

**PURCHASE AND INSTALLATION AGREEMENT BETWEEN
CITY OF TEMECULA AND WESTERN A/V, INC.**

AUDIOVISUAL EQUIPMENT

THIS AGREEMENT is made and effective as of May 27, 2025, between the City of Temecula, a municipal corporation (hereinafter referred to as "City"), and **Western A/V, Inc.** (hereinafter referred to as "Contractor"). In consideration of the mutual covenants and conditions set forth herein, the parties agree as follows:

1. TERM

This Agreement shall commence on May 27, 2025, and shall remain and continue in effect until tasks described herein are completed, but in no event later than **June 30, 2026**, unless sooner terminated pursuant to the provisions of this Agreement.

The City may, upon mutual agreement, extend the contract for **one (1)** additional **one (1)** year term. In no event shall the contract be extended beyond **June 30, 2027**.

2. PURCHASE AND SALE OF EQUIPMENT

On and subject to the terms and conditions set forth in this Agreement and the Agreement Documents, Contractor agrees to procure, sell and install for the City audiovisual equipment as more particularly described in Exhibit A, Description of Equipment and or Scope of Work, attached hereto and incorporated herein as though set forth in full (hereafter "Equipment").

3. PURCHASE / INSTALLATION PRICE

The Purchase Price which City agrees to pay to Contractor for the Equipment is Five Hundred Fifty-Seven Thousand, Five Hundred Fifty-Four Dollars and Fifty Cents (\$557,554.50). The Purchase Price is final and shall be paid by City to Contractor in accordance with the following schedule as outlined in Exhibit B, Payment Rates and Schedule, attached hereto and incorporated herein as though set forth in full (hereafter "Equipment").

The City Manager may approve additional work up to ten percent (10%) of the amount of the Agreement as approved by City Council. Any additional work in excess of this amount shall be approved by the City Council.

4. SCOPE OF WORK

Contractor shall sell and install the equipment as described in the Scope of Work, attached hereto and incorporated herein as Exhibit A ("Work"). Contractor shall provide and furnish all labor, materials, necessary tools, expendable equipment and all utility and transportation services required for the Work. All of said Work to be performed and materials to be furnished for the Work shall be in strict accordance with the specifications set forth in the Scope of Work. The Work shall be completed within the time set forth in the Scope of Work. Contractor shall not commence the Work until such time as directed by the City.

5. PREVAILING WAGES

Pursuant to the provisions of Section 1773 of the Labor Code of the State of California, the City Council has obtained the general prevailing rate of per diem wages and the general rate for holiday and overtime work in this locality for each craft, classification, or type of workman needed to execute this Agreement from the Director of the Department of Industrial Relations. Copies may be obtained from the California Department of Industrial Relations Internet website at <http://www.dir.ca.gov>. Contractor shall provide a copy of prevailing wage rates to any staff or sub-contractor hired, and shall pay the adopted prevailing wage rates as a minimum. Contractor shall comply with the provisions of Sections 1720, 1725.5, 1771.1(a), 1773.8, 1775, 1776, 1777.5, 1777.6, and 1813 of the Labor Code. Pursuant to the provisions of 1775 of the Labor Code, Contractor shall forfeit to the City, as a penalty, the sum of \$200.00 for each calendar day, or portion thereof, for each laborer, worker, or mechanic employed, paid less than the stipulated prevailing rates for any work done under this Agreement, by him or by any subcontractor under him, in violation of the provisions of the Agreement. This project, work, or service will be subject to compliance monitoring and enforcement by the Department of Industrial Relations (DIR) pursuant to Labor Code Section 1771.4.

6. REGISTRATION WITH THE DEPARTMENT OF INDUSTRIAL RELATIONS

Registration with the Department of Industrial Relations (DIR) is mandatory as a condition for bidding, providing certain services, and working on a public works project as specified in Labor Code Section 1771.1(a). Contractor and any subcontractors must be registered with the Department of Industrial Relations to be qualified to bid, or provide a proposal and/or time and material quote or be listed in a bid, proposal or quote, subject to the requirements of Public Contract Code Section 4104; or engage in the performance of any contract that is subject to Labor Code Section 1720 et seq., unless currently registered and qualified to perform public work pursuant to Labor Code Section 1725.5. Contractor and subcontractors will be required to provide proof of registration with the DIR. For more information regarding registration with the Department of Industrial Relations, refer to <http://www.dir.ca.gov/Public-Works/PublicWorks.html>

7. REPRESENTATIONS AND WARRANTIES OF VENDOR

Contractor makes the following representations and warranties to City:

a. Authority and Consents. Contractor has the right, power, legal capacity and authority to enter into and perform its obligations under this Agreement. No approvals or consents of any persons are necessary in connection with Contractor's execution, delivery, installation and performance of this Agreement, except for such as have been obtained on or prior to the date hereof. The execution, delivery, installation and performance of this Agreement by Contractor have been duly authorized by all necessary action on the part of Contractor and constitute the legal, valid and binding obligations of Contractor, enforceable against Contractor in accordance with their respective terms.

b. Title and Operating Condition. Contractor has good and marketable title to all of the Equipment manufactured and installed. All of the Equipment are free and clear of any restrictions on or conditions to transfer or assignment, and City will acquire absolute title to all of the Equipment free and clear of mortgages, liens, pledges, charges, encumbrances, equities, claims, covenants, conditions and restrictions except for such as may be created or granted by City. All of the Equipment are in good operating condition, are free of any defects, and are in conformity with the specifications, descriptions, representations and warranties set forth in the Agreement Documents. Contractor is aware the City is purchasing the Equipment for use as

audiovisual automation and that City is relying on Contractor's warranties that the Equipment is fit for this purpose and the ordinary purposes for which the Equipment is normally used.

c. Full Disclosure. None of the representations and warranties made by Contractor in this Agreement contains or will contain any untrue statement of a material fact, or omits to state a material fact necessary to make the statements made, in light of the circumstances under which they were made, not misleading.

8. PERFORMANCE

Contractor shall faithfully and competently exercise the ordinary skill and competence of members of their profession. Contractor shall employ all generally accepted standards and practices utilized by persons engaged in providing similar services as are required of Contractor hereunder in meeting its obligations under this Agreement.

9. CITY APPROVAL

All labor, materials, tools, equipment, and services shall be furnished and work performed and completed subject to the approval of the City or its authorized representatives, and the quality of the workmanship shall be guaranteed for one year from date of acceptance. City shall inspect the Equipment at the time and place of delivery. Such inspection may include reasonable tests and use of the Equipment by City. If, in the determination of City, the Equipment fails to conform to the Agreement IN ANY MANNER OR RESPECT, City shall so notify Contractor within ten (10) days of delivery of the Equipment to City. Failing such notice, the Equipment shall be deemed accepted by City as of the date of receipt.

10. TIME OF DELIVERY

The date and time of delivery of the Equipment shall be on or before **December 31, 2025**.

11. PLACE OF DELIVERY

The Equipment shall be delivered to this location:

**Temecula City Hall
41000 Main Street
Temecula, CA 92590**

12. REJECTION

In the event of such notice of non-conformity by City pursuant to the section entitled "City Approval" City may, at its option, (1) reject the whole of the Equipment and Installation, (2) accept the whole of the Equipment and Installation, or (3) accept any commercial unit or units of the Equipment and reject the remainder or the Installation. The exercise of any of the above options shall be "without prejudice" and with full reservation of any rights and remedies of City attendant upon a breach. In the event of such notice and election by City, City agrees to comply with all reasonable instructions of Contractor and, in the event that expenses are incurred by City in following such instructions, Contractor shall indemnify City in full for such expenses.

13. NO REPLACEMENT OF CURE

This Agreement calls for strict compliance. Contractor expressly agrees that both the Equipment and Installation tendered and the tender itself will conform fully to the terms and conditions of the Agreement on the original tender. In the event of rejection by City of the whole of the Equipment or any part thereof pursuant to the Section entitled "Rejection" City may, but is not required to, accept any substitute performance from Vendor or engage in subsequent efforts to affect a cure of the original tender by Contractor.

14. INDEMNIFICATION

The Contractor agrees to defend, indemnify, protect and hold harmless the City of Temecula, Temecula Community Services District, and/or the Successor Agency to the Temecula Redevelopment Agency, its officers, officials, employees and volunteers from and against any and all claims, demands, losses, defense costs or expenses, including attorney fees and expert witness fees, or liability of any kind or nature which the City of Temecula, Temecula Community Services District, and/or the Successor Agency to the Temecula Redevelopment Agency, its officers, agents, employees or volunteers may sustain or incur or which may be imposed upon them for injury to or death of persons, or damage to property arising out of Contractor's negligent or wrongful acts or omissions arising out of or in any way related to the performance or non-performance of this Agreement, excepting only liability arising out of the negligence of the City of Temecula, Temecula Community Services District, and/or the Successor Agency to the Temecula Redevelopment Agency.

15. AGREEMENT DOCUMENTS

a. This Agreement includes the following documents, which are by this reference incorporated herein and made a part hereof: Exhibit A, Equipment Description and/or Scope of Work, Exhibit B, Payment Rates and Schedule, and Exhibit C, Proposal.

b. In the event any term or condition of the Agreement Documents conflicts with or is contradictory to any term or condition of the Agreement, the terms and conditions of this Agreement are controlling.

c. In the event of a conflict in terms between this Agreement, the Request for Proposal (RFP) and/or the Contractor's response to the RFP, this Agreement shall prevail over the RFP and the Contractor's response to the RFP, and the RFP shall prevail over the Contractor's response to the RFP.

16. DEFAULT OF CONTRACTOR

a. The Contractor's failure to comply with the provisions of this Agreement shall constitute a default. In the event the Contractor is in default for cause under the terms of this Agreement, the City shall have no obligation or duty to continue compensating Contractor for any work performed after the date of default and can terminate this Agreement immediately by written notice to the Contractor. If such failure by the Contractor to make progress in the performance of work hereunder arises out of causes beyond the Contractor's control, and without fault or negligence of the Contractor, it shall not be considered a default.

b. If the City Manager or his delegate determines the Contractor is in default in the performance of any of the terms or conditions of this Agreement, it shall service the Contractor with written notice of the default. The Contractor shall have ten (10) days after service upon it of said notice in which to cure the default by rendering a satisfactory performance. In the event the Contractor fails to cure its default within such period of time, the City shall have the right, notwithstanding any other provision of this Agreement, to terminate this Agreement without

further notice and without prejudice to any other remedy to which it may be entitled at law, in equity or under this Agreement.

17. INSURANCE REQUIREMENTS

Contractor shall procure and maintain for the duration of the contract insurance against claims for injuries to persons and/or damages to property, which may arise from or in connection with the performance of the work hereunder and the results of work by the Contractor, its agents, representatives, employees, or subcontractors.

a. Minimum Scope of Insurance. Coverage shall be at least as broad as:

1) Commercial General Liability (CGL): Insurance Services Office Form CG 00 01 covering CGL on an "occurrence" basis, including products and completed operation, property damage, bodily injury, and personal & advertising with limits no less than One Million (\$1,000,000) per occurrence. If a general aggregate limit applies, either the general aggregate limit shall apply separately to this project/location (ISO CG 25 03 05 09 or 25 04 05 09) or the general aggregate limit shall be twice the required occurrence limit.

2) Automobile Liability: ISO Form Number CA 00 01 covering any auto (Code 1), or if Contractor has no owned autos, covering hired, (Code 8) and non-owned autos (Code 9), with limits no less than One Million (\$1,000,000) per accident for bodily injury, including death, of one or more persons, property damage and personal injury.

3) Workers' Compensation: as required by the State of California, with Statutory Limits, and Employer's Liability Insurance with limit of no less than One million (\$1,000,000) per accident for bodily injury or disease. In accordance with the provisions of Labor Code Section 3700, every contractor will be required to secure the payment of compensation to its employees. Pursuant to Labor Code Section 1861, Vendor must submit to City the following certification before beginning any work on the Improvements:

I am aware of the provisions of Section 3700 of the Labor Code which require every employer to be insured against liability for workers' compensation or to undertake self-insurance in accordance with the provisions of that code, and I will comply with such provisions before commencing the performance of the work of this contract.

By executing this Agreement, Vendor is submitting the certification required above.

The policy must contain a waiver of subrogation in favor of the City of Temecula, the Temecula Community Services District, the Successor Agency to the Temecula Redevelopment Agency, their officers, officials, employees or volunteers.

b. Deductibles and Self-Insured Retentions. Any deductibles or self-insured retentions must be declared and approved by the Risk Manager.

c. Other Insurance Provisions. The insurance policies are to contain, or be endorsed to contain, the following provisions:

1) The City of Temecula, the Temecula Community Services District, the Successor Agency to the Temecula Redevelopment Agency, their officers, officials, employees and volunteers are to be covered as additional insureds on the CGL policy with respect to liability arising out of work or operations performed by or on behalf of the Contractor's products and completed operations of the Contractor; premises owned, occupied or used by the Vendor. General liability coverage can be provided in the form of an endorsement to the Contractor Insurance (at least as broad as ISO Form CG 20 10 11 85 or if not available, through the addition

of both CG 20 10, CG 20 26, CG 20 33, or CG 20 38; and CG 20 37 if a later edition is used). The coverage shall contain no special limitations on the scope of protection afforded to the City of Temecula, the Temecula Community Services District, the Successor Agency to the Temecula Redevelopment Agency, their officers, officials, employees, or volunteers.

2) For any claims related to this project, the Contractor insurance coverage shall be primary and non-contributory and at least as broad as ISO CG 20 01 04 13 as respects the City, the Temecula Community Services District, the Successor Agency to the Temecula Redevelopment Agency, their officers, officials, employees, and volunteers. Any insurance or self-insurance maintained by the City of Temecula, Temecula Community Services District, and/or the Successor Agency to the Temecula Redevelopment Agency, its officers, officials, employees, or volunteers shall be excess of the Contractor's insurance and shall not contribute with it. This also applies to any Excess or Umbrella liability policies.

3) The Contractor may use Umbrella or Excess Policies to provide the limits as required in this agreement. The Umbrella or Excess policies shall be provided on a true "following form" or broader coverage basis, with coverage at least as broad as provided on the underlying Commercial General Liability Insurance.

4) Any failure to comply with reporting or other provisions of the policies including breaches of warranties shall not affect the indemnification provided to the City of Temecula, the Temecula Community Services District, and/or the Successor Agency to the Temecula Redevelopment Agency, their officers, officials, employees, or volunteers.

5) The Contractor's insurance shall apply separately to each insured against whom claim is made or suit is brought, except with respect to the limits of the insurer's liability.

6) If the Contractor's maintains broader coverage and/or higher limits than the minimums shown above, the City requires and shall be entitled to the broader coverage and/or higher limits maintained by the contractor.

7) If insurance coverage is canceled or, reduced in coverage or in limits the Contractor shall within two (2) business days of notice from insurer phone, fax, and/or notify the City via certified mail, return receipt requested of the changes to or cancellation of the policy.

8) Unless otherwise approved by City, if any part of the Services and Tasks is subcontracted, the Minimum Insurance Requirements must be provided by, or on behalf of, all subcontractors even if city has approved lesser insurance requirements for Contractor, and all subcontractors must agree in writing to be bound by the provisions of this section.

d. Acceptability of Insurers. Insurance required above, except for workers' compensation insurance, must be placed with insurers with a current A.M. Best rating of A-: VII or better, unless otherwise acceptable to the City. Self-insurance shall not be considered to comply with these insurance requirements.

e. Verification of Coverage. Contractor shall furnish the City with original certificates and amendatory endorsements, or copies of the applicable policy language affecting coverage required by this clause. All certificates and endorsements and copies of the Declarations & Endorsements pages are to be received and approved by the City before work commences. However, failure to obtain the required documents prior to the work beginning shall not waive the Contractor obligation to provide them. The City reserves the right to require complete, certified copies of all required insurance policies, including endorsements required by these specifications, at any time.

f. Special Risks or Circumstances. The City reserves the right to modify these requirements, including limits, based on the nature of the risk, prior experience, insurer, coverage, or other special circumstances.

