

DIR #1000659639

C7/C10 Lic# 1067502



Conti LLC

920 Stillwater Rd, Suite 180

West Sacramento, CA 95605

P 916 900 8111

C 702 561 8163

F 916-256-3661

bfamini@conticorporation.com

4/26/24

To: Mr. Bennyhoff

Re: Merced Council Chamber PEG Audio/Visual Technology Refresh

A brief outline of Conti LLC(Legal Name)

Headquartered in Sterling Heights, Michigan, Conti LLC is a national contractor with offices throughout the United States, Canada and Mexico. We specialize in the planning, design, installation and maintenance of integrated communications network systems for campus and inner-building systems to meet your functional and financial objectives.

Founded in 1969, Conti brings you over fifty years of expert Electrical & Technology systems integration and installation experience. Conti consistently ranks as one of the top 100 electrical contractors throughout the nation. Locally, Conti has over 13 years of furnishing, installing, and maintaining Audio Visual/Surveillance/Teldata/ Fire Alarm Systems throughout Northern California.

Conti has built towers, factories, hospitals, schools, stadiums, solar farms, and roadways to connect them all. More importantly, we've earned the trust, confidence, and reputation for excellence that always makes us first when our customers need the best. We can all be proud of our work and the outstanding companies we've built, each a national leader in its own right. Conti and Indicon now include a growing family of over 3,000 employees, who completed 6,000+ projects last year and nearly \$1B in sales.

Conti has a flat organizational structure providing customers with direct access to senior-level management. We empower our project managers to increase efficiency, response time, and job coordination. Conti has several relationships with General/Sub Contractors as well as several Vendors to ensure material and labor are provided as specified in a professional manor. Our overall goal is to have all systems operating at maximum performance, with complete client satisfaction with immediate issue resolution and minimal risk.

Conti is committed to embracing emerging technologies and market trends both locally and regionally. Our extensive expertise in low voltage system designs and implementation trends allows us to offer seamless coordination, cost-effectiveness, and reduced risk for our customers. By integrating smart technologies such as IoT devices, smart sensors, and automation solutions into our low voltage systems, we enhance efficiency, improve monitoring capabilities, and introduce new services to our clients.

We also prioritize ongoing maintenance and support packages for our installed low voltage systems. This not only creates recurring revenue streams but also strengthens our client relationships by ensuring that their systems operate at peak performance levels. Our dedication to continuous training and development ensures that our employees stay updated with the latest technologies and industry trends, enhancing our company's reputation and capabilities.

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Conti's current clients are in mainly in the government sector. We have an extensive background with several City/Counties mainly upgrading their Council Chambers/Boardrooms we have currently in Northern Ca 15+ clients

Attached is our current product line up for 2024- ISD Tech is a sister Company of Conti LLC

A brief description of successful completion of a project of similar size and complexity. Below is a description of the implementation projects for each of the references provide

Pittsburg Council Chambers

This system is based on Crestron & QSC QSYS

Crestron 16x16 Matrix

Crestron Touchpanels 3

Qsc Qsys Core 110F V2 with QIO's

The Video Production Switcher is A Tricaster TC1 with 5 NDI Camera's

Multiple large displays in the Council Chambers with options to broadcast overflow in the lobby.

Video Conferencing capabilities

Broadcast feed sent to Granicus

San Juaquin County Boardroom

This system is based on Crestron & QSC QSYS

Crestron 32x32 Matrix

Crestron Touchpanels 10

Qsc Qsys Core 610 with QIO's

The Video Production Switcher is Blackmagic ATEM 2 M/E Production Studio 4K with 5 camera's

The main video source is a large format projector/screen in the Boardroom

Request to speak capabilities

Video Conferencing capabilities

Broadcast feed sent to Granicus

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Alameda CTA Boardroom

This system is based on Crestron & QSC QSYS

Crestron Matrix 16x16

Qsc Core 110f with I/O Frames

This is has a main room for the Board members with approximately 30 microphone with room combine expanding the space to 4 additional rooms for overflow. Or 4 individual rooms with video conferencing in each room

Request to speak in the boardroom

Several Projectors and displays

Broadcast feed sent to Granicus

We appreciate you considering **Conti LLC** for this project. We are prepared to commence material procurement and resources upon receipt of a notice to Proceed. If you have any questions or queries, feel free to email or call me.

