REQUEST FOR PROPOSAL

UPGRADE FOR VIDEO TELECONFERENCING SYSTEMS

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1.0   <u>INTRODUCTION</u>

The San Joaquin Valley Unified Air Pollution Control District (District) has operated a video teleconferencing (VTC) system since October 1996, with VTC rooms in each of the three District offices in Bakersfield, Fresno, and Modesto, California. The system's communication hub is located at the Fresno site. Through the course of the system's history, there have been several technology refreshes and upgrades to various components. The current system was partially upgraded in 2013-2014 and consists of digital and analog equipment.

It is the District's intention to upgrade the District's current VTC System with state of the art technologies while maintaining existing functionalities. The following system improvements and criteria are critical to meet in the proposed solution:
- Maintain current rooms' configuration based upon solution options

- Replace obsolete/aging hardware

- Simplify System Design, reduce number of hardware components, and reduce the need for custom programming

- Supportability of the system by standard equipment availability and 5 year manufacturer equipment lifecycle support

- After completion of upgrade, required changes to the VTC system can be performed by District staff

- Platform Independent Virtual Meeting Integration (Zoom, Teams, WebEx, etc.)

- Streamline meeting scheduling by District staff through Microsoft Outlook Integration.

This Request for Proposal (RFP) is for a vendor to integrate system-wide upgrades to the District's VTC audio, video, and control equipment.

The system integrator's work must be coordinated to minimize downtime for the VTC system. The integrator's responsibilities, in summary, will include the following:

- Performing total project management for the VTC project.

- Designing and engineering the changes to the VTC system.

- Preparing space plan specifications as needed for VTC facility preparation work that will be carried out by the District. Ensuring that this work is completed in accordance with original space plan specifications.

- Purchasing, fabricating, and installing the VTC equipment.

- Providing complete line drawings and schematics for the systems.

- Provide any and all VTC system program code

2.0   BACKGROUND

The District presently operates four VTC systems in three regional offices, located in Fresno, Modesto, and Bakersfield, California. These custom room systems are based on a mixture of equipment from LifeSize, Crestron, Extron, and Biamp. The base components include LifeSize Icon 600 codecs; LifeSize 2200 Bridge; LifeSize Networker ISDN Gateway; video equipment from Sony, Extron, Crestron, and Sharp; and audio equipment from Biamp, Extron, Clock Audio. Various photos are included throughout **Section 4: Site Specific Information**.

The Fresno office includes two VTC systems. The Governing Board Room is a large custom board chambers for public meetings before the District's 15-member Governing Board, and other various public meetings and workshops. The room consists of 10 sets of dual monitors for local and remote video; four people cameras for showing various dais, staff table, and podium positions; a camera mounted in the ceiling as a document camera; multiple table, podium, and ceiling microphones for providing adequate audio coverage. The supporting equipment racks are located within the computer room approximately 130' from the Governing Board Room, with some auxiliary equipment in a cabinet as part of the dais.

The Fresno VTC Room is a custom conference room with standard VTC capabilities for staff meetings, smaller public meetings, and workshops. This "mirror-image" room consists of front and rear dual-system monitors for local and remote video; front and rear people cameras for showing both sides of the table, the podium, and the audience; a camera mounted in the ceiling as a document camera; multiple table and ceiling microphones for providing basic audio coverage. The supporting equipment rack is located within the computer room approximately 80' from the VTC Room, with some auxiliary equipment in cabinets within the room.

The Modesto VTC Room is a custom conference room with standard VTC capabilities for staff meetings, smaller public meetings, and workshops. This "mirror-image" room consists of front and rear dual-system monitors for local and remote video; front and rear people cameras for showing both sides of the table, the podium, and the audience; a camera mounted in the ceiling as a document camera; multiple table, podium, and ceiling microphones for providing adequate audio coverage. The supporting equipment rack is located within the computer room approximately 70' from the VTC Room, with some auxiliary equipment in cabinets within the room.

The Bakersfield VTC Room is a custom conference room with standard VTC capabilities for staff meetings, smaller public meetings, and workshops. This "mirror-image" room consists of dual-system monitors for local and remote video; a front and rear people cameras for showing both sides of the table, the podium, and the audience; a camera mounted in the ceiling as a document camera; multiple table, podium, and ceiling microphones for providing adequate audio coverage. The supporting equipment rack is located within the computer room approximately 70' from the VTC Room, with some auxiliary equipment in cabinets within the room.

(NOTE: For all rooms at all sites, the District currently possesses as-built AutoCAD drawings of the facilities and equipment.)

It is important to note that the District is very satisfied with the current approach to VTC already deployed. In addition, due to COVID-19, the District adopted Zoom as a means to provide public access to District Meetings and Workshops while also maintaining social distancing requirements. The District believes the use of Zoom and potentially other meeting collaboration applications will continue into the future, therefore there is a need for integration between Zoom and the VTC system.

The project's primary purpose is to upgrade the District's current VTC System with the state of the art technologies while maintaining existing functionalities. In addition, the current network topology provides dedicated MPLS connectivity between offices, providing reliable and consistent VTC services to the Governing Board members, as well as District staff and the public.

The solution must fit seamlessly into the current VTC rooms and equipment racks. The upgrade process must allow for operation in parallel with the old and new system to avoid system/room downtime during the upgrade process.

With the long history of VTC usage and exposure to continually emerging technology, the District has made many observations through direct experience and through feedback from the user community. The following list contains items of concern to be addressed through this RFP process:

3.0   Overall VTC System

- Bridging technology: The District system currently utilizes a LifeSize Bridge 2200 to bridge multiple H.323 end points. This system has proven problematic and requires replacement. The proposed solution must include an improved bridging technology solution.

- Audio System: The current audio system consists of Biamp AudiaFlex processors running a separate Cobranet network. The system is 14 years old and has proven reliable; however, due to its age and limited flexibility the proposed solution must include an improved audio system.

- Overhead Speakers: The overhead speakers are 14 years old and consist of Extron units, they have proven very reliable. During the 2013 -2014 hardware refresh a staff table was added to the Board room and the overhead speakers were not balanced appropriately and the mix-minus audio settings cause some audio system instability. The proposed solution must provide a solution to improve the in room audio experience for all rooms.

- Video quality and video capability (codecs, cameras, monitors, and bandwidth): Two points in the past years have revealed the status of the systems' video quality: Current system supports 720p @ 60fps running over an analog/digital infrastructure.

It is of significant interest to increase the video quality for local presentations and end-to-end video teleconferencing, as well as more efficient use of the 16:9 aspect ratio, with future plans of implementing 1080p @ 30fps.

- Regarding video monitors, the District is open to possible solutions utilizing single cable connections to minimize the number of supporting digital signal extending hardware and associated cabling.

- The proposed system design must include a solution for integrating Zoom, or other meeting collaboration applications and the VTC system.

- System scheduling: the District currently uses Crestron's Fusion RoomView scheduling application with Microsoft Outlook integration for automatically controlling the start and stop of VTC meetings. Based on this information, the District is open to consideration of other scheduling software solutions. The scheduling system must offer the same functionalities;
    - Centralized scheduling of meeting rooms, both VTC and regular
    - Functional control of MCU and codecs to utilize existing feature sets
    - Distributed viewing of meeting schedule and room availability to the end user community
    - Email notification of the addition, change, or cancellation of meetings.

In addition to the above mentioned features the scheduling software solution must integrate with Microsoft Outlook.

- Lighting and glare: controlling light glare in the rooms is of utmost importance. Ceiling lighting design is important to consider when proposing monitor and camera solutions.

- Spare equipment and like models: When the original systems were installed, the majority of equipment in all offices was of identical make and model. This provided ease of support (both on site and remotely) and ease of replacement (since one spare could serve any of the systems). It is the District's desire to maintain an effective methodology for operating and supporting like equipment across all systems.

- Integration of video recording: During the 2013-2014 upgrade, a LifeSize UVC Video Center server was installed in the Fresno office, providing users the capability of recording meetings directly to the server. This same capability is required in any proposed upgrade solutions.

- Webcast: it should be acknowledged that the District streams the Governing Board meetings through its internal streaming server to the Internet, providing members of the public with the ability to observe meetings in progress. This same capability is required of any new or proposed changes to the system.
- Audio feeds: in each location, there are selectable audio feeds providing mixed meeting audio to the District's telephone systems and to the public restrooms. This same capability is required of any new or proposed changes to the system.

- Wireless Microphones: The District's Governing Board room is the only VTC room with wireless microphones. The current Shure system has accommodations for (2) wireless microphones, the District is interested in a solution offering additional microphones. This allows the District to accommodate requests for additional microphone options during public meetings.

- Ceiling Microphones: The current ceiling microphone solution in all four rooms is 14 years old and while it works, the District is interested in a solution that is aesthetically pleasing and offers better audio intelligibility.

- As part of this RFP the District requires the new system to be fully covered under a multi-year maintenance contract.

3.1 Required Solution Proposal Options

Based on the overall VTC system improvements mentioned above, the District sees the opportunity for the system to be upgraded in one of the following manners:

Solution Proposal 1 (SP1) – Traditional Equipment Upgrade
Upgrade of the traditional VTC system with modern technology providing the same functionality as currently designed. Along with the required functionality, there is a need to allow integration/joining of web based collaboration platforms such as Zoom, Team, WebEx, etc.

Solution Proposal 2 (SP2) – On-Prem. Innovative Technologies Enhancements
(If the proposed design requires room design changes, proposal must identify changes upfront in room design document)

Upgrade of the current VTC system with a new creative design/layout with modern technology providing the current functionality, while keeping in mind the multiuse of the rooms. A new creative design must also allow integration/joining of web based collaboration platforms such as Zoom, Team, WebEx, etc.

Solution Proposal 3 (SP3) – Cloud Based Innovative Technologies Enhancements
(If the proposed design requires room design changes, proposal must identify changes upfront in room design document)

Upgrade of the current room hardware with modern technology providing the same functionality as currently designed with a complete cloud based solution instead of traditional on premise VTC bridging technology. The cloud solution must allow for joining multi-platform meetings due to the needs of the District to meet with various stakeholders using different meeting collaboration platforms. A new creative design must also allow integration/joining of web based collaboration platforms such as Zoom, Team, WebEx, etc.

Detailed and separate pricing for each option must be provided and labeled by the above options.

4.0   **PROJECT APPROACH**

In summary, the steps to be taken in implementing this project are as follows:

    a. The District issues this RFP, which provides the system requirements and basic design concepts.

    b. Interested system integrators have approximately 30+ days to respond to the RFP with their proposals and proposed costs for the District's design concepts/options. During these 30+ days, the District will field questions and supply answers as needed to provide additional information and clarification on the District's requirements. In addition, the District will convene a Bidders Conference for onsite inspection and discussion of existing support capabilities. If they wish, integrators may also propose cost design concepts they have developed along with the required proposal for the District's design concepts.

    c. District staff recommends the selection of one integrator based on best value for the District and negotiates an agreement based on the RFP and submitted proposal. Governing Board approves.

    d. Integrator completes installation of system according to the schedule established within the agreement.

