

## AGREEMENT TO PROVIDE WATER RESOURCES WORKSTATION AND VIDEO MONITORING UPGRADES

THIS AGREEMENT is made and entered into this 21st day of June 2022 by and between Western A/V & Security (“Contractor”), and the City of Santa Ana, a charter city and municipal corporation organized and existing under the Constitution and laws of the State of California (“City”).

### RECITALS

- A. On March 8, 2022, the City issued Request for Proposal No. 22-027, by which it sought a Contractor to provide workstation and video monitoring upgrades as needed for the Public Works Agency Water Resources Division.
- B. Contractor submitted a responsive proposal that was selected by the City. Contractor represents that it is able and willing to provide the services described in the scope of work that was included in RFP No. 22-027.
- C. In undertaking the performance of this Agreement, Contractor represents that it is knowledgeable in its field and that any services performed by Contractor under this Agreement will be performed in compliance with such standards as may reasonably be expected from a professional contracting firm in the field.

**NOW THEREFORE**, in consideration of the mutual and respective promises, and subject to the terms and conditions hereinafter set forth, the parties agree as follows:

### 1. SCOPE OF SERVICES

Contractor shall perform the tasks and obligations including all labor, materials, tools, equipment, and incidental customary work required to fully and adequately complete the services described in RFP No. 22-027 and set forth in Scope of Services – **Exhibit A**, attached hereto and incorporated by reference.

### 2. COMPENSATION

- a. City agrees to pay, and Contractor agrees to accept as total payment for its services under this Agreement, the rates and charges identified in **Exhibit A**. The total sum to be expended under the term of this Agreement shall not exceed Four Hundred Forty thousand Dollars and Zero Cents (**\$440,000**). This sum is comprised of (1) the base amount of \$378,375.50 and (2) a contingency in the amount of \$61,624.5 for additional services at the City’s sole discretion.
- b. Payment by City shall be made within forty-five (45) days following receipt of proper invoice evidencing work performed, subject to City accounting procedures. Payment need not be made for work that fails to meet the standards of performance set forth in the Recitals and Scope of Work, which may reasonably be expected by City.

### **3. TERM**

This Agreement shall commence on the date first written above and terminate on June 20, 2025, unless terminated earlier in accordance with Section 17, below. The term of this Agreement may be extended for one (1), two-year period upon a writing executed by the City Manager and City Attorney.

### **4. PREVAILING WAGES**

Contractor is aware of the requirements of California Labor Code Section 1720, et seq., and 1770, et seq., as well as California Code of Regulations, Title 8, Section 16000, et seq., ("Prevailing Wage Laws"), which require the payment of prevailing wage rates and the performance of other requirements on "public works" and "maintenance" projects. If the services being performed are part of an applicable "public works" or "maintenance" project, as defined by the Prevailing Wage Laws, and the total compensation is \$1,000 or more, Contractor agrees to fully comply with such Prevailing Wage Laws. Contractor shall defend, indemnify and hold the City, its elected officials, officers, employees and agents free and harmless from any claim or liability arising out of any failure or alleged failure to comply with the Prevailing Wage Laws.

### **5. INDEPENDENT CONTRACTOR**

Contractor shall, during the entire term of this Agreement, be construed to be an independent contractor and not an employee of the City. This Agreement is not intended nor shall it be construed to create an employer-employee relationship, a joint venture relationship, or to allow the City to exercise discretion or control over the professional manner in which Contractor performs the services which are the subject matter of this Agreement; however, the services to be provided by Contractor shall be provided in a manner consistent with all applicable standards and regulations governing such services. Contractor shall pay all salaries and wages, employer's social security taxes, unemployment insurance and similar taxes relating to employees and shall be responsible for all applicable withholding taxes.

### **6. OWNERSHIP OF MATERIALS**

This Agreement creates a non-exclusive and perpetual license for City to copy, use, modify, reuse, or sublicense any and all copyrights, designs, and other intellectual property embodied in plans, specifications, studies, drawings, estimates, and other documents or works of authorship fixed in any tangible medium of expression, including but not limited to, physical drawings or data magnetically or otherwise recorded on computer diskettes, which are prepared or caused to be prepared by Contractor under this Agreement ("Documents & Data"). Contractor shall require all subcontractors to agree in writing that City is granted a non-exclusive and perpetual license for any Documents & Data the subcontractor prepares under this Agreement. Contractor represents and warrants that Contractor has the legal right to license any and all Documents & Data. Contractor makes no such representation and warranty in regard to Documents & Data which were provided to Contractor by the City. City shall not be limited in any way in its use of the Documents and Data at any time, provided that any such use not within the purposes intended by this Agreement shall be at City's sole risk.

## 7. INSURANCE

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

### a. Minimum Scope and Limit of Insurance

1. **Commercial General Liability (CGL):** Insurance Services Office Form CG 00 01 covering CGL on an “occurrence” basis, including products and completed operations, property damage, bodily injury and personal & advertising injury with limits no less than **\$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 or 25 04) 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, hired, (Code 8) and non-owned autos (Code 9), with a limit no less than **\$1,000,000** per accident for bodily injury and property damage.
3. **Workers’ Compensation:** as required by the State of California, with Statutory Limits, and Employer’s Liability Insurance with limit of no less than **\$1,000,000** per accident for bodily injury or disease.
4. **Broader Coverage:** if the Contractor 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 the higher limits maintained by the Contractor. Any available insurance proceeds in excess of the specified minimum limits of insurance and coverage shall be available to the City.

### b. Other Insurance Provisions

1. **Additional Insured Status:** The City, its 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 including materials, parts, or equipment furnished in connection with such work or operations. General liability coverage can be provided in the form of an endorsement to the Contractor’s 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).
2. **Primary Coverage:** For any claims related to this contract, the Contractor’s insurance coverage shall be primary coverage at least as broad as ISO CG

20 01 04 13 as respects the City, its officers, officials, employees, and volunteers. Any insurance or self-insurance maintained by the City, its officers, officials, employees, or volunteers shall be excess of the Contractor's insurance and shall not contribute with it.

3. **Notice of Cancellation:** Each insurance policy required above shall provide that coverage shall not be canceled, except with notice to the City.
4. **Waiver of Subrogation:** Contractor hereby grants to City a waiver of any right to subrogation that any insurer of said Contractor may acquire against the City by virtue of the payment of any loss under such insurance. Contractor agrees to obtain any endorsement that may be necessary to affect this waiver of subrogation, but this provision applies regardless of whether or not the City has received a waiver of subrogation endorsement from the insurer.
5. **Self-Insured Retentions:** Self-insured retentions must be declared to and approved by the City. The City may require the Contractor to purchase coverage with a lower retention or provide proof of ability to pay losses and related investigations, claim administration, and defense expenses within the retention. The policy language shall provide, or be endorsed to provide, that the self-insured retention may be satisfied by either the named insured or City.
6. **Acceptability of Insurers:** Insurance is to be placed with insurers authorized to conduct business in the state with a current A.M. Best's rating of no less than A:VII, unless otherwise acceptable to the City.
7. **Verification of Coverage:** Contractor shall furnish the City with original Certificates of Insurance including all required amendatory endorsements (or copies of the applicable policy language effecting coverage required by this clause) and a copy of the Declarations and Endorsement Page of the CGL policy listing all policy endorsements to City before work begins. However, failure to obtain the required documents prior to the work beginning shall not waive the Contractor's 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.

8. **Subcontractors:** Contractor shall require and verify that all subcontractors maintain insurance meeting all the requirements stated herein, and Contractor shall ensure that City is an additional insured on insurance required from subcontractors.



9. **Special Risks or Circumstances:** 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.

## **8. INDEMNIFICATION**

Contractor agrees to defend, and shall indemnify and hold harmless the City, its officers, agents, employees, contractors, special counsel, and representatives from liability: (1) for personal injury, damages, just compensation, restitution, judicial or equitable relief arising out of claims for personal injury, including death, and claims for property damage, which may arise from the negligent operations of the Contractor or its subcontractors, agents, employees, or other persons acting on their behalf which relates to the services described in section 1 of this Agreement; and (2) from any claim that personal injury, damages, just compensation, restitution, judicial or equitable relief is due by reason of the terms of or effects arising from this Agreement. This indemnity and hold harmless agreement applies to all claims for damages, just compensation, restitution, judicial or equitable relief suffered, or alleged to have been suffered, by reason of the events referred to in this Section or by reason of the terms of, or effects, arising from this Agreement. The Contractor further agrees to indemnify, hold harmless, and pay all costs for the defense of the City, including fees and costs for special counsel to be selected by the City, regarding any action by a third party challenging the validity of this Agreement, or asserting that personal injury, damages, just compensation, restitution, judicial or equitable relief due to personal or property rights arises by reason of the terms of, or effects arising from this Agreement. City may make all reasonable decisions with respect to its representation in any legal proceeding. Notwithstanding the foregoing, to the extent Contractor's services are subject to Civil Code Section 2782.8, the above indemnity shall be limited, to the extent required by Civil Code Section 2782.8, to claims that arise of, pertain to, or relate to the negligence, recklessness, or willful misconduct of the Contractor.

## **9. INTELLECTUAL PROPERTY INDEMNIFICATION**

Contractor shall defend, indemnify and hold harmless the City, its officers, agents, representatives, and employees against any and all liability, including costs, and attorney's fees, for infringement of any United States' letters patent, trademark, or copyright contained in the work product or documents provided by Contractor to the City pursuant to this Agreement.

## **10. RECORDS**

Contractor shall keep records and invoices in connection with the work to be performed under this Agreement. Contractor shall maintain complete and accurate records with respect to the costs incurred under this Agreement and any services, expenditures, and disbursements charged to the City for a minimum period of three (3) years, or for any longer period required by law, from the date of final payment to Contractor under this Agreement. All such records and invoices shall be clearly identifiable. Contractor shall allow a representative of the City to examine, audit, and make transcripts or copies of such records and any other documents created pursuant to this Agreement during regular business hours. Contractor shall allow inspection of all work, data, documents, proceedings, and activities related to this Agreement for a period of three (3) years from the date of final payment to Contractor under this Agreement.

## **11. CONFIDENTIALITY**

If Contractor receives from the City information which due to the nature of such information is reasonably understood to be confidential and/or proprietary, Contractor agrees that it shall not use or disclose such information except in the performance of this Agreement, and further agrees to exercise the same degree of care it uses to protect its own information of like importance, but in no event less than reasonable care. "Confidential Information" shall include all nonpublic information. Confidential information includes not only written information, but also information transferred orally, visually, electronically, or by other means. Confidential information disclosed to either party by any subsidiary and/or agent of the other party is covered by this Agreement. The foregoing obligations of non-use and nondisclosure shall not apply to any information that (a) has been disclosed in publicly available sources; (b) is, through no fault of the Contractor disclosed in a publicly available source; (c) is in rightful possession of the Contractor without an obligation of confidentiality; (d) is required to be disclosed by operation of law; or (e) is independently developed by the Contractor without reference to information disclosed by the City.

## **12. CONFLICT OF INTEREST CLAUSE**

Contractor covenants that it presently has no interest and shall not have interests, direct or indirect, which would conflict in any manner with performance of services specified under this Agreement.