Respectfully,

Bill Famini

TECHNOLOGY DIVISION MANAGER-NORTHERN CA

Mobile 702.561.8163

Office 916.900.8111 x231

Fax 916.256.3361

920 Stillwater Road Suite 180 West Sacramento, CA 95605





2024 Line Card

Audio/Video

AKG	NEC	Connectrac
Atlas/IED	Planar	Covid Wire & Cable
AMX	QSC Audio	Evoko
AtteroTech	Radio Design Labs	Extreme Networks
Audex	Reinkus Heinz	FSR
Audio Enhancement	RGB Spectrum	Furman
Audio Technica	Samsung	Gefen
Audix	Sennheiser	Great Lakes Cabinets
Biamp	Shure	Holovision
BSS Audio	Smart Enterprise	Hosa
Cambridge Sound	Sonance	Liberty AV
Clear Com	Sonos	Lowell
Clear One	Soundcraft	Mersive Technologies
Clock Audio	Soundtube	Middle Atlantic
Community	SunBrite TV	Monoprice
Crestron Electronics	SVSI	NTI
Crown Audio	Tannoy	Pakedge Device and Software
Da-Lite Screens	TOA	Peerless
DBX	TV One	Polycom
Digital Projection	Vaddio	Premier Mounts
Draper	Visionary Solutions	Sound Control Technologies
Earthworks	Williams Sound	StarLeaf
EAW		SurgeX
Electrovoice	<u>Sources</u>	Teleadapt
Extron Electronics	Audio Technica	West Penn Cable
Fulcrum Acoustic	Contemporary Research	Whirlwind
Hall Research	Oppo	Xantech
JBL	Samsung Techwin	
Key Digital	Tascam	
Klipsch		
Lab Gruppen	<u>Accessories</u>	
Lencore	Anchor Audio	
Leon	Bittree	
LG	C2G	
Listen Technologies	Chief/Raxxess	
Monitor Audio	Comprehensive	
		<u>Surveillance/ Access Control</u>
		American Dynamic
		Avigilon
		Kantech
		Open Options
		S2 Security
		Sielox

April 26th, 2024

1.6 SYSTEMS CAPABILITIES

A. General

1. Expansion and replacement of Existing Systems. This project is a new installation that utilizes existing infrastructure to replace existing equipment.
2. There are several different locations in the project. These different locations will be described in the functional descriptions, as well as by specific equipment for each location.
3. Cabling: where possible, utilize existing cabling and cable paths. Contractor is responsible to note where new cables are needed and provide/install them.
4. System Operation
 - a. The System will be used for City of Merced Council meetings. Full explanation of functions will be detailed below under "Rooms and Spaces".

B. Rooms and Spaces (overview)

1. The following provides a list of rooms and spaces included in the project and an overview of requirements for them. Detailed requirements follow.
 - a. Council Chambers (Dais and Seating) and Foyer. A formal meeting space used for scheduled government agency meetings. The Council Chambers encompasses the dais, audience seating and presentation podium.

During meetings, the System will operate in a conventional formal board room manner. In addition to audio/video presentation and sound reinforcement, the System will also create an internet Live Stream, and host remote participants via Microsoft Teams.
 - b. Control of the system will be from the Clerk's touch panel and the Mayor's touch panel. Members will also be able to control their individual microphone mutes and cast votes from individual button panels. System Tech Room. This room encompasses both the system racks and technical equipment and the system operator(s). The system racks include all of the audio/video/control head-end equipment, as well as shelves for the remote PC's used by meeting participants.

The operators will work with the NewTek Tricaster for both managing the Live Stream and camera content to the Council Chambers and ancillary room displays. Operators will also have a duplicate touch panel for control of the presentation system. A display allows the Tricaster operator to monitor the cameras and Teams systems.

c. Sam Pipes Room.

The Sam Pipes rooms functions for overflow (audio only) for Council meetings and also as an audio only separate meeting room.

d. Wilbur McMurray Room.

