



AVI Systems Proposal

City of Fort Collins – Transfort Conference Room
07/17/19

Submitted by
Jackson Saeman
Account Manager
d (303)792-4828
355 Inverness Drive South
Englewood, CO, 80112

EXECUTIVE SUMMARY

AVI Systems

RE: City of Fort Collins AV RFP

Acuity Design Team,

AVI Systems is excited about the opportunity to work with the City of Fort Collins on this Audio Visual Project. With our services locally and nationally, AVI Systems believes it offers the most abundant resources within an Audio Visual team in the Denver area.

Our success owes in great part to having the most highly trained, capable and motivated team of experts in the AV industry. As a 100% employee-owned company, we are able to attract and retain the most qualified people by treating every individual as a crucial member of AVI; providing them the opportunity and encouragement to grow in their careers; and empowering our employee-owners with stock ownership via 401(k) matching, dividends and profit sharing.

The people of AVI not only share in the success of our company. We share a conviction that technology should liberate, not impede. And working together, we provide integrated audiovisual solutions that remove barriers instead of creating them, freeing our customers to seize opportunity – and imagine new possibilities.

AVI Systems is pleased to present you with the following audiovisual overview for your project. This overview includes the following deliverables:

- Cover Letter
- Vendor Information
- Scope of Proposal
- Firm Capability
- Assigned Personnel
- Availability/Methodology
- Cost

We would like to thank you again for giving AVI Systems an opportunity for this important project and will welcome the opportunity to interview with the city the week of August 2nd.

Respectfully,

Jackson Saeman

Account Manager

d (303)792-4828 m (303)910-3242

VENDOR INFORMATION

AVI Systems is an Audio Video plus integrator that specialized in corporate/government applications with technology solutions. AVI Systems first opened office in 1974 in Bismarck, North Dakota under the leadership of Joe Stuebner. From humble beginnings, Joe made AVI Systems and it's employees his passion, turning a small AV company into nationally recognized, employee owned company.

AVI Systems is proud of the practices it offers. We are more than just an audio visual company offering communication liberation through our best practices: unified communications, digital media, Microsoft partnership, and managed services. This allows us to cover a wide range of customer needs in their IT deployments.

AVI Systems has over 20 locations throughout the united states. We span as far east as Atlanta and as far west as San Francisco making us one of the top four integrators in the United States.

Primary Contacts:

Account Manager: Jackson Saeman, (303)792-4828 Jackson.saeman@avisystems.com

Service Coordinator: Alicia Blair, (303)792-4849 Alicia.blair@avisystems.com

Corporate Name	AVI Systems, Inc.
Date of Establishment	April 2nd, 1974
Type of Organization	100% Employee Owned ESOP
Headquarter Address	9675 West 76 th Street. Suite 200 Eden Prairie, MN 55344
Website	www.avisystems.com
Locations	22
Number of Employees	600+
Years in Business	45
Number of Installations in 2014	> 2,000
Leadership	Joe Stuebner, Chairman Jeff Stuebner, CEO Randi Borth, CFO

SCOPE OF PROPOSAL

Scope of Work: AVI Systems will provide the below deliverable for the following rooms and locations: Tranfort Maintenance Facility, South Transit Center, and Downtown Transit Center.

AVI Systems will provide and install (1) 75" commercial grade 4k display and wall mount. AVI Systems will provide and install a 4k Logitech webcam to be mounted on top of the display for users to conduct Video Conference Calls. A sound bar will be mounted below the display for audio reinforcement on Video Conferencing and content from the wireless device. AVI Systems will provide and install a Barco Clickshare device for users to plug in wirelessly and display content on the screen.

Included in our proposal is a 1 year break fix option which includes unlimited onsite maintenance for issues arising in the system provided by AVI Systems:

- Provides onsite support (within AVI Systems schedule availability time on a 5x9 basis, Mon – Fri / 8am – 5pm local time) to perform troubleshooting to localize and diagnose faults where the onsite location is within 60 miles of an AVI Systems Service Center
- Provides repair or replacement of faulty equipment - excluding Obsolete Equipment (defined below)
- Provides materials and repair parts - excluding Consumables (defined below)
- Provides Software Updates
- Provides for recycling of equipment covered in a system or consumables with no additional fees
- Includes coverage for shipping to/from manufacturer for equipment sent to for warranty diagnosis, repair or exchange

Project Management:

After award of the project AVI Systems will schedule an initial kickoff with the project manager, account manager, and engineers to go over physical implementation strategy, System infrastructure requirements, and potential concerns to the customer. Once the project has been handed off, the equipment list is sent to our engineering team to ensure we have the correct parts for a successful installation. When approved AVI Systems project manager will order equipment and work on scheduling with the City's project manager.