## **13. NOTICE**

Any notice, tender, demand, delivery, or other communication pursuant to this Agreement shall be in writing and shall be deemed to be properly given if delivered in person or mailed by first class or certified mail, postage prepaid, or sent by fax or other telegraphic communication in the manner provided in this Section, to the following persons:

To City: Clerk of the City Council  
City of Santa Ana  
20 Civic Center Plaza (M-30)  
P.O. Box 1988  
Santa Ana, CA 92702-1988

Executive Director  
Public Works Agency  
City of Santa Ana  
20 Civic Center Plaza (M-21)  
P.O. Box 1988  
Santa Ana, CA 92702

To Contractor: Western A/V & Security  
1592 North Batavia Street, Suite 2  
Orange, CA 92867  
Attn: Hailey Schellin, Account Executive

A party may change its address by giving notice in writing to the other party. Thereafter, any communication shall be addressed and transmitted to the new address. If sent by mail, communication shall be effective or deemed to have been given three (3) days after it has been deposited in the United States mail, duly registered or certified, with postage prepaid, and addressed as set forth above. If sent by fax, communication shall be effective or deemed to have been given twenty-four (24) hours after the time set forth on the transmission report issued by the transmitting facsimile machine, addressed as set forth above. For purposes of calculating these timeframes, weekends, federal, state, County or City holidays shall be excluded.

#### **14. EXCLUSIVITY AND AMENDMENT**

This Agreement represents the complete and exclusive statement between the City and Contractor regarding the subject matter herein, and supersedes any and all other agreements, oral or written, between the parties. In the event of a conflict between the terms of this Agreement and any attachments hereto, the terms of this Agreement shall prevail. This Agreement may not be modified except by written instrument signed by the City and by an authorized representative of Contractor. The parties agree that any terms or conditions of any purchase order or other instrument that are inconsistent with, or in addition to, the terms and conditions hereof, shall not bind or obligate Contractor or the City. Each party to this Agreement acknowledges that no representations, inducements, promises or agreements, orally or otherwise, have been made by any party, or anyone acting on behalf of any party, which are not embodied herein.

#### **15. ASSIGNMENT**

Inasmuch as this Agreement is intended to secure the specialized services of Contractor, Contractor may not assign, transfer, delegate, or subcontract any interest herein without the prior written consent of the City and any such assignment, transfer, delegation or subcontract without the City's prior written consent shall be considered null and void. Nothing in this Agreement shall be construed to limit the City's ability to have any of the services which are the subject to this Agreement performed by City personnel or by other Contractors retained by City.

#### **16. WAIVER**

No waiver of breach, failure of any condition, or any right or remedy contained in or granted by the provisions of this Agreement shall be effective unless it is in writing and signed by the party waiving the breach, failure, right or remedy. No waiver of any breach, failure or right, or remedy shall be deemed a waiver of any other breach, failure, right or remedy, whether or not similar, nor shall any waiver constitute a continuing waiver unless the writing so specifies.

#### **17. TERMINATION**

This Agreement may be terminated by the City upon thirty (30) days written notice of termination. In such event, Contractor shall be entitled to receive and the City shall pay Contractor compensation for all services performed by Contractor prior to receipt of such notice of termination, subject to the following conditions:

- a. As a condition of such payment, the Executive Director may require Contractor to deliver to the City all work product completed as of such date and, in such case, such work product shall be the property of the City unless prohibited by law, and Contractor consents to the City's use thereof for such purposes as the City deems appropriate.
- b. Payment need not be made for work that fails to meet the standard of performance specified in the Recitals of this Agreement.

## **18. NON-DISCRIMINATION**

Contractor shall not discriminate because of race, color, creed, relation, sex, marital status, sexual orientation, age, national origin, ancestry, or disability, as defined and prohibited by applicable law, in the recruitment, selection, training, utilization, promotion, termination or other employment related activities or in connection with any activities under this Agreement. Contractor affirms that it is an equal opportunity employer and shall comply with all applicable federal, state and local laws and regulations.

## **19. JURISDICTION-VENUE**

This Agreement has been executed and delivered in the State of California and the validity, interpretation, performance, and enforcement of any of the clauses of this Agreement shall be determined and governed by the laws of the State of California. Both parties further agree that Orange County, California, shall be the venue for any action or proceeding that may be brought or arise out of, in connection with or by reason of this Agreement.

## **20. PROFESSIONAL LICENSES**

Contractor shall, throughout the term of this Agreement, maintain all necessary licenses, permits, approvals, waivers, and exemptions necessary for the provision of the services hereunder and required by the laws and regulations of the United States, the State of California, the City of Santa Ana and all other governmental agencies. Contractor shall notify the City immediately and in writing of its inability to obtain or maintain such permits, licenses, approvals, waivers, and exemptions. Said inability shall be cause for termination of this Agreement.

## **21. MISCELLANEOUS PROVISIONS**

- a. Each undersigned represents and warrants that its signature herein below has the power, authority and right to bind their respective parties to each of the terms of this Agreement, and shall indemnify City fully, including reasonable costs and attorney's fees, for any injuries or damages to City in the event that such authority or power is not, in fact, held by the signatory or is withdrawn.
- b. All exhibits referenced herein and attached hereto shall be incorporated as if fully set forth in the body of this Agreement.

*[signatures on next page]*

IN WITNESS WHEREOF, the parties hereto have executed this Agreement the date and year first above written.

**ATTEST:**

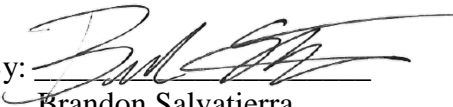
**CITY OF SANTA ANA**

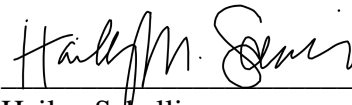
\_\_\_\_\_  
Daisy Gomez  
Clerk of the Council

\_\_\_\_\_  
Kristine Ridge  
City Manager

**APPROVED AS TO FORM**  
SONIA R. CARVALHO  
City Attorney

**WESTERN A/V & SECURITY**

By:   
Brandon Salvatierra  
Deputy City Attorney

  
Hailey Schellin  
Account Executive

**RECOMMENDED FOR APPROVAL**

\_\_\_\_\_  
Nabil Saba, P.E.  
Executive Director  
Public Works Agency

## **EXHIBIT A**

**IT'S  
TIME TO  
CAPTIVATE.**



## City of Santa Ana

RFP No 22-027

### Water Resources Workstation and Video Monitoring Upgrades

DUE: April 7, 2022 by 4:00pm



April 7th, 2022

Attention: Armando Fernandez  
City of Santa Ana, Project Manager  
220 S. Daisy Avenue, Bldg A  
Santa Ana, CA 92703  
[afernandez@santa-ana.org](mailto:afernandez@santa-ana.org)

**Re: Water Resources Workstation and Video Monitoring Upgrades (RFP # 22-027)**

Dear Armando,

Thank you for the opportunity to submit our Proposal for the above referenced project based on the specification sent to all bidders. Our proposal is valid 120 days (or longer if contract negotiations are in progress) from the date of submittal.

Western Audio Visual & Security (WAVS), an S-Corp, specializes in the design, sale, installation, and maintenance of multimedia display systems. WAVS and its' Team have been providing turnkey audiovisual system solutions to the corporate, industrial, government and educational marketplace for 30+ years. WAVS is authorized to provide and install all components specified in this Proposal. Please see the attached document titled, "Relevant Project Experience - Recent Government & Municipality Projects" as proof that WAVS has proven and qualified experience in this niche client base.

Western A/V & Security understands that the City may request a negotiating process with this proposal.

**Firm Size**

Western A/V & Security has 50 employees. Following this cover letter, WAVS has provided an attachment titled, "Project Team -Key Personnel". This document goes into much further detail about our experience, the certifications our staff uphold, and the types of clients we work with on a daily basis. Per the RFP, this document is not included in the 10 page requirement.

**Statement of Compliance**

The Price includes all Engineering, Project Management, Installation, Programming, Equipment, Training, as well as the inclusion of all applicable Taxes, and Prevailing Wages for the following specified systems:

**1. Water Resources Workstation and Video Monitoring**

**Base Bid Price (\$378,375.50)**

Western Audio Visual & Security's Price to furnish and install the specified sections above is **Three Hundred Seventy-Eight Thousand, Three Hundred Seventy-Five Dollars, and Fifty Cents (\$378,375.50)**, including all Electronic Waste Tax, and Prevailing Wages as detailed in the attached Pricing Summary. Sales Tax is also included in the above price.

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1592 North Batavia Street, Suite 2  
Orange, CA 92867  
Phone#: (714) 637-7272  
Fax#: (714) 637-7330

[www.wav1.com](http://www.wav1.com)

12707 High Bluff Drive, Suite 200  
San Diego, CA 92130  
Phone#: (760) 438-1200  
Fax#: (760) 438-0066





April 7th, 2022

**Agreement Statement:**

Western A/V & Security agrees to all terms and conditions as stated in the Standard Agreement shown as "Attachment 4" of the RFP documents.

**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 **1 Year** after date of acceptance, or first used (whichever comes first). If individual manufacturers, warranty their equipment for a longer period, the manufacturer's warranty will apply.

Western A/V & Security has also included the cost of four (4) additional and optional years of our Service/Preventative Maintenance Contract:

1<sup>st</sup> Year= \$5,600 (50% OFF & Included in Base Bid Pricing)

2<sup>nd</sup> Year= \$8,400 (25% OFF)

3<sup>rd</sup> Year= \$11,200

4<sup>th</sup> Year= \$11,200

5<sup>th</sup> Year= \$11,200

**Attachments:**

WAVS has included attachments at the conclusion of this proposal, as means to not exceed the RFP page limit. Some attachments provide details about the projects noted in the reference section. WAVS has also provided the Project Pricing Summary that we traditionally use for our customers, since the Fee Schedule provided by the City did not allow for the breakout of many items such as Sales Tax, E-waste, etc. WAVS likes to provide full transparency of all costs to our customers, which is why we have provided this as an attachment in the Fee section.

Thank you for your time and consideration and please feel free to call me if you have any questions or need further information at (714) 637-7272.

Sincerely,

A handwritten signature in black ink that reads 'Hailey M. Schellin'. The signature is fluid and cursive, with the first name 'Hailey' and last name 'Schellin' clearly legible.

**Hailey Schellin** (Account Executive)

Cell: 949-584-7028

[haileys@wav1.com](mailto:haileys@wav1.com)

I, Hailey Schellin, am the Account Executive authorized to negotiate and bind Western A/V contractually.

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Fax#: (714) 637-7330

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Fax#: (760) 438-0066



Jay has over 34 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. 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. Jay left National Semiconductor in 1986 to start J.O.S. Projection Systems, Inc.



Steve has over 26 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, acting as a liaison between the Padres, Major League Baseball, the City of San Diego and Service America. Steve's client list includes, but is not limited to: Northrop Grumman, Intuit, Children's Hospital of Los Angeles, University of California Riverside, County of San Bernardino and County of San Diego.



Erik has over 26 years of experience in the audiovisual industry and is considered by many in our 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 travelled 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 Director of Engineering here at WAV. He has an AA degree in Electronics and many certifications including those from Biamp, Crestron, Christie, AMX, Panasonic as well as others. Erik also holds a CTS-D certification from AVIXA and DMC-E from Crestron Electronics. He has designed many high-profile projects including: City of Victorville, Genentech, UCLA School of Medicine, Allergan, Intuit, Children's Hospital of Los Angeles, Children's Hospital of Orange County, City of Temecula, City of San Marcos and City of Brea. He specializes in projects ranging from \$750,000 to \$2,000,000.