The Wilbur McMurray room functions as an audio and video overflow room for Council meetings. The Live Stream is shown on the display.

e. Hallway. There is a single display in the Hallway for video overflow of Council meetings. The Live Stream is shown on the display

C. Council Chambers

1. General

a. Since this is an update of an existing system, functionality will be a close duplicate of what is currently in place. Utilize existing infrastructure (conduit paths, existing cabling, existing displays mounts (except as noted); existing OFE displays.

2. Audio

a. Council members 1-9 and Clerk 1 receive Shure MX418/C microphones. Members B1-B4; lectern receive Shure MX24 microphones.

b. OFE loudspeakers to be installed in place of existing loudspeakers.

3 Touch Panels

a.: Provide 10" touch panel for Clerk; 7" touch panel for Mayor.

- b. Provide USB extenders for keyboard/mouse control of PC's in tech room
- c. Provide Council Member Controls: existing wired button controllers to be replaced by wireless button controllers as follows:
 - 1) Dais positions 1-9 will received dual 1G controls for the following functions: mic mute on/off; vote yes; vote no; vote abstain
 - 2) Clerk 2 and Dais B1-B4 will receive single 1G controllers with the following functions: mic on/off.
 - 3) All buttons will have corresponding LED lights (i.e. "green = on" and "red = mute" for microphones.
- 4. Video
 - a. Council member displays will be retained. Displays will show presentation content or member's own PC display. Signal to come from Video Matrix Switcher. Switching is controlled by Clerk 1

REFERENCES

REQUEST FOR PROPOSAL

Council Chamber Audio/Video Technology

All proposers must provide a list of three (3) current or former clients in the area provided below, identifying prior experience with the same type of project similar in size, application, and scope services requested by the City under **Scope of Work**. References shall have similar projects and requirements to those outlined in these specifications, terms and conditions. Proposer's failing to provide references shall be deemed unacceptable.

The City may contact some or all of the references provided in order to determine the Proposers' performance record on services similar to that described in this proposal. The City reserves the right to contact references other than those provided in the response and to use the information gained from them in the award process.

Company Name:	City Of Pittsburg
Address:	65 Civic Ave
City, State, Zip Code:	Pittsburg, CA 94565
Contact Person:	Sunil Gopala
Email Address:	sgopala@pittsburgca.gov
Telephone Number:	(925) 252-4837
Type of Business:	City- Council Chambers
Date of Installation:	2/15/24
Contract Value	\$ 428K

Company Name:	San Joaquin County
Address:	44 N. San Joaquin St.
City, State, Zip Code:	Stockton, Ca 95202
Contact Person:	Greg Moore
Email Address:	gmoore@sjgov.org
Telephone Number:	(209) 944-8838
Type of Business:	County- Council Chambers
Date of Installation:	3/16/24
Contract Value	\$ 170K

Company Name:	Alameda CTA
Address:	1111 Broadway Suite 800
City, State, Zip Code	Oakland, Ca 94607
Contact Person:	Seung Cho
Email Address:	scho@alamedactc.org
Telephone Number:	510.208.7472
Type of Business:	Transportation Commision - Boardroom
Date of Installation:	3/15/23
Contract Value	\$ 288K

PROPOSAL

ACKNOWLEDGEMENT

REQUEST FOR PROPOSAL

Council Chamber Audio/Video Technology

The City is soliciting proposals from qualified proposers to furnish its requirements per the specifications, terms and conditions contained in the above referenced proposal number. This Proposal Acknowledgement must be completed, signed by a responsible officer or employee, dated and submitted with the proposal response. Obligations assumed by such signature must be fulfilled.