Critical dates for this project include:

- November 14, 2022   RFP Released to Vendors
- November 29, 2022   RFP Bidders Conference in Fresno, CA
- January 10, 2023   RFP Due from Vendors
- March 16, 2023   Governing Board Meeting for Potential Approval
- March 30, 2023   Integration Contract Finalized with Selected Vendor
- May 1, 2023   Integration Period Begins (negotiated within contract)
- December 28, 2023   Final Acceptance and Project Closure

The rough timeline and some key milestone dates for this project are listed on the spreadsheet in Appendix A.

The integrator selected will be fully responsible to the District for carrying out all phases of the project. The contract between the District and the integrator will specify all equipment to be provided and all services to be performed for this project, as well as the timeline for completion of the entire project. The contract will specify the total cost for the project and the payment schedule under which the District will pay the integrator. The integrator will be responsible for all payments to equipment suppliers, subcontractors, providers of services, and others as necessary to complete the project.

5.0   SITE SPECIFIC INFORMATION

Fresno Office: Description

The Fresno office (1990 E. Gettysburg Avenue, Fresno, CA) contains two VTC rooms: a large Governing Board Room with a raised dais, podium, multiple monitors and cameras; and a smaller traditional VTC room with conference table and audience seating. The computer room houses all control, video and audio support equipment in multiple equipment racks. A full equipment inventory is provided in Appendix A.

Fresno Computer Room Description
The computer room is a 742-square-foot climate-controlled facility with raised flooring, dedicated HVAC, and dedicated power and UPS backup, which houses a large majority of all VTC system components. All four VTC equipment racks for the Fresno VTC and Governing Board rooms are located here.

There is one network rack in support of the overall VTC system (below) containing the following equipment:

Hardware	Part number
Cisco Router (MPLS)	9500
Lenovo Workstation (VTC System Management/Access)	P330
LifeSize Bridge	2200
LifeSize UVC Video Center	
LifeSize Networker ISDN Gateway	

There are two equipment racks dedicated to the Governing Board Room:

Video Equipment (Left Rack)		
Hardware	Qty.	Part Number
Furman Power Supply	1	PM PRO
TVOne Video Scaler	1	C2-2200
Extron Video Switcher	1	SW4 RGBHV
Vaddio Dual Display	1	PREVIEW HD DUAL 7.0
Crestron PRO3 Processor	1	PRO3
Extron Video Switcher	1	DSC 301 HD
Gefen Converter	1	GTV-HDMI-2-COMPSVIDSN
LifeSize Codec	1	Icon 600
Crestron Graphics Engine	1	DGE-2
Crestron Matrix Switcher	1	DM-MD 16X16
Crestron Video DA	4	HD-DA8-4K-E
Crestron Scaler	4	HD-Scaler-HD-E
Extron HDMI Transmitter	20	DTP HDMI 330 Tx
Extron Power Supply	6	PS 124
Crestron Scaler (back of rack)	1	HD Scaler

Audio Equipment (Right Rack)		
Hardware	Qty.	Part Number
Furman Power Supply	1	PM PRO
Cisco Router	1	2900 Series
Cisco Switch (back of rack)	2	Catalyst 3650
NETGEAR 5-port switch (back of rack)	1	FS605
Biamp Audio Processor	3	AudiaFlex
Extron Audio DA	2	DA 6A
Lab.Gruppen Amplifier	1	C 20.8X
Creston Distribution Block (back of rack)	1	C2N-HBLOCK
Crestron Converter (back of rack)	1	CN-RJ11

The final rack is dedicated to the Fresno VTC Room, and contains the following video and audio support equipment:

Hardware	Qty.	Part Number
VTEL power supply	1	
Extron Video Switcher	1	DSC 301 HD
Gefen Converter	1	GTV-HDMI-2-COMPSVIDSN
Vaddio Dual Display	1	PREVIEW HD DUAL 7.0
Crestron PRO2 Processor	1	PRO2
LifeSize Codec	1	Icon 600
TVOne Video Scaler	1	C2-2200
Extron Video Switcher	1	DVS 304
Extron Distribution Amplifier	1	DA 6A
Crestron Graphics Engine	1	DGE-2
Crestron Scaler (back of rack)	1	HD Scaler
Crestron Matrix Switcher	1	DM-MD 16X16
Biamp	2	AudiaFlex
Extron Audio Amplifier	1	XPA 2001

Fresno VTC Room Description

The VTC room is a 760-square-foot conference room with a four-position conference table in front facing a 52-seat audience section. There are 12 ClockAudio C32E-RF Halo microphones, with Biamp logic control boxes, covering both sides of the table allowing for seating on either side. There are eight ClockAudio C3SW ceiling microphones, with phantom power adapters, providing adequate coverage for the audience.

There are two pairs of 65" Sharp Aquos monitors in the front and rear of the room each connected to a Crestron DM-RMC-SCALER-C. There are two Sony EVI-HD1 people cameras to provide video coverage from the front and rear of the room. There is also a fixed ceiling-mounted Wolf Vision EYE-10 document camera. Room system controlled by Crestron CEN-COM boxes and a Crestron V15-TILT-B control panel with custom-designed layouts.

This room also utilizes the following equipment and/or features:
- Analog phone add capability through the LifeSize 2200 Bridge
- Sony Blu-Ray/DVD player integrated into the Crestron control panel
- Denon DN-F650R USB Audio Recorder
- Auxiliary audio/video jacks for external input/output
- Two Listen Wireless Amplifiers LT-800-072 for use as interpreter and assisted listening features
- External audio feed connections (used by members of the media)
- Custom directional light grids with modified shades to control glare in monitors and cameras

Governing Board Room Description
The Governing Board room is a 2,121-square-foot chamber. There is custom cabinetry and seating for 13 board positions at a raised dais, with ClockAudio C32E-RF Halo microphones fixed at each position. There are two curved staff seating areas with six positions each with three ClockAudio C32E-RF Halo microphones, with Biamp logic control boxes at each table. A podium with a flex-neck microphone faces the dais, with three possible connection points in the room to accommodate room usage. There are three audience-seating areas, with 12 ClockAudio C3SW ceiling microphones and phantom power adapters. The room is configured with a zone-mix-minus microphone-speaker scheme, providing local sound reinforcement within the room.

There are six pairs of 65" Sharp Aquos monitors (four pairs are hung on ceiling-mounted brackets facing audience, one pair floor level facing podium, and one pair wall mounted facing dais for the Governing Board members); four pairs of 50" Sharp monitors (two pairs hung on ceiling-mounted brackets and two pair floor level facing dais for the Governing Board members). There are four Sony EVI-HD1 people cameras to provide adequate video coverage of the dais, staff tables, podium, and audience areas. There is also a fixed ceiling-mounted Wolf Vision EYE-10 document camera. Room system controlled by Crestron CEN-COM boxes and a Crestron V15-TILT-B control panel with custom-designed layouts.

This room also utilizes the following equipment and/or features:
- Analog phone add capability through the LifeSize 2200 Bridge
- Sony Blu-Ray/DVD player integrated into the Crestron control panel
- Denon DN-F650R USB Audio Recorder
- Auxiliary audio/video jacks for external input/output
- Two Listen Wireless Amplifiers LT-800-072 for use as interpreter and assisted listening features
- Two Shure Wireless Amplifiers SLX4 for wireless microphones in the room
- External audio feed connections (used by members of the media)
- Custom directional light grids to control glare in monitors and cameras

Fresno Office: Upgrade Specifications for Fresno VTC System

The Fresno VTC Room has multiple categories of recommended upgrades: audio, video, control, and cabling. The following list provided as both suggestions for upgrades as well as the starting point for further discussions and proposals.

Video: Enhance the room system to provide improved video images for participants.
- Upgrade older video monitors and equipment with an emphasis on minimizing the number of hardware pieces. Currently operating on 720p 60fps, there is a potential to move to 1080p 30fps.
- Replace existing analog people cameras and equipment with current camera technology appropriate for the size and requirements of the room/system.
- Upgrade to a better quality videoconferencing system such as Cisco, Polycom or equivalent solutions. This part of the upgrade should include codec, upgraded cabling as required, and any ancillary amplifying or extending equipment.

Control System: Upgrade the Crestron control system, chassis, and programming.
- Replace existing Crestron control panel system with new control system and reprogram. This would include replacement of touch panel, control processor, CEN-COM boxes, and all programming. Crestron, Extron, and other alternatives may be proposed.

Cabling: Upgrade control and signal cabling.
- With the upgrade of the remaining analog equipment to digital equipment, the cabling infrastructure will require upgrading. Any existing cable will need testing for integrity before reuse and replaced if unusable. Therefore, the recommendation is to replace all cable runs to the control system as needed, and removing all abandoned cabling.

Fresno Office: Upgrade Specifications for Governing Board VTC System

For the purposes of this RFP, the Governing Board Room in Fresno has multiple categories of recommended upgrades: audio, video, control, and cabling. The following list provided as both suggestions for upgrades as well as the starting point for further discussions and proposals.

Video: Enhance the room system to provide improved video images for participants.
- Upgrade older video monitors and equipment with an emphasis on minimizing the number of hardware pieces. Currently operating on 720p 60fps, there is a potential to move to 1080p 30fps.
- Replace existing analog people cameras and equipment with current camera technology appropriate for the size and requirements of the room/system.
- Upgrade to a better quality videoconferencing system such as Cisco, Polycom or equivalent solutions. This part of the upgrade should include codec, upgraded cabling as required, and any ancillary amplifying or extending equipment.

<u>Control System</u>: Upgrade the Crestron control system, chassis, and programming.
- Replace existing Crestron control panel system with new control system and reprogram. This would include replacement of touch panel, CEN-COM boxes, and all programming. Crestron, Extron, and other alternatives may be proposed.

<u>Cabling</u>: Upgrade control and signal cabling.
- With the upgrade of the remaining analog equipment to digital equipment, the cabling infrastructure will require upgrading. Any existing cable will need testing for integrity before reuse and replaced if unusable. Therefore, the recommendation is to replace all cable runs to the control system as needed, and removing all abandoned cabling.

Modesto Regional Office: Description
The Modesto office (4800 Enterprise Way, Modesto, CA) has a single VTC Room. The computer room houses all control, video, and audio support equipment in a single equipment rack. A full equipment inventory is provided in Appendix A.

<u>Modesto Computer Room Description</u>

The computer room is a 400-square-foot climate-controlled facility with raised flooring, dedicated HVAC, and dedicated power and UPS backup, which houses a large majority of all VTC system components. The VTC equipment rack for the Modesto VTC room is located here.