Phil has over 16 years of experience in the audiovisual industry. Phil has had many different job functions such as Installation Supervisor, Project Manager, Field Engineer and Sales Engineer. His certifications range from Clearone, Lutron, AMX, Biamp, SVSi, QSC, Scala and Polycom. Phil is known around the office for his "Can-Do" attitude. He has been a part of projects ranging from corporate, government, higher education, as well as performing arts. Some of these projects 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 six 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 WAV. He is both Biamp and DMC-D certified. 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 has worked on many high-profile projects including: Taco Bell corporate headquarters, Claremont McKenna College, City of Brea Council Chamber, City of Santa Barbara Council Chamber, New York Life, Intuit and Children's Hospital Los Angeles.



# CHRISTIAN MADARANG

ENGINEER  
DMC-4K-E, DM-NVX-N, BIAMP TESIRA,  
CRESTRON CERTIFIED PROGRAMMER

Christian has over 10 years of experience in the audiovisual industry. His start in the industry involved management and support of AV systems in an enterprise environment. He later moved on to work for Crestron, where he taught technical and certification courses, provided level-two product technical support, and performed AV system design engineering. He has now joined WAV where he will use his diverse AV experience as an end user and manufacturer to provide superior service to WAV customers. He obtained a BS degree in Electrical Engineering and certifications from Biamp, QSC, and Crestron, including recognition as a Crestron Certified Programmer.

Meet your gamechangers...

## Project Team – Key Personnel

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Randi has 25 years of experience in the audiovisual industry. 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. Randi was the first female in the AV industry to earn the CTS certification while at Extron Electronics. 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. Having knowledge in audiovisual systems before learning AutoCad has given Randi an advantage in being able to understand the projects thoroughly and create drawing packages from as little as a list of equipment.

Meet your gamechangers...

## Project Team – Key Personnel

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Shelby has over 21 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 in 2010. He is Western Audio Visual'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 Corp. for six years. His experience covers a full range of projects starting with simple systems and then, in the past seven 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.

Meet your gamechangers...

## Project Team – Key Personnel

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Kevin has over 13 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. 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 has over 21 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 in 2015 as a Senior Service Technician. Keith holds Certifications for Crestron Programming, Crestron DigitalMedia and QSC Q-SYS DSP Product Line. His vast audiovisual knowledge and experience makes 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.

Meet your gamechangers...

## Project Team – Key Personnel

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Ray has over 22 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.



Geo has 13 years of experience in the audiovisual industry. Geo worked 13 years in residential AV and then transitioned into commercial AV where he has spent three years. Geo worked for two years as the lead installer and foreman for U.S. embassy projects. After working in installation, Geo moved into programming which he did for one year. Geo has multiple certifications including: a CTS, CRESTRON CTI P101 programming and smart graphics certifications, DMC-T, DMC-D, and DMC-E certifications for Crestron digital media products, and an Extron Control Specialist and Professional certifications (PROGRAMMING).



Meet your gamechangers...

## Project Team – Key Personnel

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Hailey has worked in the audiovisual industry for seven years as an Account Executive for Western Audio Visual & Security. While at Western, she has become the expert in government contracts and has contracted with over 70 municipalities. Hailey stands out in the industry because of the relationships she garners with her clients and how she oversees that the client is receiving exactly what they want from the start of the project to the finish. The types of projects that Hailey specializes on a day to day basis include but are not limited to: Boardrooms/Council Chambers, Traffic Management Centers and Emergency Operations Centers. In addition to expanding Western's municipality client list, Hailey has created solid relationships with corporate accounts in Southern California. Some of Hailey's key accounts include: County of San Bernardino, Yorba Linda Water District, City of Corona, and City of Chula Vista. Prior to working in the AV industry, she worked in Enterprise's Management Trainee program where she excelled in customer service and sales. Hailey graduated from the University of Arizona with a Bachelor's degree in Communications and a minor in Business.



Jeremy has been involved in the Security Integration business for over 16 years. During that time, he has assisted some of the area's largest businesses in securing their facilities from both internal and external threats. As part of a Design-Build firm, he learned early on the importance of attention to detail, properly aligning client expectations, and the importance of excellent customer service. His approach to the physical security needs of clients is that of a partner and not simply an installation contractor. Jeremy has developed a client-centric, service-based approach; ensuring clients' needs are continuously met long after the initial sale. With the ever-changing technology in the Security Industry, he has remained committed to professional growth and technical knowledge through manufacturer certifications and proficiency in industry best practices. Since joining Western, Jeremy has continued to apply a client-focused, service-oriented approach to identifying and meeting all of our clients' security needs.

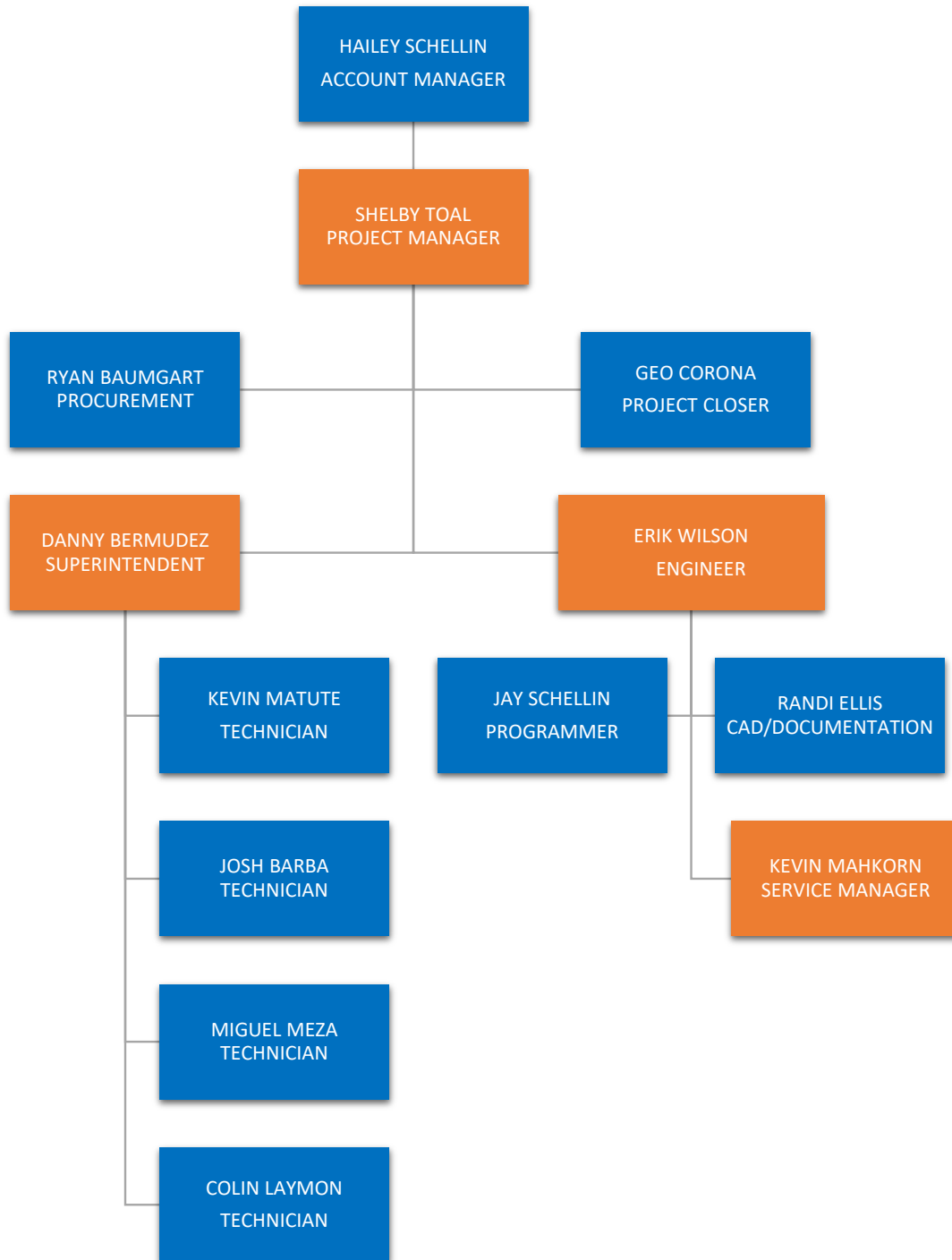


Jesse has been working in the AV and electrical business for over 15 years. He has been working in the low voltage industry since 2005. He started out in structured cabling, pulling wire and building out server rooms for large companies like Western Digital, UCLA, Monster, and Gensler. In 2009, Jesse moved to the audiovisual department installing TVs, ceiling speakers, wireless microphones, video conferencing, media walls, and building out AV racks in residential and commercial properties. Jesse jumped into the security sector headfirst in 2011 and has been passionate about it ever since. He has worked in many different environments including hospitals, hotels, commercial high-rise buildings, residential high-rise buildings, government buildings, television production companies, retail stores, and banks. He has experience in installation, on-field engineering, project management, programming, and customer service skills. Jesse believes the customer should get a clean professional installation and always looks to close each project with 100% satisfaction.



# City of Santa Ana Proposed Project Team

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## Project Understanding

Western Audio Visual & Security has become well known within the Civic and Government market. As mentioned in the cover letter, our Team has over 30 years of experience with similar types of equipment and integrated systems that are listed within the RFP for the City of Santa Ana Water Resources Division. Due to our extensive experience, we have a proven track record in providing quality and efficient system designs, installations, and repair services for our audio-visual and security systems.

The best proof of our understanding of the work to be performed is that we are the team that Consultants and Suppliers, like Crestron, come to for help with City & Municipality projects. Our Lead Engineer, Erik Wilson, has worked on more City & Municipality projects than any other Engineer in the Southern California area. Many vendors can succeed with a simple conference room project, but not many can succeed in the world of Boardrooms and Control Rooms. Control Room and Boardroom projects can truly speak to our qualified and abundance of experience, as they are known to be some of the most complex types of systems to design and integrate.

We are the team that City's come to when the low bidder did not work out. We currently have two City contracts where we are cleaning up the mistakes of an inexperienced vendor. **Our biggest compliment came from a very large Consulting Firm that asked Crestron for their 5 biggest City Project References, and all 5 Projects were WAVS Projects.**

The key to a successful installation for this type of project is prior experience and good preparation before coming on-site. Since we are typically doing large installations ranging between \$1 Million and \$3 Million in revenue, we understand more than others that attention to all the small details is critical. Our team has been doing City and County projects for over 30 years. Your project has less critical stages than most projects, but our attention to detail will still make a big difference in the final result.

It is evident that our company's resume and reputation can attest as to why we are the most qualified & competitive vendor for this RFQ.

Please see the attached document titled, "Relevant Project Experience - Recent Government & Municipality Projects" which can attest to our experience in working with Government agencies like the City of Santa Ana.

