



**SARASOTA**  
County Schools

**Materials Management**  
Purchasing Department  
101 Old Venice Road, Osprey, FL 34229  
Phone 941-486-2183 • Fax 941-486-2188  
[SarasotaCountySchools.net](http://SarasotaCountySchools.net)

November 1, 2016

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## MEMORANDUM

**TO: Members of the School Board**  
**Lori White, Superintendent**  
**Mitsi Corcoran, Chief Financial Officer**

**FROM: Carol A. Lichon, CPPO, Director of Materials Management**

**TITLE: APPROVAL TO AWARD BID #17-0309 FOR VIDEO EQUIPMENT & INTEGRATION**

Bids to provide 'Video Equipment & Integration' were received from three vendors on October 12, 2016. The bid of Command Corporation was the best low bid meeting the advertised specifications. This bid is for a one-time purchase. The funds for this purchase are contained in the transfer from capital budget allocated to the Communications and Community Relations Department.

**Requested by:**  
Gary Leatherman

“Failure to file a protest within the time prescribed in Section 120.57(3), Florida Statutes, or failure to post the protest bond or other security required by law within the time allowed for filing a bond shall constitute a waiver of proceedings under Chapter 120, Florida Statutes.”

Posting Date: 10/25/2016

**Fiscal Impact:**  
Not to exceed  
\$136,695.50

**Recommended Motion:** That the bid of Command Corporation, for 'Video Equipment & Integration' in an amount not to exceed \$136,695.50, be approved as presented.

THE SCHOOL BOARD OF SARASOTA COUNTY, FLORIDA

Tabulation for Video Equipment & Integration - Bid #17-0309

Opened October 12, 2016 at 3:00 p.m.

Bidder shall provide pricing for a 'Total Lump Sum' to furnish all equipment, modifications, proposals, materials, removal of old equipment (leaving it on-site), and integration of new and existing equipment, labor, supervision, tools, travel, fuel, cables, wire, distribution amps, converters, disposal of trash as per bid specifications, attached drawing, and full functionality of system. The "Total Lump Sum" bid price shall include FOB destination delivery, storage, installation, set up, commissioning, testing, license, in person training during a live meeting, and warranty of video equipment and integration, within the Sarasota County School District. Bidder include with bid, an itemized list of new equipment, training, integration to include pricing for Fixed Asset tagging purposes, and this total must agree with the "Total Lump Sum" price.		Blackwater Integration, LLC	<b>Command Corporation</b>	ProSound, Inc. dba ProSound & Video
1.	PROJECT: Provide video equipment and integration per bid specifications.	\$160,589.65 Total Lump Sum	<b>\$136,695.50</b> Total Lump Sum	\$183,250.00 Total Lump Sum
2.	Indicate the length and conditions of the warranty over and above the requested one year?	0 years	<b>Some equipment comes with up to 5 year warranty (AJA for example)</b>	No additional years. One year warranty plus any extended warranties from manufacturer.
3.	Indicate number of calendar days after the receipt of purchase order for delivery, installation, and completion of project.	42 days	<b>Estimated 60 days</b>	100 days
Bidder to include with bid, an itemized list of new equipment, training, integration to include pricing for Fixed Asset tagging purposes, and this total must agree with the "Total Lump Sum" price.				
Contact		Michael Martin	<b>Michael Smith</b>	Rick Scharmman
Address		4755 Drane Field Road Ste 101 Lakeland, FL 33811	<b>2803 Golf to Bay Blvd. Ste 406 Clearwater, FL 33759</b>	1375 N.E. 123rd St. Miami, FL 33161
Phone		863-937-9368	<b>727-560-0134</b>	305-891-1000
Fax		863-937-9371	<b>813-315-6804</b>	305-891-3000
Federal ID		26-3238186	<b>59-3188938</b>	59-1834097
Email		<a href="mailto:michael@blackwaterint.com">michael@blackwaterint.com</a>	<a href="mailto:michael@cmnd.com">michael@cmnd.com</a>	<a href="mailto:rscharmman@prosound.net">rscharmman@prosound.net</a>
Notes:	Troxell Communications - no bid			
List of Equipment Included in Total Lump Sum:		See attached product list	<b>See attached product list</b>	See attached product list
Recorded by: JoAnn Joyce		Witnessed by: Joyce E. Haney		