18. SURVIVAL OF REPRESENTATIONS AND WARRANTIES

All representations, warranties, covenants and agreements of the parties contained in this Agreement shall survive the execution, delivery, installation and performance of this Agreement.

19. LEGAL RESPONSIBILITIES

The Contractor shall keep itself informed of all local, State and Federal ordinances, laws and regulations which in any manner affect those employed by it or in any way affect the performance of its service pursuant to this Agreement. The Contractor shall at all times observe and comply with all such ordinances, laws and regulations. The City, and its officers and employees, shall not be liable at law or in equity occasioned by failure of the Contractor to comply with this section.

20. PROHIBITED INTEREST

No officer, or employee of the City of Temecula shall have any financial interest, direct or indirect, in this Agreement, the proceeds thereof, the Contractor, or Contractor's sub-contractors for this project, during his/her tenure or for one year thereafter. The Contractor hereby warrants and represents to the City that no officer or employee of the City of Temecula has any interest, whether contractual, non-contractual, financial or otherwise, in this transaction, or in the business of the Contractor or Contractor's sub-contractors on this project. Contractor further agrees to notify the City in the event any such interest is discovered whether or not such interest is prohibited by law or this Agreement.

21. INDEPENDENT CONTRACTOR

a. Contractor is and shall at all times remain as to the City a wholly independent contractor. The personnel performing the services under this Agreement on behalf of Contractor shall at all times be under Contractor's exclusive direction and control. Neither City nor any of its officers, employees, agents, or volunteers shall have control over the conduct of Contractor or any of Contractor's officers, employees, or agents except as set forth in this Agreement. Contractor shall not at any time or in any manner represent that it or any of its officers, employees or agents are in any manner officers, employees or agents of the City. Contractor shall not incur or have the power to incur any debt, obligation or liability whatever against City, or bind City in any manner.

b. No employee benefits shall be available to Contractor in connection with the performance of this Agreement. Except for the fees paid to Contractor as provided in the Agreement, City shall not pay salaries, wages, or other compensation to Contractor for performing services hereunder for City. City shall not be liable for compensation or indemnification to Contractor for injury or sickness arising out of performing services hereunder.

22. ASSIGNMENT

The Contractor shall not assign the performance of this Agreement, nor any part thereof, nor any monies due hereunder, without prior written consent of the City. Upon termination of this Agreement, Contractor's sole compensation shall be payment for actual services performed up to, and including, the date of termination or as may be otherwise agreed to in writing between the City Council and the Contractor.

23. NOTICES

Any notices which either party may desire to give to the other party under this Agreement must be in writing and may be given either by (i) personal service, (ii) delivery by a reputable document delivery service, such as but not limited to, Federal Express, that provides a receipt showing date and time of delivery, or (iii) mailing in the United States Mail, certified mail, postage prepaid, return receipt requested, addressed to the address of the party as set forth below or at any other address as that party may later designate by Notice. Notice shall be effective upon delivery to the addresses specified below or on the third business day following deposit with the document delivery service or United States Mail as provided above.

Mailing Address: City of Temecula
Attn: City Manager
41000 Main Street
Temecula, CA 92590

To Consultant: Western A/V
Steve M. Hollingsworth
1592 Batavia St. Suite 2,
Orange, CA 92867

GOVERNING LAW

The City and Contractor understand and agree that the laws of the State of California shall govern the rights, obligations, duties and liabilities of the parties to this Agreement and also govern the interpretation of this Agreement. Any litigation concerning this Agreement shall take place in the municipal, superior, or federal district court with geographic jurisdiction over the City of Temecula. In the event such litigation is filed by one party against the other to enforce its rights under this Agreement, the prevailing party, as determined by the Court's judgment, shall be entitled to reasonable attorney fees and litigation expenses for the relief granted.

24. ENTIRE AGREEMENT

This Agreement contains the entire understanding between the parties relating to the obligations of the parties described in this Agreement. All prior or contemporaneous agreements, understandings, representations and statements, oral or written, are merged into this Agreement and shall be of no further force or effect. Each party is entering into this Agreement based solely upon the representations set forth herein and upon each party's own independent investigation of any and all facts such party deems material.

25. AUTHORITY TO EXECUTE THIS AGREEMENT

The person or persons executing this Agreement on behalf of Contractor warrants and represents that he or she has the authority to execute this Agreement on behalf of the Contractor and has the authority to bind Contractor to the performance of its obligations hereunder. The City Manager is authorized to enter into an amendment on behalf of the City to make the following non-substantive modifications to the agreement: (a) name changes; (b) extension of time; (c) non-monetary changes in scope of work; (d) agreement termination.


IN WITNESS WHEREOF, the parties hereto have caused this Agreement to be executed the day and year first above written.

CITY OF TEMECULA

Western A/V, Inc.


(Two Signatures of corporate officers required unless corporate documents authorize only one person to sign the agreement on behalf of the corporation.)

By: _____
Brenden Kalfus, Mayor

By:  _____
Jay Schellin, CFO

ATTEST:

By: _____
Randi Johl, City Clerk

By:  _____
Catherine Schellin, President

APPROVED AS TO FORM:

By: _____
Peter M. Thorson, City Attorney

CONTRACTOR

Western A/V

Steve M. Hollingsworth

1592 Batavia St, Suite 2, Orange, CA 92867

(714)637-7272

(714)637-7330

steveh@wav1.com

EXHIBIT A

DESCRIPTION OF EQUIPMENT AND/OR SCOPE OF WORK

Contractor shall purchase and install ALL items described in Exhibit B, Payment Rates and Schedule, and provide training, warranty, and subscription services for ALL items in Exhibit B.

The work to be performed is the installation of the audiovisual systems within various City facilities throughout Temecula as described below. The Contractor shall remove existing audiovisual equipment, install new equipment and cabling, program control systems, configure and program digital signal processing systems, test and recalibrate the installed systems, and perform maintenance and support of the updated systems.

General – Western A/V, Inc. will install all components listed within Exhibit B.

After completion of the project, as-built documentation will be delivered. This includes all drawings, electronic copies of all equipment manuals, DSP code, and uncompiled source code.

Training sessions will be provided to all necessary personnel.

Homework Center Room (EOC):

Display System:

- Install 130" diagonal direct view LED (dvLED), 1.5mm pixel pitch, 1920 x 1080 (Full HD).
- Install (2) 65" displays on each side of dvLED display.
- All displays will be mounted so screen surface will be flush.

Signal Distribution System:

- All video (encoders & decoders) will be AVoIP (AV over IP).
- Sources listed on WAVS bill of materials.
- Multiview processor will allow four images (65" each) to be displayed on the dvLED display. This will allow a total of EIGHT images to be displayed in the room.

Web Conferencing System:

- Two USB PTZ cameras will be mounted to capture the presenter or audience. These cameras will be controlled from the control system. Source selection between the cameras will be done within the conferencing application (Teams, Zoom, etc.). These cameras can be set up for presenter tracking.

Audio System:

- WAVS will provide and install (6) Ceiling Microphones and (6) Ceiling Speakers. These microphones/speakers will provide exceptional coverage for all participants in the room. The ceiling microphones will be muted/unmuted from the touch screen as required. Additionally, these mics will only provide audio for web conferencing, NOT local speech reinforcement within the room.

- A 2-channel wireless system with (1) Handheld & (1) Bodypack/Lavalier will provide audio to the web conferencing PC and will also provide speech reinforcement in the room. A charging dock and rechargeable batteries are included for all transmitters.
- USB audio with acoustic echo cancellation (AEC) will be provided from the DSP system directly to the Web Conferencing PC.

Control System:

- A 10" touchscreen will be wall mounted and will provide users with the following control:
- Source selection (Local and Overflow)
- Multiview configuration
- Display control (ON/OFF)
- Audio control (volume UP/DOWN, microphone MUTE/UNMUTE)
- Camera Control (Pan/Tilt/Zoom and User presets)

Miscellaneous:

- A standalone rack with UPS will be installed at the rear of the room and will house all equipment.

Conference Breakout Rooms

Display System:

- Install a 65" display on a scissor mount for access to components.

Signal Distribution System:

- Install a 4 x 1 HDMI switcher for sources and allow for future expansion
- Sources listed on WAVS bill of materials.

Web Conferencing System:

- Install and connect a Neat web conferencing bar to the dedicated room PC. This provides a camera, microphone, and speakers for web conferencing.

Audio System:

- Audio from laptop and overflow will come from display. Sound bar is only for dedicated PC.

Control System:

- A keypad controller will be installed and will provide the following control:
- Source selection (Local and Overflow)
- Display control (ON/OFF)
- Volume UP/DOWN

Miscellaneous:

- A 8-port ethernet switch will be provided to connect AV devices.

Children's Area Breakout Room

Display System:

- Install a 65" display on a scissor mount for access to components.

Signal Distribution System:

- Install a 4 x 1 HDMI switcher for sources and allow for future expansion
- Sources listed on WAVS bill of materials.

Web Conferencing System:

- Install and connect a Neat web conferencing bar to the dedicated room PC. This provides a camera, microphone, and speakers for web conferencing.

Audio System:

- Audio from laptop and overflow will come from overhead ceiling speakers. Sound bar is only for dedicated PC.
- A 2-channel wireless system with (1) Handheld & (1) Bodypack/Headset mic will provide speech reinforcement in the room. A charging dock and rechargeable batteries are included for all transmitters.
- New speakers and amplifier will be installed.

Control System:

- A wall-mounted 7" touchscreen will be installed and will provide the following control:
- Source selection (Local and Overflow)
- Display control (ON/OFF)
- Volume UP/DOWN
- Microphone control

Miscellaneous:

- An 8-port ethernet switch will be provided to connect AV devices.
- Existing rack will be reused.

Heritage Large Conference Room**Display System:**

- Install a 65" display on a scissor mount for access to components and bring display closer to finished edge of niche.

Signal Distribution System:

- Sources listed on WAVS bill of materials.

Web Conferencing System:

- Install and connect a Neat web conferencing bar to the dedicated room PC. This provides a camera, microphone, and speakers for web conferencing.

Audio System:

- Audio from laptop and overflow will come from display. Sound bar is only for dedicated PC.

Control System:

- A keypad controller will be installed and will provide the following control:
- Source selection (Local and Overflow)
- Display control (ON/OFF)
- Volume UP/DOWN

Miscellaneous:

- A 8-port ethernet switch will be provided to connect AV devices.

Public Area Displays**Display System:**

- Install a 55" display on a scissor mount for access to components.

Signal Distribution System:

- Displays will have the ability to receive overflow signal from head-end system. Normal operation would allow "Library Digital Signage PC" as default source. Display power will be controlled with internal Samsung scheduler.

Audio System:

- Audio from displays if required.

Radio Area

Miscellaneous:

- Install (9) runs of user specified 50-ohm coaxial cable from network server room to 6-gang wallplate.

Library Conference Room:

Display System:

- Remove existing screens and replace with new 87" x 139" tensioned projection screens.
- Reuse existing projectors

Signal Distribution System:

- All video (encoders & decoders) will be AVoIP (AV over IP).
- Sources listed on WAVS bill of materials.

Web Conferencing System:

- Four PTZ cameras (two per room) will be mounted to capture the presenter or audience. These cameras will be controlled from the control system. Source selection between the cameras will be done on the touchscreen. These cameras can be setup for presenter tracking.

Audio System:

- WAVS will provide and install (8) Ceiling Speakers per room with new amplifiers.
- Existing DSP will be replaced with new DSP capable of AEC and providing USB audio to both web conferencing PC's
- Existing microphones and Assistive listening system will be repurposed.
- A I/O plate will be installed at the front of each room for connection to the lectern. This plate will also have auxiliary audio outputs.

Control System:

- A new 10" touchscreen will be mounted on the lectern and will provide users with the following control:
- Source selection
- Projector and screen control (ON/OFF)
- Audio control (volume UP/DOWN, microphone MUTE/UNMUTE)
- Camera Selection & Control (Pan/Tilt/Zoom and User presets)

Miscellaneous:

- Existing racks and lecterns will be repurposed. A local monitor (owner furnished) will be installed at each lectern for viewing dedicated PC.

Conference Center Camera Add:

Camera System:

- Twelve Panasonic PTZ cameras (six per room) will be mounted per Temecula's direction. These cameras will provide 6G/12G video to the Blackmagic router. The output of the router will be connected to an I/O plate in each room. Operator assisted camera control will be accomplished using Panasonic PTZ controller.
- NDI video from the cameras will be available to private LAN connection to Web conferencing PC's. A PTZ Virtual USB driver will allow camera selection on each PC.
- Camera control without an operator will be accomplished with the Crestron control system in each room (limited to specific cameras).
- A DANTE to USB audio adapter will be installed in each room to allow microphone usage in web conference applications.
- A network switch will provide the required NDI QoS and PoE++ power to all cameras.

Fire Station 84 Renovation:

Display System:

- Install a 98" 4k display at the front of the room.
- Install a 65" displays on the side of the room.

Signal Distribution System:

- Sources listed on WAVS bill of materials.
- Matrix switcher will allow the same or different sources to each display.

Web Conferencing System:

- Two USB PTZ cameras will be mounted to capture the presenter or audience. These cameras will be controlled from the control system. Selection between the cameras will be done with the control system.

Audio System:

- WAVS will provide and install (2) Ceiling Microphones and (4) Ceiling Speakers. These microphones/speakers will provide exceptional coverage for all participants in the room. The ceiling microphones will be muted/unmuted from the touch screen as required. Additionally, these mics will only provide audio for web conferencing, NOT local speech reinforcement within the room.

Control System:

- A 7" touchscreen will be wall mounted and will provide users with the following control:
 - Source selection to both displays
 - Display control (ON/OFF)
 - Audio control (volume UP/DOWN, microphone MUTE/UNMUTE)
 - Camera selection & Control (Pan/Tilt/Zoom and User presets)

Miscellaneous:

- The existing rack and lectern will be repurposed.

EXHIBIT B

PAYMENT RATES AND SCHEDULE



April 30, 2025

City of Temecula
Jayme Fox
41000 Main Street
Temecula, CA 92590

RE: RFP #IT 25-01 Conference Room Audiovisual Automation-Revised

Jayme,

Thank you for the opportunity to submit our Revised Bid Response for the above referenced project information provided.

Statement of Compliance

The Price includes all Engineering, Project Management, Installation, Programming, Equipment, Training and Post-Installation Support, inclusive of Addendum's Numbers 1 & 2 along with Requested Changes per our 4/22/25 Conference Call, for the following specified systems:

- Homework Center Room
- Conference Breakout Rooms – Typical of (5)
- Children's Area Breakout Room
- Heritage Large Conference Room
- Public Area Displays – Typical of (4)
- Radio Area
- Library Community Rooms Technology Refresh (A/B)
- Civic Center Conference Room Center Camera Installation
- Fire Station 84 Renovation
- Tariff Surcharge (10%)

Price

Western Audio Visual's Price to furnish and install the Audiovisual Systems is **Five Hundred Fifty-Seven Thousand, Five Hundred Fifty-Four Dollars and Fifty Cents (\$557,554.50)**, inclusive of all Applicable Taxes and Freight Charges, as detailed in the attached Proposal. This pricing is inclusive of Prevailing Wage Rates for On-Site Technicians and a 5-Year Maintenance Plan.