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## Relevant Project Experience - Recent Government & Municipality Projects

### City Projects:

1. **City of Aliso Viejo\*** (\$119k)
2. **City of Anaheim\*** (\$767k)
3. City of Azusa (\$106k)
4. **City of Banning\*** (\$211k)
5. **City of Barstow\*** (\$201k)
6. City of Beaumont\* (\$10k)
7. City of Big Bear Lake\* (\$175k)
8. **City of Brea** (\$643k)
9. **City of Bishop\*** (55k)
10. **City of Buena Park\*** (\$537k)
11. **City of Carlsbad** (\$616k)
12. **City of Chino\*** (\$739k)
13. **City of Chino Hills\*** (\$225k)
14. **City of Chula Vista\*** (\$558k)
15. **City of Colton\*** (\$200k)
16. **City of Corona\*** (\$1.0M)
17. City of Coronado (\$30k)
18. City of Costa Mesa (\$210k)
19. City of Covina\* (\$166k)
20. **City of Cypress\*** (\$290k)
21. City of Del Mar\* (\$105k)
22. City of Diamond Bar (\$67k)
23. **City of Downey\*** (\$137k)
24. City of Eastvale (\$4k)
25. **City of El Monte** (\$31k)
26. **City of El Segundo** (\$34k)
27. **City of Encinitas\*** (\$404k)
28. **City of Fontana\*** (\$97k)
29. **City of Fullerton** (\$217k)
30. **City of Glendora\*** (\$438k)
31. City of Goleta\* (\$213k)
32. City of Hemet (\$6k)
33. **City of Hesperia\*** (\$609k)
34. **City of Hermosa Beach** (\$190k)
35. **City of Huntington Park\*** (\$7k)
36. **City of Imperial Beach\*** (\$270k)
37. **City of Irvine\*** (\$152k)
38. City of Irwindale\* (\$121k)
39. **City of La Habra\*** (\$303k)
40. City of La Puente (\$34k)
41. **City of Laguna Beach\*** (\$170k)
42. City of Lomita\* (\$10k)
43. **City of Manhattan Beach\*** (\$393k)
44. City of Mission Viejo\* (\$747k)
45. City of Moreno Valley (\$11k)
46. City of Murrieta (\$816k)
47. City of National City\* (\$98k)
48. City of Ojai\* (\$25k)
49. **City of Ontario** (\$249k)
50. **City of Orange** (\$540k)
51. **City of Oxnard\*** (\$147k)
52. City of Perris\* (\$131k)
53. **City of Placentia** (\$59k)
54. **City of Pomona\*** (\$194k)
55. **City of Rancho Mirage\*** (\$228k)
56. City of Rancho Palos Verdes\* (\$100k)
57. City of Redlands (\$20k)
58. City of Redondo Beach (\$28k)
59. City of Riverside\* (\$225k)
60. **City of Rolling Hills Estates\*** (\$156k)
61. **City of San Clemente\*** (\$28k)
62. **City of San Fernando\*** (\$25k)
63. **City of San Juan Capistrano\*** (\$136k)
64. **City of San Marcos\*** (\$399k)
65. City of San Marino (\$2k)
66. City of Santa Clarita\* (\$67k)
67. **City of Santa Ana** (\$146k)
68. **City of Santa Barbara** (\$664k)
69. **City of Santa Fe Springs\*** (\$130k)
70. **City of Santee\*** (\$575k)
71. City of Signal Hill (\$6k)
72. **City of Simi Valley\*** (\$272k)
73. **City of Solana Beach\*** (\$109k)
74. City of Temecula\* (\$1.5M)
75. **City of Tustin\*** (\$607k)
76. **City of Upland\*** (\$115k)
77. **City of Ventura\*** (\$305k)
78. City of Victorville\* (\$1.6M)
79. City of Villa Park\* (\$82k)
80. **City of Vista** (\$89k)
81. City of Walnut\* (\$115k)
82. City of West Covina (\$54k)
83. **City of West Hollywood** (\$991k)

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- 84. City of Westminster (\$135k)
- 85. City of Whittier\* (\$355k)
- 86. City of Yorba Linda\* (\$208k)

**County & District Projects:**

- 1. Civil Rights Institute\* (436k)
- 2. Columbia Space Center\* (\$200k)
- 3. County of Los Angeles (\$300k)
- 4. County of Orange\* (\$227k)
- 5. County of Riverside\* (\$225k)
- 6. County of San Bernardino\* (\$1.2M)
- 7. County of San Diego\* (\$250k)
- 8. Eastern Municipal Water District\* (\$110k)
- 9. Inland Empire Utilities Agency\* (\$570k)
- 10. Irvine Ranch Water District\* (\$300k)
- 11. Jurupa Community Services District\* (\$8k)
- 12. Long Beach Water (\$12k)
- 13. Los Angeles County Bar Assoc. (\$345k)
- 14. Los Angeles Fire Police Pension (\$200k)
- 15. Omnitrans\* (\$73k)
- 16. Orange County Fire Authority\* (\$559k)
- 17. Orange County Sanitation District\* (\$148k)
- 18. Otay Water District (\$153k)
- 19. Port of Los Angeles\* (250k)
- 20. Rancho California Water District\* (\$16k)
- 21. Reg. County OCC Center \* (\$120k)
- 22. SBCERA\* (\$110k)
- 23. San Bernardino Valley Municipal Water District\* (\$206k)
- 24. SDCERS\* (\$250k)
- 25. San Diego District Attorney\* (\$244k)
- 26. San Diego Medical Examiner\* (\$375k)
- 27. Santa Margarita Water District\* (\$50k)
- 28. South Orange Community College District\* (\$153k)
- 29. The Toll Roads\* (\$25k)
- 30. Vallecitos Water District (\$93k)
- 31. Yorba Linda Water District\* (\$153k)

Blue indicates projects in progress

Red indicates maintenance contracts

\* indicates design/build



## Proposed Approach

Our approach starts with hiring the most qualified people. Your [Project Manager](#), Shelby Toal, is one of only two in Southern California that has the prestigious PMP Certification. He is also a 20-year veteran of the Audio Visual Industry. Our [Lead Design Engineer](#), Erik Wilson, has the most proven experience with Boardroom and Training Room style projects, and their correlating overflow spaces. Western AV has become very familiar and understands that each Municipality project has unique needs. Erik has become recognized as the “go to” Engineer for Consultants and Suppliers in the niche world of Municipality Boardroom style projects. His vast knowledge of the Broadcasting, Streaming, and Control Systems are what set his skills apart.

In the design/build approach, our Sales Team (Rep. & Engineer) will sit down with the client to develop the clients’ wants and needs for each space. Once this is complete, our team develops a bill of materials and scope of work for each space. This is reviewed with the client to ensure that it meets all the requirements for the project. This applies to your project as well.

We start off all projects with a Kick-off meeting to ensure that all parties have reviewed the scope of work together. The better the [Scope of Work](#), the better the project is executed. At this meeting we will provide the client with one point of contact at our company. Once a fully executed copy of a contract or a PO is delivered to WAVS, Shelby Toal will be the main point of contact for the City of Santa Ana. We like to provide our client with one point of contact to ensure that communication will flow at a swift pace.

Our team follows the steps in our System Milestone Schedule to ensure nothing is forgotten or left behind. Depending on the project needs, our Project Manager will be on-site to provide daily or weekly updates on the project.

Once we have completed the implementation and testing, there is another critical piece which is the training. Over the years we have found out that the best [Training](#) comes from the Engineer who worked with the client to design the system and implement the system. It eliminates all the questions of “Why” since both parties were part of the design, changes, deletions, adds, etc.

## Personnel Staffing Plan

When it comes to Municipality projects, our Project Manager (PMP), Shelby Toal, will put his best men forward on the job. Due to our experience and extensive resume in Municipality projects, Western A/V understands the urgency and niche quality to these systems. Our Engineers & technicians truly enjoy working on Municipality projects, since we have become the experts in these systems.

If there is a change in management on the project, Western Audio Visual would contact City of Santa Ana directly to let them know. We differ from other companies in the fact that we have two Project Managers that are aware of all ongoing projects.

## Project Controls

Our 30 years of experience working with Cities, Counties, and Municipalities has given our company a competitive edge in this niche market. Our company has found that one major key in controlling our project costs for these projects starts with a [well-defined scope of work](#). We then have our Project Manager review that well-defined scope of work with the client in the kick-off meeting.

Our team utilizes real-time information on our server. So, if any changes are made on our Bill of Materials, Schedule, Drawings, Programming, Engineering, etc, everyone can see the exact changes in real time. [The Project Management Software](#) also alerts the team of these changes once they have occurred. Our warehouse manager also updates the system with equipment and shipping updates, so our field supervisors have [real-time status](#) on every item in the system.

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Our field team utilizes [TAG Software](#), which helps provide daily tracking of progress on all areas of the project including off-site & on-site installation, drawings, and engineering. We can show you this software in an interview.

In regards to accurate and timely invoices, our Project Managers review and approve of all Billings before they are sent out, Tuesdays or Fridays.

All of our real-time information systems can be demonstrated or discussed in more thorough detail during an interview.

## **In-Shop Assembly and Fabrication**

Once a technician is hired at Western A/V, the first thing they learn about is the importance of our in-shop assembly process. In fact, Western A/V has a room dedicated to in-shop assembly. In this room, our technicians will build and wire racks prior to coming on-site. In addition, they can load and test code before bringing the racks and equipment on-site. This process is crucial and ensures that the on-site installation will go much smoother. Our technicians have a list of tests to perform before they can bring a rack to the jobsite. The Lead Technician will verify that his team has performed all of those tests required.

Our Project Managers hold monthly and private meetings with each one of our technicians. In these meetings, they can be randomly tested on Western A/V's in-shop assembly process. At that time, they will also inform the Project Managers of any specific areas where they hope to improve. These private monthly meetings give our Project Managers insight into each Technician's individual strengths. Based on those individual strengths, he will put them in specific courses to receive accreditations & certifications in that specific field of knowledge.

## **Testing & Acceptance**

Aside from all the good preparation needed on the front-end, one of the most critical elements will be testing. Our technicians utilize a quality control checklist, to ensure that all new items of the system are working properly. The Lead Technician will always verify that his team has completed each item on their checklist. In addition, our Project Manager will perform multiple quality audits throughout the installation of this project. Upon final project walk through, the PM (Project Manager) or PE (Project Engineer) will provide final sign off on the quality control checklist. Once the installation and testing phases are complete, training will be scheduled.

Western A/V can provide the Quality Control Checklist & Quality Audit Form in an interview, as a means to not exceed the required page limit.

## **City Responsibilities**

The City of Santa Ana will be responsible to perform the following tasks:

- Any C-10 electrical work.
- Perform any necessary configuration changes to the City's IP network.
- Configure rack-mounted server and tower PC workstations. Contractor will provide configuration related to integration with AV and assistance with other configurations.
- Provide software and necessary licensing for SCADA system to be implemented on hardware.
- Provide cable TV set top box and cable TV service.
- Scheduling the room(s) so that our technicians can perform an uninterrupted installation.

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## Appendix ATTACHMENT 3: REFERENCES

List and describe fully the contracts performed by your firm which demonstrate your ability to provide the supplies, equipment or services included in the scope of the proposal specifications. Attach additional pages if required. The City reserves the right to contact each of the references listed for additional information regarding your firm's qualifications.

### Reference

Customer Name: City of La Mesa Contact Individual: Lyn Dedmon  
Address: 8054 Allison Ave. Phone Number: 619-667-1339  
La Mesa, CA 91942 Facsimile Number: \_\_\_\_\_  
Contract Amount: \$214,000 Year: Completed December 2020

Description of supplies, equipment, or services provided:

Audio Visual System Upgrade for Emergency Operations Center and Conference Rooms. Additional info provided as an "attachment" at the conclusion of this proposal.

### Reference

Customer Name: Port of Los Angeles Contact Individual: Josh Lloyd  
Address: CONFIDENTIAL Phone Number: 714-546-2780  
Los Angeles, CA, Facsimile Number: \_\_\_\_\_  
Contract Amount: \$215,000 Year: Completed October 2020

Description of supplies, equipment, or services provided:

Audio Visual System Upgrade for Department Operations Center. Additional information provided as an "attachment" at the conclusion of this proposal.

### Reference

Customer Name: City of Orange Police Department Contact Individual: Kevin Plog  
Address: 1107 N Batavia St Phone Number: (714) 744-7444  
Orange, CA 92867 Facsimile Number: \_\_\_\_\_  
Contract Amount: \$139,000 Year: Completed February 2021

Description of supplies, equipment, or services provided:

Audio Visual System Upgrade for Emergency Operations Center. Additional information provided as an "attachment" at the conclusion of this proposal.