The next step in AVI's process is Pro integration. Pro integration is where AVI Systems delivers execution to the scope of work laid out by the Town of Frisco. We will supply you with a dedicated project manager, outline of time frames, industry trained and certified integration team, as well as system training and commissioning. (making sure you are comfortable with the system before signing off)

The last and most important step AVI Systems proven process is "Pro Support." While AVI Systems is focusing on installing a solution within your timeline and budget, we believe the most important support is comes after the projects completion. What we call day 2 is simply making sure the system stays efficient for years to come. AVI Systems is complete with one of the best service departments in the Denver region with 3 full time technicians used only for service.

In summary AVI Systems is a partner you can trust from the beginning stages of the process, to on site integration, and day 2 support of the system. We are focused on delivering a quality system that will last the Town of Frisco for years to come.

AVI Systems is proud to use it's own employee owners during it's installation.

FIRM CAPABILITY/ASSIGNED PERSONNEL

Executive Leadership Team

Pat Hart - Area Vice President, CTS

Pat joined AVI Systems in 1997 as a Sales Rep and later became the Sales Manager for the MN office. Prior to that he worked for Blumberg Communications for 8 years. He is a graduate of the University of Minnesota with a Bachelor of Science in Business and a graduate of the Carlson School of Management. As a sales rep in MN he specialized in Government and Broadcast and Production System sales and has orchestrated many well-known projects, including Lifetouch Corporate Headquarters, Agribank Corporate Headquarters, University of Minnesota-Studio B & School of Journalism, Hennepin County Courts System, Northwestern College and City of Eagan TV Studio (ETV located at Thomson Reuters).

Pat is responsible for the region's success and achievement of all goals and objectives for the organization. He provides strategic and tactical leadership for the company in the areas of business development, project design and deployment.

John Thomas II - Technical Services Manager CTS, DMC-E-4k

John Thomas II has been working in the AV industry for over 20 years with experience in system design/engineering, programming, and project management. John is a Sr. Sales Engineer for AVI Systems responsible for customer account management and system engineering. John's passion for excellence, focus on customer satisfaction, and ability to inspire the AVI Systems technical team is critical to the success of complex projects.

Sales Team

Ted Trueblood - Sales Engineer, CTS, CTS-D

Ted has over 20 years of experience in the Audio-Visual and Information Technology industries in a variety of roles, including engineering, sales leadership, consulting, and program management. Most of that time he has been focused as a technical partner for sales teams. On the AVI team, Ted is responsible for validation of the client needs analysis and the desired user experiences, and development of the AV system designs that meet those objectives.

Along with his AVIXA CTS certification, Ted has also obtained premier certifications from manufacturers including Crestron, Biamp, Audinate, QSC, Atlona, Legrand, Samsung, and many more. He also has a B.S. in Information Technology, Cyber Security from Colorado State University.

Jackson Saeman – Account Manager, CTS

Jackson is Account Manager who works with his customers to provide excellent support, and user-friendly system solutions. Jackson Recently graduated from the University of Colorado Boulder with a degree in Economics and Business. With a passion for building customer relations and supporting his customers, Jackson works hard to see projects succeed.

Prior to graduating from school in 2016 Jackson had worked in sales and customer relations for over 4 years and looks to continue his development of sales in the AV industry. Jackson is a Certified Technological Specialist (CTS) by InfoComm International.

Operations Team (for this project)

Aaron Stoneberger - Design Engineer II/Programmer, CTS

Aaron has 6 years of experience in the audio-visual industry working on systems design, engineering and programming. He is responsible for the technical integrity of the systems we install which includes coordinating specifications with our customer's representatives and project consultants.

Aaron started working in the Audio Visual industry in live production as a technician and operator at South Dakota State University. Since then, Aaron has worked as an Audio Engineer for Daktronics and as a Project Engineer for Ford Audio Video.

Along with having his CTS, Aaron has Crestron 200 Level Programming and DMC-4K-D Certifications. He is also a certified Extron Control Professional and Harman Certified Control Associate.