Proposed Terms

30% Deposit / 30% Upon Equipment Order / 30% Substantial Completion / 10% Job Completion



Warranty and Preventative Maintenance

The AV Systems are warranted against all defects of materials and workmanship, as a system, as well as individual components, for period of **Five (5) Years** after date of acceptance, or first used (whichever comes first). If an individual manufacturer's warranty for their equipment for a longer period, the manufacturer's warranty will apply.

Exclusion and Assumptions

- All Electrical Requirements to be provided by others.

Western Audio Visual & Security specializes in the design, sale, installation, and maintenance of audiovisual systems. Western Audio Visual and its Team have been providing turnkey audiovisual system solutions to the corporate, industrial, government and educational marketplace for 19 +years. Western Audio Visual is authorized to provide and install all components specified in this RFP and has the financial resources to complete this project. While this will not be the only project Western Audio Visual will be working on, we will commit a dedicated Team of Qualified Personnel to ensure the successful completion of the project, see attached Project Personnel (Resumes). All Personnel that will be involved on this project are Employees of Western Audio Visual, no sub-contractors will be used on any phase.

DIR #: 1000008082

Duns #: 557439069

California Contractors License: 871609 exp. 1/31/26

Classification: C-7

Thank you for your time and consideration and please feel free to call me if you have any questions or need further information at (760) 438-1200.

Sincerely,

Steve M. Hollingsworth
Western Audio Visual



Client: City of Temecula
Project Name: RFP #IT 25-01
Revision: A

Representative: Steve Hollingsworth
Mobile: 958-442-9623
Office: 760-438-1200
Email: steveh@wav1.com
Date: 4/30/2025

Project Contact

Contact: Jayne Fox
Address: 30600 Pauba Rd
City, State, Zip: Temecula, CA 92592
Phone: 9513086300
Mobile:
Email: jayne.fox@temeculaca.gov

Audio Visual Investment Summary

Room	Room Qty	Equipment	Shipping	Sales Tax	eWaste	Labor	Maintenance	Bond	Cost Per Room	TOTAL
Homework Center Room (EOC)	1	\$ 89,928.00	\$ 1,872.00	\$ 8,032.50	\$ 16.00	\$ 45,201.00	\$ 1,099.00	\$ -	\$ 146,148.50	\$ 146,148.50
Conference Breakout Rooms	3	\$ 26,330.00	\$ 820.00	\$ 2,375.63	\$ 30.00	\$ 24,995.00	\$ 635.00	\$ -	\$ 11,037.13	\$ 55,185.83
Children's Area Breakout Room	1	\$ 12,080.00	\$ 347.00	\$ 1,087.36	\$ 10.00	\$ 15,796.00	\$ 399.00	\$ -	\$ 29,719.36	\$ 29,719.36
Heritage Large Conference Room	1	\$ 5,228.00	\$ 153.00	\$ 471.80	\$ 6.00	\$ 10,824.00	\$ 160.00	\$ -	\$ 16,853.80	\$ 16,853.80
Public Area Displays	1	\$ 9,399.00	\$ 284.00	\$ 846.14	\$ 24.00	\$ 7,276.00	\$ 299.00	\$ -	\$ 18,140.14	\$ 18,140.14
Radio Area	1	\$ 8,372.00	\$ 262.00	\$ 755.48	\$ -	\$ 8,142.00	\$ 299.00	\$ -	\$ 17,830.48	\$ 17,830.48
Library Community Room(s)	1	\$ 55,187.00	\$ 1,716.00	\$ 4,979.01	\$ 9.00	\$ 45,238.00	\$ 1,399.00	\$ -	\$ 108,527.01	\$ 108,527.01
Conference Center Camera Add	1	\$ 30,060.00	\$ 321.00	\$ 2,710.84	\$ -	\$ 29,296.00	\$ 499.00	\$ -	\$ 60,486.84	\$ 60,486.84
Fire Station 114 Renovation	1	\$ 27,925.00	\$ 870.00	\$ 2,519.65	\$ 16.00	\$ 24,169.00	\$ 699.00	\$ -	\$ 56,199.65	\$ 56,199.65
Tariff Surcharge	1	\$ -	\$ -	\$ -	\$ -	\$ 26,511.10	\$ -	\$ -	\$ 26,511.10	\$ 26,511.10
Base Project Total										\$ 635,602.50

ALTERNATE OPTIONS (Not included in project total)

	QTY	Alternate Pricing
ALT1	1	\$ -
ALT2	1	\$ -
ALT3	1	\$ -
ALT4	1	\$ -
ALT5	1	\$ -

EXTENDED WARRANTY & MAINTENANCE RENEWAL SCHEDULE

STANDARD RENEWAL RATE		\$5,488.00				
		Year 1	Year 2	Year 3	Year 4	Year 5
Rate		\$5,488.00	\$5,488.00	\$5,488.00	\$5,488.00	\$5,488.00
Discount		0%	0%	0%	0%	0%

PROJECT TOTAL: \$535,602.50

NOTES:

Billing Terms:

30% Deposit / 30% Upon Equipment Order / 30% Substantial Completion / 10% Job Completion

Client Authorized Signature

Printed Name & Title

Date

This quote is valid for 30 days. The sales tax is subject to change—in the event of an increase, the client agrees to pay the current sales tax rate. This proposal is not to be copied, reproduced or forwarded to any third party as its contents are the property of Western Audio Visual.

Billing Inquiries
Western Audio Visual | 1592 North Batavia Street, Suite 2, Orange, CA 92667 | P 714 637 7272

Audio Visual Investment Summary

[illegible]

State Project Total	8	950,812.10
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	Unit	417 Pacing
$a_1(t)$	1	1
$a_2(t)$	1	1
$a_3(t)$	1	1
$a_4(t)$	1	1
$a_5(t)$	1	1

ACTIVE AND WARRANTY INFORMATION

	Year 1	Year 2	Year 3	Year 4	Year 5
Rate	22.41%	22.41%	22.41%	22.41%	22.41%
Duration	10	10	10	10	10

Extended Warranty Total: \$

PROJECT TOTAL	\$535,602.50
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30% Deposit / 30% Upon Equipment Order / 30% Substantial Completion / 10% Job Completion

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1994, 1995, 1996, 1997, 1998, 1999, 2000, 2001, 2002, 2003, 2004, 2005, 2006, 2007, 2008, 2009, 2010, 2011, 2012, 2013, 2014, 2015, 2016, 2017, 2018, 2019, 2020, 2021, 2022, 2023, 2024, 2025, 2026, 2027, 2028, 2029, 2030, 2031, 2032, 2033, 2034, 2035, 2036, 2037, 2038, 2039, 2040, 2041, 2042, 2043, 2044, 2045, 2046, 2047, 2048, 2049, 2050, 2051, 2052, 2053, 2054, 2055, 2056, 2057, 2058, 2059, 2060, 2061, 2062, 2063, 2064, 2065, 2066, 2067, 2068, 2069, 2070, 2071, 2072, 2073, 2074, 2075, 2076, 2077, 2078, 2079, 2080, 2081, 2082, 2083, 2084, 2085, 2086, 2087, 2088, 2089, 2090, 2091, 2092, 2093, 2094, 2095, 2096, 2097, 2098, 2099, 2100, 2101, 2102, 2103, 2104, 2105, 2106, 2107, 2108, 2109, 2110, 2111, 2112, 2113, 2114, 2115, 2116, 2117, 2118, 2119, 2120, 2121, 2122, 2123, 2124, 2125, 2126, 2127, 2128, 2129, 2130, 2131, 2132, 2133, 2134, 2135, 2136, 2137, 2138, 2139, 2140, 2141, 2142, 2143, 2144, 2145, 2146, 2147, 2148, 2149, 2150, 2151, 2152, 2153, 2154, 2155, 2156, 2157, 2158, 2159, 2160, 2161, 2162, 2163, 2164, 2165, 2166, 2167, 2168, 2169, 2170, 2171, 2172, 2173, 2174, 2175, 2176, 2177, 2178, 2179, 2180, 2181, 2182, 2183, 2184, 2185, 2186, 2187, 2188, 2189, 2190, 2191, 2192, 2193, 2194, 2195, 2196, 2197, 2198, 2199, 2200, 2201, 2202, 2203, 2204, 2205, 2206, 2207, 2208, 2209, 2210, 2211, 2212, 2213, 2214, 2215, 2216, 2217, 2218, 2219, 2220, 2221, 2222, 2223, 2224, 2225, 2226, 2227, 2228, 2229, 2230, 2231, 2232, 2233, 2234, 2235, 2236, 2237, 2238, 2239, 2240, 2241, 2242, 2243, 2244, 2245, 2246, 2247, 2248, 2249, 2250, 2251, 2252, 2253, 2254, 2255, 2256, 2257, 2258, 2259, 2260, 2261, 2262, 2263, 2264, 2265, 2266, 2267, 2268, 2269, 2270, 2271, 2272, 2273, 2274, 2275, 2276, 2277, 2278, 2279, 2280, 2281, 2282, 2283, 2284, 2285, 2286, 2287, 2288, 2289, 2290, 2291, 2292, 2293, 2294, 2295, 2296, 2297, 2298, 2299, 2300, 2301, 2302, 2303, 2304, 2305, 2306, 2307, 2308, 2309, 2310, 2311, 2312, 2313, 2314, 2315, 2316, 2317, 2318, 2319, 2320, 2321, 2322, 2323, 2324, 2325, 2326, 2327, 2328, 2329, 2330, 2331, 2332, 2333, 2334, 2335, 2336, 2337, 2338, 2339, 2340, 2341, 2342, 2343, 2344, 2345, 2346, 2347, 2348, 2349, 2350, 2351, 2352, 2353, 2354, 2355, 2356, 2357, 2358, 2359, 2360, 2361, 2362, 2363, 2364, 2365, 2366, 2367, 2368, 2369, 2370, 2371, 2372, 2373, 2374, 2375, 2376, 2377, 2378, 2379, 2380, 2381, 2382, 2383, 2384, 2385, 2386, 2387, 2388, 2389, 2390, 2391, 2392, 2393, 2394, 2395, 2396, 2397, 2398, 2399, 2400, 2401, 2402, 2403, 2404, 2405, 2406, 2407, 2408, 2409, 2410, 2411, 2412, 2413, 2414, 2415, 2416, 2417, 2418, 2419, 2420, 2421, 2422, 2423, 2424, 2425, 2426, 2427, 2428, 2429, 2430, 2431, 2432, 2433, 2434, 2435, 2436, 2437, 2438, 2439, 2440, 2441, 2442, 2443, 2444, 2445, 2446, 2447, 2448, 2449, 2450, 2451, 2452, 2453, 2454, 2455, 2456, 2457, 2458, 2459, 2460, 2461, 2462, 2463, 2464, 2465, 2466, 2467, 2468, 2469, 2470, 2471, 2472, 2473, 2474, 2475, 2476, 2477, 2478, 2479, 2480, 2481, 2482, 2483, 2484, 2485, 2486, 2487, 2488, 2489, 2490, 2491, 2492, 2493, 2494, 2495, 2496, 2497, 2498, 2499, 2500, 2501, 2502, 2503, 2504, 2505, 2506, 2507, 2508, 2509, 2510, 2511, 2512, 2513, 2514, 2515, 2516, 2517, 2518, 2519, 2520, 2521, 2522, 2523, 2524, 2525, 2526, 2527, 2528, 2529, 2530, 2531, 2532, 2533, 2534, 2535, 2536, 2537, 2538, 2539, 2540, 2541, 2542, 2543, 2544, 2545, 2546, 2547, 2548, 2549, 2550, 2551, 2552, 2553, 2554, 2555, 2556, 2557, 2558, 2559, 2560, 2561, 2562, 2563, 2564, 2565, 2566, 2567, 2568, 2569, 2570, 2571, 2572, 2573, 2574, 2575, 2576, 2577, 2578, 2579, 2580, 2581, 2582, 2583, 2584, 2585, 2586, 2587, 2588, 2589, 2590, 2591, 2592, 2593, 2594, 2595, 2596, 2597, 2598, 2599, 2600, 2601, 2602, 2603, 2604, 2605, 2606, 2607, 2608, 2609, 2610, 2611, 2612, 2613, 2614, 2615, 2616, 2617, 2618, 2619, 2620, 2621, 2622, 2623, 2624, 2625, 2626, 2627, 2628, 2629, 2630, 2631, 2632, 2633, 2634, 2635, 2636, 2637, 2638, 2639, 2640, 2641, 2642, 2643, 2644, 2645, 2646, 2647, 2648, 2649, 2650, 2651, 2652, 2653, 2654, 2655, 2656, 2657, 2658, 2659, 2660, 2661, 2662, 2663, 2664, 2665, 2666, 2667, 2668, 2669, 2670, 2671, 2672, 2673, 2674, 2675, 26

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City of Temecula
RFP #IT 25-01

Representative: Steve Hollingsworth
Mobile: 858 442 9623
Office: 760 438 1200
Email: steveh@wav1.com

