



CITY COUNCIL AGENDA ITEM

Date: October 21, 2015

To: Brian Kischnick, City Manager

From: MaryBeth Murz, Purchasing Manager
 Cindy Stewart, Community Affairs Director
 Mark Miller, Director of Economic & Community Development
 Tom Darling, Director of Financial Services

Subject: Standard Purchasing Resolution 1: Award to Low Bidder – Camera Upgrades for the City of Troy Council Chambers and Council Board Room

History

- The video cameras in the Council Chambers are 14 years old and the cameras in the Council Board Room are 11 years old. The two existing TV monitors in the Council Chambers will be replaced by 49” flat screen monitors. The entire system is in need of updates and upgrades.
- The current cameras have been malfunctioning for quite some time. The existing cameras are too old to repair. and are considered obsolete. New hi-def cameras will reduce energy consumption and produce a better quality picture as well as consistently function properly.
- The existing heavy TVs in the chambers could potentially be a hazard if they fell and new updated flat screen TVs will also reduce energy consumption.

Purchasing

- On October 15, 2015, a bid opening was conducted as required by City Charter and Code to furnish all equipment, material and labor to install new cameras, cables, TVs and articulating mounts in the Council Chambers and Council Board Room. The bid was posted on the Michigan Inter-governmental Trade Network (MITN) website; www.mitn.info and the bid was also sent to the Troy Chamber of Commerce. Five (5) bid responses was received. Below is a detailed summary of potential vendors:

Companies notified via MITN	239	<p>MITN provides a resourceful online platform to streamline the procurement process, reduce costs, and make it easier and more transparent for vendors to do business with the City of Troy.</p> <p>Active MITN members with a current membership and paying annual dues receive automatic electronic notification which allows instant access to Bids, RFPS and Quote opportunities with the City.</p> <p>Active MITN non-paying members are responsible to monitor and check the MITN website for opportunities to do business with the City.</p> <p>Inactive MITN member status can occur when a company does not renew their account upon expiration. Inactive members cannot be notified of solicitations or access any bid information.</p>
Troy Companies notified via MITN	10	
Troy Companies notified Active email Notification	10	
Troy Companies - Active Free	0	
Companies that viewed the bid	47	
Troy Companies that viewed the bid	6	

- After reviewing the bid proposal, *Advanced Lighting and Sound of Troy, MI* was the low bidder and meets all bid specifications and is being recommended to upgrade the cameras, cables, TVs and articulating mounts in the Council Chambers and the Council Board Room as specified and as per the project timeline.

Financial

The estimated total cost of this upgrade is \$32,451.00 and funds in the amount of \$50,000.00 has been budgeted and is currently available in the General Equipment Capital Account. The project number is 2016001.

Recommendation

City management recommends awarding a contract to furnish all equipment, material and labor to install new cameras, cables, TVs and articulating mounts in the Council Chambers and Council Board Room to the low bidder meeting all specifications, *Advanced Lighting and Sound of Troy, MI* for an estimated total cost of \$32,451.00, at prices contained in the bid tabulation dated October 15, 2015.

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VENDOR NAME:	Advanced Lighting & Sound	Johnson Controls, Inc.
CITY, STATE	Troy, MI	Auburn Hills, MI
Check amount	\$2,500.00	\$2,500.00
Check number	1203350	324099

PROPOSAL: FURNISH ALL EQUIPMENT, MATERIAL AND LABOR TO INSTALL NEW CAMERAS, CABLES, AND ARTICULATING MOUNTS FOR THE TROY COUNCIL CHAMBERS AND COUNCIL BOARD ROOM.