He is a graduate of South Dakota State University and has a B.S. in Electrical Engineering Technology and an avid mountain biker.

Kevin Huberty - Design Engineer

Kevin Huberty has been in the Audio Video industry for over 5 years with the last year and a half at AVI Systems in Denver. Formerly, Kevin started out as an install technician at Ford Audio Visual and worked his way up to field engineer, project engineer, and most recently Design Engineer at AVI Systems.

Kevin has been crucial in developing/editing one line drawings, elevations, and floor plans while using AutoCAD. Kevin is also familiar with the programming of control systems ranging from Crestron and Windows applications all the way to audio systems to include Biamp, Audia, Nexia, Tesira, QSC, Atlas and more.

Matt Wainscott – Project Manager , CTS, OSHA Certified.

Matt Wainscott is a Project Manager with over 10 years in the AV industry working on Jobs in the Denver area such as Liberty Media, United Launch Alliance, NREL, and 1st bank. Matt has lead teams consisting of Engineers, Job Superintendents, and Install Technicians.

Matt Started in the AV industry in 2009 working as a studio technician for Sync Sound, Inc in New York City. Matt has worked on job sites as an installation tech, job superintendent, and a project manager proving he has the knowledge of what it takes to install integrated systems and manage projects effectively.

Ken Summers - Technician II, CTS

Ken has worked in the Audio Video Industry doing installations for over 7 years. Initially, Ken started out working for Summit Integrated Systems building AV solutions for houses of worship across the country (Texas, Connecticut, and Oklahoma). Ken has also worked as an Embed tech for Western Union in the Denver area. Ken Joined AVI Systems in 2016 and has worked on many big projects focusing on rack work.

In August of 2016 Ken obtained his Certified Technology Specialist (CTS) certificate from InfoComm international.

Kyle Shackelford – Lead Technician, CTS, OSHA Certified

Kyle Shackelford had been in the Audio-Visual Industry for over 8 years with experience as a sound technician and AV Engineer. Kyle received his Bachelor of Arts degree in Audio and Recording from the International Academy of Design and Technology in Tampa, Florida. Since leaving the Florida market, Kyle has been doing Installations in the Denver Area since 2012 including multiple jobs with fortune 500 companies.

Anthony Rocha – Technician

Anthony Rocha has worked in the AV industry for 5+ years most recently in the Denver market with LVW Electronics and AVI Systems. Anthony was a key technician in the project at Children's Hospital of Colorado and continues to be a strong, hard-working asset for AVI Systems.

Sean Sanchez - Technician

Sean Sanchez has been in the Audio Video industry for nearly 6 years and has tremendous experience in installing AV systems throughout the state of Colorado. Sean was a crucial member on the installation team at CHCO and has worked on significant project in the Denver area such as Liberty Oil & Gas, Ralph Carr Judicial, and The Sierra Nevada Corporation. Sean brings a hard-working attitude to the job site each and every day to ensure AVI's customers receive a great product.

Service and Maintenance Group

Alicia Blair – Service Coordinator

Alicia has been with AVI Systems for over 3 years as service coordinator. Alicia's main objective is to provide diligent response to customers and scheduling of service technicians. Alicia works with the customer to fit technicians into their schedule, work with the manufacturer on replacement parts, and give next steps to the customer.

Brian Komenda – Service Technician II

Brian has over 25 years' experience in the Audio-Visual industry as an Audio-Visual Installation Technician, Service Technician, Project Lead, Installer and Field Engineer. Brian excels in exceeding the customers' needs by way of communicating the on-site project status. Brian's installation and Service experience has allowed him as well as the AVI Systems team to quickly react to the ever-changing construction schedules while still meeting our set timelines. Brian Komenda brings the following key attributes to every installation he leads; experience in installation and installation management, troubleshooting, customer service, employee supervision, preventative maintenance, programming DSP components, and communication of on-site project status to the customer.

Anna Amick- Service Technician III

Anna designs, integrates and commissions equipment racks and is responsible for onsite final system commissioning, including analyzing/resolving system issues. She brings over 20 years of experience in the commercial audio visual industry as owner/operator of an independent audio visual company specializing in project management, systems integration, commissioning and end user training. Having a foundation in the audio recording industry, Anna contributes extensive experience in project management, operations, systems integration, commissioning, customer relations and rack fabrication. Her experience includes working with and managing a broad variety of equipment manufacturers, projects, systems integrators, customers and construction trades ranging from educational and corporate systems to stadiums. Anna employs processes that ensures successful and on- schedule project completion. It is her experience, positive attitude and drive for mentoring others that adds value to the team.