Homework Center Room (EOC)
Typical of 1 - Proposal Includes 1

Revision A

Item	Quantity	Manufacturer	Model	Description	Unit Price	Est Price
Display System						
1	1	Samsung	IAC 130 2K	130" All-in-One DvLED System	\$ 29,506.00	\$ 29,506.00
2	4	Samsung	QM65C	65-inch Commercial 4K UHD Display, 500 NIT	\$ 943.00	\$ 3,772.00
3	4	Peerless	STS650	Universal Scissor Mount for 39-85" Displays - Black	\$ 219.00	\$ 876.00
4	4	Peerless	ACC-UCM2	Universal Component Mount	\$ 45.00	\$ 180.00
Signal Distribution and Switching System						
1	5	Crestron	DM-NVX-360	DM NVX® 4K60 4:4:4 HDR Network AV Encoder/Decoder	\$ 1,189.00	\$ 5,995.00
2	3	Crestron	DM-NVX-E20-2G-B-T	DM NVX® 4K60 4:2:0 Network AV Encoder, Wall Plate, Black Textured	\$ 632.00	\$ 1,896.00
SOURCES						
(3) Wall Mounted Laptop Connections (HDMI only)						
Dedicated Instructor / Web Conferencing PC (Owner Furnished)						
Library Digital Signage PC (Owner Furnished)						
(2) Cable TV Tuners (Owner Furnished)						
(2) Airmidia (Rack)						
3	2	Crestron	AM-3000-WF	AirMedia® Receiver 3000 with Wi-Fi® Network Connectivity	\$ 579.00	\$ 1,158.00
4	2	Crestron	AM-TX3-100	AirMedia® Series 3 Connect Adaptor	\$ 422.00	\$ 844.00
5	1	Crestron	PW-2412WU	Wall Mount Power Pack, 24 VDC, 1.25 A, 2.1 mm, Universal	\$ 42.00	\$ 42.00
6	2	Crestron	DMF-CI-8	DigitalMedia™ Card Chassis for DM-NVX-C & DMCF, 8 Slots	\$ 1,158.00	\$ 2,316.00
7	11	Crestron	DM-NVX-360C	DM NVX® 4K60 4:4:4 HDR Network AV Encoder/Decoder Card	\$ 1,043.00	\$ 11,473.00
8	1	Crestron	HD-WP-4K-401-C	4K Multi-Window Video Processor with HDBaseT® & HDMI® Outputs	\$ 3,729.00	\$ 3,729.00
9	2	Netgear	GSM4248PX-100NAS	AV Line Managed Switch - 40 Ports - Manageable - 3 Layer Supported - Modular - 89.20 W Power Consumption - 960 W PoE Budget - Optical Fiber, Twisted Pair - PoE Ports - 1U High - Rack-mountable, Table Top - Lifetime Limited Warranty	\$ 2,323.00	\$ 4,646.00
Camera System						
1	2	Lumens	VC-TR40W	20x Optical Zoom, USB 3.0, Dual Lens - AI Auto Tracking, PTZ Camera, white	\$ 1,347.00	\$ 2,694.00
2	2	Lumens	VC-AC03W	Wall Mount Bracket, white	\$ 61.00	\$ 122.00
3	2	C2G	C2G54256	Superbooster® 1-Port USB over Cat5a Box to Box Extender Kit - USB 3.2 Gen1 (5Gbps)	\$ 483.00	\$ 966.00
Audio System						
1	1	Blamp	TesiraFORTE AVB V1	Fixed I/O DSP with 12 analog inputs, 8 analog outputs, 8 channels configurable USB audio, 128 x 128 channels of AVB, AEC technology (all 12 inputs), 2 channel VoIP, and standard FXO telephone interface	\$ 2,548.00	\$ 2,548.00
2	3	Blamp	Parlé TCM-X White	Low profile Beamtracking ceiling microphone, white	\$ 1,274.00	\$ 3,822.00
3	3	Blamp	Parlé TCM-XEX White	Low profile expansion Beamtracking ceiling microphone, white	\$ 812.00	\$ 2,436.00
4	1	Blamp	TesiraCONNECT TC-5D	5-port expansion device with AVB to Dante Bridging	\$ 1,044.00	\$ 1,044.00
5	1	Crestron	AMP-X300	X-Series Amplifier, 300 W	\$ 464.00	\$ 464.00
6	6	Crestron	SAROS IC6T-W-T-EACH+	Saros® Integrator 6 5" 2-Way In-Ceiling Speaker, White Textured, Single (must be ordered in multiples of 2)	\$ 88.00	\$ 528.00
7	1	Crestron	DM-NAX-AUD-IO	DM NAX® Audio-over-IP Converter with Balanced/Unbalanced Line-Level Audio Input and Output	\$ 422.00	\$ 422.00
8	1	Shure	SLXD4D-G58	Dual-Channel Digital Wireless Receiver	\$ 595.00	\$ 595.00
9	1	Shure	SLXD2/B58-G58	Handheld Transmitter with BETA 58 Capsule	\$ 229.00	\$ 229.00
10	1	Shure	SLXD1-G58	Bodypack Transmitter	\$ 159.00	\$ 159.00
11	1	Shure	UL4B/C-MTQG-A	Directional Subminiature Lavalier, Black	\$ 209.00	\$ 209.00
12	1	Shure	SBC203-US	Dual Docking Station for SLX-D transmitters and SB903 battery	\$ 101.00	\$ 101.00
13	2	Shure	SB903	Lithium-Ion Battery for SLX-D	\$ 38.00	\$ 76.00
Control System						
1	1	Crestron	TSW-1070-B-S	10.1 in. Wall Mount Touch Screen, Black Smooth	\$ 1,605.00	\$ 1,605.00
2	1	Crestron	CP4N	4-Series™ Control System	\$ 1,622.00	\$ 1,622.00
Miscellaneous Components						
1	1	Middle Atlantic	RCS-2724	Pre-Configured AV Rack-Series 27 RU's	\$ 954.00	\$ 954.00
2	1	Middle Atlantic	FC-DC	Thermostatic Fan Control	\$ 108.00	\$ 108.00
3	1	Middle Atlantic	UPS-S1000R	1 RU Select Series UPS Backup Power, 1000VA	\$ 658.00	\$ 658.00

Homework Center Room (EOC) Equipment Sub-Total: \$ 87,896.00

Miscellaneous Materials

Cable & Connectors \$ 1,094.00
Installation Hardware & Accessories \$ 719.00
Equipment Rack Hardware (Locking Bars, Blanks, Vents, etc.) \$ 219.00
Miscellaneous Materials Sub-Total \$ 2,032.00



City of Temecula
RFP #IT 25-01

Representative Steve Hollingsworth
Mobile 858 442 9523
Office 760 438 1200
Email steveh@wav1.com
Revision A

Homework Center Room (EOC)
Typical of 1 - Proposal Includes 1

Item	Quantity	Manufacturer	Model	Description	Unit Price	Ext Price
Integration Labor						
				Engineering & Drafting	\$	3,800.00
				Control Programming	\$	11,200.00
				Project Management	\$	2,267.00
				Staging & Assembly	\$	1,500.00
				Installation & Testing	\$	19,834.00
				Closing, & Commissioning	\$	5,100.00
				Travel	\$	-
				Sub-Contract	\$	-
				G & A	\$	1,500.00
				Integration Labor Sub-Total	\$	45,201.00
Extended Warranty & Maintenance Agreement						
					Years	Price
				Extended Service Plan	1	\$ 1,099.00
				Service Sub-Total	\$	1,099.00
Homework Center Room (EOC) Totals						
				Total Equipment	\$	89,928.00
				Total Labor	\$	45,201.00
				Equipment and Labor Subtotal	\$	135,129.00
				Total Shipping	\$	1,872.00
				Additional Shipping for Overnight or Large Items	\$	-
				Subtotal	\$	137,001.00
				Sales Tax	8.75%	\$ 8,032.50
				Electronic Waste Fee 4" - 14" (\$4.00)	QTY 1	\$ 4.00
				Electronic Waste Fee 15" - 34" (\$5.00)	QTY 0	\$ -
				Electronic Waste Fee 35" and Greater (\$6.00)	QTY 2	\$ 12.00
				Electronic Waste Fee Total	\$	16.00
				Total Service Agreement	\$	1,099.00
				Bond (if required)	\$	-
				Total	\$	146,148.50



City of Temecula
RFP #IT 25-01

Representative Steve Hollingsworth
Mobile 858 442 9623
Office 760 438 1200
Email steveh@wav1.com
Revision A

Conference Breakout Rooms
Typical of 1 - Proposal Includes 5

Item	Quantity	Manufacturer	Model	Description	Unit Price	Ext Price
Display System						
1	1	Samsung	QM55C	55-inch Commercial 4K UHD Display, 500 NIT	\$ 943.00	\$ 943.00
2	1	Peerless	STS650	Universal Scissor Mount for 39-85" Displays - Black	\$ 219.00	\$ 219.00
3	1	Peerless	ACC-UCM2	Universal Component Mount	\$ 45.00	\$ 45.00

Conferencing System						
1	1	NEAT	NEATBARSE	All-in-One Conferencing Bar, includes Camera, Microphones and Speaker, No Appliance	\$ 1,301.00	\$ 1,301.00

Signal Distribution and Switching System						
1	1	Crestron	DM-NVX-360	DM NVX® 4K60 4:4:4 HDR Network AV Encoder/Decoder (EOC Endpoint)	\$ 1,199.00	\$ 1,199.00
2	1	Crestron	HD-MD4X1-4KZ-E	4x1 4K60 4:4:4 HDR AV Switcher	\$ 464.00	\$ 464.00
3	1	RCI	Custom	HDMI Input Plate	\$ 27.00	\$ 27.00

SOURCES

Dedicated PC (OFF)

Laptop @ Table

Video Distribution End-Point (EOC)

Control System						
1	1	Crestron	MPC3-302-B	3-Series® Media Presentation Controller 302, Black	\$ 727.00	\$ 727.00
2	1	Netgear	GS108PP-100NAS	8-Port Unmanaged Ethernet Switch	\$ 131.00	\$ 131.00

Conference Breakout Rooms Equipment Sub-Total: \$ 5,056.00

Miscellaneous Materials

Cable & Connectors	\$ 120.00
Installation Hardware & Accessories	\$ 60.00
Equipment Rack Hardware (Lacing Bars, Blanks, Vents, etc.)	\$ 30.00
Miscellaneous Materials Sub-Total	\$ 210.00

Integration Labor

Engineering & Drafting	\$ 317.00
Control Programming	\$ 800.00
Project Management	\$ 567.00
Staging & Assembly	\$ 250.00
Installation & Testing	\$ 2,267.00
Closing, & Commissioning	\$ 709.00
Travel	-
Sub-Contract	-
G & A	\$ 89.00
Integration Labor Sub-Total	\$ 4,999.00

Extended Warranty & Maintenance Agreement

	Years	Price
Extended Service Plan	1	\$ 127.00
Service Sub-Total		\$ 127.00

Conference Breakout Rooms Totals

Total Equipment	\$ 5,266.00
Total Labor	\$ 4,999.00
Equipment and Labor Subtotal	\$ 10,265.00
Total Shipping	\$ 164.00
Additional Shipping for Overnight or Large Items	\$ -
Subtotal	\$ 10,429.00
Sales Tax 8.75%	\$ 475.13
Electronic Waste Fee 4" - 14" (\$4.00) QTY 0	\$ -
Electronic Waste Fee 15" - 34" (\$5.00) QTY 0	\$ -
Electronic Waste Fee 35" and Greater (\$6.00) QTY 1	\$ 6.00
Electronic Waste Fee Total	\$ 6.00
Total Service Agreement	\$ 127.00
Bond (if required)	\$ -
Total	\$ 11,037.13



City of Temecula
RFP #IT 25-01

Representative: Steve Hollingsworth
Mobile: 858 442 9623
Office: 760 438 1200
Email: steveh@wav1.com
Revision: A

Children's Area Breakout Room
Typical of 1 - Proposal Includes 1

Item	Quantity	Manufacturer	Model	Description	Unit Price	Ext Price
1	1	Samsung	QM55C	65-inch Commercial 4K UHD Display, 500 NIT	\$ 943.00	\$ 943.00
2	1	Peerless	ST5650	Universal Scissor Mount for 39-85" Displays - Black	\$ 219.00	\$ 219.00
3	1	Peerless	ACC-UCM2	Universal Component Mount	\$ 45.00	\$ 45.00

Conferencing System

1	1	NEAT	NEATBARSE	All-in-One Conferencing Bar, includes Camera, Microphones and Speaker, No Appliance	\$ 1,301.00	\$ 1,301.00
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Signal Distribution and Switching System

1	1	Crestron	DM-NVX-360	DM NVX 4K60 4:4:4 HDR Network AV Encoder/Decoder (EOC Endpoint)	\$ 1,199.00	\$ 1,199.00
2	1	Crestron	HD-MD4X1-4KZ-E	4x1 4K60 4:4:4 HDR AV Switcher	\$ 464.00	\$ 464.00
3	1	RCI	Custom	HDMI Input Plate	\$ 27.00	\$ 27.00
4	1	Tascam	BD-MP4K	Professional-Grade 4K UHD Blu-ray Player	\$ 549.00	\$ 549.00

SOURCES

Dedicated PC (OFE)
Laptop @ Wall Plate
Video Distribution End-Point (EOC)
Blu-ray

Audio System

1	1	Samp	TesraFORTE AVB VT	Fixed I/O DSP with 12 analog inputs, 8 analog outputs, 8 channels configurable USB audio, 128 x 128 channels of AVB, AEC technology (all 12 inputs), 2 channel VoIP, and standard FXO telephone interface	\$ 2,548.00	\$ 2,548.00
2	1	Crestron	AMP-X300	X-Series Amplifier, 300 W	\$ 464.00	\$ 464.00
3	4	Crestron	SAROS ICI6T-W-T-EACH+	Saros Integrator 6 5" 2-Way In-Ceiling Speaker, White Textured, Single (must be ordered in multiples of 2)	\$ 88.00	\$ 352.00
4	1	Shure	SLXD4D-G58	Dual-Channel Digital Wireless Receiver	\$ 595.00	\$ 595.00
5	1	Shure	SLXD2/B58-G58	Handheld Transmitter with BETA 58 Capsule	\$ 229.00	\$ 229.00
6	1	Shure	SLXD1-G58	Bodypack Transmitter	\$ 159.00	\$ 159.00
7	1	Shure	DH5T/O-MTQG	DURAPLEX HEADSET, TAN, OMNI, MTQG	\$ 280.00	\$ 280.00
8	1	Shure	SBC203-US	Dual Docking Station for SLX-D transmitters and SB903 battery	\$ 101.00	\$ 101.00
9	2	Shure	SB903	Lithium-Ion Battery for SLX-D	\$ 38.00	\$ 76.00

Control System

1	1	Crestron	RMC4	4-Series™ Control System	\$ 579.00	\$ 579.00
2	1	Crestron	TSW-770-W-S	7 in Wall Mount Touch Screen, White Smooth	\$ 1,043.00	\$ 1,043.00
3	1	Crestron	CEN-IO-COM-102	Wired Ethernet Module with 2 COM Ports	\$ 215.00	\$ 215.00
4	1	Netgear	GS108PP-100NAS	Netgear 8-port Gigabit Ethernet PoE+ Unmanaged Switch (GS108PP) - 8 Ports - 2	\$ 131.00	\$ 131.00

Miscellaneous Components

1	1	Middle Atlantic	TBD	EXISTING In-Cabinet Rack		
2	1	Middle Atlantic	PD-915R	Rackmount Power, 9 Outlet, 15A, Basic Surge Protection - 9 ft Cord	\$ 116.00	\$ 116.00

Children's Area Breakout Room Equipment Sub-Total: \$ 11,835.00

Miscellaneous Materials

Cable & Connectors	\$ 254.00
Installation Hardware & Accessories	\$ 127.00
Equipment Rack Hardware (Lacing Bars, Blanks, Vents, etc.)	\$ 64.00
Miscellaneous Materials Sub-Total	\$ 445.00

Integration Labor

Engineering & Drafting	\$ 1,267.00
Control Programming	\$ 3,200.00
Project Management	\$ 1,134.00
Staging & Assembly	\$ 500.00
Installation & Testing	\$ 7,509.00
Closing, & Commissioning	\$ 1,984.00
Travel	\$ -
Sub-Contract	\$ -
G & A	\$ 202.00
Integration Labor Sub-Total	\$ 15,796.00

Extended Warranty & Maintenance Agreement

	Years	Price
Extended Service Plan	1	\$ 399.00
Service Sub-Total		\$ 399.00



City of Temecula
RFP #IT 25-01

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Revision A

Children's Area Breakout Room
Typical of 1 - Proposal Includes 1

Item	Quantity	Manufacturer	Model	Description	Unit Price	Ext Price
Children's Area Breakout Room Totals						
				Total Equipment	\$	12,080 00
				Total Labor	\$	15,796 00
				Equipment and Labor Subtotal	\$	27,876 00
				Total Shipping	\$	347 00
				Additional Shipping for Overnight or Large Items	\$	-
				Subtotal	\$	28,223 00
				Sales Tax	8.75% \$	1,087.36
				Electronic Waste Fee 4" - 14" (\$4.00)	QTY 1 \$	4.00
				Electronic Waste Fee 15" - 34" (\$5.00)	QTY 0 \$	-
				Electronic Waste Fee 35" and Greater (\$6.00)	QTY 1 \$	6.00
				Electronic Waste Fee Total	\$	10.00
				Total Service Agreement	\$	399.00
				Bond (if required)	\$	-
					\$	29,719.36