Hardware	Qty.	Part Number
VTEL power supply	1	
Cisco Switch (back of rack)	1	Catalyst 3650
Extron Video Switcher	1	DSC 301 HD
Gefen Converter	1	GTV-HDMI-2-COMPSVIDSN
Vaddio Dual Display	1	PREVIEW HD DUAL 7.0
Crestron PRO2 Processor	1	PRO2
LifeSize Codec	1	Icon 600
TVOne Video Scaler	1	C2-2200
Extron Video Switcher	1	DVS 304
Extron Distribution Amplifier	1	DA 6A
Crestron Graphics Engine	1	DGE-2
Crestron Scaler (back of rack)	1	HD Scaler
Crestron Matrix Switcher	1	DM-MD 16X16

Biamp	2	AudiaFlex
Biamp Audio Amplifier	1	MPA250
Cisco MPLS Router	1	9500 Series

Modesto VTC Room Description

The VTC room is a 924-square-foot conference room with a four-position conference table in front facing a 61-seat audience section. There are 12 ClockAudio C32E-RF Halo microphones, with Biamp logic control boxes, covering both sides of the table allowing for seating on either side. There are eight ClockAudio C3SW ceiling microphones, with phantom power adapters, providing adequate coverage for the audience.

There are two pairs of 90" Sharp monitors in the front and rear of the room each connected to a Crestron DM-RMC-SCALER-C. There are two Sony EVI-HD1 people cameras to provide video coverage from the front and rear of the room. There is also a fixed ceiling-mounted Wolf Vision EYE-10 document camera. Room system controlled by Crestron CEN-COM boxes and a Crestron V15-TILT-B control panel with custom-designed layouts.

This room also utilizes the following equipment and/or features:
- Analog phone add capability through the Fresno LifeSize 2200 Bridge
- Sony Blu-Ray/DVD player integrated into the Crestron control panel
- Denon DN-F650R USB Audio Recorder
- Auxiliary audio/video jacks for external input/output
- Two Listen Wireless Amplifiers LT-800-072 for use as interpreter and assisted listening features
- External audio feed connections (used by members of the media)
- Custom directional light grids with modified shades to control glare in monitors and cameras

Modesto Regional Office: Upgrade Specifications for VTC System

The Modesto VTC Room has multiple categories of recommended upgrades: audio, video, control, and cabling. The following list provided as both suggestions for upgrades as well as the starting point for further discussions and proposals.

Video: Enhance the room system to provide improved video images for participants.
- Upgrade older video monitors and equipment with an emphasis on minimizing the number of hardware pieces. Currently operating on 720p 60fps, there is a potential to move to 1080p 30fps.

- Replace existing analog people cameras and equipment with current camera technology appropriate for the size and requirements of the room/system.

- Upgrade to a better quality videoconferencing system such as Cisco, Polycom or equivalent solutions. This part of the upgrade should include codec, upgraded cabling as required, and any ancillary amplifying or extending equipment.

Control System: Upgrade the Crestron control system, chassis, and programming.
- Replace existing Crestron control panel system with new control system and reprogram. This would include replacement of touch panel, control processor, CEN-COM boxes, and all programming. Crestron, Extron, and other alternatives may be proposed.

Cabling: Upgrade control and signal cabling.
- With the upgrade of the remaining analog equipment to digital equipment, the cabling infrastructure will require upgrading. Any existing cable will need testing for integrity before reuse and replaced if unusable. Therefore, the recommendation is to replace all cable runs to the control system as needed, and removing all abandoned cabling.

Bakersfield Regional Office: Description

The Bakersfield office (34946 Flyover Court, Bakersfield, CA 93308) has a single VTC room. The computer room houses all control, video, and audio support equipment in a single equipment rack (right). A full equipment inventory is provided in Appendix A.

Bakersfield Computer Room Description

The computer room is a 400-square-foot climate-controlled facility with raised flooring, dedicated HVAC, and dedicated power and UPS backup, which houses a large majority of all VTC system components. The VTC equipment rack for the Bakersfield VTC room is located here.

Hardware	Qty.	Part Number
VTEL power supply	1	
Cisco Switch (back of rack)	1	Catalyst 3650
Extron Video Switcher	1	DSC 301 HD
Gefen Converter	1	GTV-HDMI-2-COMPSVIDSN
Vaddio Dual Display	1	PREVIEW HD DUAL 7.0
Crestron PRO2 Processor	1	PRO2
LifeSize Codec	1	Icon 600
TVOne Video Scaler	1	C2-2200
Extron Video Switcher	1	DVS 304
Extron Distribution Amplifier	1	DA 6A
Crestron Graphics Engine	1	DGE-2
Crestron Scaler (back of rack)	1	HD Scaler
Crestron Matrix Switcher	1	DM-MD 16X16
Biamp	2	AudiaFlex
Biamp Audio Amplifier	1	MPA250
Cisco MPLS Router	1	9500 Series

Bakersfield VTC Room Description

The VTC room is a 924-square-foot conference room with a four-position conference table in front facing a 71-seat audience section. There are 12 ClockAudio C32E-RF Halo microphones, with Biamp logic control boxes, covering both sides of the table allowing for seating on either side. There are eight ClockAudio C3SW ceiling microphones, with phantom power adapters, providing adequate coverage for the audience.

There are two pairs of 90" Sharp monitors in the front and rear of the room each connected to a Crestron DM-RMC-SCALER-C. There are two Sony EVI-HD1 people cameras to provide video coverage from the front and rear of the room. There is also a fixed ceiling-mounted Wolf Vision EYE-10 document camera. Room system controlled by Crestron CEN-COM boxes and a Crestron V15-TILT-B control panel with custom-designed layouts.

This room also utilizes the following equipment and/or features:
- Analog phone add capability through the LifeSize 2200 Bridge
- Sony Blu-Ray/DVD player integrated into the Crestron control panel
- Denon DN-F650R USB Audio Recorder
- Auxiliary audio/video jacks for external input/output
- Two Listen Wireless Amplifiers LT-800-072 for use as interpreter and assisted listening features
- External audio feed connections (used by members of the media)
- Custom directional light grids with modified shades to control glare in monitors and cameras

Bakersfield Regional Office: Upgrade Specifications for VTC System

The Bakersfield VTC Room has multiple categories of recommended upgrades: audio, video, control, and cabling. The following list provided as both suggestions for upgrades as well as the starting point for further discussions and proposals.

Video: Enhance the room system to provide improved video images for participants.
- Upgrade older video monitors and equipment with an emphasis on minimizing the number of hardware pieces. Currently operating on 720p 60fps, there is a potential to move to 1080p 30fps.

- Replace existing analog people cameras and equipment with current camera technology appropriate for the size and requirements of the room/system.

- Upgrade to a better quality videoconferencing system such as Cisco, Polycom or equivalent solutions. This part of the upgrade should include codec, upgraded cabling as required, and any ancillary amplifying or extending equipment.

Control System: Upgrade the Crestron control system, chassis, and programming.
- Replace existing Crestron control panel system with new control system and reprogram. This would include replacement of touch panel, control processor, CEN-COM boxes, and all programming. Crestron, Extron, and other alternatives may be proposed.

Cabling: Upgrade control and signal cabling.
- With the upgrade of the remaining analog equipment to digital equipment, the cabling infrastructure will require upgrading. Any existing cable will need testing for integrity before reuse and replaced if unusable. Therefore, the recommendation is to replace all cable runs to the control system as needed, and removing all abandoned cabling.

6.0   <u>SERVICES TO BE PROVIDED</u>

The integrator will be entirely responsible for the installation and functioning of the new equipment and its proper connectivity with VTC systems. The integrator can make suggestions to the District, as appropriate, regarding any changes that will improve general functionality of the District's VTC systems.

District Responsibilities

The District specific responsibilities include, but are not limited to, the following:

a. Providing the integrator with access to all drawings and floor plans for each VTC system and location.

b. Providing the integrator with access to all Crestron code, as well as remote access.

c. Providing full site access to all locations during regular business hours (Monday through Thursday 7:30am-5:30pm, and alternating Fridays 8:00am-5:00pm), allowing for access outside these hours on an as-needed basis with prior arrangements.

d. Providing liaison responsibilities if there are local construction contractor requirements for any portion of this project (this will be a topic of discussion at the Bidders Conference).

e. Testing each system after integration is complete, and generating a punch list containing any items to be addressed before acceptance.

Integrator Responsibilities

The integrator will be responsible for tasks as necessary to fully implement this project, including, but not limited to, the following:

a. Performing total project management, including overseeing and coordinating with the District and others who are carrying out portions of the project.

b. Ensuring that portions of the project provided by the District and its contractor are completed in accordance with the space plan specifications.

c. Ensuring that all legal requirements relating to the project are met, including obtaining necessary permits and licenses.

d. Developing designs for the VTC Rooms, communications equipment, and the system as a whole that (1) fully meet performance requirements, (2) utilize as much existing equipment as possible, and (3) meet cost constraints. Provide alternative designs as appropriate, describing advantages and disadvantages plus costs for each. Performing all associated design and engineering work.

e. Defining all services, materials, and equipment necessary for the project to fully meet performance requirements. Identifying which services, materials, and equipment provided by (1) the integrator or (2) the District.

f. Developing and presenting pricing options for all components of this project.

g. Developing the design for all VTC system-related conduit runs, to provide connectivity for all VTC system communication signals as specified in this RFP.

h. Purchasing all additional items needed by the integrator to complete the project. Shipping or transporting these items to the installation sites.

i. Performing final test and checkout of the new system and its functioning with related voice, video and data equipment.

j. Assisting with and addressing any items on the District-created punch list for each phase of the project.

k. Providing initial training on facility and network operation, including training manuals and materials.

l. Delivering complete paper and electronic facility and network documentation, to include at a minimum: final detailed facility space plan specifications, system engineering specifications, schematics/flow diagrams, telephone numbers, system procedures, etc.

m. Proposing an all-inclusive on-going maintenance and service agreement for the new and remaining equipment, to amend and/or replace the District's existing service agreement.

n. Providing a warranty for the new system. During the warranty period, following installation of the system, all maintenance, repairs, and operating problems handled at no additional charge.

7.0   BIDDERS CONFERENCE

In order to clarify any questions about this RFP, as well as allow prospective vendors the opportunity to tour the District's Fresno VTC facilities, the District will convene a Bidders Conference on **November 29, 2022**. This conference will be conducted in the District's Fresno office located at 1990 E. Gettysburg Avenue, Fresno, California. Directions to the office are located on the District's web site www.valleyair.org. Anticipated duration of meeting is two hours.

It is not mandatory for prospective vendors to attend this conference in order to submit a proposal and receive serious consideration. However, the District assumes no responsibility for advising non-attendees regarding every detail of this meeting. Due to the technical interests discussed at this meeting, the District strongly recommends that service personnel at the managerial level also attend.

The tentative agenda for this conference is as follows:

- Introduction of District staff involved with this project.
- Brief review of the RFP.
- Tour of the Fresno computer room, Governing Board Room, and VTC Room.
- Videoconference tour of the Modesto and Bakersfield VTC Rooms.
- Brief question and answer period.

Please advise Brandon Swedblom no later than **November 23, 2022** regarding your intention to attend this conference. Mr. Swedblom's contact information is on the Title Page of this RFP. An email response with the names and positions of the attendee(s) will be sufficient notification. Mr. Swedblom's email address is brandon.swedblom@valleyair.org

8.0   MAINTENANCE AND SERVICE

The District considers on-going maintenance and service extremely important to assure the success of these VTC systems and interconnecting networks. The District understands most current hardware devices used in VTC systems require little maintenance; however, it would seem prudent to perform certain periodic maintenance inspections (PMIs) and equipment adjustments as necessary. These PMIs would also include diagnostic checks beyond those typically performed by local District VTC personnel. Additionally, service response time to correct component, system and/or network failures is of great concern to the District.