# blackwater integration

4755 Drane Field Road, Suite 101  
Lakeland, FL 33811  
Office: 863-937-9368  
www.blackwaterint.com

PO Box 5050  
Lakeland, FL 33807  
Fax: 863-937-9371  
info@blackwaterint.com

Quote

DATE: October 11, 2016  
Quote #: SBSC16-1530

## Bid #17-0309/ Video Equipment & Integration

**-Customer Information-**  
The School Board of Sarasota County, FL  
Purchasing Office  
101 Old Venice Rd  
Osprey, FL 34229  
Joyce E. Haney, Sr Buyer

QTY	MANUFACTURER	MODEL	DESCRIPTION	UNIT NET	TOTAL NET
<b>Video Equipment &amp; Integration - Bid #17-0309</b>					
<b>Cameras</b>					
6	Sony	BPC-V900/PACZ	PTZ cameras (replacing existing Matsui PTZ with Eagle Control System)	\$ 8,253.26	\$ 55,519.56
1	Sony	RM-BE300	PTZ camera controller (replacing the Eagle Controller)	\$ 1,352.01	\$ 1,352.01
6	SCT	BBCWMALL	camera wall mounts (replacing existing arm wall mount and one ceiling mount)	\$ 212.15	\$ 1,272.90
6	SCT	RCJ-HDS	camera power/control extensions	\$ 938.48	\$ 5,636.88
3	SCT	RC-RK2	rack shelves or equal	\$ 105.00	\$ 315.00
<b>Control Room</b>					
1	Compix	Convergi HD	single channel HD/SD CG	\$ 14,447.10	\$ 14,447.10
1	Compix	Pro option	single channel 4RU chassis Pro Upgrade for G1	\$ 1,806.45	\$ 1,806.45
1	Compix	Gen CG-Edit	CG graphics software for offline use	\$ 356.77	\$ 356.77
1	Samsung	S19F350	monitor for the COMPIX or equal	\$ 88.41	\$ 88.41
2	Gefen	EXT-HDVGA-3G-SC	scaler/convertor or equal	\$ 303.83	\$ 607.66
1	AJA	HD10DA/HD10AMA	audio embedder or equal	\$ 695.63	\$ 695.63
2	Ikegami	ULE-217	21.5 inch monitors with stand, to include 1 channel HD-SDI input for preview/program monitors with *Vesa mounting hardware *(for these monitors only)	\$ 800.33	\$ 1,600.66
1	Vizio	D48-D0	multi-viewer with articulating boom arm mount ability (replacing existing multi-viewer - articulating boom mount required)	\$ 667.97	\$ 667.97
<b>Displays</b>					
6	Vizio	D55-D2	55" monitors (not to exceed 64 inch diagonal outside dimensions/no less than 55 inch viewable dimensions (replacing existing monitors in board room and rooms A/B required four (4) 60" mounts and four (8) pole mounts)	\$ 779.68	\$ 4,678.08
<b>IOC Equipment</b>					
1	Crestron	DIV-AFS	Crestron Div-AFS serial converter	\$ 910.00	\$ 910.00
1	Black Magic	Hyper Deck Studio Pro 2	Pro 2 with 1 TB storage and one (1) desktop dock	\$ 2,508.33	\$ 2,508.33
19	AJA	HIS	HD-SDI to HDMI converters	\$ 291.82	\$ 5,544.58
13	AJA	Ha5	HDMI to HD-SDI	\$ 291.82	\$ 3,793.66
1	Black Magic	BMD-CONVMSDIDA	HD-SDI DA for the eight monitors with one (1) in and eight (8) out	\$ 182.00	\$ 182.00
2	AJA	FS2	Up/Down Converter for fiber feeds	\$ 3,379.11	\$ 6,758.22
1	AJA	KUMO 3232	32x32 HD/SDI Router (replacing the 16x16 VGA router and the Analog Way DiVentix switcher)	\$ 2,956.19	\$ 2,956.19
1	AJA	KUMO PWR	KUMO +12VDC Power Supply, for redundant operation or spare	\$ 80.36	\$ 80.36
1	AJA	KUMO CP	IRU Hardware Control Panel for KUMO routers	\$ 503.28	\$ 503.28
2	AJA	V2Digital	Component to HD/SDI converter	\$ 291.82	\$ 583.64
2	Decimator Design	MD-DUCC	scaler/switcher with GenLock or equal	\$ 415.34	\$ 830.68
1	Kramer	VP-790	Kramer VP-790 8-Input Analog HDMI & 3G HD-SDI ProScale Digital Scaler/Switcher	\$ 2,884.53	\$ 2,884.53
2	AJA	HD10DA/HD10AMA	1x6 relocking distribution amps (if needed) or equal	\$ 695.63	\$ 1,391.26
1	HP	750-124	Media Matrix PC - ENVY Desktop - Intel Core i7 - 16GB Memory - 2TB Hard Drive	\$ 879.99	\$ 879.99
1	HP	750-124	Crestron PC - ENVY Desktop - Intel Core i7 - 16GB Memory - 2TB Hard Drive	\$ 879.99	\$ 879.99
				<b>Sub Total</b>	<b>\$ 121,297.88</b>
				<b>Equipment Total</b>	<b>\$ 121,297.88</b>
<b>Labor &amp; Material</b>					
1	Blackwater Integration	Labor	Integration Labor	\$	\$ 24,550.50
1	Blackwater Integration	Material / Shipping	Integration Material (ie Connectors, Cable, Labels and Supplies) includes shipping cost	\$	\$ 13,500.00
1	Blackwater Integration	Travel & Expenses	Travel	\$	\$ 1,248.00
				<b>INT. Sub Total</b>	<b>\$ 40,000.00</b>
				<b>*Current Exemption Certificate provided</b>	<b>Sales Tax \$</b>
				<b>Quote Total</b>	<b>\$ 160,689.65</b>
<b>Scope of Work</b>					
<p>The scope of this project is to upgrade the remaining parts of this system to create a 1080i facility. This will include replacing the (5) cameras with a current HD robotic camera, replacing the 8 monitors for the seating areas including all external equipment to make fully functional. This scope also includes the replacement of the routing system with an HD/SDI router. New CG unit to feed into the existing production switcher. Update the Crestron program. Replacing the multiviewer monitors. This is considered a turn key package for all the upgraded items.</p>					