City of Temecula
RFP #IT 25-01

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Revision A

Public Area Displays
Typical of 1 - Proposal Includes 1

Item	Quantity	Manufacturer	Model	Description	Unit Price	Ext Price
Display System						
1	4	Samsung	QM55C	55-inch Commercial 4K UHD Display, 500 NIT	\$ 1,043.00	\$ 4,172.00
2	4	Peerless	ST650	SmartMount Universal Tilt Wall Mount for 39" to 75" Displays - Black	\$ 84.00	\$ 336.00
Signal Distribution and Switching System						
1	4	Grestron	DM-NVX-360	DM NVX® 4K60 4 4 4 HDR Network AV Encoder/Decoder (EOC Endpoint)	\$ 1,199.00	\$ 4,796.00
Public Area Displays Equipment Sub-Total:						\$ 9,304.00

Miscellaneous Materials

Cable & Connectors	\$ 32.00
Installation Hardware & Accessories	\$ 83.00
Equipment Rack Hardware (Lacing Bars, Blanks, Vents, etc.)	\$ -
Miscellaneous Materials Sub-Total:	\$ 95.00

Integration Labor

Engineering & Drafting	\$ 634.00
Control Programming	\$ -
Project Management	\$ 567.00
Staging & Assembly	\$ 250.00
Installation & Testing	\$ 4,534.00
Closing, & Commissioning	\$ 1,134.00
Travel	\$ -
Sub-Contract	\$ -
G & A	\$ 157.00
Integration Labor Sub-Total:	\$ 7,276.00

Extended Warranty & Maintenance Agreement

	Years	Price
Extended Service Plan	1	\$ 299.00
Service Sub-Total:		\$ 299.00

Public Area Displays Totals

Total Equipment	\$ 9,399.00
Total Labor	\$ 7,276.00
Equipment and Labor Subtotal	\$ 16,675.00
Total Shipping	\$ 294.00
Additional Shipping for Overnight or Large Items	\$ -
Subtotal	\$ 16,969.00
Sales Tax 8.75%	\$ 848.14
Electronic Waste Fee 4" - 14" (\$4.00) QTY 0	\$ -
Electronic Waste Fee 15" - 34" (\$5.00) QTY 0	\$ -
Electronic Waste Fee 35" and Greater (\$6.00) QTY 4	\$ 24.00
Electronic Waste Fee Total	\$ 24.00
Total Service Agreement	\$ 299.00
Bond (if required)	\$ -
Total:	\$ 18,140.14



City of Temecula
RFP #IT 25-01

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Revision 4/30/2025

Radio Area
Typical of 1 - Proposal Includes 1

Item	Quantity	Manufacturer	Model	Description	Unit Price	Ext Price
Miscellaneous Components						
1	1	RCI	WES018-250321PB-01	Custom Plate 6-Gang, 9 BNC's, black	\$ 203.00	\$ 203.00
2	2	Liberty	RG8-CMP-BLK	1000' Black Microwave and Wireless RF400 RG8 Solid Dual Shield Plenum Cable Reel	\$ 4,006.00	\$ 8,012.00
Radio Area Equipment Sub-Total:						\$ 8,215.00

Miscellaneous Materials

Cable & Connectors	\$ 157.00
Installation Hardware & Accessories	\$ -
Equipment Rack Hardware (Lacing Bars, Blanks, Vents, etc.)	\$ -
Miscellaneous Materials Sub-Total:	\$ 157.00

Integration Labor

Engineering & Drafting	\$ 634.00
Control Programming	\$ -
Project Management	\$ 567.00
Staging & Assembly	\$ -
Installation & Testing	\$ 6,234.00
Closing & Commissioning	\$ 567.00
Travel	\$ -
Sub-Contract	\$ -
G & A	\$ 140.00
Integration Labor Sub-Total:	\$ 8,142.00

Extended Warranty & Maintenance Agreement

	Years	Price
Extended Service Plan	1	\$ 299.00
Service Sub-Total:		\$ 299.00

Radio Area Totals

Total Equipment	\$ 8,372.00
Total Labor	\$ 8,142.00
Equipment and Labor Subtotal	\$ 16,514.00
Total Shipping	\$ 262.00
Additional Shipping for Overnight or Large Items	\$ -
Subtotal	\$ 16,776.00
Sales Tax 8.75%	\$ 755.48
Electronic Waste Fee 4" - 14" (\$4.00)	QTY 0 \$ -
Electronic Waste Fee 15" - 34" (\$5.00)	QTY 0 \$ -
Electronic Waste Fee 35" and Greater (\$5.00)	QTY 0 \$ -
Electronic Waste Fee Total	\$ -
Total Service Agreement	\$ 299.00
Bond (if required)	\$ -
Total:	\$ 17,830.48



City of Temecula
RFP #IT 25-01

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Revision A

Library Community Room(s)
Typical of 1 - Proposal Includes 1

Item	Quantity	Manufacturer	Model	Description	Unit Price	Ext Price
Display System						
1	2	Christie	DWU555-QS	EXISTING: WUXGA, 5,400 ANSI Lumen Laser Phosphor Projector and Lens		
2	2	Christie	140-102104-01	EXISTING: Lens (1 52.2 89 1)		
3	2	DaLite	21816L	Da-Lite Tensioned Advantage Series, 87" x 139" with HD Progressive 10 - 21816L	\$ 5,160.00	\$ 10,320.00
Signal Distribution and Switching System						
1	4	Crestron	DM-NVX-360	DM NVX 4K60 4 4 4 HDR Network AV Encoder/Decoder	\$ 1,199.00	\$ 4,796.00
2	2	Crestron	HD-MD4X1-4KZ-E	4x1 4K60 4 4 4 HDR AV Switcher	\$ 464.00	\$ 928.00
3	2	Crestron	HD-DA2-4KZ-E	1 2 HDMI Distribution Amplifier w/4K60 4 4 4 & HDR Support (Dedicated PC)	\$ 233.00	\$ 466.00
SOURCES (per Room)						
Laptop Connection (HDMI only)						
Dedicated Instructor / Web Conferencing PC & Monitor (Owner Furnished)						
Blu-Ray Player (Existing)						
Apple TV (Existing)						
Camera System						
1	4	Lumens	VC-TR40W	20x Optical Zoom, USB 3.0, Dual lens - AI Auto Tracking, PTZ Camera, white	\$ 1,347.00	\$ 5,388.00
2	4	Lumens	VC-AC03W	Wall Mount Bracket, white	\$ 61.00	\$ 244.00
3	1	Blackmagic Design	VHUBSMAS12G1010	Videohub 10x10 12G Zero-Latency Video Router	\$ 1,307.00	\$ 1,307.00
4	2	AJA	U-TAP-SDI	USB 3.0 (3.2 Gen 1) Powered SDI Capture Device	\$ 463.00	\$ 926.00
Audio System						
1	1	Biamp	TesiraFORTE AVB CI	Fixed I/O DSP with 12 analog inputs, 8 analog outputs, 8 channels configurable USB audio, 128 x 128 channels of AVB and AEC technology (all 12 inputs)	\$ 2,374.00	\$ 2,374.00
2	1	Biamp	TesiraCONNECT TC-5D	5-port expansion device with AVB to Dante Bridging	\$ 1,044.00	\$ 1,044.00
3	2	Biamp	Tesira EX-UBT	PoE AVB/USB expander with Bluetooth wireless technology	\$ 527.00	\$ 1,054.00
4	2	Shure	MX418/C	Cardioid-18" Gooseneck Condenser Microphone, Attached Preamp with XLR, Shock Mount, Flange Mount, Snap-Fit Foam Windscreen	\$ 218.00	\$ 436.00
5	2	Shure	MXWAPT4--Z10	4-CH ACCESS POINT TRANSCIVER	\$ 2,389.00	\$ 4,778.00
6	2	Shure	MXWNCS4	4-CH NETWORKED CHARGING STATION	\$ 1,250.00	\$ 2,500.00
7	2	Shure	MXW2/SM58--Z10	Handheld Transmitter with SM58 Microphone (Includes one SB902 Battery)	\$ 495.00	\$ 990.00
8	2	Shure	MXW1/O--Z10	Bodypack Transmitter with Integrated Omnidirectional Microphone and 4-Pin Mini Connector (TA4M) (Includes one SB901 Battery)	\$ 507.00	\$ 1,014.00
9	2	Shure	WL185MB/C-TQG	LAVALIER MICROPHONE, CARDIOID, BLACK	\$ 113.00	\$ 226.00
10	2	Shure	DH5T/O-MTQG	DURAPLEX HEADSET, TAN, OMNI, MTQG	\$ 280.00	\$ 560.00
11	2	Crestron	AMP-X300	X-Series Amplifier, 300 W	\$ 464.00	\$ 928.00
12	16	Crestron	SAROS ICI6T-W-T-EACH+	Saros Integrator 6 S 2-Way In-Ceiling Speaker, White Textured, Single (must be ordered in multiples of 2)	\$ 88.00	\$ 1,408.00
13	2	Listen Technologies	LS-54-072	Listen iDSP Prime Level II Stationary RF System (72 MHz)	\$ 1,636.00	\$ 3,272.00
Control System						
1	2	Crestron	TSW-1079-B-S	12 1 in. Wall Mount Touch Screen, Black Smooth	\$ 1,609.00	\$ 3,212.00
2	1	Crestron	GLS-PART-CN	Cresnet Partition Sensor	\$ 467.00	\$ 467.00
3	1	Crestron	CP4N	4-Series Control System	\$ 1,622.00	\$ 1,622.00
4	1	Netgear	GSM4230PX-100NAS	AV Line Managed Switch - 24 Ports - Manageable - 3 Layer Supported - Modular - 46 80 W Power Consumption - 480 W PoE Budget - Optical Fiber	\$ 1,444.00	\$ 1,444.00
Miscellaneous Components						
1	2	TBD	TBD	EXISTING: Lectern		
2	2	Middle Atlantic	TBD	EXISTING: Rack in Lectern		
3	1	Middle Atlantic	TBD	EXISTING: Wall Mounted Rack in Storage Room		
4	2	RCI	CUSTOM I/O Panel	Custom Aux Audio Wall Panel	\$ 343.00	\$ 686.00
Library Community Room(s) Equipment Sub-Total:					\$	52,388.00
Miscellaneous Materials						
					Cable & Connectors	\$ 1,244.00
					Installation Hardware & Accessories	\$ 933.00
					Equipment Rack Hardware (Lacing Bars, Blanks, Vents, etc.)	\$ 622.00
					Miscellaneous Materials Sub-Total:	\$ 2,799.00
Integration Labor						
					Engineering & Drafting	\$ 3,800.00
					Control Programming	\$ 8,000.00
					Project Management	\$ 2,267.00
					Staging & Assembly	\$ 500.00
					Installation & Testing	\$ 24,084.00
					Closing, & Commissioning	\$ 5,667.00
					Travel	\$ -
					Sub-Contract	\$ -
					G & A	\$ 920.00
					Integration Labor Sub-Total:	\$ 45,238.00
Extended Warranty & Maintenance Agreement						
					Years	Price
					Extended Service Plan	1 \$ 1,399.00
					Service Sub-Total:	\$ 1,399.00



City of Temecula
RFP #IT 25-01

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Library Community Room(s)
Typical of 1 - Proposal Includes 1

Revision: A

Item	Quantity	Manufacturer	Model	Description	Unit Price	Ext Price
Library Community Room(s) Totals						
				Total Equipment	\$	55,187.00
				Total Labor	\$	45,238.00
				Equipment and Labor Subtotal	\$	100,425.00
				Total Shipping	\$	1,716.00
				Additional Shipping for Overnight or Large Items	\$	+
				Subtotal	\$	102,141.00
				Sales Tax	8.75% \$	4,979.01
				Electronic Waste Fee 4" - 14" (\$4.00)	QTY 2 \$	8.00
				Electronic Waste Fee 15" - 34" (\$5.00)	QTY 0 \$	-
				Electronic Waste Fee 35" and Greater (\$6.00)	QTY 0 \$	-
				Electronic Waste Fee Total	\$	8.00
				Total Service Agreement	\$	1,399.00
				Bond (if required)	\$	+
					\$	108,527.01



City of Temecula
RFP #IT 25-01

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Revision A

Conference Center Camera Add
Typical of 1 - Proposal Includes 1

Item	Quantity	Manufacturer	Model	Description	Unit Price	Ext Price
Camera & Routing System						
1	12	PTZ Optics	PT30X-4K-WH-G3	PTZ Optics Move 4K-White	\$ 1,779.00	\$ 21,348.00
2	1	PTZ Optics	PT-SUPERJOY-G1	IP and Serial PTZ Camera Joystick Controller	\$ 737.00	\$ 737.00
3	12	PTZ Optics	PT-WM-3-WH	PTZ Camera Wall Mount Large	\$ 94.00	\$ 1,128.00
4	1	Blackmagic Design	VHUBSMAS12G2020	Videohub 20x20 12G Zero-Latency Video Router	\$ 2,243.00	\$ 2,243.00
5	2	RCI	NA-250320PB-08	Custom 3-Gang Output Panel, 6-BNC's, black	\$ 104.00	\$ 208.00
6	1	Nelgear	GSM4230UP-100NAS	AV Line Managed Switch - 24 Ports - Manageable - 3 Layer Supported - Modular - 4 SFP Slots - 48 80 W Power Consumption - 1440 W PoE Budget	\$ 1,991.00	\$ 1,991.00
7	2	Audinate	ADP-USB-AU-2X2	Dante AVIO 2x2 USB Type-A I/O Adapter	\$ 168.00	\$ 336.00
8	2	AJA	UTAP-SDI	USB 3.0 SDI Capture Device	\$ 463.00	\$ 926.00

Signal Distribution

Notes:
Proposal Includes SDI Cross Connection from Conference Center to Master Control Room

Conference Center Camera Add Equipment Sub-Total: \$ 28,917.00

Miscellaneous Materials

Cable & Connectors	\$ 867.00
Installation Hardware & Accessories	\$ 594.00
Equipment Rack Hardware (Lacing Bars, Blanks, Vents, etc.)	\$ 282.00
Miscellaneous Materials Sub-Total	\$ 1,743.00

Integration Labor

Engineering & Drafting	\$ 2,534.00
Control Programming	\$ 3,200.00
Project Management	\$ 1,700.00
Staging & Assembly	\$ 500.00
Installation & Testing	\$ 14,450.00
Closing, & Commissioning	\$ 3,400.00
Travel	\$ -
Sub-Contract	\$ -
G & A	\$ 512.00
Integration Labor Sub-Total	\$ 26,296.00

Extended Warranty & Maintenance Agreement

	Years	Price
Extended Service Plan	1	\$ 499.00
Service Sub-Total		\$ 499.00

Conference Center Camera Add Totals

Total Equipment	\$ 30,860.00
Total Labor	\$ 26,296.00
Equipment and Labor Subtotal	\$ 56,956.00
Total Shipping	\$ 321.00
Additional Shipping for Overnight or Large Items	\$ -
Subtotal	\$ 57,277.00
Sales Tax 8.75%	\$ 2,710.84
Electronic Waste Fee 4" - 14" (\$4.00)	QTY 0 \$ -
Electronic Waste Fee 15" - 34" (\$5.00)	QTY 0 \$ -
Electronic Waste Fee 35" and Greater (\$6.00)	QTY 0 \$ -
Electronic Waste Fee Total	\$ -
Total Service Agreement	\$ 499.00
Bond (if required)	\$ -
Total	\$ 60,486.84