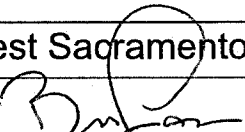
1. **Preparation of Proposals:** (a) All prices and notations must be printed in ink or typewritten. No erasures permitted. Errors may be crossed out and corrections printed in ink or typewritten adjacent and must be initialed in ink by person signing the proposal. (b) Quote price as specified in proposal. No alterations or changes of any kind shall be permitted to the Proposal Form. Responses that do not comply shall be subject to rejection in total.
2. **Taxes and Freight Charges:** (a) Unless otherwise required and specified in the RFP, the prices quoted herein do not include Sales, Use or other taxes. (b) No charge for delivery, drayage, express, parcel post packing, cartage, insurance, license fees, permits, costs of bonds, or for any other purpose, except taxes legally payable by City, will be paid by the City unless expressly included and itemized in the proposal. (c) Amount paid for transportation of property to the City is exempt from Federal Transportation Tax. An exemption certificate is not required where the shipping paper shows the consignee as one (1) of the Agencies; as such papers may be accepted by the carrier as proof of the exempt character of the shipment. (d) Articles sold to the Agencies are exempt from certain Federal excise taxes. The Agencies will furnish an exemption certificate.
3. **Award:** (a) Unless otherwise specified by the proposer or the RFP gives notice of an all-or-none award, the City may accept any item or group of items of any proposal. (b) Proposals are subject to acceptance at any time within thirty (30) days of opening, unless otherwise specified in the RFP. (c) A valid, written purchase order mailed, or otherwise furnished, to the successful proposer within the time for acceptance specified results in a binding contract without further action by either party. The contract shall be interpreted, construed and given effect in all respects according to the laws of the State of California.
4. **Patent Indemnity:** Proposers who do business with the City shall hold the City, its officers, agents and employees, harmless from liability of any nature or kind, including cost and expenses, for infringement or use of any patent, copyright or other proprietary right, secret process, patented or unpatented invention, article or appliance furnished or used in connection with the contract or purchase order.
5. **Samples:** Samples of items, when required, shall be furnished free of expense to the City and if not destroyed by test may upon request (made when the sample is furnished), be returned at the proposer's expense.
6. **Rights and Remedies of Agencies for Default:** (a) In the event any item furnished by the proposer in the performance of the contract or purchase order should fail to conform to the specifications therefore or to the sample submitted by the proposer with its proposal, the City may reject the same, and it shall thereupon become the duty of the proposer to reclaim and remove the same forthwith, without expense to the City, and immediately to replace all such rejected items with others conforming to such specifications or samples; provided that should the proposer fail, neglect or refuse so to do the City shall thereupon have the right to purchase in the open market, in lieu thereof, a corresponding quantity of any such items and to deduct from any moneys due or that may there after come due to vendor the difference between the prices named in the contract or purchase order and the actual cost thereof to the City. In the event that the proposer fails to make prompt delivery as specified for any item, the same conditions as to the rights of the City to purchase in the open market

and to reimbursement set forth above shall apply, except when delivery is delayed by fire, strike, freight embargo, or Act of God or the government.

(b) Cost of inspection or deliveries or offers for delivery, which do not meet specifications, will be borne by the proposer. (c) The rights and remedies of the Agencies provided above shall not be exclusive and are in addition to any other rights and remedies provided by law or under the contract.

7. **California Government Code Section 4552:** In submitting a proposal to a public purchasing body, the proposer offers and agrees that if the proposal is accepted, it will assign to the purchasing body all rights, title, and interest in and to all causes of action it may have under Section 4 of the Clayton Act (15 U.S.C. Sec. 15) or under the Cartwright Act (Chapter 2, commencing with Section 16700, of Part 2 of Division 7 of the Business and Professions Code), arising from purchases of goods, materials, or services by the proposer for sale to the purchasing body pursuant to the proposal. Such assignment shall be made and become effective at the time the purchasing body tenders final payment to the proposer.
8. **No Guarantee or Warranty:** The City makes no guarantee or warranty as to the condition, completeness or safety of any material or equipment that may be traded in on this order.
9. **One "Inked" Signed Original Proposal Document Required:** Failure to furnish one "inked" signed original proposal document may result in disqualification.

THE undersigned acknowledges receipt of the referenced RFP and/or Addenda and offers and agrees to furnish the articles and/or services specified on behalf of the proposer indicated below, in accordance with the specifications, terms and conditions of this RFP and Proposal Acknowledgement, for the pricing indicated on the Pricing Schedule.

