

BOARD OF BIDS AND CONTRACTS SEPTEMBER 28, 2017

**1. INTEGRATED MULTIMEDIA SOLUTION FOR LAW ENFORCEMENT TRAINING CENTER (LETC) -- FACILITIES PROJECT SERVICES
FUNDING -- LETC CIP**

(Joint Governmental Purchase-State of Kansas contract #42598)

#17-2037 Contract

	SKC Communications Products, LLC
Audio Visual Equipment and Various Services	\$102,326.29

On the recommendation of Joe Thomas, on behalf of Facilities Project Services, Jennifer Dombaugh moved to **utilize the State of Kansas contract #42598 with SKC Communications Products, LLC for a total purchase of \$102,326.29**. Talaya Schwartz seconded the motion. The motion passed 4 to 1, with Colonel Powell recusing himself from the vote as his office will utilize the contract.

This is a joint governmental purchase with Wichita State University and Sedgwick County to pay the cost of the multimedia equipment for the LETC. This cost only includes the Sedgwick County and City of Wichita portions of this equipment. Wichita State University provided specifications and design input early in the project for A/V equipment standards for classroom and conference rooms.

This purchase methodology will allow consistency within the LETC building and will provide a seamless system in the facility for crossover and collaborative efforts between City, County, and WSU. Sedgwick County and City of Wichita IT departments have reviewed and approved the proposals for equipment quality and compatibility within their respective departments.

In utilizing this joint governmental purchase for equipment and installation, Wichita State University Media Resource Center will provide, at no charge, maintenance, repair, support, and training on the equipment for three years or the life of the equipment (whichever is shorter).

This expense falls within the allocated FF&E LETC budget authority and half of the cost will be reimbursed by the City of Wichita according to the FF&E agreement.

Questions and Answers

Richard Powell: Mr. Chair, on behalf of the Sheriff's Office, since we are going to be an end user and have had some limited input into this particular project, I think it might be best considering my affiliation both with the Bid Board and with the Sheriff's Office, I should exclude myself from any process involved in this.

Tom Stolz: Very good. I do agree you should not vote but as we are discussing it, if there are questions, I would hope you would interject your knowledge of the project.

Richard Powell: Yes sir.

Tom Stolz: Questions from any of the board.

Talaya Schwartz: I just have one question. What is the equipment? Are these TVs, projectors? These letters do not mean anything to me. Whoever can answer it?

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Tania Cole: Good morning Bid Board. Tania Cole, Director of Facilities Maintenance and Project Services. I will tell you that what you see there on the list is 13 rooms.

Five of those rooms are classrooms, two lunch rooms, one room is the 911 room backup center, two conference rooms, two offices and one reception area. Let me address in the classrooms, we have two medium classrooms and three small classrooms. In those classrooms we will have projectors.

Let me describe the medium classrooms. We will have two projectors and two screens in that classroom. In the small classroom we will have one projector and one screen. In the 911, in one of the conference rooms, we will have a large TV there that will be used for both cable and for presentations, network type stuff.

The large conference room has a projector and a projector screen. That is a conference room that should fit about 30 in there.

The two offices will have a small TV that can both be used again for cable TV and any type of network presentation.

The reception area will have a TV and what we will do there is have a digital display so we can put messages such as "Welcome to Law Enforcement Training Center" or "Roku classes in such-and-such room". So I think that describes the equipment in those rooms.

Talaya Schwartz: Thank you.

Tania Cole: You are welcome.

Linda Kizzire: The total cost is showing \$219,570.75? I understand that we are paying for half of it but that does not add up.

Tania Cole: Ms. Kizzire, on there is the total bid for Wichita State and Sedgwick County. So that \$219,570.75 is the total for all of the equipment installation for both Wichita State and Sedgwick County. Our portion is the \$102,326.00.

Linda Kizzire: And they are going to pay the remainder of it?

Tania Cole: Correct.

Tom Stolz: The \$102,326.00 expense will be split between Sedgwick County and Wichita.

Tania Cole: Correct.

Richard Powell: From the standpoint of the end user, make note that as presented this is going to offer seamless capabilities with the consistency from room to room for the instructional staff and other folks that may be present in the building using the technology that it will all be a common operational method and also on a common platform while at the same time as part of the agreement. As I understood it, will have local on-site support available to us and be able to support all the equipment for a period of time that again all that comes from a single vendor so I feel it is really going to streamline the efficiency of it the overall operation.

Tom Stolz: Just to summarize, this is a highly unusual project. It is a joint 3-way government project. What Colonel Powell just brought up is germane that we want a consistent system throughout this building. What is a little bit unusual or not unusual, we do it quite a bit, is we are attaching ourselves to another government to gain a good price on a product which we feel like we got with Wichita State on this.

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We get a seamless product inside the building and we get maintenance on those items for three years or the life of the product. It is an unusual project but it seems like we got the best price that we could have gotten than if we had gone on our own and all the other intangibles that Colonel Powell just talked about is really critical for this project.

Linda Kizzire: Did we check on our own pricing for this by chance?

Tom Stolz: Tania, you might want to talk about this is part of a state contract.

Tania Cole: This is a State of Kansas contract vendor that Wichita State uses and so that the pricing that we have there is with the discount for that State of Kansas contract.

Linda Kizzire: Okay so we did not check any other vendors other than just the state contract pricing?

Tania Cole: This is the vendor that Wichita State contracted for this work. That is correct.

Tom Stoltz: I think the answer to your question is yes.

Linda Kizzire: But a lot of times you know if we do not bid it and we just follow on another contract we run into the possibility of the Board of County Commissioners wanting to know why we did not do a bid, to try and find a cheaper better solution rather than just piggybacking on another contract. That is the point of my questions.

Tom Stolz: While they are caucusing back there, I think that part of the discussion there was if we would split and go our own way, a couple things happen. We lose the buying power of three entities and we become singular, which I think probably would drive our cost up. We lose the seamless ability that Colonel Powell just talked about and we would lose our ability to have WSU maintain the equipment. I don't know Linda because I do not know that we did the study even if it would come in at a slightly higher bid we lose those other tangible benefits which I think are detrimental to this project and detrimental to the Sheriff and the Police Department and Wichita State trying to run this cohesive group. Did you want to say anything more to that?

Tania Cole: The only thing I might add to that is if we were to go out to bid, we lose a lot of time and we have got a deadline that we are trying to get both classes, Sheriff and PD, in there as well as Wichita State. Once you go out we will have to start the whole design process over and go out for bid. There is time involved with that so we would lose that time as well.

Tom Stolz: That is a good question Linda and I would agree with you. That always becomes an issue. I think normally ninety-nine times out of a hundred I would agree with you on that but in this case and this project with as much work as both the city and county side put into this to keep it on this specific timeline I know how I am going to vote today but I hear what you are saying. You raise a valid point.

Tania Cole: I might just add Rick Stubbs is here. He is the City Project Manager for this Law Enforcement Training Center and one point he wanted to bring up and Colonel Powell talked on that too is Wichita State has two large classrooms on the third floor. The crossover and collaboration is to be able to use those classrooms for Sheriff's Office and City of Wichita. As well as if Wichita State ever has a need to use a small or medium classroom that we have on those floors. We have basically partnered with them to be able to do that and so again one more reason to have the same equipment the same type of functionality.

Tom Stolz: At the end of the day the county share of this is half.

Joe Thomas: I think it is good to point out that the State of Kansas contract was created using the competitive process.