For purposes of this RFP, the District requests you describe all-inclusive maintenance and service alternatives your firm offers; either in-house and/or outsourced, for the District's VTC rooms and their interconnecting network. Please provide clearly outlined annual pricing options for a 5-year maintenance term as part of your quote.

District's Maintenance and Service Expectations

Regular maintenance of the VTC system is vital for the system to perform as expected for every meeting. The District is proposing a regular maintenance interval performed **once a quarter** on all three District VTC sites (Bakersfield, Fresno, and Modesto). With the length and scheduled days of the monthly maintenance agreed upon ahead of time between vendor and the District. The maintenance window must not fall on the week of a Gov. Board meeting (3rd Thursday of each month). A detailed test plan, created and defined in detail by vendor, to address the tasks performed during the monthly maintenance window are as follows:

- Backup system and configurations.
- Test audio balance, video performance, recording, and controls. Adjust as necessary.
- Verify system configurations and settings
- Physical check of connections and system hardware.
- Cleaning of system hardware

Backup System and Configuration

This task will ensure the latest system configuration files are readily available in the event of device/system failure.

Test audio balance, video performance, recording, and controls

This task will ensure the system is performing as designed and provide trouble free operation during meetings. Any modifications to the system must be backed up upon completion of this task.

The agreed upon test plan will include:

1) Basic task list
2) Length that the scheduled test plan will take
3) A set schedule per visit

Any change to the test plan and schedule will need to be agreed upon by both parties.

Physical check of connections and system hardware

This task ensures the physical aspect of the system (i.e. cabling, hardware etc…) is in proper functioning condition. Example:
- Loose mounts/screws
- Electrical connections coming apart
- Hardware improperly labeled

Cleaning of system hardware
Dust collection on equipment can cause excessive heat, which in turn causes premature hardware failure. The cleanliness of the primary units for the VTC system must be maintained. Some of the primary components of the VTC system includes, but is not limited to, the MCU, codecs, VTC network switches, and room cameras.

Any non-typical dust including but not limited to drywall dust or other "atypical destructive dusts" are not included.

Chart of Devices and expected maintenance

Device	Backup	Test Performance	Verify Configuration	Physical Check	Clean
MCU	X	X	X	X	X
Codec	X	X	X	X	X
Control Panel	X	X	X	X	X
Cameras		X		X	X
Microphones		X		X	X
Audio Processor	X	X	X	X	X
Speakers		X		X	X
Display Monitors		X		X	X

In addition to the stated Quarterly maintenance tasks, additional tasks to be performed on a **quarterly** interval are as follows:

All potential hardware & software upgrades covered under the maintenance agreement will be discussed between the vendor and the District prior to any work being completed, so that benefits and risks can be determined. No updates will be performed unless agreed to by both parties.

This includes but is not limited to:

- Hardware firmware (including but not limited to: MCU, codec, recorders).
- Software (Creston, LifeSize, etc…)

Updates and Related Integration

Throughout the supported life of hardware, manufacturers release updates to the software and firmware version. These updates by the manufacturer address system bugs, enhance current features, and to introduce new features. The District requires the maintenance vendor administer these manufacturer software and firmware updates under the agreement. This includes the research required to verify compatibility of said updates with all integrated equipment.

The maintenance vendor will make a best effort to provide information to the District if manufacturer discontinues any part of the system and updates are no longer available. The provided information must include recommendations by the maintenance vendor to which device/software to upgrade in order to keep the VTC system fully functional.

Evaluation of System configuration

The VTC system requires evaluation of current settings to the specifications of the system at the time of install. Any deviations to the specification need correcting unless there are documented reasons for the change in specifications.

The maintenance vendor, for the purpose of quality assurance, will review the VTC system quarterly and any recommendations presented to the District. Recommendations might come in the form of a configuration change that will enhance the District's VTC experience.

TECH SUPPORT

Support Staff

The maintenance vendor will provide industry qualified staff to the District. Calls from the District will be treated as a priority and every effort will be made to address questions and issues in a timely manner.

Response Times

The District operates on a 7:30am to 5:30pm Monday through Thursday schedule with an every other Friday workday of 8:00am to 5:00pm. These times are Pacific Standard times and apply to remote service as well as onsite repairs. Support & repairs must be provided and performed during these hours unless otherwise stated. An additional trip charge may be applicable if a return trip is needed due to room availability issues.

The problem will dictate the time required for a response and successive corrective measure. The levels of problems are as follows:

Critical Problems

>**Definition:** A **Critical Problem** is defined as an incident that renders the District's system(s) unusable until the problem is resolved. There are no acceptable alternatives or workarounds available to restore partial and/or temporary service. Resolution of the problem is considered to be of utmost priority.

>**Example:** A **Critical Problem** would include operational or total failure of the following equipment but is not limited to: Codec unit; MCU and VTC network switchers.

>**Expectations:** For **Critical Problems**, an industry qualified technician would be onsite the business day following the reported incident with the appropriate spare and/or replacement parts or equipment based upon availability of the part or equipment which needs replacing. The replacement may be a newer

version of equipment as older and discontinued parts may not be available or hard to procure. If it is determined that replacement parts are needed by 3 PM EST, a replacement part will be delivered the next business day when available. If the replacement part or equipment is not available, the maintenance vendor will make the best effort to obtain the part or equipment as quickly as possible. The maintenance vendor will provide an estimate on when this part or equipment will be onsite.

Major Problems

Definition: A **Major Problem** is defined as an incident that prevents normal operation of the District's system(s), but does not preclude the system(s) usability. There are acceptable alternatives or workarounds available to restore partial and/or temporary service until the problem is resolved.

Examples: A **Major Problem** would include partial or total failure of any of the following equipment but is not limited to: Room cameras; podium microphones; audio or video amplifiers; mixers; and flat panel monitors.

Expectations: For **Major Problems**, an industry qualified technician would be onsite the business day following the reported incident to diagnose the reported problem, identify and order the appropriate spare and/or replacement parts or equipment. The technician would be back onsite no later than the fourth business day along with the ordered parts/equipment, and affect the repair by End of Business that day. The replacement may be a newer version of equipment as older and discontinued parts may not be available or hard to procure. If the replacement part or equipment is not available, the maintenance vendor will make the best effort to obtain the part or equipment as quickly as possible. The maintenance vendor will provide an estimate on when this part or equipment will be onsite.

Minor Problems

Definition: A **Minor Problem** is defined as an incident that hinders normal operation of the District's system(s), and does not preclude the system(s) usability, but is a non-normal condition. There are acceptable alternatives or workarounds available to restore partial and/or temporary service until the problem is resolved. Meetings can continue with little or no interruption. (By default, a Minor Problem is any incident that cannot be classified as Critical or Major.)

Examples: A **Minor Problem** would include partial or total failure of any of the following equipment but is not limited to: table microphones; ceiling microphones; document cameras; speakers.

Expectations: For **<u>Minor Problems</u>**, an industry qualified technician would be onsite no later than the second business day following the reported incident to diagnose the problem, identify and order the appropriate spare and/or replacement parts or equipment. The technician would be back onsite no later than the fifth business day along with the ordered parts/equipment, and affect the repair by End of Business that day. The replacement may be a newer version of equipment as older and discontinued parts may not be available or hard to procure. If the replacement part or equipment is not available, the maintenance vendor will make the best effort to obtain the part or equipment as quickly as possible. The maintenance vendor will provide an estimate on when this part or equipment will be onsite.

Exceptions

The District acknowledges there are circumstances out of the maintenance vendor's control. The following recognized exceptions apply on a case-by-case situation.

- The vendor will not be held responsible for District-related delays, such as office closures, room and/or system availability, etc., when determining the overall progress of a trouble ticket.
- The vendor will not be held responsible for delivery delays outside of their control, i.e. freight/delivery carriers' delays due to weather, disaster, etc. Scheduling delays are not considered to be an exception.
- For any critical problems, the maintenance vendor will make every possible effort to keep the response times as short and quick as possible.
- For any major problems or minor problems, exceptions <u>may be made</u> if the identified part is no longer available and alternatives need to be identified, provided the vendor performs due diligence in locating similar part(s).

Spare Parts

The maintenance vendor will have access to spare parts to meet the response times based on part availability. These parts may be a newer version of equipment as older and discontinued parts may not be available or hard to procure. These parts include, but are not limited to codecs; power supplies; cameras; microphones; control panels and video players.

The District requires all VTC rooms to operate on a standardized platform. In the event failed equipment cannot be replaced with the same model, then recommendations must be made to the District to replace all units with the proposed replacement model.

In the event a different model/part is used, the maintenance vendor will discuss any potential issues with the District. If adjustments are necessary for compatibility, then any potential charges will be discussed between both parties.

Service Metrics

SLA service metrics are a way for the District to guarantee VTC services are restored in a timely manner.

The service metrics in the chart below display the level of anticipated response/repair times.

CRITICAL PROBLEM

Day 1	Day 2	Day 3	Day 4	Day 5	Day 6
Open Ticket by 4pm local time	Parts onsite & installed by qualified technician by EOB	MINOR LAPSE		MAJOR LAPSE	

| 0 hours | 24 hours | | | | |

MAJOR PROBLEM

Day 1	Day 2	Day 3	Day 4	Day 5	Day 6	Day 7	Day 8
Open Ticket by 4pm local time	Qualified technician onsite to diagnose issue, and order parts by 4pm		Parts onsite by 10am & installed by qualified technician by EOB	MINOR LAPSE		MAJOR LAPSE	

| 0 hours | 24 hours | 48 hours | 72 hours | | | | |

MINOR PROBLEM

Day 1	Day 2	Day 3	Day 4	Day 5	Day 6	Day 7	Day 8	Day 9	Day 10
Open Ticket by 4pm local time		Qualified technician onsite to diagnose issue, and order parts by 4pm		Parts onsite by 10am & installed by qualified technician by EOB	MINOR LAPSE			MAJOR LAPSE	

| 0 hours | 24 hours | 48 hours | 72 hours | 96 hours | | | | | |

Presently the District is operating on a year-to-year service contract with Carousel Industries. This Agreement covers service and maintenance according to the terms agreed upon by the two parties. The integrator will be responsible for providing an on-going all-inclusive maintenance and service agreement for the new configuration, and will coordinate with the service provider to amend and/or replace the District's existing service agreement.

In responding to this portion of the RFP, the District has a special interest in the following:

- **Source of services.** Are these services provided by company personnel or out-sourced? If out-sourced, to whom?

- **Telephone support.** Is first level telephone support available? Describe.

- **Remote diagnostics.** Can in-depth diagnostic checks be performed remotely? Via what method (i.e. dial vs. IP)?

- **Loopback checks.** Are loopback checks provided at the subsystem level – i.e. video, audio, etc., as well as the component level?

- **Response time.** What on-site response time alternatives are available – including the relative cost of each? Are technicians available locally in Fresno, Modesto and Bakersfield, or from where will they be dispatched?