**Michael Martin**

Submitted By: Michael Martin  
Broadcast Engineering Services

**10/11/16**

Date

Accepted:

Date



# Helping Broadcast & Audio-Visual Clients Achieve Success Since 1993

## SOLD TO

JOYCE HANEY  
SCHOOLBOARD OF SARASOTA  
COUNTY

101 OLD VENICE ROAD  
SARASOTA, FLORIDA 34229  
United States of America

Joyce.Haney@sarasotacounty.sc

## QUOTE

AAAQ3428-03

10/12/16

TURNIN	SHIP VIA	FREIGHT
SEE INTRODUCTION	INCLUDED	SEE INTRODUCTION

- GROUND FREIGHT IS INCLUDED AND EXPECTED TO BE NO MORE THAN 30-45 DAYS AFTER RECEIPT OF ORDER
- TERMS ARE EQUIPMENT TO BE PAID NET 30 DAYS AFTER SHIPMENT
- INTEGRATION AND MATERIALS DUE NET 30 DAYS AFTER COMPLETION.

6	BRC-H900	PTZ CAMERA	\$7,888.00	\$47,328.00
1	RMBR300	PTZ CAMERA CONTROLLER	\$1,260.00	\$1,260.00
6	RCM-BRH	CAMERA WALL MOUNT	\$156.00	\$936.00
0		SCT CAMERA EXTENSION - NOT NEEDED, WE CAN ACCOMPLISH THROUGH EXISTING WIRING	\$943.00	\$0.00
0		SCT RACKMOUNT KIT FOR 2 MODULES - NOT NEEDED, WE CAN ACCOMPLISH THROUGH EXISTING WIRING	\$105.00	\$0.00
1	ConverG1 HD	Compix Single Channel HD/SD CG	\$14,395.00	\$14,395.00
1	PRO Option Single Channel 4RU Chassis	Pro Upgrade for G1 (for more critical applications)	\$1,800.00	\$1,800.00
1	GenCG-Edit	GEN CG Graphics Software for offline use.	\$355.50	\$355.50
1	S19F-350	SAMSUNG MONITOR	\$75.00	\$75.00
0	---	EXT-HDVGA-3G-SC GEFEN SCALER/CONVERTER NOT NEEDED	\$0.00	\$0.00
1	3G-AMA	AUDIO EMBEDDER / DE-EMBEDDER	\$675.00	\$675.00
2	ULE-217	IKEGAMI MONITOR	\$895.00	\$1,790.00
1	D48-D0	VIZIO 48" LCD (CONTROL ROOM)	\$379.00	\$379.00
8	D65-D2	VIZIO 65" LCD (CHAMBERS)	\$799.00	\$6,392.00
1	DIN-AP3	CRESTRON DIN-AP3	\$1,300.00	\$1,300.00
1	BMD-HYPERD/ST/PRO2	HYPERDECK STUDIO PRO 2	\$1,695.00	\$1,695.00
1	SSD1TB	1TB SSD	\$425.00	\$425.00
1	DOCK	DOCK	\$50.00	\$50.00
19	Hi5 Plus	AJA RECEIVERS SDI TO HDMI	\$335.00	\$6,365.00