Firm:	Conti LLC
Address:	920 Stillwater road Suite 180
City/State/Zip:	West Sacramento, CA 95605
Signature/Title/Date:	 Tech/Div/Mgr. Northern CA 4/26/24

PRICING SCHEDULE

REQUEST FOR PROPOSAL

Council Chamber Audio/Video Technology

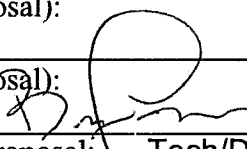
Proposer shall submit pricing in a separate sealed envelope.

- Pricing proposal shall be the maximum fee to be charged for the proposed services, hardware and software.
- Pricing shall be broken down by task. Proposal shall list projected man hours by task required to complete the work as defined in Scope of Work along with the hourly billing rates for the various levels and staff who will be assigned to the project.
- Bill of Material shall be provided for all hardware and software required.
- Pricing proposal shall also cost summary as listed below.
- Proposal shall be signed.

Cost Summary

Costs	Total
Hardware & Software Licensing	\$168,458.58
Third Party Software	\$14,100.00
Documentation & Training	\$2,400.00
Support/Maintenance	\$2,000.00
Installation	\$24,500.00
Integration	\$19,375.00
Misc. Demo	\$3,000.00
Other (specify) Electrical	2,400.00
Other (specify)	
Total:	\$236,333.00

The undersigned acknowledges receipt of the referenced RFP and/or Addenda and offers and agrees to furnish the articles and/or services specified on behalf of the proposer indicated below, in accordance with the specifications, terms and conditions of this RFP and Proposal Acknowledgement, for the pricing indicated on the Pricing Schedule.

Company Name (Proposer):	Conti LLC
By (Person Submitting Proposal): (Print) Bill Famini	
By (Person Submitting Proposal): (Signature)	
Title of Person Submitting Proposal:	Tech/Div/Mgr. Northern CA
Business Address (City/State/Zip):	920 Stillwater road Suite 180 West Sacramento, CA 95605
Email Address:	bfamini@conticorporation.com
Telephone Number:	702-561-8163
Date / Company Name (Proposer)	4/26/24 Conti LLC

April 26th, 2024

Re: Non-Disclosure Agreement
Subject: Financials

To City Of Merced,

A Non-Disclosure Agreement must be executed and returned electronically to sala@conticorporation.com prior to the release of our confidential financial information.

If you have any concerns please contact our CFO, Joe Rieger, at jrieger@conticorporation.com.

Kind Regards,

Shannon Ala
Prequalification Manager
CONTI LLC
586.206.9061

NON-DISCLOSURE AGREEMENT

THIS AGREEMENT is made on April 26th, 2024

BETWEEN:

1. Conti LLC, of 6417 Center Drive, Sterling Heights, MI 48312 (“Discloser”) and
2. City Of Merced 678 W 18th Street Merced, CA 95340 (Recipient”)

BACKGROUND

The Recipient has requested to review certain financial information (“Confidential Information”) of the Discloser to help determine the award of future work. For purposes of this agreement, Confidential Information means any and all information, whether written or verbal, disclosed by the Discloser to the Recipient in regards to the financial condition and performance of the Discloser that was not already known by the Recipient or by the general public.

OBLIGATIONS OF THE RECIPIENT

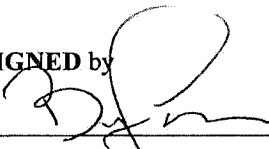
In consideration of the disclosure of Confidential Information by the Discloser to the Recipient, the Recipient agrees to:

1. not disclose the Confidential Information, whether to employees, officers or directors, agents, and representatives or to any third party, except only in confidence and only to such employees, officers, agents, representatives, or directors of the Recipient who need to know such information; and
2. ensure that all persons to whom the Confidential Information is disclosed are bound by obligations in relation to the Confidential Information in all respects consistent with the Recipient’s obligations hereunder and which give the Discloser direct rights of action against such persons and the Recipient will take such steps as are required by the Disclosure to enforce such obligations against such person.