- **Sparing.** What sparing levels of equipment, if any, are recommended – including related costs?

- **Warranty alternatives.** Describe how manufacturer warranties on given facility components are integrated into the maintenance and service alternatives offered by your firm. Include:

  - Clarification of what constitutes customer abuse, normal wear and tear, and acts of God.

  - A method of returning faulty equipment to vendor(s), and return of repaired items to District VTC sites. Include related costs.

  - Level of training District VTC personnel will need to be accepted as "qualified technical assistants", if this option is included in your warranty program.

  - Length of warranty period and specific coverage provided.

- **Troubleshooting.** How do your maintenance and service programs address troubleshooting situations that involve other entities such as the LECs and IXCs, District VTC personnel, component manufacturers, etc.?

- **Renewal options.** Describe renewal or extension options of your maintenance and service offerings - including related costs.

- **Payment options.** What payment options are available? Due to budgeting, the District prefers to issue annual payments for multi-year maintenance contracts.

9.0   <u>TRAINING</u>

Introductory/Overview

The District will require a single phase of introductory level training for equipment and facility operation, as it relates to the new systems added to the District's existing VTC network. This training will be conducted within the VTC rooms at the District's Fresno location. Your response to this RFP should describe your approach to this requirement, its cost, and any alternative training program(s) your firm might suggest the District consider for this project.

Additionally, available training offered by a provider of a given item of equipment (such as the codecs, control system, etc.) should also be identified and briefly described in your response – including duration, location and any anticipated cost for such training.

Equipment and Facility Operation

This phase of training should be a brief introduction to the new features of the District's VTC rooms and their interaction with the District's existing network. There should also be training for specific system component capabilities and operational functions. There will be approximately 5-8 persons receiving this training, including selected District administrative and technical staff. A 6-8 hour course is envisioned, including ample time for hands-on experience. Specific course content should include, but not necessarily limited to:

- A facility and network overview.
- Description of new subsystems and key component features.
- System Controller functions.
- Basic guidelines for conducting a successful teleconference using the District VTC system and network.

All training material to be provided by the integrator.

10.0   <u>PROJECT COMPLETION AND PAYMENT SCHEDULE</u>

The District intends to make payments during phases of the project with the entire project paid for once all punch list items have been resolved. Payments will be released according to a negotiated milestone completion schedule, based on the following staged implementation outline:

- PHASE 1: Network and System Scheduling Upgrade
- PHASE 2: Governing Board System Upgrade
- PHASE 3: Fresno VTC System Upgrade
- PHASE 4: Modesto VTC System Upgrade
- PHASE 5: Bakersfield VTC System Upgrade

The following chart indicates the phased payments anticipated for this project. This will be a topic for discussion at the Bidders Conference.

Chart showing increasing project costs over time, with anticipated 5 payments at each Project Phase Milestone

Project Phase Milestones
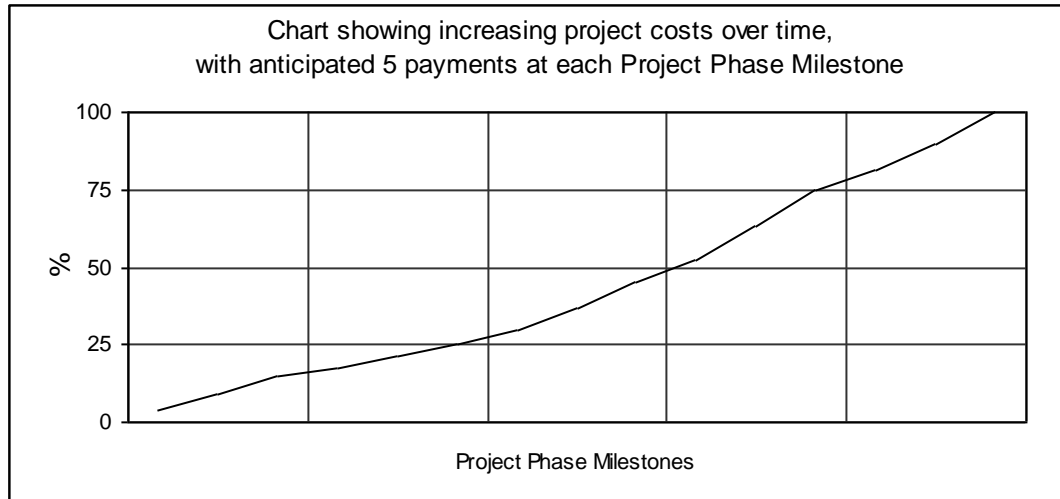
11.0 <u>PROPOSAL DESCRIPTION</u>

Each proposal submitted must include, at a minimum, the following four sections:
1. Company profile
2. Technical proposal
3. Project management
4. Pricing summary

The District's evaluation process will primarily focus on responses as presented in these sections. A title page reflecting your proposal title, your firm's name, address, telephone number, fax number, the name and contact information of your firm's contact person, and date is also requested.

Company Profile
At a minimum, this section should include:

- Specific responses to each item in Section 4 of this RFP. This should include your firm's understanding of the item and how you propose to complete each task.
- At least three references who can provide a recommendation and insight into your firm's performance on implementation of a similar project(s).

Technical Proposal
At a minimum, this section should provide detailed descriptions of:

- The systems and components proposed for each room.

- Maintenance and service alternatives proposed.

- The specific training program(s) your firm will offer, both in accordance with what the District requested in Section 8 and any alternative training program options you might suggest for the District's consideration.

Project Management

At a minimum, this section should include:

- A brief statement of your firm's understanding of the work to be done for this project.

- Descriptions of the relevant experience your firm has in the design, engineering, procurement, integration, and implementation of VTC systems similar to the ones in this RFP.

- Projected implementation schedule milestones from receipt of contract to final test and acceptance. The integrator will review the District proposed schedule and provide input as necessary.

- Your firm's approach to the facility preparation phase of this project.

- How your firm plans to manage the overall project.

Pricing and Financing Summary

At a minimum, this section must include your estimated cost for that which is being specifically requested in this RFP – including options where indicated. Additionally, any alternative options your firm might wish to propose, as far as the various subsystems, maintenance & service, training, etc., are concerned, are also encouraged.

Please note: Bidder acknowledges the District is a Government Agency and as such participates in prevailing wage laws.

To assist the District in its evaluation process, this section should be formatted to easily reflect:

- Facility Preparation estimates listed separately for the Fresno VTC Room, the Governing Board Room, Modesto VTC Room, and Bakersfield VTC Room.

- Major end item and total system cost breakdown for the Fresno VTC Room, the Governing Board Room, Modesto VTC Room, and Bakersfield VTC Room, preferably in terms of subsystems as defined throughout Section 4.

- Maintenance and Service offerings that address the items listed in Section 7.

- The initial training outlined in Section 8, including any alternative programs your firm might suggest.

- Project management and/or any integrator fee structure.

Pricing proposals should be summarized in a Pricing Detail Sheet that provides line item detail as well as section and grand totals for the project in order to finance this project. An example of the Pricing Detail Sheet is shown in Appendix D.

Prohibited Interest
Each proposal must contain a statement disclosing to the District in writing any financial interest in proposer's business or in this transaction held by any District Board member or any District officer or employee. The District reserves the right to refuse any proposal if the District determines a conflict of interest exists. A conflict of interest may be determined to exist in any instance where a District officer or employee participates in or influences any decision-making process affecting a bid or contract in any way whatsoever.

12.0 <u>PROPOSAL EVALUATION</u>

The District will consider the following factors in selecting a system integrator for this project:

- Completeness and clarity of the proposal.

- Your firm's overall experience in the field of teleconferencing.

- Project management experiences for this particular type of implementation; how your firm proposes to implement this project, assure end-to-end network integrity, and your overall project management approach to this task – including scheduling, integrator team composition, etc.

- Responses from references.

- On-going maintenance and service options offered, including pricing.

- Course content and method of presentation of initial training.

- Your estimated pricing for this project as detailed in the Pricing Summary section of your proposal.

The evaluation process will be directed primarily at those capabilities clearly shown in the written proposal submitted. However, the District may request any or all firms submitting proposals to make oral presentations during the evaluation process and/or to provide additional information.

The District shall be the sole judge of all proposals, particularly, which one best qualifies for acceptance. The District reserves the right to accept other than the lowest-priced proposal and to negotiate with respondents if it appears to be in the best interest of the District to do so. The District reserves the right to reject any and all proposals.

13.0 PROPOSAL DEADLINE

Three (3) printed copies and an electronic version of your proposal submitted in response to this RFP must be forwarded to:

Brandon Swedblom, Network Systems Analyst
San Joaquin Valley Air Pollution Control District
1990 E. Gettysburg Avenue
Fresno, CA 93726
brandon.swedblom@valleyair.org

For consideration, the proposal must be received no later than **January 10, 2023**. Postmarks, fax, and/or emails are NOT acceptable substitutes for formal printed proposal copies.

14.0 LIST OF APPENDICES

13.1   Appendix A: District VTC Project Schedule (Proposed)

13.2   Appendix B: Detailed Pricing Summary

13.3   Appendix C: District Network Diagram

13.4   Appendix D: District VTC Equipment Inventory
Fresno Equipment
Modesto Equipment
Bakersfield Equipment

13.5   Appendix E: District Facility Floor Plans
Fresno Governing Board Room
Fresno VTC Room
Modesto VTC Room
Bakersfield VTC Room

Appendix A: District VTC Upgrade Project Schedule (Proposed)

ID	Task Name	Start	Finish	Duration
1	RFP Released to Vendors	11/14/2022	11/14/2022	1d
2	RFP Bidders Conference	11/29/2022	11/29/2022	1d
3	RFP Due from Vendors	1/10/2023	1/10/2023	1d
4	Review Provided Proposals and select winning vendor	1/10/2023	1/31/2023	3w 1d
5	Draft Project Contract	2/9/2023	2/27/2023	2w 3d
6	Governing Board Meeting for Potential Approval	3/16/2023	3/16/2023	1d
7	Integration Contract Finalized with Winning Vendor	3/30/2023	3/30/2023	1d
8	Integration Period for All Systems	5/1/2023	8/16/2023	15w 3d
9	Network and Scheduling Upgrade	5/30/2023	6/26/2023	4w
10	Fresno VTC Upgrade	5/30/2023	6/23/2023	3w 4d
11	Governing Board VTC Upgrade	6/19/2023	7/13/2023	3w 4d
12	Modesto VTC Upgrade	7/10/2023	7/24/2023	2w 1d
13	Bakersfield VTC Upgrade	8/2/2023	8/16/2023	2w 1d
14	Project Closure	12/28/2023	12/28/2023	1d

Appendix B: Detailed Pricing Summary

This summary provides a sample of the required cost breakdowns. Please use the following structure to provide separate costs for SP1, SP2, and SP3. (Please refer to Section 3.1) There should be a summary section for the total project cost, with a separate detail section for each of the four VTC systems in the proposal. Note the

Project Pricing Summary					
different sales	Fresno VTC System	Governing Board VTC System	Modesto VTC System	Bakersfield VTC System	TOTALS
Equipment					
Labor					