**THIS FORM MUST BE COMPLETED AND INCLUDED WITH THE PROPOSAL.  
PROPOSALS THAT DO NOT CONTAIN THIS FORM WILL BE CONSIDERED NONRESPONSIVE.**

## Appendix ATTACHMENT 2: FEE SCHEDULE

**Certification** - I certify that I have read, understand and agree to the terms and conditions of this Request for Proposals. I have examined the Scope of Services (Appendix: Attachment 1) and am familiar with the scope of work. I am familiar with all the existing conditions and limitations that may impact work requests. I understand and agree that I am responsible for reporting any errors, omissions or discrepancies to the City for clarification prior to the submission of my proposal.

**Proposer shall submit hourly rates schedule, which shall include but not limited to, direct and indirect costs for labor, for staff per job classification, material, equipment rates, overhead, incidental supplies, travel, mileage, and fuel. Any special materials will be purchased by the contractor only after discussed and authorized by the City projects manager or designee in writing.**

**Prior to commencement of services, Contractor shall provide separate quotes, upon request by the City, which shall be approved by the City's Public Works Agency.**

Note: **This contract is subject to prevailing wages.**

TO: CITY COUNCIL OF THE CITY OF SANTA ANA

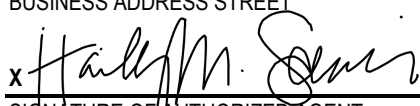
FROM: Western A/V

ITEM NO.	ITEM DESCRIPTION	UOM	QTY	UNIT PRICE	LINE TOTAL
<b>VIDEO WALL SYSTEM, ADDITIONAL SERVER AND PC HARDWARE</b>					
1	PROVIDE/INSTALL TVF SERIES 0.9MM (7W x 4H) LED PLANAR VIDEO WALL SYSTEM AND ONE (1) PLANAR WALLDIRECTOR VIDEO CONTROLLER	LOT	1	\$ 13,487.50	\$ 13,487.50
2	PROVIDE/INSTALL STARTECH.COM 20FT 4K HDMI CABLE – PREMIUM CERTIFIED HIGH SPEED HDMI CABLE M TO M	EA	4	\$ 3,367.25	\$ 13,469.00
3	PROVIDE/INSTALL STARTECH.COM HDMI OVER CAT6 EXTENDER KIT - 4K 60HZ - HDR – 165FT (50 M)	EA	4	\$ 3,367.25	\$ 13,469.00
4	PROVIDE/INSTALL STARTECH.COM MINI BLUETOOTH DONGLE NETWORK ADAPTER	EA	6	\$ 2,244.84	\$ 13,469.04
5	PROVIDE/INSTALL STARTECH.COM 4 PORT USB 2.0-OVER-CAT5-OR-CAT6 EXTENDER - UP TO 165FT (50M)	EA	1	\$ 13,468.96	\$ 13,468.96
6	PROVIDE/INSTALL STARTECH.COM 6FT/2M DISPLAY PORT TO HDMI CONVERTER CABLE - 4K	EA	1	\$ 13,469.00	\$ 13,469.00

7	PROVIDE/INSTALL TRIPP LITE CAT6 GIGABIT SNAGLESS MOLDED PATCH CABLE (RJ45M/M) BLUE, 10FT	EA	5	\$ 2,693.80	\$ 13,469.00
8	PROVIDE/INSTALL TRIPP LITE CAT6 GBE SNAGLESS MOLDED PATCH CABLE UTP ORANGE RJ45 M/M 50 FT	EA	10	\$ 1,346.90	\$ 13,469.00
9	PROVIDE/INSTALL TRIPP LITE DISPLAYPORT 1.4 CABLE LATCHING CONNECTORS 8K HDR M/M BLACK 15FT	EA	8	\$ 1,683.63	\$ 13,469.04
10	PROVIDE/INSTALL PRECISION 7920 RACK MOUNT PC FOR DISPLAY WALL PC - INTEL XEON SILVER 4210R 2.4GHZ, 3.2GHZ TURBO, 10 CORE, 9.6GT/S 2UPI, 13.5MB CACHE, HT (100W) DDR4-2400	EA	1	\$ 13,468.96	\$ 13,468.96
11	PROVIDE/INSTALL CISCO SMALL BUSINESS SG300-28MP - SWITCH – 28 PORTS - MANAGED - RACK-MOUNTED	EA	1	\$ 13,469.00	\$ 13,469.00
<b>SOUND SYSTEM AND ADDITIONAL VIDEO EQUIPMENT</b>					
12	PROVIDE/INSTALL SONY STR-DH590 5.2-CHANNEL A/V RECEIVER	EA	1	\$ 13,469.00	\$ 13,469.00
13	PROVIDE/INSTALL JBL CONTROL 26C - TWO WAY VENTED CEILING SPEAKER WITH 6.5" WOOFER - PAIR WITH CEILING MOUNTS	EA	4	\$ 3,367.25	\$ 13,469.00
14	PROVIDE/INSTALL SONY SA-CS9 115W 10" ACTIVE SUBWOOFER/REG	EA	1	\$ 13,469.00	\$ 13,469.00
15	PROVIDE/INSTALL SONY BDP-56700 4K-UPSCALING BLU-RAY DISC PLAYER WITH WI-FI	EA	1	\$ 13,469.00	\$ 13,469.00
16	PROVIDE/INSTALL 250' 18 AWG PLENUM-RATED BULK SHIELDED SPEAKER WIRE - BULK SPEAKER CABLE - 2	EA	1	\$ 13,469.00	\$ 13,469.00
17	PROVIDE/INSTALL PROVIDEOINSTRUMENTS VECASER PRO HD 1080P H264 IP STREAMING ENCODER	EA	1	\$ 13,469.00	\$ 13,469.00
<b>WORKSTATIONS</b>					
18	PROVIDE/INSTALL MODULAR WINSTED SIT STAND ASCEND CONSOLE (72") OR EQUIVALENT EQUAL (CONFIGURED IN AN L-SHAPE)	EA	3	\$ 4,489.66	\$ 13,468.98
19	PROVIDE/INSTALL WINSTED SIT-STAND MOBILE DESK OR EQUIVALENT EQUAL TO INCLUDE CPU HOLDER WITH TWO MONITOR MOUNTING	EA	1	\$ 13,469.02	\$ 13,469.02
20	PROVIDE/INSTALL WORKPRO 1000 SERIES MESH MID-BACK TASK CHAIR OR EQUIVALENT EQUAL, BLACK 1	EA	4	\$ 3,367.25	\$ 13,469.00
21	PROVIDE/INSTALL PRECISION 7920 TOWER PC FOR OPERATOR WORKSTATIONS; INTEL XEON SILVER 4212R 2.4GHZ, 3.5GHZ TURBO, 12 CORE, 9.6GT/S 2UPI, 16.5MB CACHE, HT (100W) DDR4-2400	EA	4	\$ 3,367.25	\$ 13,469.00

22	PROVIDE/INSTALL TWO (2) DELL 27" 4K UHD MONITORS – S2721QS PER TOWER PC MOUNTED ON OPERATOR WORKSTATIONS	EA	4	\$ 3,367.25	\$ 13,469.00
23	55" DELL 4K CONFERENCE ROOM MONITOR (C5519Q)	EA	2	\$ 6,734.50	\$ 13,469.00
24	PROVIDE/INSTALL STARTECH.COM FLAT SCREEN TV WALL MOUNT – FOR 32 - 70IN LED/LCD TVS - STEEL	EA	2	\$ 6,734.50	\$ 13,469.00
25	PROVIDE/INSTALL 75" SMART BOARD PRO 7000R PRO SERIES ELECTRONIC WHITE BOARD	EA	1	\$ 13,469.00	\$ 13,469.00
<b>TRAINING</b>					
26	COMMISSIONING	EA	1	\$ 34,352.00	\$ 34,352.00
27	PROVIDE EMPLOYEE TRAINING	EA	1	\$ 1,680.00	\$ 1,680.00
<b>MAINTENANCE</b>					
28	ANNUAL PREVENTATIVE MAINTENANCE SERVICE	EA	1	\$ 5,600.00	\$ 5,600.00
<b>BASE BID TOTAL</b>		LOT	1	\$ 378,375.50	\$ 378,375.50
<b>MISCELLANEOUS</b>					
MISC	For items not specified herein, vendor must enter minimum percentage (%) discount offered to the City at the unit price (10% would be entered as .10). Discount from vendor's price list shall remain firm throughout the term of the contract.	EA		N/A	N/A %
<b>DELIVERY</b>					
DEL	Stock Items - Number of days after receipt of order	DAY		TBD	TBD
DEL	Non-Stock Items - Number of days after receipt of order	DAY		TBD	TBD
DEL	Location - Type address of store or satellite warehouse in comments section and a zero-dollar amount in unit price area.	EA		1592 North Orange, CA	Batavia Suite 2, 92867

**Contractor shall submit additional labor, material and rental equipment rates along with fee schedule.** Contractor's labor and equipment rate sheet shall list rates for all labor designations, equipment and materials.

Western A/V	202840423
COMPLETE LEGAL NAME OF COMPANY	TAXPAYER I.D. NO.
1592 N. Batavia St. Suite 2	Orange, CA 92867
BUSINESS ADDRESS STREET	CITY/STATE ZIP CODE
x 	Hailey Schellin
SIGNATURE OF AUTHORIZED AGENT	ACCOUNT EXECUTIVE
	TITLE

haileys@wav1.com	714-637-7272
EMAIL ADDRESS	PHONE NUMBER
C-7: 871609	1000008082
CSLB NUMBER	DIR REGISTRATION NUMBER



# AUDIO VISUAL SYSTEM: MILESTONE SCHEDULE

Client: City of Santa Ana

Prepared by: Hailey Schellin

Date: 4/7/2022

MILESTONE		DATE
1.	Project Awarded – Notice to Proceed	06/21/22
2.	Project Team Kick Off Meeting	07/05/22
3.	Engineering Team Meeting On-Site	07/05/22
4.	Audio Visual Drawings	07/19/22
5.	AV Equipment – Long Lead Procurement	07/06/22
6.	Touch Panel Build / Prep	N/A
7.	AV Equipment Procurement	07/26/22
8.	AV Cabling	08/15/22
9.	Install Screens	08/22/22
10.	On-Site Console Fabrication	08/29/22
11.	Install AV Devices	09/01/22
12.	AV Terminations & Wiring Devices	09/06/22
13.	WAVS Equipment Set-Up & Updates	09/12/22
14.	On-Site Programming	N/A
15.	WAVS Testing & Troubleshooting	09/15/22
16.	Project Substantial Completion	09/16/22
17.	Training	09/19/22 - 09/20/22
18.	Audio Visual Closeouts & Documentation Delivery	10/06/22
19.	Project 100% Complete	10/07/22

## PLEASE NOTE:

1.	With the consent of Western AVS & the City of Santa Ana, this schedule can be adjusted.
2.	This schedule is based on Western AVS' current workload. Western AVS cannot guarantee these dates until a contract or PO has been issued.
3.	This schedule is based on typical equipment lead time orders. This schedule does NOT indicate any backordered equipment items. If there are equipment items that are backordered, this schedule will need to be revised.
4.	This schedule does NOT include any work done by subcontractors. This schedule will need to be revised based on the subcontractors lead times on equipment and install schedule.