EQUITABLE RELIEF

The Recipient agrees that the provisions of this Agreement are fair and reasonably necessary for the protection of the business, goodwill, confidential information, and other protectable interests of the Discloser and that a breach of this Agreement would give rise to irreparable damage to the Discloser, which would be inadequately compensable in money damages. Accordingly, the Recipient agrees that the Discloser shall be entitled to seek any legal remedies which may be available.

SIGNED by



Name: Bill Famiqi

Title: Technology Division Manager Northern CA

Merced Council Chambers Cost Breakout

Item #	Description	Unit Price	Unit Quantity	Total Cost (\$)
1	QSC AD-C6T	\$206.54	8	\$1,652.33
2	QSC QIO-L40	\$436.46	1	\$436.46
3	Shure MX418/C	\$244.21	10	\$2,442.12
4	Shure MX424	\$231.22	7	\$1,618.55
5	Control Systems			
6	Crestron TS-770-B-S	\$1,430.20	1	\$1,430.20
7	Crestron Electronics CEN-GW1	\$428.67	2	\$857.34
8	Crestron Electronics HZ2- KPEX-B Wireless Controller	\$227.33	24	\$5,455.80
9	Crestron Electronics USB-EXT-2 KIT	\$357.23	11	\$3,929.53
10	Dell Wired USB Keyboard and Mouse KM300C	\$46.74	11	\$514.12
11	Video			
12	BirdDog 4K HDMI	\$1,121.04	2	\$2,242.07
13	Crestron DM-TX-201-C	\$928.79	2	\$1,857.57
14	Crestron DGE-100	\$1,428.90	2	\$2,857.80
15	Crestron DMC-STRO	\$2,143.35	1	\$2,143.35
16	Crestron DM-RMC-4KZ- SCALER-C	\$1,286.01	15	\$19,290.15
17	Generic OFE COMPUTER - LAPTOP	\$0.00	1	\$0.00
18	Generic OFE Document Camera	\$0.00	1	\$0.00
19	Generic OFE PTZ Camera	\$0.00	1	\$0.00
20	Generic OFE PTZ Camera - NDI	\$0.00	4	\$0.00
21	NEC E988	\$8,889.06	2	\$17,778.11
22	Sharp OFE LCD MONITOR	\$0.00	11	\$0.00
23	Sharp NEC E758	\$2,569.42	2	\$5,138.84
24	Chief CSPBPTA	\$163.86	2	\$327.71
25	Chief TA500	\$282.68	2	\$565.35
26	Chief TAS1	\$35.80	2	\$71.60
27	Chief TS525TU	\$524.77	2	\$1,049.54
28	HALLWAY			
29	Video			
30	BirdDog 4K HDMI	\$1,121.04	1	\$1,121.04
31	Sharp NEC E658	\$1,211.97	1	\$1,211.97
32	SAM PIPES ROOM			
33	Audio			
34	Atlas Sound AT100	\$32.24	1	\$32.24
35	QSC AD-C6T OFE	\$0.00	10	\$0.00
36	WILBUR MCMURRAY			
37	Audio			
38	Atlas Sound AT100	\$32.24	1	\$32.24
39	QSC AD-C6T	\$206.54	4	\$826.16
40	Video	\$0.00		\$0.00
41	BirdDog 4K HDMI	\$1,121.04	1	\$1,121.04
42	Sharp NEC E758	\$2,569.42	1	\$2,569.42
43	Chief CSPBPTA	\$163.86	1	\$163.86
44	Chief TA500	\$282.68	1	\$282.68
45	Chief TAS1	\$35.80	1	\$35.80
46	Chief TS525TU	\$524.77	1	\$524.77
47	FOYER	\$0.00		
48	Audio	\$0.00		
49	QSC AD-C6T	\$206.54	3	\$619.62
50	SYSTEM TECH ROOM	\$0.00		
51	Audio	\$0.00		
52	Atlas Sound AT100	\$32.24	1	\$32.24
53	Denon DN-900R	\$972.95	1	\$972.95
54	Listen Technologies C10-2	\$4,728.36	1	\$4,728.36
55	Williams Sound ACFB50U20	\$168.87	3	\$506.61
56	Listen Technologies LT-800- 072-01 OFE	\$0.00	1	\$0.00
57	QSC 110F V2	\$3,281.27	1	\$3,281.27
58	QSC SLMST-110-P	\$545.58	1	\$545.58
59	QSC AD-C6T	\$206.54	1	\$206.54
60	Q-SYS CX-Q 8K8	\$5,646.75	1	\$5,646.75
61	Shure ULXD2/SM58	\$553.37	2	\$1,106.75