ITEM	DESCRIPTION	EST QTY	UNIT PRICE	EXTENSION PRICE	UNIT PRICE	EXTENSION PRICE
1	Panasonic AW-HE40SKPJ Features 30x optical zoom lens and support for PoE+, SDI out - black	7	\$ 3,276.00	\$ 22,932.00	\$ 3,325.75	\$ 23,280.25
2	Panasonic AW-RP50NJ Sub-compact remote camera controller	1	\$ 1,786.00	\$ 1,786.00	\$ 4,984.31	\$ 4,984.31
3	Cisco SG300-28 Cisco 28 port managed gigabit switch	1	\$ 517.00	\$ 517.00	\$ 606.77	\$ 606.77
4	Black BMD-CONVMSDIDA Mini Converter – SDI Distribution	1	\$ 279.00	\$ 279.00	\$ 267.65	\$ 267.65
5	LG 49LX341C 49" LED 1080 HDTV	2	\$ 711.00	\$ 1,422.00	\$ 982.42	\$ 1,964.84
6	Black BMD-CONVMBSH4K Mini Converter – SDI to HDMI 4K	2	\$ 279.00	\$ 558.00	\$ 404.89	\$ 809.78
7	Hosa HDMA-401.5 High Speed HDMI Cable with Ethernet, HDMI to HDMI, 1.5 ft.	2	\$ 6.00	\$ 12.00	\$ 14.45	\$ 28.90
8	Hosa YAC-406 Power Extension Y Cable, Dual NEMA 5-15R to NEMA 5-15P, 1.5 ft.	2	\$ 8.00	\$ 16.00	\$ 14.45	\$ 28.90
9	Chief TS318TU Medium swing arms, dual stud	2	\$ 297.00	\$ 594.00	\$ 504.21	\$ 1,008.42
10	Down converter – standard definition composite video feed; AJA Video Black Magic or equivalent.	1	\$ 345.00	\$ 345.00		\$ -
11	CAD Drawings to reflect new updated equipment changes	1	\$ -	\$ -		\$ -
TOTAL MATERIALS COST:			\$	28,461.00	\$	32,979.82
INSTALLATION MATERIALS COST:			\$	1,650.00	\$	2,047.66
LABOR COST			\$	2,340.00	\$	4,682.58
GRAND TOTAL COST			\$	32,451.00	\$	39,710.06

*does not include pricing for line items #10 & 11.

How many years of experience do you have with audio visual projects dealing with cameras, cabling and TV installations?	25 years	Blank
How many audio visual projects has your company completed in the last year?	40+	"many"

CONTACT INFORMATION:

Hours of Operation	8am-6pm M-F	7am-8pm
Office Phone #	Blank	248-770-8164
Contact Name	Robert B. Sullivan	Michael Smith
Y or N	Y	Y
REFERENCES	Y	Y
PROPOSED PAYMENT SCHEDULE	Net 30	20% upfront/20% after first week/60% after completion
COMPLETION DATE	X	X
INSURANCE	X	X
PAYMENT TERMS:	N-30	Blank
WARRANTY:	Manufacturer	1 Year
EXCEPTIONS:	"Cisco SG300-28 is replaced with FG-2410 to add POE power feature for cameras."	None
FORMS COMPLETED:	Y	Y
ACKNOWLEDGEMENT: Signed	Y	Y

VENDOR NAME:	JMC Technology Group	Videotape Products, Inc. dba VTP
CITY, STATE	Clinton Twp, MI	Novi, MI
Check amount	\$2,500.00	\$2,500.00
Check number	9439414031	103913

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ITEM	DESCRIPTION	EST QTY	UNIT PRICE	EXTENSION PRICE	UNIT PRICE	EXTENSION PRICE
1	Panasonic AW-HE40SKPJ Features 30x optical zoom lens and support for PoE+, SDI out - black	7	\$ 3,795.00	\$ 26,565.00	\$ 3,275.00	\$ 22,925.00
2	Panasonic AW-RP50NJ Sub-compact remote camera controller	1	\$ 2,084.50	\$ 2,084.50	\$ 1,775.00	\$ 1,775.00
3	Cisco SG300-28 Cisco 28 port managed gigabit switch	1	\$ 445.54	\$ 445.54	\$ 699.00	\$ 699.00
4	Black BMD-CONVMSDIDA Mini Converter – SDI Distribution	1	\$ 203.78	\$ 203.78	\$ 165.00	\$ 165.00
5	LG 49LX341C 49" LED 1080 HDTV	2	\$ 742.50	\$ 1,485.00	\$ 665.00	\$ 1,330.00
6	Black BMD-CONVMBSH4K Mini Converter – SDI to HDMI 4K	2	\$ 308.28	\$ 616.56	\$ 255.00	\$ 510.00
7	Hosa HDMA-401.5 High Speed HDMI Cable with Ethernet, HDMI to HDMI, 1.5 ft.	2	\$ 5.83	\$ 11.66	\$ 5.00	\$ 10.00
8	Hosa YAC-406 Power Extension Y Cable, Dual NEMA 5-15R to NEMA 5-15P, 1.5 ft.	2	\$ 15.16	\$ 30.32	\$ 10.00	\$ 20.00
9	Chief TS318TU Medium swing arms, dual stud	2	\$ 229.90	\$ 459.80	\$ 240.00	\$ 480.00
10	Down converter – standard definition composite video feed; AJA Video Black Magic or equivalent.	1	\$ 225.00	\$ 225.00	\$ 425.00	\$ 425.00
11	CAD Drawings to reflect new updated equipment changes	1	\$ 150.00	\$ 150.00	Included	
TOTAL MATERIALS COST:			\$	32,277.16	\$	28,339.00
INSTALLATION MATERIALS COST:			\$	2,256.86	\$	5,500.00
LABOR COST			\$	5,490.08	\$	7,200.00
GRAND TOTAL COST			\$	40,024.10	\$	41,039.00

How many years of experience do you have with audio visual projects dealing with cameras, cabling and TV installations?
 How many audio visual projects has your company completed in the last year?