RFP #IT 25-01

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Revision A

Fire Station 84 Renovation
Typical of 1 - Proposal Includes 1

Item	Quantity	Manufacturer	Model	Description	Unit Price	Est Price
Display System						
1	1	Samsung	QM98T-B	85IN COMMERCIAL 4K UHD LED LCD DISPLAY 500 NIT 24/7 MI 56 SSSP @ 0	\$ 8,360.00	\$ 8,360.00
2	1	Chief	XTM1U	Extra-Large Fusion® Micro-Adjustable Tilt Wall Mount	\$ 273.00	\$ 273.00
3	1	Samsung	QM65C	65-inch Commercial 4K UHD Display, 500 NIT	\$ 943.00	\$ 943.00
4	1	Peerless	STS650	Universal Scissor Mount for 39-85" Displays - Black	\$ 219.00	\$ 219.00
5	2	Peerless	ACC-UCM2	Universal Component Mount	\$ 45.00	\$ 90.00
Signal Distribution and Switching System						
1	1	Crestron	HD-PS622	8x2 4K60 4:4:4 HDR Presentation System	\$ 2,779.00	\$ 2,779.00
2	1	Crestron	HD-TXC-4KZ-101-1G-W	DM® Essentials 4K60 4:4:4 Transmitter for HDMI®, RS 232, and IR Signal Extension over CATx Cable, Wall Plate, White (LAPTOP)	\$ 258.00	\$ 258.00
3	2	Crestron	HD-RXC-4KZ-101	DM® Essentials 4K60 4:4:4 Receiver for HDMI®, RS-232, and IR Signal Extension over CATx Cable	\$ 227.00	\$ 454.00
Room Sources						
Dedicated PC (OFE)						
Laptop @ Wall						
Laptop @ Lectern						
AirMedia (Rack)						
4	1	Crestron	AM-3000-WF	AirMedia® Receiver 3000 with Wi-Fi® Network Connectivity	\$ 579.00	\$ 579.00
5	2	Crestron	AM-TX3-100	AirMedia® Series 3 Connect Adaptor	\$ 422.00	\$ 844.00
6	1	Crestron	PW-2412WU	Wall Mount Power Pack, 24 VDC, 1.25 A, 2.1 mm, Universal	\$ 42.00	\$ 42.00
Camera System						
1	2	Lumens	VC-TR40W	20x Optical Zoom, USB 3.0, Dual lens, AI Auto Tracking, PTZ Camera, white	\$ 1,347.00	\$ 2,694.00
2	2	Lumens	VC-AC03W	Wall Mount Bracket, white	\$ 61.00	\$ 122.00
3	1	Blackmagic design	SWATEMSCN2/2ME1/4K	ATEM 1 M/E Constellation UHD 4K Live Production Switcher	\$ 1,682.00	\$ 1,682.00
Audio System						
1	1	Biamp	Biamp MRB-L-X400-C-C/IC6	Certified large room bundle, includes: + TesiraForte X 400 + Parle TCM-XA White + Parle TCM-XEX White + (4) Desono C-IC6 White + BPAK + 25' (7.5 M) Plenum Cat 5e Cable + (7) 10' (3 M) Plenum Cat 5e Cable	\$ 5,500.00	\$ 5,500.00
Control System						
1	1	Crestron	RM04	4-Series™ Control System	\$ 579.00	\$ 579.00
2	1	Crestron	TSW-770-W-S	7 in. Wall Mount Touch Screen, White Smooth	\$ 1,043.00	\$ 1,043.00
3	1	Netgear	GS116PP-100NAS	16-port Gigabit Ethernet PoE+ Unmanaged Switch	\$ 233.00	\$ 233.00
Miscellaneous Components						
1	1	Middle Atlantic	SRSR2-12	EXISTING: Lectern Rack		
2	1	Middle Atlantic	PD-915R	Rackmount Power, 9 Outlet, 15A, Basic Surge Protection - 9 ft Cord	\$ 116.00	\$ 116.00
Fire Station 84 Renovation Equipment Sub-Total:					\$	26,610.00
Miscellaneous Materials						
Cable & Connectors					\$	637.00
Installation Hardware & Accessories					\$	319.00
Equipment Rack Hardware (Lacing Bars, Blanks, Vents, etc.)					\$	160.00
Miscellaneous Materials Sub-Total:					\$	1,116.00
Integration Labor						
Engineering & Drafting					\$	2,534.00
Control Programming					\$	4,800.00
Project Management					\$	2,267.00
Staging & Assembly					\$	500.00
Installation & Testing					\$	10,767.00
Closing, & Commissioning					\$	2,834.00
Travel					\$	-
Sub-Contract					\$	-
G & A					\$	467.00
Integration Labor Sub-Total:					\$	24,169.00
Extended Warranty & Maintenance Agreement						
				Years:	Price	
Extended Service Plan				1	\$	699.00
Service Sub-Total:					\$	699.00



RFP #IT 25-01

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Fire Station 84 Renovation
 Typical of 1 - Proposal Includes 1

Revision: A

Item	Quantity	Manufacturer	Model	Description	Unit Price	Est Price
Fire Station 84 Renovation Totals						
				Total Equipment	\$	27,926.00
				Total Labor	\$	24,169.00
				Equipment and Labor Subtotal	\$	52,095.00
				Total Shipping	\$	870.00
				Additional Shipping for Overnight or Large Items	\$	-
				Subtotal	\$	52,965.00
				Sales Tax	8.75% \$	2,519.65
				Electronic Waste Fee 4" - 14" (\$4.00)	QTY 1 \$	4.00
				Electronic Waste Fee 15" - 34" (\$5.00)	QTY 0 \$	-
				Electronic Waste Fee 35" and Greater (\$6.00)	QTY 2 \$	12.00
				Electronic Waste Fee Total	\$	16.00
				Total Service Agreement	\$	699.00
				Bond (if required)	\$	-
					\$	56,190.65



City of Temecula
RFP #IT 25-01

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Revision: A

Tariff Surcharge
Typical of 1 - Proposal Includes 1

Item	Quantity	Manufacturer	Model	Description	Unit Price	Ext Price
1	1	WAVS	TARIFF	10% Tariff Surcharge on Equipment and Materials		
Pricing Listed Below Under Labor Section						
Tariff Surcharge Equipment Sub-Total:						\$ -
Miscellaneous Materials						
Cable & Connectors					\$	-
Installation Hardware & Accessories					\$	-
Equipment Rack Hardware (Lacing Bars, Blanks, Vents, etc.)					\$	-
Miscellaneous Materials Sub-Total:						\$ -
Integration Labor						
Engineering & Drafting					\$	-
Control Programming					\$	-
Project Management					\$	-
Staging & Assembly					\$	-
Installation & Testing					\$	-
Closing, & Commissioning					\$	-
Travel					\$	-
Sub-Contract					\$	-
Tariff Surcharge (10%)					\$	26,511.10
Integration Labor Sub-Total:						\$ 26,511.10
Extended Warranty & Maintenance Agreement						
				Years	Price	
Extended Service Plan				1	\$	-
Service Sub-Total:						\$ -
Tariff Surcharge Totals						
Total Equipment					\$	-
Total Labor					\$	26,511.10
Equipment and Labor Subtotal					\$	26,511.10
Total Shipping					\$	-
Additional Shipping for Overnight or Large Items					\$	-
Subtotal					\$	26,511.10
Sales Tax					8.75%	\$
Electronic Waste Fee 4" - 14" (\$4.00)					QTY 0	\$
Electronic Waste Fee 15" - 34" (\$5.00)					QTY 0	\$
Electronic Waste Fee 35" and Greater (\$6.00)					QTY 0	\$
Electronic Waste Fee Total					\$	-
Total Service Agreement					\$	-
Bond (if required)					\$	-
						\$ 26,511.10

EXHIBIT C
PROPOSAL



Western Audio Visual & Security

Company Profile

OUR COMPANY PROFILE

LET US BE YOUR
GAME CHANGER



Years in the Industry
34



Top Ranked Service
#1



Million \$+ Projects
25+



Certifications
100+

Western Audio Visual & Security is a design-build audio visual and security firm specializing in the design, engineering, installation, and service of corporate, civic and education audio visual and security systems. While we are primarily a Southern California based company, our coverage extends north to the central California region and east to Nevada and Arizona.

Our team is made up of highly recognized industry veterans with over 30 years of experience integrating solutions within executive boardrooms, conference rooms, auditoriums, training rooms, video conferencing suites, command/control centers and corporate headquarters throughout Southern California and beyond.


Starting with AV budgeting exercises and following through to post installation support, the Western Audio Visual & Security team is well equipped to take any project from it's design stage to final installation.



ORANGE/LA COUNTY

 1592 Batavia Street, Suite 2
Orange, CA, 92867

 (714) 637-7272

 (714) 637-7330

SAN DIEGO COUNTY


 12707 High Bluff Dr., Suite 200,
San Diego, CA, 92130

 (760) 438-1200

 (760) 438-0066

ARIZONA

 4636 E. Elwood, Suite 12,
Phoenix, AZ, 85040

 (602) 675-5575



WWW.WAV1.COM

AUDIO VISUAL SERVICES

Western Audio Visual & Security is a full service systems integration company providing the design, engineering, installation and service of sophisticated audio visual and security systems.

Providing turnkey AV and security solutions for:

- ★ BOARDROOMS AND CONFERENCE ROOMS
- ★ TRAINING ROOMS AND CLASSROOMS
- ★ COMMAND AND CONTROL CENTERS
- ★ AUDITORIUMS AND LECTURE HALLS
- ★ VIDEO CONFERENCING SUITES
- ★ COUNCIL CHAMBERS
- ★ DIGITAL SIGNAGE
- ★ HUDDLE SPACES
- ★ BROADCAST SOLUTIONS

AV INSTALLATION & TRAINING

Our staff of highly trained technicians ensures our clients receive the utmost quality & professionalism during the installation phase. With a focus on constantly improving, Western AV & Security technicians hold certifications with all major manufacturers. Leveraging years of experience with an unmatched attention to detail, our staff of dedicated technicians are well equipped to perform at a high level. Upon completion of each installation, a certified Western AV & Security trainer will host end user training sessions. These training sessions give clients the ability to use the AV systems in a comfortable, stress free environment. Once complete, our clients will have all the tools necessary to present, collaborate, and communicate using the most up to date audiovisual technology.



DESIGN : BUDGETING : NEEDS ANALYSIS

The first step in any new project is identifying the functionality required while creating a realistic AV budget to work from. Western AV & Security's team of design specialists works with each client to define the needs of individual users and ultimately, configure what technology is needed to create collaborative, easy-to-use, future proof meeting spaces.

PROJECT MANAGEMENT

Western AV & Security understands that up front planning and coordination throughout a project will ensure its ultimate success. A PMP certified project manager will be assigned to every new project. Our project managers oversee all aspects of the installation from communicating infrastructure with various trades (architects, general contractors, etc.) to scheduling the installation team and ensuring all systems are installed on time and within budget.

SERVICE & CUSTOMER SUPPORT

Western AV & Security understands the importance of limiting downtime related to any installation and our team of service professionals are available 24/7 to support our clients when the need arises. In addition to technical support, parts replacement and equipment repair, Western AV & Security's service team offers a variety of customized Preventative Maintenance Plans to safeguard your investment.



CUSTOMER SUPPORT SERVICE HIGHLIGHTS:



Direct phone numbers with all phones forwarded to individual cell phones for a better access to Western personnel.



Complete Training Sessions tailored to specific end-users requirements.



Organized and complete system documentation with every system.



24-Hour Technical Support with all Maintenance and Service Plans



Standard and Customized Maintenance and Warranty Service Programs

SECURITY SERVICES



Service Focused

Reliable Solutions

Top Technology

SOLUTIONS

- **Intrusion Protection**
- **Video Surveillance**
- **Access Control**
- **Monitoring Solutions**
- **Alarm Verification**
- **Integration**



Western AV & Security designs, installs, services and monitors seamlessly integrated electronic physical security solutions for a wide range of clients in southern California. Physical security equipment must provide the highest level of protection without fail for your assets. Western AV & Security partners with only the best equipment and software manufacturers to ensure what you want secured stays secure. Serving clients of all sizes, Western AV & Security will design a solution to meet both your current needs as well as provide the flexibility to support your future growth.

Most importantly, Western AV & Security provides a wide array of professional services to ensure your investment is protected and continues to operate as originally designed.

QUALIFICATIONS & CERTIFICATIONS

Audio Visual Manufacturer Certifications

Western Audio Visual & Security prides itself in the elite group of manufacturers we use in our projects. Our team of engineers and project managers are also certified in various divisions of these industry leading brands. Here are just some of those industry leaders we work directly with and are certified with...



Security Certifications

Western Security adheres to the highest standards set by industry leaders throughout the Security community. Our team of dedicated, expertly trained engineers, systems sales consultants, project managers, CAD designers, installers, and service technicians take part in industry leading and manufacturer training and certification programs, some of which are listed below...





PROJECT TEAM & KEY PERSONNEL



PROJECT TEAM: **KEY PERSONNEL**

JAY SCHELLIN, General Manager

Jay has over 38 years of experience in the audiovisual industry. In 1986, Jay started J.O.S. Projection Systems, Inc. which provided integrated system solutions to a diverse clientele. Some of these clients included: NASA, JPL, Intel, Hughes, Motorola, Northrop, Charles Schwab, as well as all branches of the military. With offices in Los Angeles, San Diego and Phoenix, J.O.S. primarily served the Southwestern U.S. In 1998, J.O.S. was acquired by the largest audiovisual company in the U.S. to transition them into the System Integration business. As part of the sale, Jay remained on board until 2001 as Vice-President of Systems Integration Group. In 2005, Jay started Western Audio Visual where several employees followed, due to Jay's loyalty and leadership skills. Upon building a reputable name in the AV industry with Western Audio Visual, Jay expanded the company by acquiring a security business as well, where Western Audio Visual & Security is now well-known among both industries. Jay is an alumni of Pepperdine University, where in his senior year, he was drafted by the Oakland Athletics. His career with the A's lasted three years at which time he began his career outside of baseball in the mainframe division of National Semiconductor.

ERIK WILSON, Design Engineer, CTS-D, DMC-E, DMC-D, BE2, Biamp Tesira

Erik has over 30 years of experience in the audiovisual industry and is considered by many in the AV industry as one of the top engineers in the country. Erik started his career in the audiovisual industry with Ampro in Florida before moving to California and working with J.O.S. Projection Systems. He has also traveled all over the world for British Petroleum designing and fine-tuning Control Room Displays utilizing edge blending. He has performed many different jobs in the audiovisual world including, Final Setup Technician for CRT projectors, Service Technician, Project Manager, System Designer, System Sales, Engineer and is now currently a Design Engineer at Western Audio Visual & Security. He has an AA degree in Electronics and many certifications including those from Biamp, Crestron, Christie, AMX, Panasonic and more. Erik also holds a CTS-D certification from AVIXA and DMC-E from Crestron Electronics. He has designed many high-profile projects including: Eastern Municipal Water District, City of Glendora, City of Anaheim, Fandango, City of Temecula, Viasat, Intuit, Too Faced, Children's Hospital of Orange County, City of San Marcos and City of Brea. He specializes in projects ranging from \$750,000 to \$2,000,000+.



PROJECT TEAM: SALES

STEVE HOLLINGSWORTH, Account Manager, DMC-D

Steve has over 30 years of experience in the audiovisual industry. Steve started out with J.O.S. Projection Systems in 1994 and was part of the group that was acquired by MCSi in 1998. While there, he ran the most successful region in the company. He has worked as a System Designer, Salesperson, Project Manager and Regional Manager in the AV industry. His experience working on large, high-profile projects has impressed industry peers as well as clients. Due to his broad technical knowledge, Steve has the ability to solve complex integration challenges. The key phrase "Experience is Golden" certainly applies to him, and gives his clients the greatest benefit of all. Steve graduated with a Business Administration degree from San Diego State University and began his career with the San Diego Padres as a Project Manager in the Stadium Operations Department. Steve's client list includes, but is not limited to: Northrop Grumman, Viasat, Intuit, Children's Hospital of Los Angeles, University of California Riverside and County of San Diego.