62	Shure ULXD4D	\$2,933.14	1	\$2,933.14
63	Shure ULXD4Q OFE	\$0.00	1	\$0.00
64	Control Systems			
65	Crestron Electronics CEN- SWPOE-48	\$2,909.76	1	\$2,909.76
66	Ubiquiti Networks 10 GbE SFP+ to RJ45 Module Priced UACC-CM-RJ45-1G	\$25.33	7	\$177.31
67	Crestron Electronics CP4N	\$2,000.46	1	\$2,000.46
68	Crestron Electronics TS-1070-B-S	\$2,122.57	1	\$2,122.57
69	Crestron Electronics USB- EXT-2-LOCAL	\$357.23	11	\$3,929.48
70	Startech USB31000S	\$33.59	1	\$33.59
71	Video			
72	Crestron DMC-4KZ-C	\$785.90	2	\$1,571.79
73	Crestron DMC-4KZ-CO-HD	\$975.55	9	\$8,779.94
74	Crestron DMC-4KZ-HD	\$571.56	11	\$6,287.16
75	Crestron DMC-SDI	\$857.34	1	\$857.34
76	Crestron DMC-STR	\$1,071.68	1	\$1,071.68
77	Crestron DM-MD32X32 - CPU3	\$12,288.54	1	\$12,288.54
78	Crestron DM-RMC-4KZ- SCALER-C	\$1,286.01	1	\$1,286.01
79	Crestron UC-C100-T	\$3,001.94	1	\$3,001.94
80	Crestron HD-CONV-USB- 300	\$643.01	1	\$643.01
81	Crestron TS-1070-B-S	\$2,122.57	1	\$2,122.57
82	Crestron Electronics ADPT- USB-ENET	\$36.37	1	\$36.37
83	Magewell USB Capture HDMI Gen 2	\$388.40	1	\$388.40
84	Shure MVX2U	\$116.91	1	\$116.91
85	Crestron Electronics DMC- 4KZ-HDO	\$1,286.01	1	\$1,286.01
86	Dell OptiPlex Micro Desktop (Need more information)	\$843.05	11	\$9,273.56
87	NewTek TriCaster 2 Elite (OFE)	\$0.00		\$0.00
88	Sharp NEC E658	\$1,211.97	1	\$1,211.97
89	Power			
90	Tripplite LCR2400	\$497.53	1	\$497.53
91	Vertical Power Strip OFE	\$0.00	1	\$0.00
92	Cabling Demo Parts & Pieces			
93	Cabling	\$454.65	4	\$1,818.60
94	Parts Pieces lot	\$4,585.92	1	\$4,585.92
95	Software Programming @ \$150.00hr 94Hours	\$14,100.00	1	\$14,100.00
96	Documentation & Training @ \$150.00hr 16 Hours	\$2,400.00	1	\$2,400.00
97	Support/Maintenance @ \$125.00hr 16 Hours	\$2,000.00	1	\$2,000.00
	Demo Old System @ \$125.00hr 24 Hours	\$3,000.00	1	\$3,000.00
98	Installation @ \$125.00hr 196 Hours	\$24,500.00	1	\$24,500.00
99	Integration @ \$125.00hr 155 Hours	\$19,375.00	1	\$19,375.00
100	Electrical @ \$150.00hr 16 Hours	\$2,400.00	1	\$2,400.00
			TOTAL	\$236,233.00


Labor Rates	
Programming	\$150hr
Project Management	\$125hr
Tech	\$125hr
Training	\$150hr
Electrical	\$150hr

EXCEPTIONS, CLARIFICATIONS, AMENDMENTS

REQUEST FOR PROPOSAL Council Chamber Audio/Video Technology

Exceptions, Clarifications, Amendments

List requests for proposal clarifications and exceptions below, if any, sign and submit with your proposal response.