5 years	10 years
2	7

CONTACT INFORMATION:

Hours of Operation

SITE INSPECTION

REFERENCES

PROPOSED PAYMENT SCHEDULE

COMPLETION DATE

INSURANCE

PAYMENT TERMS:

WARRANTY:

EXCEPTIONS:

FORMS COMPLETED:

ACKNOWLEDGEMENT: Signed

Office Phone #

Contact Name

Y or N

Y or N

Can Meet

Cannot Meet

Can Meet

Cannot Meet

Y or N

Y or N

8am-6pm	
586-563-5824	
Richard	
Y	
Y	Y
Net 30	Net 30
X	X
X	X
Net 30	Net 30
1 Year	1 year workmanship. All other standard manufacturer warranties apply
Blank	Blank
Y	Y
Y	Y

CITY OF TROY
 BID TABULATION
 COUNCIL CHAMBERS CAMERA UPGRADES

VENDOR NAME:	Mechanical Controls Maintenance, Inc. dba MCMI
CITY, STATE	Sterling Heights, MI
Check amount	\$2,500.00
Check number	9225709896

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ITEM	DESCRIPTION	EST QTY	UNIT PRICE	EXTENSION PRICE	UNIT PRICE	EXTENSION PRICE
1	Panasonic AW-HE40SKPJ Features 30x optical zoom lens and support for PoE+, SDI out - black	7	\$ 3,936.46	\$ 27,555.22		\$ -
2	Panasonic AW-RP50NJ Sub-compact remote camera controller	1	\$ 2,194.43	\$ 2,194.43		\$ -
3	Cisco SG300-28 Cisco 28 port managed gigabit switch	1	\$ 963.69	\$ 963.69		\$ -
4	Black BMD-CONVMSDIDA Mini Converter – SDI Distribution	1	\$ 231.56	\$ 231.56		\$ -
5	LG 49LX341C 49" LED 1080 HDTV	2	\$ 837.50	\$ 1,675.00		\$ -
6	Black BMD-CONVMSH4K Mini Converter – SDI to HDMI 4K	2	\$ 231.56	\$ 463.12		\$ -
7	Hosa HDMA-401.5 High Speed HDMI Cable with Ethernet, HDMI to HDMI, 1.5 ft.	2	\$ 6.63	\$ 13.26		\$ -
8	Hosa YAC-406 Power Extension Y Cable, Dual NEMA 5-15R to NEMA 5-15P, 1.5 ft.	2	\$ 16.13	\$ 32.26		\$ -
9	Chief TS318TU Medium swing arms, dual stud	2	\$ 275.00	\$ 550.00		\$ -
10	Down converter – standard definition composite video feed; AJA Video Black Magic or equivalent.	1	\$ 231.56	\$ 231.56		\$ -
11	CAD Drawings to reflect new updated equipment changes	1	\$ 500.00	\$ 500.00		\$ -
TOTAL MATERIALS COST:			\$	34,410.10	\$	-
INSTALLATION MATERIALS COST:			\$	1,446.98		
LABOR COST			\$	9,228.34		
GRAND TOTAL COST			\$	45,085.42	\$	-

How many years of experience do you have with audio visual projects dealing with cameras, cabling and TV installations?
 How many audio visual projects has your company completed in the last year?

21 years
5

CONTACT INFORMATION:

Hours of Operation	8am-5pm M-F
Office Phone #	586-726-7500
Contact Name	Joe Tocco
Y or N	Y
REFERENCES	Y
PROPOSED PAYMENT SCHEDULE	Monthly Progress Billing
COMPLETION DATE	Can Meet X
	Cannot Meet
INSURANCE	Can Meet X
	Cannot Meet
PAYMENT TERMS:	Net 30
WARRANTY:	1 Year
EXCEPTIONS:	Blank
FORMS COMPLETED:	Y or N Y
ACKNOWLEDGEMENT: Signed	Y or N Y

ATTEST:
 Enna Bachelor
 Susan Reisterer
 Cindy Stewart
 Sara Teets

MaryBeth Murz,
 Purchasing Manager