## Labor Rates For City of Santa Ana

Engineering/Drafting: \$121/hour

Control Programming: \$171/hour

Project Management: \$79/hour

Staging & Assembly: \$79/hour

Installation & Testing: \$98/hour

Training, Closing, & Commissioning: \$98/hour

G&A: Varies.

Please Note: These rates include prevailing wage rates.



City of Santa Ana  
RFP 21-108 Water Resources Workstation and Video Monitoring Upgrades

Representative Hailey Schellin  
Mobile 949.584.7028  
Office 714.637.7557  
Email HaileyS@wav1.com  
Revision 4/6/2022

AV System  
Typical of 1 - Proposal Includes 1

Item	Quantity	Manufacturer	Model	Description	Unit Price	Ext Price
Display System						
28	Planar	933-1550		TVF cabinet chassis, 1Gb receive card, Single PSU (add 4 modules for full cabinet)		
112	Planar	926-0248		TVF Series LED Module, 0.9mm pitch (4 per cabinet)	\$ 1,495.00	\$ 167,440.00
6	Planar	926-0248		TVF Series LED Module, 0.9mm pitch (4 per cabinet)	\$ 1,495.00	\$ 8,970.00
1	Planar	750-2302		4-Out Video Controller, L version, 4xHDMI + DP in, 4xFiber Out at 10Gb each	\$ 8,445.00	\$ 8,445.00
2	Planar	933-1574		Fiber to CAT transceiver. 1x10Gb Single Mode Fiber to 10x1Gb CAT out. 1U rack mount. Manufactured in USA.	\$ 2,664.00	\$ 5,328.00
15	Planar	175-1009		200 foot (60m) 26AWG CAT6 STP Ethernet cable for video and control extension	\$ 120.00	\$ 1,800.00
30	Planar	955-0775		TVF Adjustable Mounting Bracket	\$ 105.00	\$ 3,150.00
7	Planar	572-5289		Top Trim for TVF Cabinet	\$ 39.00	\$ 273.00
7	Planar	572-5169		Bottom Trim for TVF Cabinet	\$ 50.00	\$ 350.00
8	Planar	572-5116		Side Trim for TVF cabinet	\$ 38.00	\$ 304.00
8	Deil	U2723QE		UltraSharp 27 4K USB-C Hub Monitor - U2723QE, 68.47cm (27")	\$ 654.00	\$ 5,232.00
2	Deil	C5522QT		55IN 4K CONFERENCE ROOM MNTR	\$ 2,719.00	\$ 5,438.00
2	Chief	MTA1U		Flat Screen TV Wall Mount	\$ 113.00	\$ 226.00
1	Smart Board	SBID-7275R-P		7000R Pro series with IQ	\$ 8,352.00	\$ 8,352.00
Signal Distribution and Switching System						
4	Startech	HDMIMM20HS		20ft 4K HDMI Cable - Premium Certified High Speed HDMI Cable M to M	\$ 69.00	\$ 276.00
4	Startech	ST121HD20V		HDMI Over CAT6 Extender Kit - 4K 60Hz - HDR - 165ft (50m)	\$ 197.00	\$ 788.00
6	Startech	USBBT1EDR4		Mini Bluetooth Dongle Network Adapter	\$ 39.00	\$ 234.00
1	Startech	USB2001EXTV		USB 2.0-Over-CAT5-or-CAT6 Extender - Up to 165ft (50m)	\$ 209.00	\$ 209.00
1	Startech	DP2HDMM2MB		6ft/2m Display Port to HDMI Converter Cable - 4K	\$ 32.00	\$ 32.00
5	Tripp Lite	N201-010-BL		CAT6 Gigabit Snagless Molded Patch Cable (RJ45M/M) Blue, 10ft	\$ 10.00	\$ 50.00
10	Tripp Lite	N201-050-OR		CAT6 Gigabit Snagless Molded Patch Cable UTP Orange RJ45 M/M 50ft	\$ 20.00	\$ 200.00
8	Tripp Lite	P580-015-V4		Display Port 1.4 Cable Latching Connectors 8K HDR M/M Black 15ft	\$ 39.00	\$ 312.00
1	Deil			Precision 7920 Rack Mount PC for Display Wall PC - Intel Xeon Silver 4210R 2.4GHz, 3.2GHz Turbo, 10 Core, 9.6GT/s 2UPI, 13.5MB Cache, HT (100W) DDR4-2400	\$ 4,606.00	\$ 4,606.00
1	Cisco	SG300-28PP-K9-NA		28-Port Gigabit PoE+ Managed Switch	\$ 798.00	\$ 798.00
4	Deil			Precision 7920 Tower PC for Workstations - Intel Xeon Silver 4212R 2.4GHz, 3.2GHz Turbo, 12 Core, 9.6GT/s 2UPI, 16.5MB Cache, HT (100W) DDR4-2400	\$ 4,465.00	\$ 17,860.00
Audio System						
1	Sony	STR-DH590		5.2-Channel A/V Receiver	\$ 410.00	\$ 410.00
4	JBL	Control 26C		6.5" Two-Way Vented Ceiling Speaker	\$ 138.00	\$ 552.00
1	Sony	SA-CS9		10" 115W Subwoofer	\$ 186.00	\$ 186.00
1	Sony	BDP-S6700		4K-Upscaling Blu-ray Disc Player with Wi-Fi	\$ 176.00	\$ 176.00
1	Western AV	WAV		250' 18 AWG Plenum-Rated Bulk Shielded Speaker Wire	\$ 142.00	\$ 142.00
1	ProVideoInstruments	VECASTER-HD-H264		VeCASTER Pro HD HDMI to IPTV Streaming Encoder	\$ 583.00	\$ 583.00
Miscellaneous Components						
1	Winstead	Ascend		Sit to Stand Console	\$ 38,347.00	\$ 38,347.00
4	WorkPro	604924		1000 Series Ergonomic Mesh/Mesh Mid-Back Task Chair, Black/Black	\$ 283.00	\$ 1,132.00
AV System Equipment Sub-Total:						\$ 282,201.00

Miscellaneous Materials

Cable & Connectors	\$ 300.00
Installation Hardware & Accessories	\$ 11,233.00
Equipment Rack Hardware (Lacing Bars, Blanks, Vents, etc.)	\$ -
Miscellaneous Materials Sub-Total	\$ 11,533.00

Integration Labor

Engineering & Drafting	\$ 1,134.00
Control Programming	\$ -
Project Management	\$ 1,284.00
Staging & Assembly	\$ 367.00
Installation & Testing	\$ 14,840.00
Training, Closing, & Commissioning	\$ 1,680.00
Travel	\$ -
Sub-Contract	\$ 11,830.00
G & A	\$ 4,897.00
Integration Labor Sub-Total	\$ 36,032.00

Extended Warranty & Maintenance Agreement

Years	Price
Extended Service Plan	1 \$ 5,600.00
Service Sub-Total	\$ 5,600.00

AV System Totals

Total Equipment	\$ 293,734.00
Total Labor	\$ 36,032.00
Equipment and Labor Subtotal	\$ 329,766.00
Total Shipping	\$ 8,215.90
Additional Shipping for Overnight or Large Items	\$ 5,689.00
Subtotal	\$ 343,670.90
Sales Tax	9.25% \$ 28,456.60
Electronic Waste Fee 4" - 14" (\$4.00)	QTY: 0 \$ -
Electronic Waste Fee 15" - 34" (\$5.00)	QTY: 126 \$ 630.00
Electronic Waste Fee 35" and Greater (\$6.00)	QTY: 3 \$ 18.00
Electronic Waste Fee Total	\$ 648.00
Total Service Agreement	\$ 5,600.00
Bond (if required)	\$ -
	\$ 378,375.50





Client City of Santa Ana  
Project Name RFP 21-108 Water Resources Workstation and Video Monitoring Upgrades

Representative Hailey Schellin  
Mobile 949.584.7028  
Office 714.637.7557  
Email [HaileyS@wav1.com](mailto:HaileyS@wav1.com)  
Date 4/6/2022

**Project Contact**

Contact Armando Fernandez  
Address 220 S. Daisy Avenue, Bldg A  
City, State, Zip Santa Ana, CA 92703  
Phone 714-647-3316  
Mobile  
Email [afernandez@santa-ana.org](mailto:afernandez@santa-ana.org)

**Audio Visual Investment Summary**

Room	Room Qty	Equipment	Shipping	Sales Tax	eWaste	Labor	Maintenance (1 Year)	Bond	Cost Per Room	TOTAL
AV System	1	\$ 293,734.00	\$ 13,904.90	\$ 28,456.60	\$ 648.00	\$ 36,032.00	\$ 5,600.00	\$ -	\$ 378,375.50	\$ 378,375.50
Base Project Total										\$ 378,375.50

**EXTENDED WARRANTY & MAINTENANCE RENEWAL SCHEDULE**

STANDARD RENEWAL RATE \$11,200.00

	Year 1	Year 2	Year 3	Year 4	Year 5
Rate	\$5,600.00	\$8,400.00	\$11,200.00	\$11,200.00	\$11,200.00
Discount	50%	25%	0%	0%	0%

**PROJECT TOTAL: \$378,375.50**

**NOTES:**

This proposal includes prevailing wage rates.

**Billing Terms:**

**100% Equipment Upon Order, Progress Billing for Labor**

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 forward 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 92867 | P 714 637 7272

## Appendix ATTACHMENT 2: FEE SCHEDULE

**Certification** - I certify that I have read, understand and agree to the terms and conditions of this Request for Proposals. I have examined the Scope of Services (Appendix: Attachment 1) and am familiar with the scope of work. I am familiar with all the existing conditions and limitations that may impact work requests. I understand and agree that I am responsible for reporting any errors, omissions or discrepancies to the City for clarification prior to the submission of my proposal.

**Proposer shall submit hourly rates schedule, which shall include but not limited to, direct and indirect costs for labor, for staff per job classification, material, equipment rates, overhead, incidental supplies, travel, mileage, and fuel. Any special materials will be purchased by the contractor only after discussed and authorized by the City projects manager or designee in writing.**

**Prior to commencement of services, Contractor shall provide separate quotes, upon request by the City, which shall be approved by the City's Public Works Agency.**

Note: **This contract is subject to prevailing wages.**

TO: CITY COUNCIL OF THE CITY OF SANTA ANA

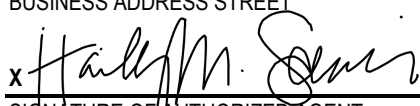
FROM: Western A/V

ITEM NO.	ITEM DESCRIPTION	UOM	QTY	UNIT PRICE	LINE TOTAL
<b>VIDEO WALL SYSTEM, ADDITIONAL SERVER AND PC HARDWARE</b>					
1	PROVIDE/INSTALL TVF SERIES 0.9MM (7W x 4H) LED PLANAR VIDEO WALL SYSTEM AND ONE (1) PLANAR WALLDIRECTOR VIDEO CONTROLLER	LOT	1	\$ 13,487.50	\$ 13,487.50
2	PROVIDE/INSTALL STARTECH.COM 20FT 4K HDMI CABLE – PREMIUM CERTIFIED HIGH SPEED HDMI CABLE M TO M	EA	4	\$ 3,367.25	\$ 13,469.00
3	PROVIDE/INSTALL STARTECH.COM HDMI OVER CAT6 EXTENDER KIT - 4K 60HZ - HDR – 165FT (50 M)	EA	4	\$ 3,367.25	\$ 13,469.00
4	PROVIDE/INSTALL STARTECH.COM MINI BLUETOOTH DONGLE NETWORK ADAPTER	EA	6	\$ 2,244.84	\$ 13,469.04
5	PROVIDE/INSTALL STARTECH.COM 4 PORT USB 2.0-OVER-CAT5-OR-CAT6 EXTENDER - UP TO 165FT (50M)	EA	1	\$ 13,468.96	\$ 13,468.96
6	PROVIDE/INSTALL STARTECH.COM 6FT/2M DISPLAY PORT TO HDMI CONVERTER CABLE - 4K	EA	1	\$ 13,469.00	\$ 13,469.00

