of the industry's major certifications so you can be assured that your project will be done right and on-time.





Detailed Project Narrative

SOLUTION OVERVIEW

SoundCom Systems appreciates the opportunity to provide the City of Centerville with a proposal for the Golf Club at Yankee Trace. SoundCom has a long history in the design and implementation of audio-visual systems in commercial environments. The designers of this project have over 40 years of combined design experience and the lead designer has achieved AVIXA CTS-D certification.

BALLROOM SYSTEMS

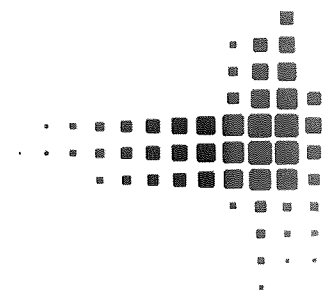
Multi-room systems like your Ballrooms are designed with ease of use and performance in mind. We also understand that aesthetics matter as you upgrade your facilities. After a review of the ceiling and its supporting structure recessed projectors and screens were ruled out as an option. Each of the three Ballroom Zones will have a surface mounted tab tensioned 123" diagonal screen. The tab tensioning will keep the screen flat over the years as it is rolled up and down many times. The screen we have specified has the most aesthetically pleasing case we have seen and can be purchased in black or white. For the video side, NEC 6000 lumen WUXGA laser projectors were selected. 6000 lumens mean the picture will be vivid and will not wash out because of room lighting conditions. Laser means that for 20,000 hours of use you will not have to have a bulb or filter change. For reference that 6 hours/day, 6 days/week for over 10 years! Our initial design includes providing new amplification and tuning to the current speaker system, which should last for many more years.

Sources for each of the three video screens will be:

- Wall plate HDMI with multi format adapter
- Wireless presentation device allowing any Android/iOS/PC/Mac to wirelessly present
- wireless handheld microphone
- Wired handheld microphone

Each of these inputs can be made available in every room configuration. Any mics or source can display or project on any screen or group of speakers. These three areas will also have high definition pan tilt zoom cameras that will allow overflow viewing in the restaurant.

Intricate electronics are simple to operate when you are working with an experienced partner. SoundCom factory certified commercial programming team will provide touch panel design for your teams' approval. This ensures that we can hit the ground running on the first day. You will have your choice of a 11.6" touch panel or you can use the free iOS app on the go.



RESTAURANT SYSTEM

In our upgrade of the restaurant system we will start with its own 8" touch panel dedicated to this room but capable of more. Two 43" displays and a single 49" display will replace the current models. Commercial displays come with a 2-year warranty out of the box and maintain their brightness longer than consumer models. To improve the looks and get the cable boxes out of the way SoundCom technicians will place them behind the displays in small cases built for commercial applications. This will still give you access to them in the room just in case you need to reboot them. You will have control over the cable boxes from the touch panel and the ability to pipe in any Ballroom input including the cameras. For March Madness and other popular events, you may also display a designated cable box in any or all the Ballrooms as overflow can go both ways. The speaker system will be replaced with a more robust offering that will not need to be turned up very much to be heard.

FOYER, HALLWAYS, PRO SHOP, AND OFFICE AUDIO SYSTEMS

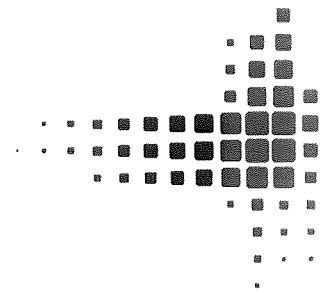
The background music source is an internet-based player. Soundmachine and Pandora for business are our two most popular offerings. Soundmachine requires a separate player and Pandora for business offers a player for a one time charge. Both services require monthly fees around \$30. This music can be streamed to these areas as well as those listed above. We will replace your current speakers with a newer design that sounds great with modern looks. Each individual area will have its own volume control to give room attendees control over their experience.

ACADEMY ROOM SYSTEM

The Academy Room as requested is a standalone system for presentations. Presenters will be able to connect their laptops to a wall mounted HDMI wall plate and have adapters for the most popular connectors. Another 6000-lumen laser projector, this time with a larger 137" will be mounted on the wall for instruction. A single touch panel will ensure that this room is easy to use for all presenters, allowing easy system on/off and volume control.

SYSTEMS INTEGRATION

The QSC QSys system specified can be programmed to integrate into a typical Lutron lighting system provided that the Lutron interface is installed and can be located. It will also integrate into your current paging system although it has a robust paging engine built in with features including zone paging and pre-recorded messaging.



OPTIONS

We have priced each room separately so you can see how the resources are allocated and have a few options for you to consider.

Option 1 is the addition of a recorder to the system. This recorder can record a single camera and room audio to its internal hard drive or an external USB drive. Whether it is a training or more important even being able to view it later could offer value to your customers.

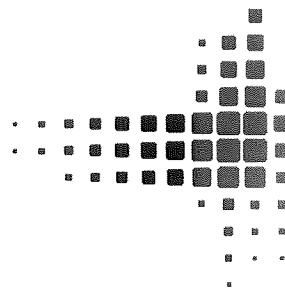
Option 2 is the addition of a digital signage player. Digital signage players are another way companies are communicating with their customers and increasing business. Each of the displays we have specified can display a message from a signage player and more can be easily added. Whether its menu specials, tee times, news, or a combination of them all.