Mark Briggs- Service Technician II



Enerplus:

In 2019 AVI Systems finished full-scale Audio-Visual upgrade to Enerplus' offices in Denver, CO. The project included the deployment of huddle rooms, medium conference rooms, executive conference rooms, and a divisible conference room for training sessions. Each room included deployment of VC systems, control, presentation, and audio systems.

Contact: Jeremiah Brinkworth System Support Lead (403)693-5048 jbrinkworth@enerplus.com



Encana Oil and Gas:

Encana has been an example of one of AVI Systems enterprise customers for over 3 years. AVI Systems has deployed conference room upgrades of all sizes and training rooms to fit the needs of Encana. Encana Oil and Gas is also a big proponent of using AVI Systems for service under our pro support standards.

Contact: Cody Hull (720)876-3087 cody.hull@encana.com



MHCD:

Mental Health Center of Denver has deployed numerous rooms with identical functionality to the proposed solution for the City of Fort Collins. MHCD has been a big proponent of wireless solutions and has standardized on Barco click share throughout their conference rooms.

Contact: Chris Walker Director of IT (303)504-6570 chris.walker@MHCD.org

AVAILABILITY/SUSTAINABILITY

AVI Systems current timeline after receipt of Purchase Order is 4-6 weeks. This timeline includes ensuring all equipment is approved by engineering then ordered by the project manager. Once ALL necessary equipment is received in our warehouse we schedule dates to deploy technicians on site.

The City of Fort Collins will receive full support from the AVI Systems team to include all 18 members of the technical services team in the Denver region.

The Project Manager will be made available to join any and all coordination meetings the city requires.

Please note this schedule is tentative and is subject to change:

Task	Duration
Engineering/PM	3 days
Order/Recieve Equipment	14 days
Installation, Testing, & Commissioning	2 days

1. Engineering - Engineering and starts at the first phase of the project award, when we piece together floor plans, Flow diagrams, and requirements to make sure everything we are putting together works. This is also a reference for the technicians when they are installing the equipment and is turned over to the customer at the project's completion.
2. Project Management - A project manager is assigned to projects to oversee all operations on the AV portion. The PM will schedule techs, order/maintain equipment, coordinate with other trades, and be the customers main point of contact.
3. On site Integration - Once engineering drawings have been completed and equipment ordered by the PM, we will send our techs onsite to complete physical installation.
4. Testing- Once all the equipment is installed, the project manager will test and insure all equipment is running up to your standards.
5. Commissioning - AVI Systems will coordinate with the end users and stakeholders in the space to do a walkthrough of how the equipment works and make sure they are comfortable using it.

TBL Methodology:

AVI Systems is a big believer in the TBL methodology. **Economically** we have a lot of buying power with our 300+ manufacturer partners allowing us to pass along the savings to the customer. **Environmentally** we make an effort to recycle all excess packaging that comes through our warehouse. Furthermore, we allow technicians to carpool to job sites to save on time, money, and pollution. **Socially**, AVI Sytems is an employee owned company, meaning each member of the team is involved in the success of the project including ownership of company stock.

COST

PRODUCTS AND SERVICES SUMMARY

Equipment	\$12,387.87
Integration	\$8,873.77
PRO Support	\$1,500.00
Shipping & Handling	\$390.00
Tax	Exempt
Grand Total	\$23,151.64

PRODUCTS AND SERVICES DETAIL

PRODUCTS:

<u>Mfg</u>	<u>Description</u>	<u>Qty</u>	<u>Price</u>	<u>Extended</u>
Transfort Maintenance Facility				
SAMSUNG	75IN COMMERCIAL 4K UHD LED MNTR LCD DISPLAY 350 NIT MANF VIETNAM	1	\$2,022.47	\$2,022.47
CHIEF	Micro-Adjust Tilt Wall Mount Large	1	\$210.00	\$210.00
LOGITECH	BRIO 4K PRO WEBCAM BROWN BOX	1	\$177.68	\$177.68
SAMSUNG	SOUND+ ONE B SOUND+ ONE BODY 3CH SOUNDBAR SPEAKERS BUILT-IN SUB MULTI-ROOM READY	1	\$279.14	\$279.14
BARCO	ClickShare-200 Set NA, Incl Ba	1	\$1,440.00	\$1,440.00
OWNER	Owner Furnished Equipment - Micro PC w/ wall mount	1	\$0.00	\$0.00
Sub-Total: Transfort Maintenance Facility				\$4,129.29
South Transit Center				
SAMSUNG	75IN COMMERCIAL 4K UHD LED MNTR LCD DISPLAY 350 NIT MANF VIETNAM	1	\$2,022.47	\$2,022.47

CHIEF	Micro-Adjust Tilt Wall Mount Large	1	\$210.00	\$210.00
LOGITECH	BRIO 4K PRO WEBCAM BROWN BOX	1	\$177.68	\$177.68
SAMSUNG	SOUND+ ONE B SOUND+ ONE BODY 3CH SOUNDBAR SPEAKERS BUILT-IN SUB MULTI-ROOM READY	1	\$279.14	\$279.14
BARCO	ClickShare-200 Set NA, Incl Ba	1	\$1,440.00	\$1,440.00
OWNER	Owner Furnished Equipment - Micro PC w/ wall mount	1	\$0.00	\$0.00

Sub-Total: South Transit Center

\$4,129.29

Downtown Transit Center

SAMSUNG	75IN COMMERCIAL 4K UHD LED MNTR LCD DISPLAY 350 NIT MANF VIETNAM	1	\$2,022.47	\$2,022.47
CHIEF	Micro-Adjust Tilt Wall Mount Large	1	\$210.00	\$210.00
LOGITECH	BRIO 4K PRO WEBCAM BROWN BOX	1	\$177.68	\$177.68
SAMSUNG	SOUND+ ONE B SOUND+ ONE BODY 3CH SOUNDBAR SPEAKERS BUILT-IN SUB MULTI-ROOM READY	1	\$279.14	\$279.14
BARCO	ClickShare-200 Set NA, Incl Ba	1	\$1,440.00	\$1,440.00
OWNER	Owner Furnished Equipment - Micro PC w/ wall mount	1	\$0.00	\$0.00

Sub-Total: Downtown Transit Center

\$4,129.29

Integration

Engineering & Drawings	Included
Project Management	Included
Integrations Cables & Connectors	Included
On Site Integration	Included
Testing & Acceptance	Included
Training	Included
Travel	Included
Travel Expense	Included

Sub-Total: X-Integration

\$8,873.77

Total:

\$21,261.64

PRO SUPPORT:

<u>Model #</u>	<u>Mfg</u>	<u>Description</u>	<u>Qty</u>	<u>Price</u>	<u>Extended</u>
AVISSACUSTOM	AVI SYSTEMS	1 Year Breakfix	1.0000	\$1,500.00	\$1,500.00

V. VENDOR STATEMENT

Vendor hereby acknowledges receipt of the City of Fort Collins Request for Proposal and acknowledges that it has read and agrees to be fully bound by all of the terms, conditions and other provisions set forth in the RFP. Additionally, Vendor hereby makes the following representations to City:

- a. All of the statements and representations made in this proposal are true to the best of the Vendor's knowledge and belief.
- b. Vendor commits that it is able to meet the terms provided in this proposal.
- c. This proposal is a firm and binding offer, for a period of 90 days from the date hereof.
- d. Vendor further agrees that the method of award is acceptable.
- e. Vendor also agrees to complete the proposed Agreement with the City of Fort Collins within 30 days of notice of award. If contract is not completed and signed within 30 days, City reserves the right to cancel and award to the next highest rated firm.
- f. Vendor acknowledge receipt of ___ addenda.

Legal Firm Name: AVI Systems Inc.

Physical Address: 355 Inverness Drive South Englewood, CO 80112

Remit to Address: _____

Phone: (303)792-4828

Name of Authorized Agent of Firm: Jackson Saeman

Signature of Authorized Agent: *Jackson Saeman*

Primary Contact for Project: Jackson Saeman

Title: Account Manager Email Address: jackson.saeman@avisystems.com

Phone: (303)792-4828 Cell Phone: (303)910-3242

NOTE: VENDOR STATEMENT IS TO BE SIGNED & RETURNED WITH YOUR PROPOSAL.