PROJECT TEAM: ENGINEERING

PHIL ALDERSON, **Director of Engineering,** CTS-I, CCNA, DMC-D, DMC-T, BEZ, DM-NVX, CTI-CSD, CTS, Biamp Tesira

Phil has over 20 years of experience in the audiovisual industry. Over his 20+ years of experience in the audiovisual industry, Phil has had many different job functions including Installation Supervisor, Project Manager, Field Engineer and Sales Engineer. Because of his significant experience, Phil continued to work his way up in the industry, where he is now the acting Director of Engineering at Western Audio Visual & Security. Phil is known around the office for his "can-do" attitude and his willingness to offer his expertise on especially challenging projects. Phil has multiple certifications including: Clearone, Lutron, AMX, Biamp, SVSi, QSC, Scala and Polycom. He has been a part of projects ranging from corporate, government, higher education, as well as performing arts. Some high-profile projects Phil has headed include: Taco Bell, Herbalife, New York Life, Too Faced Cosmetics and various colleges throughout southern California.

KEVIN LAYMON, **Engineer,** DMC-D, Biamp Tesira

Kevin has over 10 years of experience in the audiovisual industry. Kevin started in the industry in 2014 working as an Installation Technician and was quickly promoted to Lead Technician. His attention to detail and communication skills led to yet another promotion as Project Closer. He now works as a Sales Engineer for Western Audio Visual & Security, a position he continues to excel at. Kevin is responsible for trouble shooting, testing and configuring the audio visual system for final sign-off by the customer and/or the consultant. Kevin is best known for his attention to the client, and has been known to drop what he is doing in order to help clients when they are in a pinch or in need of immediate troubleshooting or assistance. He is both Biamp and DMC-D certified. Kevin has worked on many high-profile projects including: Taco Bell corporate headquarters, Claremont McKenna College, City of Goleta, City of Ventura, City of Brea, City of Santa Barbara, New York Life, Intuit and Children's Hospital Los Angeles.

RANDI ELLIS, **CAD Engineer,** CTS

Randi has over 30 years of experience in the audiovisual industry. Randi is well-known amongst the industry for her expertise, but is also known because she was the first female in the audiovisual industry to earn the CTS certification. She started in the industry in 1995 as a sales support specialist at Extron Electronics where she managed all GSA sales to the U.S. as well as sales and training to the Northeast region. Since 2002, she has worked for large integration companies as a CAD Engineer developing system design package standards. Before becoming a CAD Engineer, she performed functions in systems integration such as Systems Integration Coordinator and Service Dept. Coordinator. Because Randi had knowledge in audiovisual systems before learning AutoCad, it gives her a unique advantage in being able to understand projects thoroughly. Because of this advantage, Randi can create drawing packages from as little as a list of equipment.



PROJECT TEAM: ENGINEERING

JAY P. SCHELLIN, Sales Engineer, DMC-D-4K, CTI-CTF, CTI-P30I, CTI-FUSION-P, CCI-CCT

Jay has over 10 years in the audiovisual industry. Jay started his career in the AV industry as an installer, working his way up to become a field engineer and programmer. Jay has an AA degree in biological and physical sciences and mathematics and has experience programming for Crestron, AMX, Biamp, Q-SYS, Shure and more. Jay approaches every project with an upbeat attitude and has experience working on projects ranging from corporate, to military to city council chambers. While working at Western Audio Visual & Security, several customers have reached out to Jay's managers to compliment Jay's responsive and professional nature. Jay was also responsible for upgrading the NATO Response capabilities of Northrop Grumman, the Emergency Operation Center for the City of Orange Police Department, John Wayne Airport, and the City of Murrieta. Jay has also worked heavily on council chamber programming and commissioning including 35+ city and county chambers some of which are: County of San Bernardino, City of Ventura, City of Chula Vista, City of Temecula, City of Orange and more.

EDGAR CARRILLO, Design Engineer, DMC-4K-E, Biamp Tesira, QSC, NVX-N, Extron

Edgar has over eight years of experience in the audiovisual industry. Edgar started his career in the audiovisual industry as a technician at Western Audio Visual & Security and has performed multiple roles since his start. Edgar has experience in the roles of Project Superintendent, Service Technician, Closer, Field Engineer and, to his current position, as a Design Engineer. Edgar has a BS degree in Mechatronic Engineering and holds certifications with Crestron, Biamp, QSC-SYS, NVX and Extron. Edgar brings a hardworking persistence and attention to detail to every project he works on due to his experience working in multiple facets of the AV industry. Edgar has worked on many high-profile projects throughout his career with Western Audio Visual & Security, including several council chamber projects. Some projects to note include: Fandango, New York Life, San Bernardino Valley Municipal Water District, City of Goleta, City of Temecula, Claremont McKenna College, and more.

GEO CORONA, Programmer, CTS, CTI-P 20I, DMC-T, DMC-D, DMC-E

Geo has 18 years of experience in the audiovisual industry. Geo began his career in the audiovisual industry while working 13 years in residential AV where he then transitioned into commercial AV. Prior to coming to Western Audio Visual & Security, Geo worked for two years as the lead installer and foreman for U.S. embassy projects. After working in installation for many years, Geo worked his way up into programming and technician work. Geo has multiple certifications including: a CTS, CTI-P 201 and smart graphics certifications, DMC-T, DMC-D, and DMC-E for digital media, and is an Extron Control Specialist.



PROJECT TEAM: PROJECT MANAGEMENT

SHELBY TOAL, Senior Project Manager, PMP, DMC-D

Shelby has over 25 years of experience in the audiovisual industry. He started his career at MCSi and has worked for a couple other large integration companies before arriving at Western Audio Visual & Security in 2010. He is Western's Senior Project Manager designated as the training coordinator for all new hires. Before joining the audiovisual industry, Shelby was a Sergeant in the Marine Corps for six years. His experience covers a full range of projects starting with simple systems and then, in the past 10 years, spent fully on large-scale projects. Some of these projects include: Herbalife - LA Live (\$1.5 million), Taco Bell (\$1 million), UCLA Medical Center, USC Medical Center, Mayo Hospital, City of Hope, UC Irvine, Claremont McKenna College and Intuit.

GARRETT SMITH, Project Manager

Garrett has over three years of experience in the audiovisual industry. Garrett started his career at Western Audio Visual & Security as an installation technician, while attending college at Concordia University, Irvine. After graduating from Concordia University with a Bachelor's degree in Communication, Garrett returned to Western Audio Visual & Security to work full time, and has worked his way up into a Project Manager position. Prior to Garrett arriving at Western Audio Visual & Security, he was a Corporal in the Marine Corps for four years. During his service, he provided logistics and operational planning for electrical systems. He has worked on many high-profile projects ranging from corporate to education including: Cal State Fullerton, AZTEC Engineering, EA Sports, Arizona Sports Foundation and more.



PROJECT TEAM: SERVICE

KEVIN MAHKORN, Service Manager, DMC-D

Kevin has over 17 years of experience in the audiovisual industry. Kevin started in the industry in 2007 working as a Project Coordinator. He worked directly with the project management and engineering teams on all new and existing projects. His attention to detail, knowledge of installation requirements in the field and coordination with end users made Kevin an integral part of the technical services department. In 2009, Kevin was promoted to Service Manager where he was tasked with building and maintaining a fully functioning service department - something he has done nothing but excel and exceed expectations with. Kevin has received great praise from clients and colleges due to his constant and outstanding customer service and support. He has a loyal following of customers and is recognized by many of our industry suppliers as the top in his field. Suppliers continue to steer their service business Kevin's way since it has had such a positive effect on their business. Kevin has worked on many high-profile projects such as: Taco Bell corporate headquarters, Herbalife LA Live, Metlife, WATG, Intuit, Children's Hospital Los Angeles, Citrus College, Cerritos College and Bank of America.

KEITH HOWARD, Senior Service Technician Programmer, CTS, DMC-D, DMC-E, DMC-T, BE2, QSC, Q-SYS Certified

Keith has over 24 years of experience in the audiovisual industry. Keith started in the audiovisual industry in 1999 as an Applications Engineer for Samsung Electronics. In 2008, he moved to Crestron Electronics where he worked as an Instructor for Certified Programming and DigitalMedia Certifications. He joined Western Audio Visual & Security in 2015 as a Senior Service Technician. Keith holds multiple certifications including certifications for Crestron Programming, Crestron DigitalMedia, QSC, Q-SYS and DSP Product Line. Keith's vast audiovisual knowledge and experience make him a valuable asset in the field for, not only our service department, but for our integration department as well. Having Keith on our team gives us an advantage because we have the flexibility to make programming changes immediately rather than having our client wait for a programmer to be available.

RAY STEVENS, Service Technician, DMC-D, BE2

Ray has over 25 years of experience in the audiovisual industry. Ray started in the audiovisual industry in 1998 as an engineering assistant. He has performed many job functions over the past 18 years including Installation Technician, Service Coordinator, Inside Sales and Project Management. Ray holds certifications for Crestron Programming, Crestron DMC-D, Hilti and OSHA. Some of his clients include: Intuit, American Career College, Citrus College, Children's Hospital of Los Angeles and Irvine Ranch Water District.

Western AV - City of Temecula EOC - Preliminary Audio Visual Schedule - 3.21.24			
ID	Task Name	Duration	Start
1	City of Temecula - Council Approval	1 day	Mon 4/22/24
2	Temecula / Western AV - Onsite Kickoff Meeting	1 day	Wed 4/24/24
3	Equipment Procurement	30 days	Wed 5/1/24
4	Engineering Drawings	10 days	Thu 4/25/24
5	Control System GUI Creation	10 days	Thu 5/9/24
6	Control System GUI Review	1 day	Thu 5/23/24
7	Control System GUI - Revisions	5 days	Thu 5/23/24
8	Control System GUI Revision Review	1 day	Fri 5/31/24
9	Library Secondary EOC	7 wks	Mon 5/13/24
10	Homework Center Room	3 wks	Mon 5/13/24
11	AV Cabling	3 days	Mon 5/13/24
12	Rack Fabrication	7 days	Mon 5/13/24
13	LED Video Wall Installation	5 days	Wed 5/8/24
14	AV Terminations & Wiring Devices	5 days	Wed 5/15/24
15	WAV Equipment Set-Up & Updates	2 days	Wed 5/22/24
16	Onsite Programming	5 days	Fri 5/24/24
17	WAV Testing & Troubleshooting	2 days	Tue 5/14/24
18	Substantial Completion	1 day	Wed 5/15/24
19	Training w/ City of Temecula Staff	2 days	Thu 5/16/24
20	Conference Breakout Rooms (Qty: 4)	8 days	Wed 5/22/24
21	Breakout Room #1	2 days	Wed 5/22/24
22	Breakout Room #2	2 days	Fri 5/24/24
23	Breakout Room #3	2 days	Wed 5/29/24
24	Breakout Room #4	2 days	Fri 5/31/24
25	Substantial Completion - Breakout Rooms	1 day	Mon 6/3/24
26	Training w/ City of Temecula Staff - Breakout Rooms	1 day	Tue 5/14/24
27	Childrens Area Breakout Room	2 days	Wed 5/15/24
28	Substantial Completion - Childrens Area Breakout	1 day	Thu 5/16/24
29	Training w/ City of Temecula Staff - Childrens Area Breakout	1 day	Fri 5/17/24
30	Heritage Large Conference Room	2 days	Thu 5/16/24
31	Substantial Completion - Heritage Large Conf Room	1 day	Fri 5/17/24

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Western Audio Visual & Security

Technical Approach

1. Needs Assessment:

- Conduct a thorough assessment of the client's requirements and preferences for the audio-visual system.
- Identify the specific spaces that require audio-visual solutions and gather information on the desired functionalities and technical specifications.

2. System Design:

- Develop a detailed system design based on the gathered requirements, considering factors such as room size, acoustics, and intended usage.
- Select appropriate audio and visual components, ensuring compatibility and scalability for future upgrades.
- Create a comprehensive wiring and connectivity plan to facilitate seamless integration.

3. Equipment Procurement:

- Source and procure the necessary audio-visual equipment from reputable suppliers.
- Verify compatibility and functionality of each component to meet the system design specifications.
- Consider factors like warranties, support services, and future expansion options during procurement.

4. Installation Planning:

- Develop a detailed installation plan, considering factors like cable routing, power requirements, and equipment placement.
- Coordinate with other trades involved in the construction or renovation process to ensure a smooth installation.
- Plan for contingencies and troubleshoot potential challenges that may arise during installation.



5. Installation and Integration:

- Execute the installation plan, ensuring precise placement and connection of audio-visual components.
- Calibrate audio and video settings for optimal performance.
- Test the entire system thoroughly to identify and resolve any issues.

6. User Training:

- Provide comprehensive training sessions for end-users on how to operate and maintain the audio-visual system.
- Create user-friendly documentation and tutorials to serve as a reference for ongoing system use.

7. Quality Assurance:

- Conduct rigorous quality assurance tests to verify that the audio-visual system meets all specified requirements.
- Address any issues or discrepancies identified during testing and ensure that the system operates reliably.

8. Documentation and Handover:

- Compile detailed documentation, including system configurations, wiring diagrams, and user manuals.
- Conduct a formal handover of the audio-visual system to the client, ensuring they are satisfied with the installation and have the necessary resources for ongoing support.

9. Post-Installation Support:

- Offer post-installation support to address any issues that may arise after the handover.
- Establish a maintenance schedule and provide contact information for technical support.

10. Feedback and Optimization:

- Gather feedback from the client regarding their satisfaction with the installed audio-visual system.
- Use feedback to identify areas for improvement and optimization, implementing any necessary adjustments to enhance system performance.

Western Audio Visual & Security Project References

Company Name: ViaSat

Contact: Steve Hughes (760) 893-1548

Steve.hughes@viasat.com

Dollar Value of Contract: \$200,000.00

Contract Requirements: ViaSat has been using Western Audio Visual & Security to provide Audiovisual Systems for their Carlsbad Headquarters as well as various offices across the country for the past several years. The most recent project being their newly constructed Building 8, in Carlsbad, Ca. consisting of Biamp Audio Systems, Shure Microphone System with Cisco Telepresence and Epson Interactive Projectors.

Company Name: Grifols Shared Services North America

Contact: Noe Montoya (323) 227-7409

Noe.montoya@grifols.com

Dollar Value of Contract: \$400,000.00 to Date

Contract Requirements: Western Audio Visual & Security provides the Audio-Visual Systems for Grifols LA Headquarters as well as various Donor Centers throughout the US. Each location included multiple conference and training rooms, consisting of Display Systems (Flat Panel and Projection). Crestron DigitalMedia Signal Distribution and Control and PC Based Videoconferencing.