Project Detailed Pricing					
Shipping & Handling					
FRESNO VTC SYSTEM					
EQUIPMENT SECTION					

	Qty	Description		Unit Price	Ext. Price
		A			
		B			
		C			
		…			
			SALES TAX (8.225%)		
			SHIPPING & HANDLING		
			EQUIPMENT SECTION TOTAL		

LABOR SECTION

	Qty	Description		Unit Price	Ext. Price
		A			
		B			
		C			
		…			
			LABOR SECTION TOTAL		

FACILITIES SECTION

	Qty	Description		Unit Price	Ext. Price
		A			
		B			
		C			
		…			
			FACILITIES SECTION TOTAL		

TRAINING SECTION

tax rates: Fresno 8.350%, Modesto 7.875%, and Bakersfield 8.250%

Appendix C: District Network Diagram

WAN Communication Diagram – Voice and Video
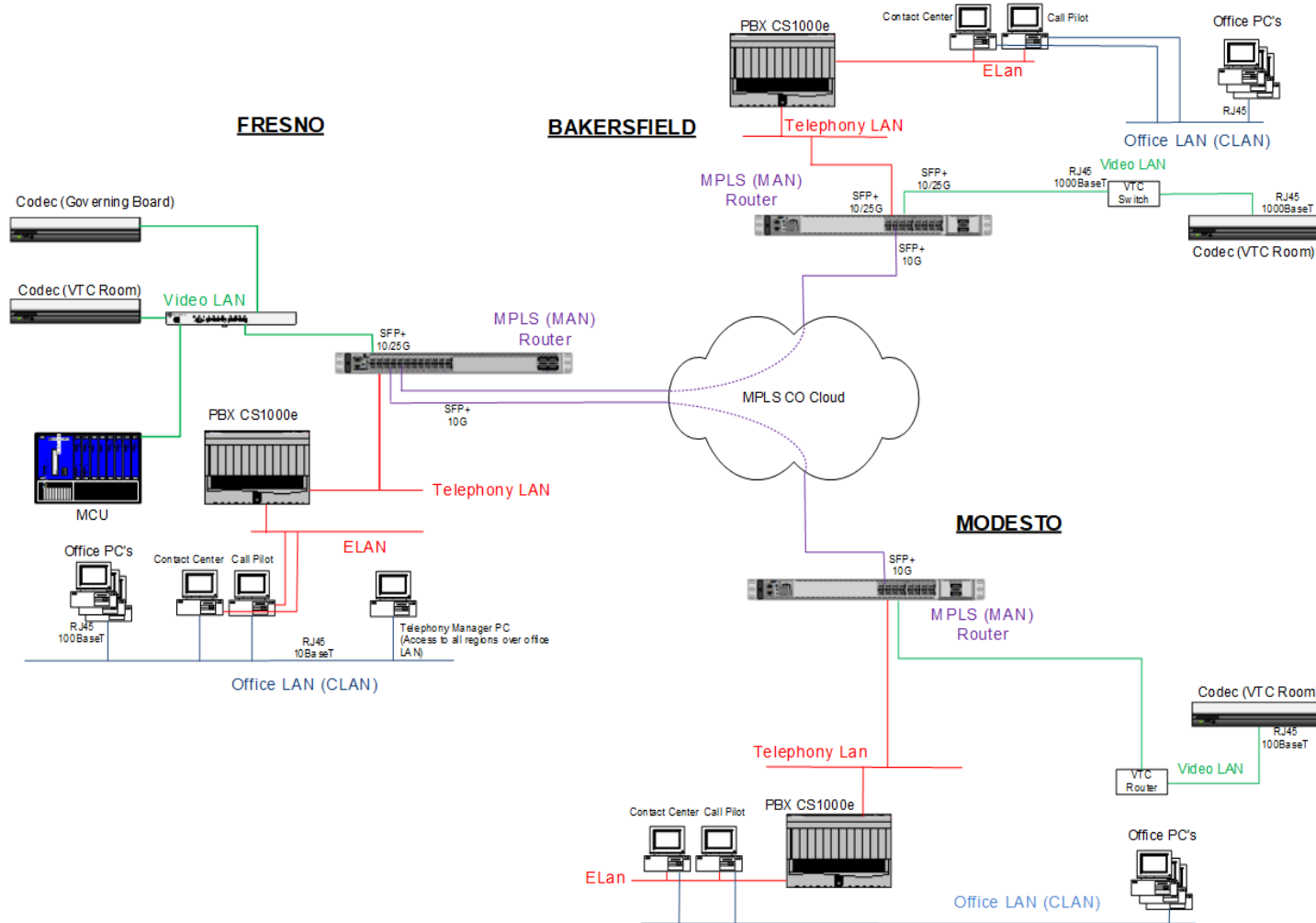
Appendix D: District VTC Equipment Inventory

Quantity	Manufacturer	Model	Site	Priority
1	Cisco Router (MPLS)	9500 Series	Bakersfield	Low
1	Cisco Switch	Catalyst 3650	Bakersfield	Low
1	Vaddio Dual Display	PREVIEW HD DUAL	Bakersfield	High
1	Extron Video Scaler	DVS 304	Bakersfield	High
1	TVOne Video Scaler	C2-2200	Bakersfield	High
1	LifeSize Codec	Icon 600	Bakersfield	High
1	Crestron Scaler	HD-SCALER	Bakersfield	High
1	Extron Scaler	DSC 301 HD	Bakersfield	High
1	Crestron PRO2 Processor	PRO2	Bakersfield	High
1	Crestron Switcher	DM-MD16X16	Bakersfield	High
1	Crestron Control Panel Processor	DGE-2	Bakersfield	High
1	Crestron Repeater	DM-DR	Bakersfield	High
1	Crestron Wall Plate	V-IMCW	Bakersfield	High
1	Crestron Control Panel	V15-TILT-B	Bakersfield	High
2	Sony HD Camera	EVI-HD1	Bakersfield	High
1	Wolf Vision Document Camera	EYE-10	Bakersfield	High
1	Gefen Scaler	GTV-HDMI-2-COMP	Bakersfield	High
1	Crestron Transmitter	DM-TX-201-C	Bakersfield	High
`1	Sony BluRay Player		Bakersfield	Low
1	Crestron Transmitter	QM-TX	Bakersfield	High
4	Crestron Receiver	DM-RMC-SCALER-C	Bakersfield	High
4	Sharp Display	LC-90LE657U	Bakersfield	High
2	AudiaFlex Audio Platform	12X12CM	Bakersfield	High
1	Biamp Amplifier	MPA250	Bakersfield	High
1	Extron Distribution Amplifier	DA 6A	Bakersfield	High
2	BIAMP Logic Box		Bakersfield	High
12	ClockAudio Table Microphone	C32E RF HALO	Bakersfield	High
12	ClockAudio Microphone Base	SM80S RF LATCH	Bakersfield	High
10	ClockAudio Ceiling Microphone	C 3SW CPPW 01	Bakersfield	High
1	ClockAudio Podium Microphone	C34E-RF SM 70	Bakersfield	High
12	Extron Overhead Speaker	SI 3CT LP	Bakersfield	High
2	Listen Wireless Amplifier	LT-800-072	Bakersfield	High
1	Shure Microphone	SM58	Bakersfield	Low
1	Creston Distribution Block	C2N-HBLOCK	Bakersfield	High
1	Denon Audio Recorder	DN-F65OR	Bakersfield	Low
1	Alzatex Timer	TMR017	Bakersfield	Low

Quantity	Manufacturer	Model	Site	Priority
1	Cisco Router (MPLS)	9500 Series	Fresno	Low
2	Cisco Switch	Catalyst 3650	Fresno	Low
3	LifeSize Bridge (two spares)	2200	Fresno	High
1	LifeSize ISDN Gateway	Networker	Fresno	High
1	LifeSize UVC Video Center		Fresno	High
1	Crestron Fusion Server		Fresno	High

Quantity	Manufacturer	Model	Site	Priority
1	Vaddio Dual Display	PREVIEW HD DUAL	VTC Fresno	High
1	Extron Video Scaler	DVS 304	VTC Fresno	High
1	TVOne Video Scaler	C2-2200	VTC Fresno	High
1	LifeSize Codec	Icon 600	VTC Fresno	High
1	Crestron Scaler	HD-SCALER	VTC Fresno	High
1	Extron Scaler	DSC 301 HD	VTC Fresno	High
1	Crestron PRO2 Processor	PRO2	VTC Fresno	High

Quantity	Manufacturer	Model	Site	Priority
1	Crestron Switcher	DM-MD16X16	VTC Fresno	High
1	Crestron Control Panel Processor	DGE-2	VTC Fresno	High
1	Crestron Repeater	DM-DR	VTC Fresno	High
1	Crestron Wall Plate	V-IMCW	VTC Fresno	High
1	Crestron Control Panel	V15-TILT-B	VTC Fresno	High
2	Sony HD Camera	EVI-HD1	VTC Fresno	High
1	Wolf Vision Document Camera	EYE-10	VTC Fresno	High
1	Gefen Scaler	GTV-HDMI-2-COMP	VTC Fresno	High
1	Crestron Transmitter	DM-TX-201-C	VTC Fresno	High
1	Sony BluRay Player		VTC Fresno	Low
1	Crestron Transmitter	QM-TX	VTC Fresno	High
4	Crestron Receiver	DM-RMC-SCALER-C	VTC Fresno	High
4	Sharp Aquos 65"Flat Panel	LC65D64U	VTC Fresno	High
2	AudiaFlex Audio Platform	12X12CM	VTC Fresno	High
1	Extron Amplifier	XPA2001	VTC Fresno	High
1	Extron Distribution Amplifier	DA 6A	VTC Fresno	High
2	BIAMP Logic Box		VTC Fresno	High
12	ClockAudio Table Microphone	C32E RF HALO	VTC Fresno	High
12	ClockAudio Microphone Base	SM80S RF LATCH	VTC Fresno	High
8	ClockAudio Ceiling Microphone	C 3SW CPPW 01	VTC Fresno	High
1	ClockAudio Podium Microphone	C34E-RF SM 70	VTC Fresno	High
10	Extron Overhead Speaker	SI 3CT LP	VTC Fresno	High
2	Listen Wireless Amplifier	LT-800-072	VTC Fresno	High
1	Shure Microphone	SM58	VTC Fresno	Low
1	Creston Distribution Block	C2N-HBLOCK	VTC Fresno	High
1	Denon Audio Recorder	DN-F65OR	VTC Fresno	Low
1	Alzatex Timer	TMR017	VTC Fresno	Low
Quantity	Manufacturer	Model	Site	Priority
1	Vaddio Dual Display	PREVIEW HD DUAL	GB Fresno	High
1	Extron Video Scaler	SW4 RGBHV	GB Fresno	High
1	TVOne Video Scaler	C2-2200	GB Fresno	High
1	LifeSize Codec	Icon 600	GB Fresno	High
1	Crestron Scaler	HD-SCALER	GB Fresno	High
1	Extron Scaler	DSC 301 HD	GB Fresno	High
1	Crestron PRO3 Processor	PRO3	GB Fresno	Low
1	Crestron Switcher	DM-MD16X16	GB Fresno	High
1	Crestron Control Panel Processor	DGE-2	GB Fresno	High
1	Crestron Repeater	DM-DR	GB Fresno	High
1	Crestron Wall Plate	V-IMCW	GB Fresno	High
1	Crestron Control Panel	V15-TILT-B	GB Fresno	High
4	Sony HD Camera	EVI-HD1	GB Fresno	High
1	Wolf Vision Document Camera	EYE-10	GB Fresno	High
1	Gefen Scaler	GTV-HDMI-2-COMP	GB Fresno	High
1	Crestron Transmitter	DM-TX-201-C	GB Fresno	High
1	Sony BluRay Player		GB Fresno	High
2	Crestron Transmitter Wall Plate	DM-TX-200-C-2G-B-T	GB Fresno	High
2	Crestron Receiver	DM-DMC-Scaler-C	GB Fresno	High
2	22" ViewSonic Displays	NX2232W	GB Fresno	High
4	Crestron Scaler	HD-Scaler-HD-E	GB Fresno	High
4	Crestron Distribution Amplifier	HD-DA8-4K-E	GB Fresno	High
20	Extron Transmitter	DTP HDMI 330 TX	GB Fresno	High
20	Extron Receiver	DTP HDMI 330 RX	GB Fresno	High
12	65" Sharp Display	LC-65D64U	GB Fresno	High
8	50" Sharp Display	LC-50LE550U	GB Fresno	High
1	Crestron Transmitter	QM-TX	GB Fresno	High
3	AudiaFlex Audio Platform	12X12CM	GB Fresno	High

