



CITY COUNCIL AGENDA ITEM

January 6, 2011

To: John Szerlag, City Manager 

From: John M. Lamerato, Assistant City Manager/Finance & Administration 
 Susan A. Leirstein, Purchasing Director 
 Cindy Stewart, Community Affairs Director 

Subject: Standard Purchasing Resolution 1 – Award To Low Bidder: Newtek Tricaster TCXD850 Live Production Switcher System Including Installation

Background

On December 21, 2010, four (4) bid proposals were received to furnish and install a Newtek Tricaster TCXD850 Live Production Switcher System for the cable production system which runs our WTRY Government Access Channel. The Newtek Tricaster is a multi-camera, multi-audio, live production switcher and graphics generator able to control the remote camera systems throughout City Hall, broadcast live meetings, and record meetings for playback. The Globecaster currently in use is over ten (10) years old and has outlived its life span. Hardware continuously fails, often during live meetings and repairs would be very costly. A total of one-hundred sixteen (116) vendors were notified via the MITN system.

Recommendation

City management recommends awarding a contract to furnish and install the Newtek Tricaster TCXD850 Live Production Switcher System to the low bidder, Midwest Media Group, Inc, of Arlington Heights, IL at an estimated total cost of \$24,995.00 including on-site training, one-year full warranty and on-site support for the first scheduled meeting after the initial installation, plus any additional technical support required during the first sixty (60) days of operation at \$45.00/man-hour. The award is contingent upon contractor's submission of proper insurance certificates, and all other specified requirements.

Fund Availability

Funds are available in the capital fund for Cable Equipment.

Opening Date -- 12/21/2010
 Date Reviewed -- 12/29/10 SL

CITY OF TROY
 BID TABULATION
 LIVE PRODUCTION SWITCHER SYSTEM

ITB-COT 10-38
 Pg 1 of 1

VENDOR NAME:

**	Midwest Media Group, Inc.	Advanced Lighting & Sound	Roscor Corp	ProVideo Systems, Inc.
Check #	000446693	17517234	0643258	024936
Check \$	\$500.00	\$500.00	\$500.00	\$500.00

PROPOSAL -- FURNISH ONE (1) NEW NEWTEK TRICASTER TCXD850 LIVE PRODUCTION SWITCHER INCLUDING INSTALLATION

FURNISH AND INSTALL:

One (1) New NewTek Tricaster TCXD850 Live Production Switcher in accordance with the specifications

COMPLETE FOR THE SUM OF:

1) 8 Input HD NewTek Tricaster	\$ 24,995.00	\$ 24,995.00	\$ 24,995.00	\$ 25,145.00
2) One (1) LC-11 (Control Interface)	Included	\$ 1,646.00	\$ 1,725.00	\$ 2,044.00
3) Installation Costs	Included	\$ 300.00	\$ 1,000.00	\$ 2,090.00
4) External Wiring & Cabling	Included	\$ 100.00	Included	Included
5) Onsite Training (8 Hours)	Included	Included	Included	\$ 750.00
6) On-site Support - 1st Meeting	Included	Included	Included	\$ 500.00
7) One-year Full Warranty	Included	Included	Included	Limited Warranty

ESTIMATED GRAND TOTAL

\$ 24,995.00	\$ 27,041.00	\$ 27,720.00	\$ 30,529.00
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SCHEDULE OF VALUES:

On-site Technical Support	\$45.00/hr per man	\$65.00/hr per man	\$110.00/hr per man	\$70.00/hr per man
Travel Time	\$ 0.00/call out	\$0.00/call out	\$50.00/call out	\$90.00/call out

AUTHORIZED DEALER:	Y or N	Y	Y	Y	Blank
CONTACT INFORMATION:					
Hours of Operation:		M-F 8AM - 6PM	8:00 AM - 6:00 PM	M-F 8AM-6PM	8AM-5PM
24 Hr Phone Number:		(248) 632-3389	(248) 765-8900	(248) 489-0090	(419) 874-2850
Within Seven Business Days					
COMPLETION DATE:	Can Meet	XX	XX	XX	XX
	Cannot Meet				
	But Offers:				
SITE INSPECTION:	Y or N	Y	Y	Y	Y
Date		12/14/2010	12/14/2010	12/14/2010	12/14/2010
INSURANCE:	Can Meet	XX	XX	XX	XX
	Cannot Meet				
PAYMENT TERMS:		5% Net 30	N-30	See Project Terms	Net 30 Days
WARRANTY:		AS SPECIFIED			
DELIVERY:		< 30 days ARO	14-20 days ARO	Blank	3 weeks ARO
EXCEPTIONS:		Blank	None	Attached To Bid	Blank
ACKNOWLEDGEMENT:	Y or N	Y	Y	Y	Y
ADDENDUM #1:	Y or N	Y	Y	Y	Y

NO BIDS:
 Thalner Electronic Labs, Inc. / dba Tel Systems

ATTEST:
 Irene Newman
 Cindy Stewart
 Julie Hamilton

** DENOTES LOW BIDDER

Susan Leirstein CPPO, CPPB
 Purchasing Director