Option 3 is the replacement of the Ballroom speakers. Our engineers believe with the QSC digital signal processor and new amplification we can make the current speakers shine. We wanted to accommodate your request.

TRAINING AND SUPPORT

As your systems installation nears its close you will be contacted by a member of our dedicated training staff. Our staff will schedule an on-site training for your team. Every SoundCom project also comes with a custom Quick Reference Guide (QRG). This QRG is a great resource for those who use the system infrequently or new employees. It includes step by step instructions with screen shots of your touch panel. The finished product also includes as-built drawings, detailing how your system is connected. A folder with each owner's manual for the products you have purchased and a copy of your programming code is also included.

Your system includes a full one-year warranty as discussed in a previous document and you can request pricing to extend that warranty out to as many as three additional years.



SUMMARY

SoundCom takes great care in our system design and the design team for your project has been awarded many certifications for their knowledge and expertise.

Chris Chuck CTS-D (Designer) is an AVIXA certified designer and a QSC Level 1 Programmer

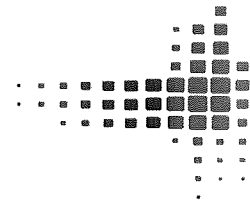
Michael Cunningham CTS is an AVIXA certified associate

Brendan Dillon has over 20 years of experience and is a QSC Level 2 Programmer

You will have an AVIXA CTS-I (Installer)-as your lead technician and your installation technicians' complete projects like one we have designed every month. We are the premier commercial audio-visual integrator in the area and would love to add the City of Centerville to our list of satisfied clients. Again, thank you for the opportunity to be of service.

Best Regards,

Michael Cunningham



SoundCom Systems Competitive Bid Proposal

SoundCom is proud to present this proposal for the Yankee Trace Audiovisual upgrades. This summary is intended to provide a simple and brief overview of our approach to the project and is supplemented with much more detailed information including a detailed narrative, scope definition, warranty and support details, and SoundCom's qualifications relative to this project along with other supporting documentation.

September 23, 2020

SoundCom Proposal # **66573**

Client
City of Centerville
 100 West Spring Valley Road
 Centerville, Ohio 45458

Project
Yankee Trace Audio Visual upgrades
 10000 Yankee Street
 Centerville, Ohio 45458

Addenda Acknowledgement

Addenda #	1	Date Issued:	9/14/2020	Received:	Y
Addenda #		Date Issued:		Received:	
Addenda #		Date Issued:		Received:	
Addenda #		Date Issued:		Received:	

All Prices USD

Item	Description	Price
Yankee Trace Ballrooms	Audio Visual Upgrades	\$79,100.00
Resturant	Audio Visual Upgrades	\$16,200.00
Auxillary Sound	Background Music and paging	\$5,300.00
Academy Room	Standalone Audio System	\$16,800.00
Lift Rental		\$1,800.00
TOTAL		\$119,200.00
SALES TAX - (Butler County, Ohio - 7.0%)		
IF THIS PROJECT IS TAX EXEMPT CUSTOMER IS REQUIRED TO SUBMIT PROOF OF TAX EXEMPT STATUS		
PROPOSAL TOTAL		\$119,200.00

OPTIONS/ALTERNATES

Item	Description	Amount
Recording Addition		\$3,200.00
Digital Signage Player		\$1,500.00
Speaker Replacement		\$4,100.00

Payment Terms: Project will be progress-billed based on implementation of systems, Invoiced Net30 days.

Proposal Originating Office:

SoundCom Systems - Cincinnati
 9918 Windisch Road
 West Chester, OH 45069
 (513) 860-4160

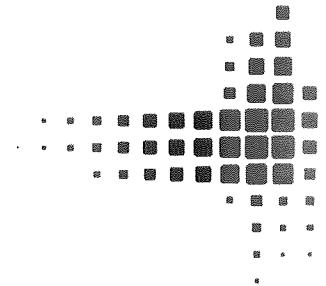
Proposal Created By:

Michael Cunningham Sr., CTS
 Account Representative
michael.cunningham@ametec.com

This proposal is subject to SoundCom System's Standard Terms & Conditions of Sale enclosed within this proposal and available online at <http://www.soundcom.net/info/terms-conditions.asp>



Proprietary & Confidential



Contractors Implementation Schedule

GENERAL PROCESS

Upon receipt of a purchase order SoundCom will perform the following:

- A. Assign a post-sales engineer to review the project.
- B. Review project with client and other stakeholders.
- C. Order Product and begin touch panel design.
- D. Once product has arrived racks are built, programming code is loaded and tested.

This entire process is quoted as four to six weeks.

Your project will take two weeks to implement

Training department will make contact in the second week and schedule training for a convenient time.

Once training is complete a set of prints, Quick reference guides, and programming code is transferred to the client.

Note:

If there are any changes that need to be made to work within your schedule, please don't hesitate to contact Mike Cunningham at 513-313-4807.