Quantity	Manufacturer	Model	Site	Priority
1	LAB.GRUPPEN Amplifier	C20:8X	GB Fresno	High
1	Extron Distribution Amplifier	DA 6A	GB Fresno	High
3	BIAMP Logic Box		GB Fresno	High
1	NETGEAR Switch		GB Fresno	High
22	ClockAudio Table Microphone	C32E RF HALO	GB Fresno	High
22	ClockAudio Microphone Base	SM80S RF LATCH	GB Fresno	High
12	ClockAudio Ceiling Microphone	C 3SW CPPW 01	GB Fresno	High
1	ClockAudio Podium Microphone	C34E-RF SM 70	GB Fresno	High
26	Extron Overhead Speaker	SI 3CT LP	GB Fresno	High
2	Shure Wireless Receiver	SLX4	GB Fresno	High
2	Shure Wireless Microphone	SLX2	GB Fresno	High
2	Listen Wireless Amplifier	LT-800-072	GB Fresno	High
1	Shure Microphone	SM58	GB Fresno	Low
1	Creston Distribution Block	C2N-HBLOCK	GB Fresno	High
13	Creston COM Box	ST-COM	GB Fresno	High
1	Denon Audio Recorder	DN-F65OR	GB Fresno	Low
1	Alzatex Timer	TMR017	GB Fresno	Low
Quantity	Manufacturer	Model	Site	Priority
1	Cisco Router (MPLS)	9500 Series	Modesto	Low
1	Cisco Switch	Catalyst 3650	Modesto	Low
1	Vaddio Dual Display	PREVIEW HD DUAL	Modesto	High
1	Extron Video Scaler	DVS 304	Modesto	High
1	TVOne Video Scaler	C2-2200	Modesto	High
1	LifeSize Codec	Icon 600	Modesto	High
1	Crestron Scaler	HD-SCALER	Modesto	High
1	Extron Scaler	DSC 301 HD	Modesto	High
1	Crestron PRO2 Processor	PRO2	Modesto	High
1	Crestron Switcher	DM-MD16X16	Modesto	High
1	Crestron Control Panel Processor	DGE-2	Modesto	High
1	Crestron Repeater	DM-DR	Modesto	High
1	Crestron Wall Plate	V-IMCW	Modesto	High
1	Crestron Control Panel	V15-TILT-B	Modesto	High
2	Sony HD Camera	EVI-HD1	Modesto	High
1	Wolf Vision Document Camera	EYE-10	Modesto	High
1	Gefen Scaler	GTV-HDMI-2-COMP	Modesto	High
1	Crestron Transmitter	DM-TX-201-C	Modesto	High
1	Sony BluRay Player		Modesto	Low
1	Crestron Transmitter	QM-TX	Modesto	High
4	Crestron Receiver	DM-RMC-SCALER-C	Modesto	High
4	Sharp Display	LC-90LE657U	Modesto	High
2	AudiaFlex Audio Platform	12X12CM	Modesto	High
1	Biamp Amplifier	MPA250	Modesto	High
1	Extron Distribution Amplifier	DA 6A	Modesto	High
2	BIAMP Logic Box		Modesto	High
12	ClockAudio Table Microphone	C32E RF HALO	Modesto	High
12	ClockAudio Microphone Base	SM80S RF LATCH	Modesto	High
10	ClockAudio Ceiling Microphone	C 3SW CPPW 01	Modesto	High
1	ClockAudio Podium Microphone	C34E-RF SM 70	Modesto	High
12	Extron Overhead Speaker	SI 3CT LP	Modesto	High
2	Listen Wireless Amplifier	LT-800-072	Modesto	High
1	Shure Microphone	SM58	Modesto	Low
1	Creston Distribution Block	C2N-HBLOCK	Modesto	High
1	Denon Audio Recorder	DN-F65OR	Modesto	Low
1	Alzatex Timer	TMR017	Modesto	Low

Appendix E: District Facility Floor Plans

Governing Board Room (Fresno)