7	PROVIDE/INSTALL TRIPP LITE CAT6 GIGABIT SNAGLESS MOLDED PATCH CABLE (RJ45M/M) BLUE, 10FT	EA	5	\$ 2,693.80	\$ 13,469.00
8	PROVIDE/INSTALL TRIPP LITE CAT6 GBE SNAGLESS MOLDED PATCH CABLE UTP ORANGE RJ45 M/M 50 FT	EA	10	\$ 1,346.90	\$ 13,469.00
9	PROVIDE/INSTALL TRIPP LITE DISPLAYPORT 1.4 CABLE LATCHING CONNECTORS 8K HDR M/M BLACK 15FT	EA	8	\$ 1,683.63	\$ 13,469.04
10	PROVIDE/INSTALL PRECISION 7920 RACK MOUNT PC FOR DISPLAY WALL PC - INTEL XEON SILVER 4210R 2.4GHZ, 3.2GHZ TURBO, 10 CORE, 9.6GT/S 2UPI, 13.5MB CACHE, HT (100W) DDR4-2400	EA	1	\$ 13,468.96	\$ 13,468.96
11	PROVIDE/INSTALL CISCO SMALL BUSINESS SG300-28MP - SWITCH – 28 PORTS - MANAGED - RACK-MOUNTED	EA	1	\$ 13,469.00	\$ 13,469.00
<b>SOUND SYSTEM AND ADDITIONAL VIDEO EQUIPMENT</b>					
12	PROVIDE/INSTALL SONY STR-DH590 5.2-CHANNEL A/V RECEIVER	EA	1	\$ 13,469.00	\$ 13,469.00
13	PROVIDE/INSTALL JBL CONTROL 26C - TWO WAY VENTED CEILING SPEAKER WITH 6.5" WOOFER - PAIR WITH CEILING MOUNTS	EA	4	\$ 3,367.25	\$ 13,469.00
14	PROVIDE/INSTALL SONY SA-CS9 115W 10" ACTIVE SUBWOOFER/REG	EA	1	\$ 13,469.00	\$ 13,469.00
15	PROVIDE/INSTALL SONY BDP-56700 4K-UPSCALING BLU-RAY DISC PLAYER WITH WI-FI	EA	1	\$ 13,469.00	\$ 13,469.00
16	PROVIDE/INSTALL 250' 18 AWG PLENUM-RATED BULK SHIELDED SPEAKER WIRE - BULK SPEAKER CABLE - 2	EA	1	\$ 13,469.00	\$ 13,469.00
17	PROVIDE/INSTALL PROVIDEOINSTRUMENTS VECASER PRO HD 1080P H264 IP STREAMING ENCODER	EA	1	\$ 13,469.00	\$ 13,469.00
<b>WORKSTATIONS</b>					
18	PROVIDE/INSTALL MODULAR WINSTED SIT STAND ASCEND CONSOLE (72") OR EQUIVALENT EQUAL (CONFIGURED IN AN L-SHAPE)	EA	3	\$ 4,489.66	\$ 13,468.98
19	PROVIDE/INSTALL WINSTED SIT-STAND MOBILE DESK OR EQUIVALENT EQUAL TO INCLUDE CPU HOLDER WITH TWO MONITOR MOUNTING	EA	1	\$ 13,469.02	\$ 13,469.02
20	PROVIDE/INSTALL WORKPRO 1000 SERIES MESH MID-BACK TASK CHAIR OR EQUIVALENT EQUAL, BLACK 1	EA	4	\$ 3,367.25	\$ 13,469.00
21	PROVIDE/INSTALL PRECISION 7920 TOWER PC FOR OPERATOR WORKSTATIONS; INTEL XEON SILVER 4212R 2.4GHZ, 3.5GHZ TURBO, 12 CORE, 9.6GT/S 2UPI, 16.5MB CACHE, HT (100W) DDR4-2400	EA	4	\$ 3,367.25	\$ 13,469.00

22	PROVIDE/INSTALL TWO (2) DELL 27" 4K UHD MONITORS – S2721QS PER TOWER PC MOUNTED ON OPERATOR WORKSTATIONS	EA	4	\$ 3,367.25	\$ 13,469.00
23	55" DELL 4K CONFERENCE ROOM MONITOR (C5519Q)	EA	2	\$ 6,734.50	\$ 13,469.00
24	PROVIDE/INSTALL STARTECH.COM FLAT SCREEN TV WALL MOUNT – FOR 32 - 70IN LED/LCD TVS - STEEL	EA	2	\$ 6,734.50	\$ 13,469.00
25	PROVIDE/INSTALL 75" SMART BOARD PRO 7000R PRO SERIES ELECTRONIC WHITE BOARD	EA	1	\$ 13,469.00	\$ 13,469.00
<b>TRAINING</b>					
26	COMMISSIONING	EA	1	\$ 34,352.00	\$ 34,352.00
27	PROVIDE EMPLOYEE TRAINING	EA	1	\$ 1,680.00	\$ 1,680.00
<b>MAINTENANCE</b>					
28	ANNUAL PREVENTATIVE MAINTENANCE SERVICE	EA	1	\$ 5,600.00	\$ 5,600.00
<b>BASE BID TOTAL</b>		LOT	1	\$ 378,375.50	\$ 378,375.50
<b>MISCELLANEOUS</b>					
MISC	For items not specified herein, vendor must enter minimum percentage (%) discount offered to the City at the unit price (10% would be entered as .10). Discount from vendor's price list shall remain firm throughout the term of the contract.	EA		N/A	N/A %
<b>DELIVERY</b>					
DEL	Stock Items - Number of days after receipt of order	DAY		TBD	TBD
DEL	Non-Stock Items - Number of days after receipt of order	DAY		TBD	TBD
DEL	Location - Type address of store or satellite warehouse in comments section and a zero-dollar amount in unit price area.	EA		1592 North Orange, CA	Batavia Suite 2, 92867

**Contractor shall submit additional labor, material and rental equipment rates along with fee schedule.** Contractor's labor and equipment rate sheet shall list rates for all labor designations, equipment and materials.

Western A/V	202840423
COMPLETE LEGAL NAME OF COMPANY	TAXPAYER I.D. NO.
1592 N. Batavia St. Suite 2	Orange, CA 92867
BUSINESS ADDRESS STREET	CITY/STATE ZIP CODE
x 	Hailey Schellin
SIGNATURE OF AUTHORIZED AGENT	NAME (PRINT) TITLE
	Account Executive

haileys@wav1.com	714-637-7272
EMAIL ADDRESS	PHONE NUMBER
C-7: 871609	1000008082
CSLB NUMBER	DIR REGISTRATION NUMBER

**APPENDIX  
ATTACHMENT 5: CERTIFICATIONS**

**NON-COLLUSION AFFIDAVIT**

(Title 23 United States Code Section 112 and Public Contract Code Section 7106)

In conformance with Title 23 United States Code Section 112 and Public Contract Code 7106 the BIDDER declares that the bid is not made in the interest of, or on behalf of, any undisclosed person, partnership, company, association, organization, or corporation; that the bid is genuine and not collusive or sham; that the BIDDER has not directly or indirectly induced or solicited any other BIDDER to put in a false or sham bid, and has not directly or indirectly colluded, conspired, connived, or agreed with any BIDDER or anyone else to put in a sham bid, or that anyone shall refrain from bidding; that the BIDDER has not in any manner, directly or indirectly, sought by agreement, communication, or conference with anyone to fix the bid price of the BIDDER or any other BIDDER, or to fix any overhead, profit, or cost element of the bid price, or of that of any other BIDDER, or to secure any advantage against the public body awarding the contract of anyone interested in the proposed contract; that all statements contained in the bid are true; and, further, that the BIDDER has not, directly or indirectly, submitted his or her bid price or any breakdown thereof, or the contents thereof, or divulged information or data relative thereto, or paid, and will not pay, any fee to any corporation, partnership, company, association, organization, bid depository, or to any member or agent thereof to effectuate a collusive or sham bid.

Note: The above Non-collusion Affidavit is part of the Proposal. BIDDERS are cautioned that making a false certification may subject the certifier to criminal prosecution.

Signed \_\_\_\_\_

*Hailey Schellin*

State of California

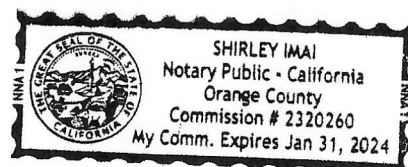
County of Orange

Subscribed and sworn to (or affirmed) before me on this 5<sup>th</sup> day of April, 2022, by Hailey Schellin, proved to me on the basis of satisfactory evidence to be the person(s) who appeared before me

*[Signature]*

Notary Public Signature

Notary Public Seal



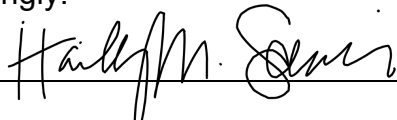
### **NON-LOBBYING CERTIFICATION**

The prospective participant certifies, by signing and submitting this bid or proposal, to the best of his or her knowledge and belief, that:

- (1) No Federal appropriated funds have been paid or will be paid, by or on behalf of the undersigned, to any person for influencing or attempting to influence an officer or employee of any Federal agency, a Member of Congress, an officer or employee of Congress, or an employee of a Member of Congress in connection with the awarding of any Federal contract, the making of any Federal grant, the making of any Federal loan, the entering into of any cooperative agreement, and the extension, continuation, renewal, amendment, or modification of any Federal contract, grant, loan, or cooperative agreement.
- (2) If any funds other than Federal appropriated funds have been paid or will be paid to any person for influencing or attempting to influence an officer or employee of any Federal agency, a Member of Congress, an officer or employee of Congress, or an employee of a Member of Congress in connection with this Federal contract, grant, loan, or cooperative agreement, the undersigned shall complete and submit Standard Form-LLL, "Disclosure of Lobbying Activities," in conformance with its instructions.

This certification is a material representation of fact upon which reliance was placed when this transaction was made or entered into. Submission of this certification is a prerequisite for making or entering into this transaction imposed by Section 1352, Title 31, U.S. Code. Any person who fails to file the required certification shall be subject to a civil penalty of not less than \$10,000 and not more than \$100,000 for each such failure.

The prospective participant also agrees by submitting his or her bid or proposal that he or she shall require that the language of this certification be included in all lower tier subcontracts, which exceed \$100,000 and that all such subrecipients shall certify and disclose accordingly.