QTY	MODEL NUMBER	DESCRIPTION	UNIT PRICE	EXT. PRICE
13	Ha5 Plus	AJA TRANSMITTERS HDMI TO SDI	\$335.00	\$4,355.00
3	BMD-CONVMSDIDA	Mini Converter - SDI Distribution	\$165.00	\$495.00
4	BMD-TERANEXEXPV12GQL	Teranex AV	\$1,440.00	\$5,760.00
1	KUMO 3232	KUMO 32x32 Compact SDI Router, with 1 power supply	\$2,970.00	\$2,970.00
1	KUMO PWR	KUMO +12VDC Power Supply, for redundant operation or spare	\$80.00	\$80.00
1	KUMO CP	1RU Hardware Control Panel for KUMO routers	\$505.00	\$505.00
0	---	SDI->VGA NOT NEEDED	\$0.00	\$0.00
0	---	COMPONENT TO SDI NOT NEEDED	\$0.00	\$0.00
0	---	MD-DUCC NOT NEEDED	\$0.00	\$0.00
0	---	VP-790 NOT NEEDED	\$0.00	\$0.00
0	---	HD10DA NOT NEEDED	\$0.00	\$0.00
1	PC1	MEDIA MATRIX PC	\$1,200.00	\$1,200.00
1	PC2	CRESTRON PC	\$1,200.00	\$1,200.00
0	---	AJA UDC NOT NEEDED	\$0.00	\$0.00
0	---	VGA TO SDI NOT NEEDED	\$0.00	\$0.00
0	---	DE-INTERLACER NOT NEEDED	\$0.00	\$0.00
0	---	CABLING INCLUDED IN MATERIALS	\$0.00	\$0.00
1	CMND-MAT	MATERIALS	\$7,285.00	\$7,285.00
1	CMND-SW	STRUCTURED WIRING	\$2,375.00	\$2,375.00
1	CMND-INT	INTEGRATION & TRAINING	\$23,750.00	\$23,750.00
1	CMND-PRGM	PROGRAMMING	\$1,500.00	\$1,500.00
		<b>SUBTOTAL</b>		<b>\$136,695.50</b>
		<b>STATE SALES TAX</b>		<b>\$0.00</b>
		<b>FL COUNTY SALES SURTAX ON 1st \$5K</b>		<b>\$0.00</b>
		<b>GRAND TOTAL</b>		<b>\$136,695.50</b>

### Ask About Our Leasing Options

- Take advantage of the tax incentive
- Keep your cashflow intact
- Avoid equipment obsolescence
- Include soft costs like training, software, and service