Fresno VTC Room

ER-02

FPD-01, EX

FPD-02, EX

1G, EX WP-03

TIM-01, EX

CAM-01, EX

MIC-06, EX
MIC-05, EX
MIC-04, EX
MIC-03, EX
MIC-02, EX
MIC-01, EX

TABLE, EX
TX-01

CP-01, NEW

MIC-07, EX
MIC-08, EX
MIC-09, EX
MIC-10, EX
MIC-11, EX
MIC-12, EX

4G, EX FB WP-02

LECTERN, EX
MIC-21, EX
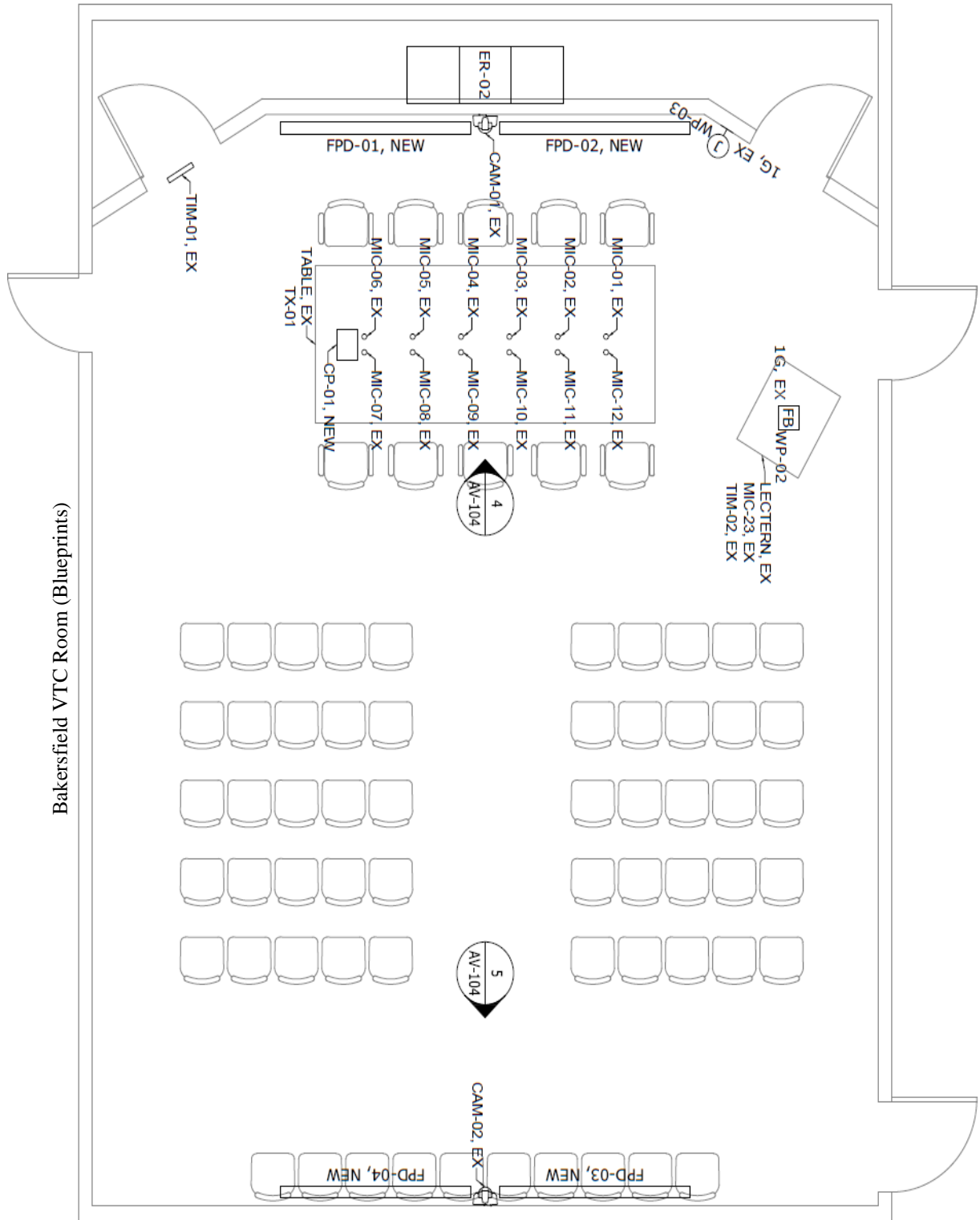TIM-02, EX

4G, EX J WP-01

CAM-02, EX

FPD-04, EX

FPD-03, EX
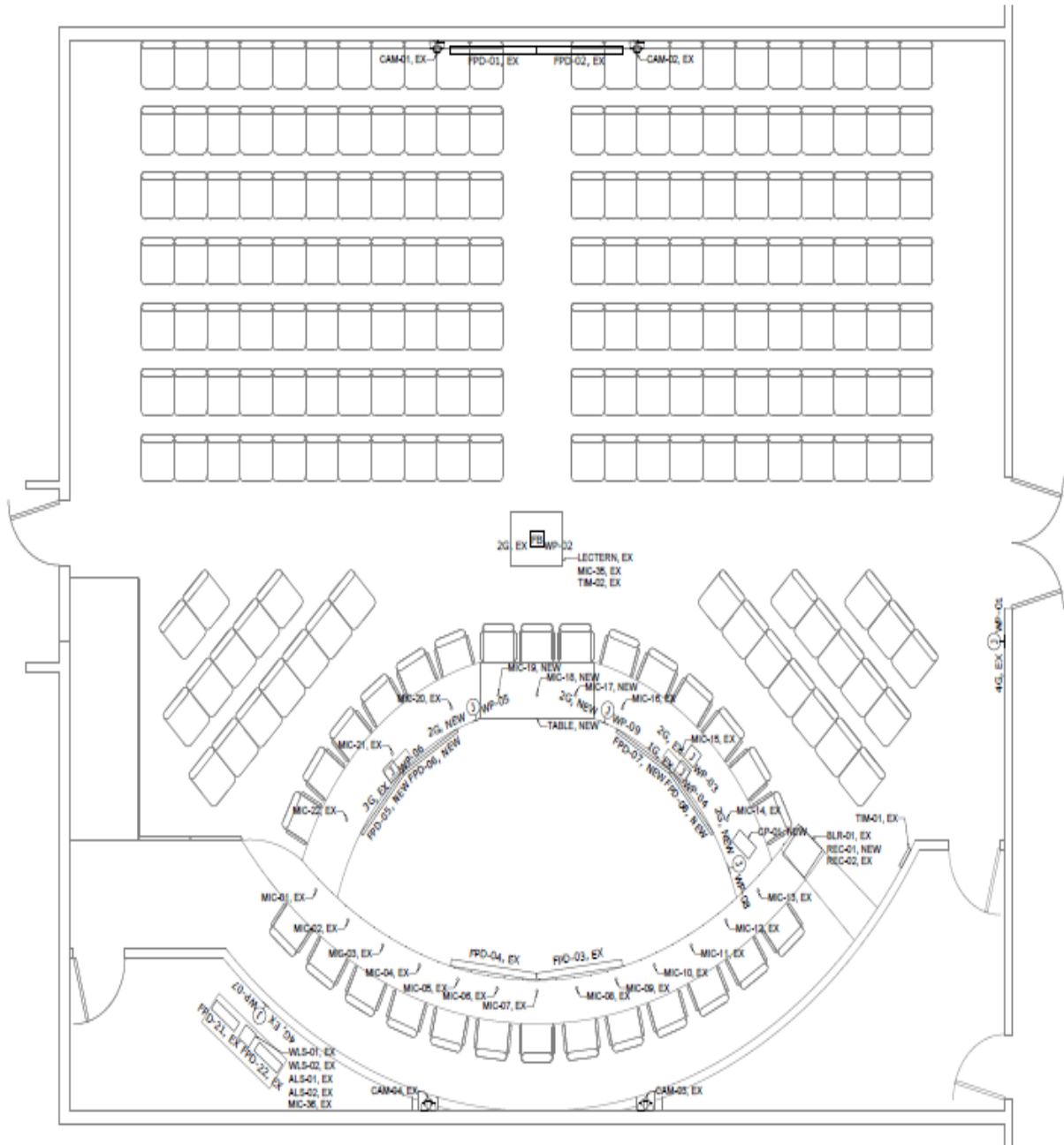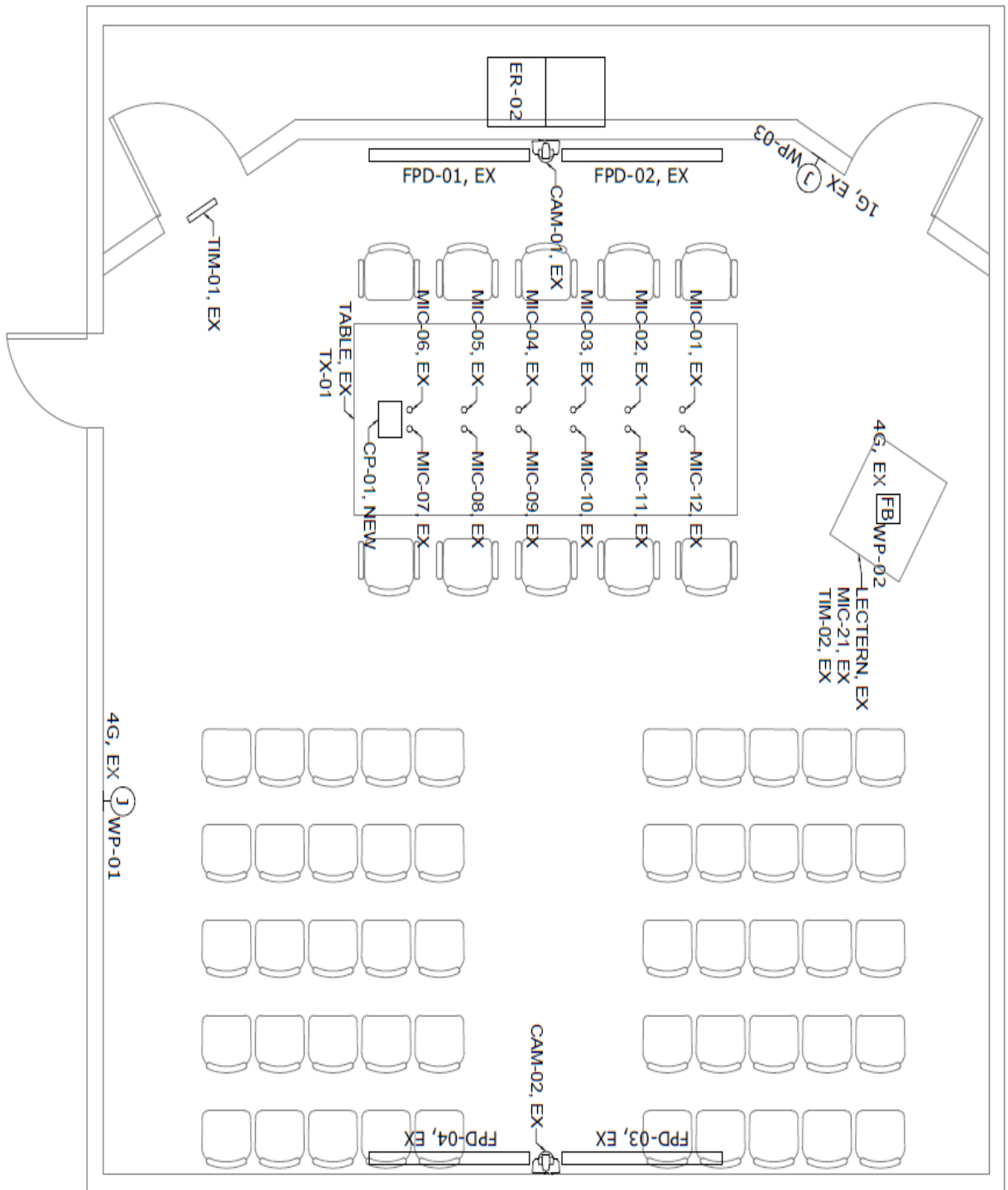
Modesto VTC Room
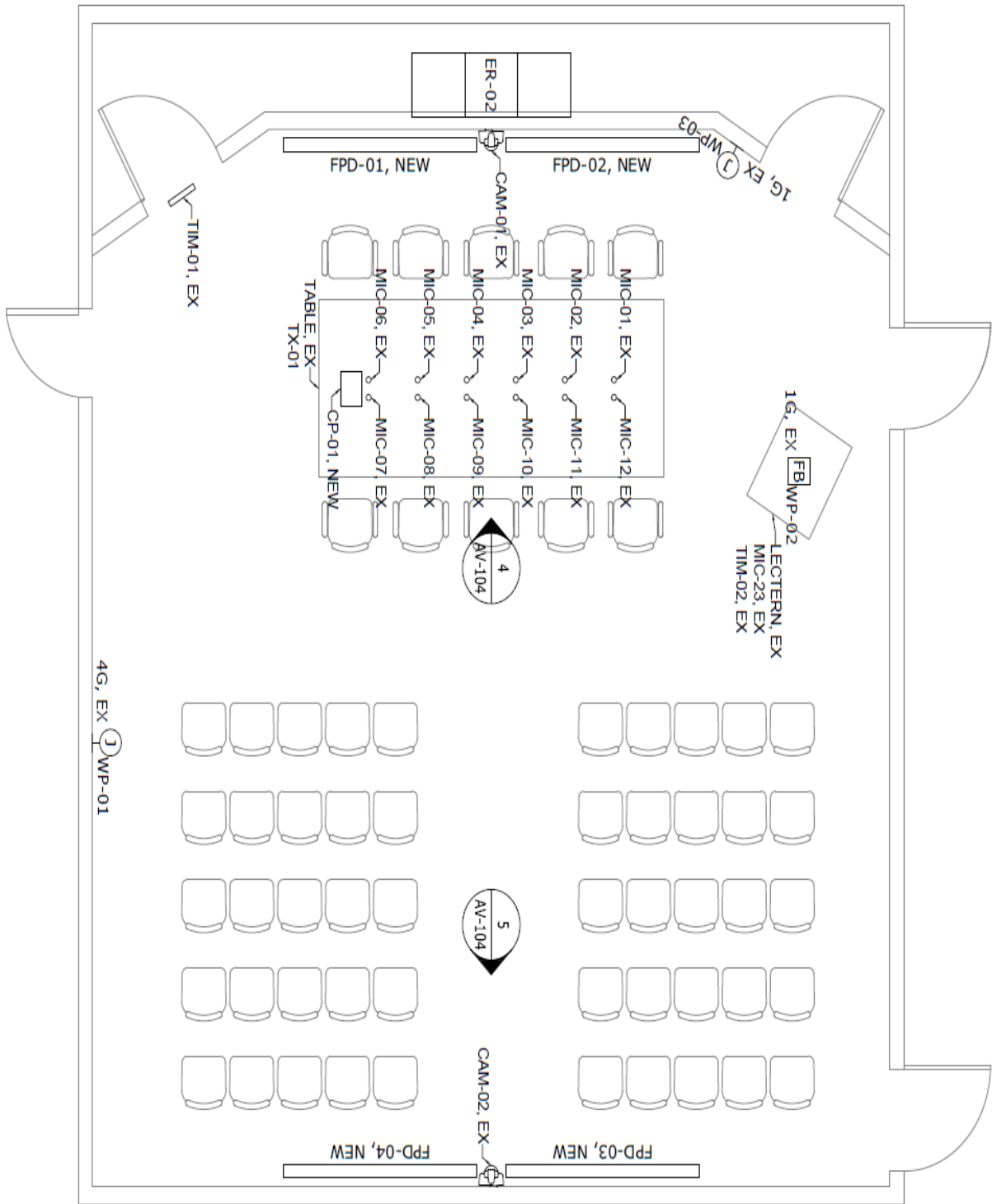
Bakersfield VTC Room

Bakersfield VTC Room (Blueprints)

ER-02

FPD-01, NEW   FPD-02, NEW

1G, EX WP-03

CAM-01, EX

TIM-01, EX

TABLE, EX
TX-01

MIC-06, EX   MIC-05, EX   MIC-04, EX   MIC-03, EX   MIC-02, EX   MIC-01, EX

CP-01, NEW   MIC-07, EX   MIC-08, EX   MIC-09, EX   MIC-10, EX   MIC-11, EX   MIC-12, EX

AV-104
4

1G, EX FB WP-02

LECTERN, EX
MIC-23, EX
TIM-02, EX

AV-104
5

CAM-02, EX

FPD-04, NEW   FPD-03, NEW