

APPROVED JUNE 8, 2016

**AUDIO VISUAL SOLUTION BOCC ROOM -- FACILITIES DEPARTMENT
FUNDING -- FACILITIES DEPARTMENT**

(Request sent to 90 vendors)

RFP #16-0044 S/C #8000089100

	Conference Technologies, Inc.		Ford Audio Visual	
Base Project Scope - Direct replacement of one existing Sony camera as specified. (Sony BRC-300/300P 3 CCD Color Video Camera)	\$4,691.60		\$5,709.00	
Base Project Scope - Provide a solution to address lighting issues in the room that include heat, washed out appearance, and brightness.	\$36,663.28		\$27,661.71 (surface) \$23,483.10 (recessed)	
ALTERNATE - Provide a camera upgrade for all existing cameras with STANDARD definition cameras.	\$19,361.10		\$19,656.25	
ALTERNATE - Provide an HD replacement solution, replacing all current camera equipment with HD camera equipment.	\$40,059.26		\$38,351.16	
ALTERNATE - Provide a backdrop solution behind the Commission bench.	No Bid		\$2,493.94 \$2,178.53 \$2,703.35	
Items 1 and 2 as a single project.	\$41,354.88		\$33,370.71	\$29,192.10
Items 2 and 3 as a single project.	\$56,024.38		\$47,317.96	\$43,139.35
Items 2 and 4 as a single project.	\$76,722.54		\$66,012.87	\$61,834.26
No Bids	SKC Communications Products	Variant National A/V Supply	Call One, Inc.	Jones Audio, LLC
	Troxell Communications	Cy's TV Service	W.B. Hunt Company	K-Log, Inc.

Recommend to **accept the low proposal from Conference Technologies, Inc for the base project scope 1 in the amount of \$4,691.60 .**

After discussions with the review team, it was decided to try the direct camera replacement first to ascertain whether or not that would alleviate the issues. Nothing further was required to address the issues at this time.