Contact Dave Smith - (727) 460-6177 or dave@cmnd.com

### CLOSING NOTES

## Sarasota County School Chamber - AV upgrade

### Equipment Pricing

QTY	DESCRIPTION	MANUFACTURER	MODEL	UNIT PRICE	EXTENSION
6	HD 1/2 type 3CMOSs P/T/Z Color Video Camera	Sony	BRC-H900	\$8,874.00	\$53,244.00
1	Remote Operation Panel for Sony Cameras	Sony	RMBR300	\$1,458.00	\$1,458.00
6	camera wall mount	SCT	RCM-BRH	\$162.00	\$972.00
6	camera power - control extension	SCT	RC2-HDS	\$910.00	\$5,460.00
3	rack shelf	SCT	RC-RK2	\$114.00	\$342.00
1	HD Computer Graphics Generator	Compix	ConverG1 HD	\$15,356.00	\$15,356.00
1	Pro option	Compix	Pro Upgrade for G1	\$1,920.00	\$1,920.00
1	CG graphics software	Compix	Gen CG-Edit	\$380.00	\$380.00
1	Computer Monitor for Compix graphics	Samsung	S19F350	\$96.00	\$96.00
2	HDMI/VGA to 3G-SDI Scaler/Converter	Gefen	EXT-HDVGA-3G-SC	\$362.00	\$724.00
2	Dual-Rate HD/SD 1x6 reclocking Distribution Amplifier	AJA	HD10DA	\$311.00	\$622.00
1	Audio Embedder	AJA	HD10AMA	\$716.00	\$716.00
2	21.5-inch HDTV Full HD 1920x1080 pixel professional monitor with stand. Includes 1 ch HD-SDI input.	Ikegami	ULE-217	\$824.00	\$1,648.00
1	48" LED TV monitor	Sony	FWD48W650D	\$525.00	\$525.00
8	65 inch LCD 1920x1080 HD monitor	Sony	FWD65X750D	\$1,661.00	\$13,288.00
4	wall - tilt mount	Chief	LTM1U	\$227.00	\$908.00
4	ceiling pole mount	Chief	LCM1U/CMA100	\$354.00	\$1,416.00
1	serial converter	Crestron	DIN-AP3	\$780.00	\$780.00
1	1 TB storage	BlackMagic	HyperDeck Studio Pro 2	\$1,916.00	\$1,916.00
19	HD-SDI to HDMI converter (incl. 3ft. HDMI cable)	AJA	Hi5	\$311.00	\$5,909.00
13	HDMI to HD-SDI converter	BlackMagic	CONVMBHS2	\$188.00	\$2,444.00
1	HD-SDI DA - 1 x 8 - card plus frame	AJA	R20DA + FR1	\$972.00	\$972.00
2	Standards Converter	BlackMagic	Teranex AV	\$1,628.00	\$3,256.00
1	32 x 32 HD-SDI router	Utah Scientific	Utah-100UDS 32	\$4,496.00	\$4,496.00
1	HD-SDI to VGA converter	KanexPro	EXT-SDIVGA	\$144.00	\$144.00
2	HD-SDI converter	BlackMagic	CONVMAAS2	\$188.00	\$376.00
1	scaler/switcher w/ GenLoc	Decimator Design	MD-DUCC	\$534.00	\$534.00
1	High-quality presentation scaler/switcher with GenLock	Kramer	VP-790	\$2,967.00	\$2,967.00
2	1 x 6 relocking distribution amp	AJA	HD10DA	\$311.00	\$622.00

QTY	DESCRIPTION	MANUFACTURER	MODEL	UNIT PRICE	EXTENSION
1	PC for Media Matrix	Dell	OptiPlex	\$1,140.00	\$1,140.00
1	PC for Crestron	Dell	OptiPlex	\$1,140.00	\$1,140.00
2	up/down cross converter	AJA	UDC	\$626.00	\$1,252.00
1	Rack Mount File base HD Recorder/Player w/HD-SDI Inputs	AJA	Kio Pro Rack	\$1,796.00	\$1,796.00
1	500GB HDD storage module with USB 3.0 connection	AJA	KI-STOR500-USB	\$347.00	\$347.00
2	VGA to SDI converter	BlackMagic	CONVMAAS2	\$188.00	\$376.00
1	de-interlace cross converter for presentation matrix	AJA	HI5	\$311.00	\$311.00
1	reprogram Carbonite switcher			\$700.00	\$700.00
4	Low Loss Serial Digital Coax, Plenum-CMP, RG6 18 AWG solid bare copper conductor, foam FEP core, Duofoil®+95% tinned copper braid, Flamarrest® jacket	Belden	1695A	\$682.00	\$2,728.00
1	23 AWG solid .023" bare copper conductor, gas-injected foam HDPE insulation, Duofoil® + tinned copper braid shield (95% coverage), PVC jacket.	Belden	1855A	\$161.00	\$161.00
1	CAT6+ (350MHz), 4-Pair, U/UTP-Unshielded, Riser-CMR, Premise Horizontal Cable, 23 AWG Solid Bare Copper Conductors, Polyolefin Insulation, Tape Separator, Ripcord, PVC Jacket	Belden	2412	\$162.00	\$162.00
1	Remove existing equipment			\$4,100.00	\$4,100.00
1	Integration			\$26,200.00	\$26,200.00
1	Test / Program			\$4,500.00	\$4,500.00
1	Drawings & Documentation			\$4,200.00	\$4,200.00
1	Training			\$1,400.00	\$1,400.00
1	G&A			\$9,246.00	\$9,246.00

TOTAL \$183,250.00