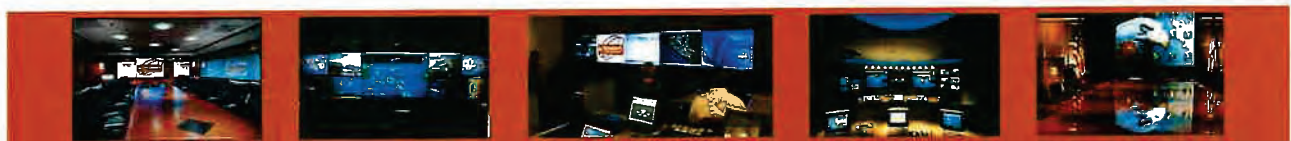
Company Name: Northrop Grumman

Contact: Aaron Brunette (858) 618-4028

Aaron.brunette@ngc.com

Dollar Value of Contract: \$1,000,000.00 + to Date

Contract Requirements: Northrop Grumman Rancho Bernardo has been using Western Audio Visual and Security to provide Design Build Services for their Audio-Visual needs for their Rancho Bernardo Campus. Projects range from Conference Rooms, Video Conferencing Suites, and Conference Center. Northrop also utilizes Western AVS Service Department to maintain all AV Systems.



Company Name: Skyworks, Inc.
Contact: Dave Shah (949) 231-4316
Dave.shah@skyworksin.com
Dollar Value of Contract: \$900,000.00

Contract Requirements: Skyworks contracted with Western Audio Visual & Security to design and provide their Audio Visual and Security Systems for their newly constructed building in Irvine. The project included various conference and training rooms, executive boardroom, and conference center.

Company Name: Claremont Mckenna College
Contact: Mitch Brown (909) 607-3055
Mitch.brown@claremontmckenna.edu
Dollar Value of Contract: \$1,500,000.00

Contract Requirements: Since 2015 Claremont McKenna College has contracted with Western Audio Visual & Security to provide Audio Visual Systems for their various Audiovisual Projects, including their new Roberts Pavilion, various Classroom Buildings, Auditoriums, and their Athenaeum. The AV Systems have all included Crestron's DigitalMedia Signal Distribution and Control, Biamp DSP's, QSC Amplifiers and Speakers and Shure Microphone Systems. Western AV has continued to maintain and service all systems since 2015. Consultant for this project was WaveGuide for the Roberts Pavilion, all other projects have been Design Build by Western AV.

Company Name: City of Temecula
Contact: Damion Patrick (951) 694-6420
Damion.patrick@temeculaca.gov
Dollar Value of Contract: \$2,000,000.00 To Date

Contract Requirements: Since 2009 Western Audio Visual & Security has been providing AV Systems for the City of Temecula, including, but not limited to the Council Chambers and Broadcast Studio, Traffic Management Video Wall System, Conference Center, Conference Rooms and Various AV Projects both at the Civic Center and Old Town. Along with providing the AV Systems, Western AVS also has maintained a Service & Maintenance Contract since 2009.



City of Buena Park Police Department

Briefing Room



Project Highlights:

- 130" 1.5mm Samsung DirectView LED Display
- Digital Signal Processor
- Beam-Tracking Ceiling Microphones
- Logitech Rally Web-Conferencing Cameras
- Four 65" Displays
- Cable TV Tuners
- Crestron AirMedia Receivers for Wireless Presenting
- Wall-Mounted Laptop Connection for Video Conferencing
- 7" Touchscreen Control System



Project Summary:

The City of Buena Park Police Department awarded Western Audio Visual & Security (WAVS) the design-build project contract to upgrade their audio visual system.

WAVS installed a 130" 1.5mm Samsung DirectView LED display and four 65" displays on the front wall of the training room/EOC.

All presentation sources are encoded and decoded using video over IP technology. The following inputs can be shown on any and all of the displays in the training room/EOC: a wall-mounted laptop connection with video conferencing capabilities, two cable TV tuners, four Crestron AirMedia receivers for wireless presenting. A new digital signal processor to handle all audio routing, echo cancellation, and audio processing.

WAVS installed two beam-tracking ceiling microphones. WAVS installed two Logitech rally web-conferencing cameras. WAVS installed and custom programmed a 7" touchscreen to provide ease of control over the entire AV system.



City of Corona EOC

Emergency Operations Center



Project Highlights:

- Three 2x2 55" Planar LCD Video Walls
- Digital Signal Processor
- Twelve Ceiling Speakers
- Ceiling Mounted Beam-Forming Microphones
- Two PTZ Cameras
- 22" Touch Screen Control Desk Stand
- Wall Mounted 10" Touch Panel
- Ceiling Mounted Document Camera
- Assisted Listening System



Project Summary:

Western Audio Visual & Security installed three 2x2 55" commercial-grade Planar LCD video walls with remote power supplies and an integrated mounting system.

WAVS installed two PTZ cameras to facilitate all web-conferencing needs in the EOC. WAVS also installed twelve new ceiling speakers, two ceiling mounted beam-forming microphones, and one ceiling mounted document camera.

WAVS also installed an Assisted Listening System to provide ADA compliance. The system is controlled by one 22" touch panel with a desk stand and one wall-mounted 10" touch panel. These touchscreens provide ease of control over the entire AV system.

Control includes but is not limited to; powering displays on and off, adjusting volume levels, control of microphone mute/levels, and routing of AV sources. WAVS also provided a new DSP and amplifier to handle all audio routing, echo cancellation, and audio processing.

The City of Corona purchased two years of the WAVS Service/Preventative Maintenance contract upfront.



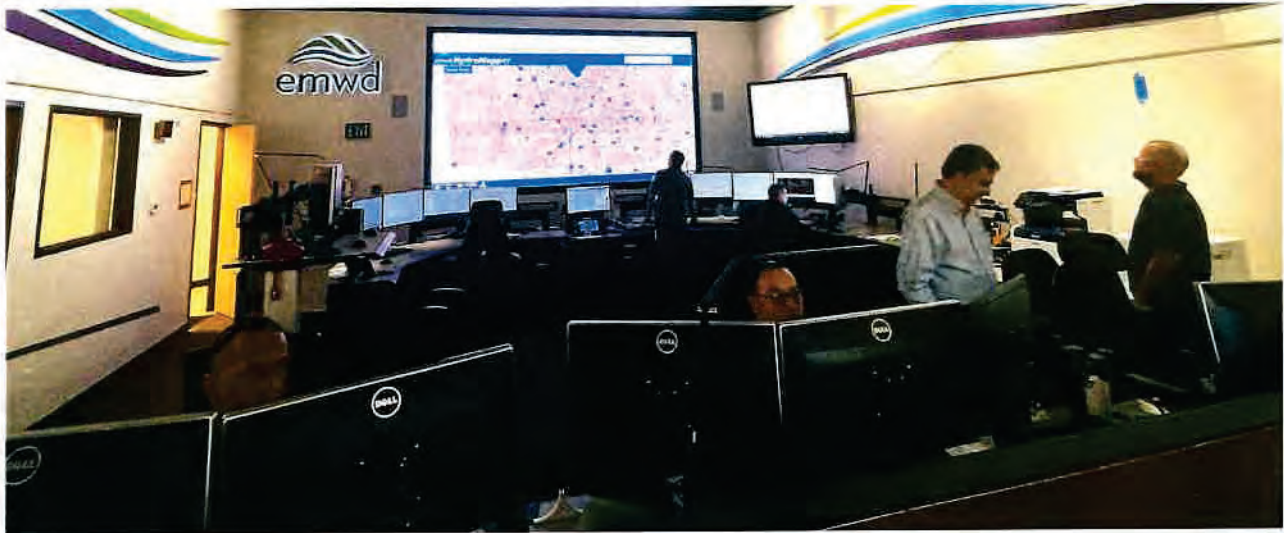
Eastern Municipal Water District IOC

Integrated Operation Center



Project Highlights:

- DirectView LED Video Wall
- 240 Watt Commercial Amplifier
- Two JBL Line Array Column Speakers
- Samsung DirectView LED Display
- Crestron Tabletop Control System
- iPad Control System



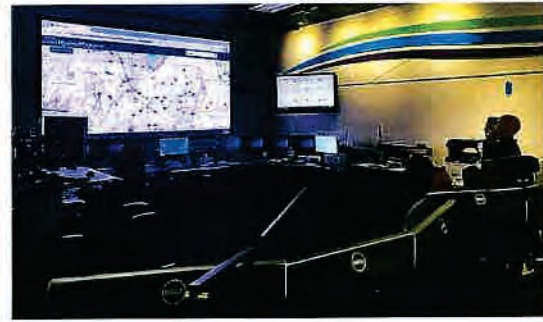
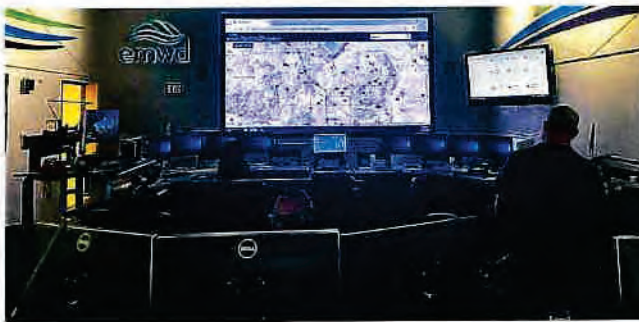
Project Summary:

Western Audio Visual & Security was selected by Eastern Municipal Water District to handle the upgrade of their audio visual system in their new Integrated Operation Center.

WAVS installed a DirectView LED video wall and a 1.5mm Samsung DirectView LED display. The following input sources (HDMI only) will be available to display on the DirectView LED video wall in the IOC: the Main SCADA PC, the Emergency Operations Center, two PC's in the IOC. WAVS installed one 2 x 240 watt commercial amplifier along with two JBL Line Array Column speakers on each side of the Direct View LED video wall.

WAVS custom programmed an iPad to provide ease of control over the entire AV system. WAVS also provided a secondary point of control over the entire AV system via a Crestron 10.1" tabletop touchscreen.

EMWD purchased one year of the WAVS Service/Preventative Maintenance contract upfront.



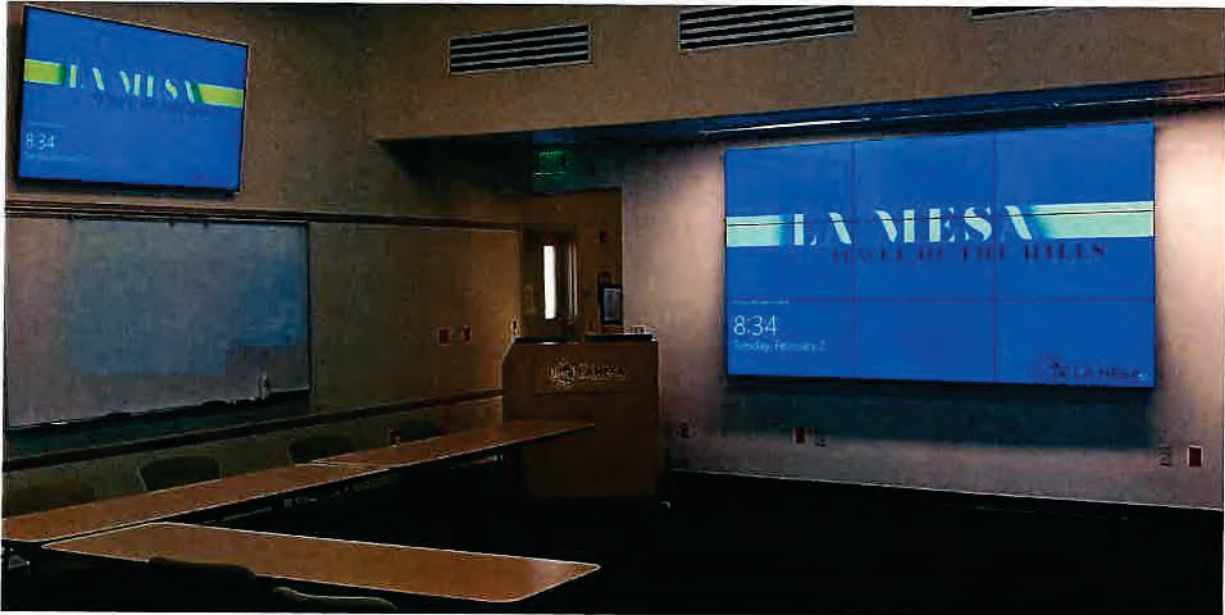
City of La Mesa

Emergency Operations Center & Conference Rooms



Project Highlights:

- 3x3 Video Wall with 45" Samsung LCD Panels
- Control System with 15.6" Touch Panel
- Digital Signal Processor for Audio Control
- 75" to 85" Displays
- USB HD PTZ Cameras
- Phone Interface



Project Summary:

Western Audio Visual & Security was awarded the design-build project for the City of La Mesa Emergency Operations Center (EOC) and conference room project.

Western AVS installed a 3 x 3 video wall comprised of nine (9) 45" Samsung LCD panels. Additionally, three (3) 75" displays and two (2) 85" displays were installed within the EOC. The video wall and additional five (5) displays in the room can display any of the twenty-five (25) different input sources specified for this room. A USB HD PTZ camera is connected to the desktop PC at the lectern to use during web-conferencing. This camera works with any web-conferencing platform (Zoom, Teams, Skype, WebEx, etc.).

The entire system is controlled by a 15.6" Crestron touch panel. A new digital signal processor (DSP) was installed to control all volume functions and equalize the audio for best overall sound. A phone interface in the DSP will allow users to dial phone calls from the touch panel in the EOC and use the wireless microphones and room audio for EOC activation or for larger groups of users.

Western AVS installed a 75" display in the conference room that can show up to five (5) different input sources, including an overflow feed from the EOC. The conference room is controlled by a 10" Crestron touch panel. The City of La Mesa purchased a five (5) year service and preventative maintenance contract with Western Audio Visual & Security.



Eastern Municipal Water District

Chamber Boardroom



Project Highlights:

- Signal Distribution System
- Upgraded DSP & Audio System
- HD PTZ Cameras
- 27" Gooseneck Microphones
- Custom Programmed Control System
- Streaming/Recording System



Project Summary:

Western Audio Visual & Security was awarded the design-build project for the Eastern Municipal Water District boardroom upgrade. As part of this upgrade, Western AVS upgraded the Signal Distribution System, Audio System, Control System, and Streaming/Recording System.

Western AVS installed new 27" gooseneck microphones at the dais to drastically improve the audio quality for those speaking at the dais. An upgraded DSP system was installed to control these microphones while custom programming allows mix-minus in the system, increasing overall system performance.

A 10.1" Crestron touch panel located at the Board Secretary's position, controls all room functions. Western AVS installed two HD Pan/Tilt/Zoom cameras that are used for recording and streaming.



City of Manhattan Beach

Council Chamber, Lobby and Broadcast Control Room



Project Highlights:

- Samsung 130" Direct View LED Video Wall
- Dais Touchscreen Monitors
- Ross Carbonite Ultra 2 ME Broadcast Switcher
- Digital Name Plates
- HD PTZ Panasonic Cameras
- Ross Touch Drive TD2 Switcher Control Panel
- Ross Xpression HD Character Generator



Project Summary:

The City of Manhattan Beach awarded Western Audio Visual & Security the design-build project to upgrade the audio visual system in the council chamber, lobby, and broadcast control room.

WAVS installed a Samsung 130" Direct View LED wall, as well as two Samsung 98" displays to aid in presentation viewing. One Samsung 55" display was installed in the lobby for overflow purposes. WAVS also installed eight 22" touchscreen monitors at the dais integrated for council to view the presentation.

WAVS installed fourteen 15" goose-neck microphones with touch capable mute switches at the dais and staff positions. At the dais, WAVS provided & installed eight decora style speakers to provide additional sound coverage for those sitting at the council positions. WAVS provided and installed six new HD PTZ Panasonic cameras as well as a new Ross Carbonite Ultra 2ME broadcast switcher with Touch Drive TD2 control panel and Xpression HD character generator.

The City of Manhattan Beach also purchased one year of the WAVS Service/Preventative Maintenance contract upfront.

Price: \$677,000