Signed:   
Title: Account Executive  
Firm: Western A/V  
Date: 4/6/2022



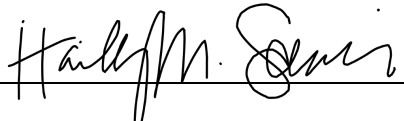
## **NON-DISCRIMINATION CERTIFICATION**

The undersigned Contractor or corporate officer, during the performance of this contract, certifies as follows:

1. The Contractor shall not discriminate against any employee or applicant for employment because of race, color, religion, sex, or national origin. The Contractor shall take affirmative action to ensure that applicants are employed, and that employees are treated during employment without regard to their race, color, religion, sex, or national origin. Such action shall include, but not be limited to, the following: employment, upgrading, demotion, or transfer; recruitment or recruitment advertising; layoff or termination; rates of pay or other forms of compensation; and selection for training, including apprenticeship. The Contractor agrees to post in conspicuous places, available to employees and applicants for employment, notices to be provided setting forth the provisions of this nondiscrimination clause.
2. The Contractor shall, in all solicitations or advertisements for employees placed by or on behalf of the Contractor, state that all qualified applicants will receive consideration for employment without regard to race, color, religion, sex, or national origin.
3. The Contractor shall send to each labor union or representative of workers with which he/she has a collective bargaining agreement or other contract or understanding, a notice to be provided advising the said labor union or workers' representatives of the Contractor's commitments under this section, and shall post copies of the notice in conspicuous places available to employees and applicants for employment.
4. The Contractor shall comply with all provisions of Executive Order 11246 of September 24, 1965, and of the rules, regulations, and relevant orders of the Secretary of Labor.
5. The Contractor shall furnish all information and reports required by Executive Order 11246 of September 24, 1965, and by rules, regulations, and orders of the Secretary of Labor, or pursuant thereto, and will permit access to his/her books, records, and accounts by the administering agency and the Secretary of Labor for purposes of investigation, to ascertain compliance with such rules, regulations, and orders.
6. In the event of the Contractor's non-compliance with the nondiscrimination clauses of this contract or with any of the said rules, regulations, or orders, the contract may be canceled, terminated, or suspended in whole or in part and the Contractor may be declared ineligible for further Government contracts or federally assisted construction contracts in accordance with procedures authorized in Executive Order 11246 of September 24, 1965, and such other sanctions may be imposed and remedies invoked as provided in Executive Order 11246 of September 24, 1965, or by rule, regulations, or order of the Secretary of Labor, or as otherwise provided by law.



7. The Contractor shall include the portion of the sentence immediately preceding paragraph (1) and the provisions of paragraphs (1) through (7) in every subcontract or purchase order unless exempted by rules, regulations, or orders of the Secretary of Labor issued pursuant to Section 204 of Executive Order 11246 of September 24, 1965, so that such provisions will be binding upon each subcontract or purchase order as the administering agency may direct as means of enforcing such provisions, including sanctions for noncompliance; provided, however, that in the event the Contractor becomes involved in, or is threatened with, litigation with a subcontractor or Contractor as a result of such direction by the administering agency, the Contractor may request that the United States enter into such litigation to protect the interests of the United States.
8. Pursuant to California Labor Code Section 1735, as added by Chapter 643 Stats. 1939, and as amended, no discrimination shall be made in the employment of persons upon public works because of race, religious creed, color, national origin, ancestry, physical handicaps, mental condition, marital status, or sex of such persons, except as provided in Section 1420, and any Contractor of public works violating this Section is subject to all the penalties imposed for a violation of the Chapter.

Signed: 

Title: Account Executive

Firm: Western A/V

Date: 4/6/2022

## Appendix ATTACHMENT 3: REFERENCES

List and describe fully the contracts performed by your firm which demonstrate your ability to provide the supplies, equipment or services included in the scope of the proposal specifications. Attach additional pages if required. The City reserves the right to contact each of the references listed for additional information regarding your firm's qualifications.

### Reference

Customer Name: City of La Mesa Contact Individual: Lyn Dedmon  
Address: 8054 Allison Ave. Phone Number: 619-667-1339  
La Mesa, CA 91942 Facsimile Number: \_\_\_\_\_  
Contract Amount: \$214,000 Year: Completed December 2020

Description of supplies, equipment, or services provided:

Audio Visual System Upgrade for Emergency Operations Center and Conference Rooms. Additional info provided as an "attachment" at the conclusion of this proposal.

### Reference

Customer Name: Port of Los Angeles Contact Individual: Josh Lloyd  
Address: CONFIDENTIAL Phone Number: 714-546-2780  
Los Angeles, CA, Facsimile Number: \_\_\_\_\_  
Contract Amount: \$215,000 Year: Completed October 2020

Description of supplies, equipment, or services provided:

Audio Visual System Upgrade for Department Operations Center. Additional information provided as an "attachment" at the conclusion of this proposal.

### Reference

Customer Name: City of Orange Police Department Contact Individual: Kevin Plog  
Address: 1107 N Batavia St Phone Number: (714) 744-7444  
Orange, CA 92867 Facsimile Number: \_\_\_\_\_  
Contract Amount: \$139,000 Year: Completed February 2021

Description of supplies, equipment, or services provided:

Audio Visual System Upgrade for Emergency Operations Center. Additional information provided as an "attachment" at the conclusion of this proposal.

**THIS FORM MUST BE COMPLETED AND INCLUDED WITH THE PROPOSAL.  
PROPOSALS THAT DO NOT CONTAIN THIS FORM WILL BE CONSIDERED NONRESPONSIVE.**



## City of La Mesa

### Emergency Operations Center & Conference Rooms

#### Key Project Features

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

#### Project Description

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.

**Completion Date**

**December 2020**

**Contract Amount**

**\$214,000**

**Designed by**

**Western AVS**

**Contact Information**

**Lyn Dedmon**

**Phone:**  
(619) 667-1339

**Email:**  
ldedmon@cityoflamesa.us





# City of Orange Police Department Emergency Operations Center

## Key Project Features

- 55" LG Displays
- BenQ 70" Interactive Display
- Canon 5,800 Lumen Projector with 119" Draper Projection Screen
- 10" Crestron Touch Panel
- Crestron Surface Mounted Speakers
- Crestron Ceiling Speakers

## Project Description

The City of Orange Police Department awarded the build portion RFP of the Emergency Operations Center to Western Audio Visual & Security.

Western AVS installed six LG 55" displays and one BenQ 70" interactive display throughout the Emergency Operations Center. Western AVS also installed a Canon 5,800 lumen projector as well as a Draper 119" diagonal projection screen at the front of the room.

The entire system is controlled through a 10" Crestron touch panel that is custom programmed by our in-house certified programmers. Western AVS installed two Crestron surface mounted speakers at the front of the room and twelve white ceiling speakers to acoustically cover the entirety of the room.

The City of Orange Police Department also purchased a one year service and preventative maintenance agreement from Western AVS.

**Completion Date**

**February 2021**

**Contract Amount**

**\$139,000**

**Contact Information**

**Kevin Plog**

**Phone:**  
(714) 744-7524

**Email:**  
kplog@orangepd.org





# Port of Los Angeles Department Operations Center

## Key Project Features

- Christie Video Wall (twelve 55" LCD Displays)
- Christie Phoenix Nodes acting as Video Processor
- 24" x 24" Shure Ceiling Array Microphone
- Crestron Control System
- 15.6" Crestron Touchscreen

## Project Description

Western Audio Visual & Security was subcontracted to design and install the audio-visual system in the Department Operations Center at the Port of Los Angeles.

Western AVS installed a new Christie video wall comprised of twelve (12) 55" LCD displays. These displays have extremely narrow bezels (0.44mm per display; 0.88mm combined). With the thin bezel of the individual displays along with our highly-skilled installation team members combined, the resulting product was a nearly seamless video wall.

The video wall source routing and presets are selected through the Christie Phoenix System Software that was installed on the owner-furnished dedicated PC. Western AVS installed six (6) Christie Phoenix Nodes that act as a video processor for the 12 displays comprising the video wall. In addition, three (3) 55" OFE Mitsubishi displays and an existing 2x2 video wall were re-used during this upgrade. All (19) displays in the room give the end-users an immersive and organized experience due to the routine in which they manage content on all of these displays.

Western AVS also installed a 24"x24" Shure ceiling array microphone that is digitally steerable to handle all audio-conferencing needs for participants within the room. Western AVS reused the existing audio system for this upgrade, as it was deemed in working condition. The entire system is controlled by a 15.6" Crestron touchscreen that is custom programmed by our certified programmers on-staff.

**Completion Date**  
October 2020

**Contract Amount**  
\$215,000

**Designed by**  
Western AVS

**Contact Information**  
Josh Lloyd  
Phone:  
(714) 546-2780  
Email:  
[josh.lloyd@convergent.com](mailto:josh.lloyd@convergent.com)



# City of Goleta Council Chamber & Broadcast Control Room

Goleta, CA



## Project Highlights:

- 98" Christie Display
- 22" Planar Monitors
- Crestron 7" touch panels
- Biamp Digital Signal Processor (DSP)
- Panasonic PTZ Cameras
- Blackmagic Design Broadcast Switcher
- PTZ Optics Camera Controller
- Tightrope System



## Project Summary:

Western Audio Visual & Security (WAVS) was awarded the design/build project for the Council Chamber & Broadcast Control Room at the City of Goleta. WAVS installed a 98" Christie display using a custom mounting structure and custom black laminate finish to surround the display. At the dais, WAVS installed a total of ten Planar 22" monitors for viewing presentations and seven Crestron 7" touch panels for voting & "Request to Speak" functions. The audio system was re-vamped with a new Biamp DSP. WAVS also installed four white Panasonic PTZ cameras which are controlled via a Panasonic Camera Controller and switched through a Blackmagic Design broadcast switcher. A Tightrope system was installed and programmed for all broadcast automation, recording, archiving and bulletin board (Cablecast CG) functionality for all non-live and scheduled playback events. WAVS also installed a Compix ConverG1 HD to handle all lower thirds graphics. The City of Goleta also purchased two years of WAVS Service & Preventative Maintenance Contract upfront.



**Completion Date:**  
**March 2022**

**Contract Amount:**  
**\$210,000**

**Designed by:**  
**Western AVS**



# Irvine Ranch Water District

Irvine, CA



## Project Summary:

Western Audio Visual & Security was awarded the design/build project for Irvine Ranch Water District's complete Boardroom audio visual system upgrade. WAVS was also responsible for the Duck Club and Adventure Training Rooms, OPS Center and many other conference rooms. Western Audio Visual & Security installed multiple displays throughout the boardroom including a large projection system for prime viewing during meetings. Each dais positions received gooseneck microphones and a touch panel was installed for control of the system. A speaker system was also installed throughout the council chamber for high quality sound. The Duck Club and Adventure Training Rooms and conference rooms were all outfitted uniquely to their needs.

**Completion Date:**

**January 2022**

**Contract Amount:**

**\$618,450**

**Designed by:**

**Western AVS**







## San Bernardino Valley Municipal Water District

San Bernardino, CA

### Project Highlights:

- Four (4) 82" Displays
- Six (6) 22" Monitors
- Six (6) Gooseneck Microphones
- Web Presenter and Broadcast Switcher
- 10.1" Touch-Panel
- 8.7" Touch-Panel
- Four (4) PTZ Optics Cameras
- PTZ Optics Camera Controller
- Streamer/Recorder



### Project Summary:

Western Audio Visual & Security was awarded the design/build project for the boardroom AV system at San Bernardino Valley Municipal Water District. WAVS installed Samsung displays throughout the Boardroom while each dais position received monitors and microphones. The backbone of this system utilizes an AV over IP based solution. The system is controlled by two touch panels. WAVS also installed PTZ cameras throughout the Boardroom which are switched through a broadcast switcher and controlled through a camera controller. Recording, streaming and video conferencing capabilities are all available. In addition, SBVMWD staff can utilize the system for recording, streaming and video conferencing capabilities. WAVS also provided a technician's console where advanced control functions are available. SBVMWD purchased three years upfront of WAVS Service & Preventative Maintenance Contract.



**Completion Date: April 2021**  
**Contract Amount: \$177,000**