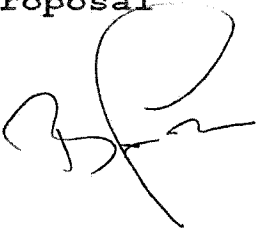
Item No.	Reference To:		Description
	Page No.	Paragraph No.	
	4	2	Taxes and Freight Charges: (a) Unless otherwise required and specified in the RFP, the prices quoted herein do not include Sales, Use or other taxes.
	31	1	<p>E. Unit Prices: Submit unit prices, as derived from the quotations in the Schedule of Values, for adjustments to the contract price. Include in unit prices, material, both explicitly specified, as well as additional components required for a complete and functional installation, labor, shipping, tax, markups</p> <p>Tax is included in the Cost Proposal please confirm required</p> 

EXCEPTIONS, CLARIFICATIONS, AMENDMENTS

REQUEST FOR PROPOSAL Council Chamber Audio/Video Technology

Exceptions, Clarifications, Amendments

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Item No.	Reference To:		Description
	Page No.	Paragraph No.	Clarification/Exclusion
C	37		<p>Provide Council Member Controls: existing wired button controllers to be replaced by wireless button controllers as follows:</p> <p>1) Dais positions 1-9 will received dual 1G controls for the following functions: mic mute on/off; vote yes; vote no; vote abstain</p> <p>2) Clerk 2 and Dais B1-B4 will receive single 1G controllers with the following functions: mic on/off.</p> <p>3) All buttons will have corresponding LED lights (i.e. "green = on" and "red = mute" for microphones.</p> <p>The replacement buttons Crestron Electronics HZ2-KPEX-B Wireless Controller require 120v power. Conti has excluded the cost of the power requirements from this proposal</p> 

EXCEPTIONS, CLARIFICATIONS, AMENDMENTS

REQUEST FOR PROPOSAL Council Chamber Audio/Video Technology

Exceptions, Clarifications, Amendments

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Item No.	Reference To:		Description
	Page No.	Paragraph No.	
	17	3	<p>One complete set of Financial Statements shall be submitted in a sealed separate envelope filed with the (original proposal document).</p> <p>Included in our proposal is a non disclosure to obtain our financials</p>

DIR #1000659639

C7/C10 Lic# 1067502



Conti LLC

920 Stillwater Rd, Suite 180

West Sacramento, CA 95605

P 916 900 8111

C 702 561 8163

F 916-256-3661

bfamini@conticorporation.com

4/26/24

To: Mr. Bennyhoff

Re: Merced Council Chamber PEG Audio/Visual Technology Refresh

A brief outline of Conti LLC(Legal Name)

Headquartered in Sterling Heights, Michigan, Conti LLC is a national contractor with offices throughout the United States, Canada and Mexico. We specialize in the planning, design, installation and maintenance of integrated communications network systems for campus and inner-building systems to meet your functional and financial objectives.

Founded in 1969, Conti brings you over fifty years of expert Electrical & Technology systems integration and installation experience. Conti consistently ranks as one of the top 100 electrical contractors throughout the nation. Locally, Conti has over 13 years of furnishing, installing, and maintaining Audio Visual/Surveillance/Teldata/ Fire Alarm Systems throughout Northern California.

Conti has built towers, factories, hospitals, schools, stadiums, solar farms, and roadways to connect them all. More importantly, we've earned the trust, confidence, and reputation for excellence that always makes us first when our customers need the best. We can all be proud of our work and the outstanding companies we've built, each a national leader in its own right. Conti and Indicon now include a growing family of over 3,000 employees, who completed 6,000+ projects last year and nearly \$1B in sales.

Conti has a flat organizational structure providing customers with direct access to senior-level management. We empower our project managers to increase efficiency, response time, and job coordination. Conti has several relationships with General/Sub Contractors as well as several Vendors to ensure material and labor are provided as specified in a professional manor. Our overall goal is to have all systems operating at maximum performance, with complete client satisfaction with immediate issue resolution and minimal risk.

Conti is committed to embracing emerging technologies and market trends both locally and regionally. Our extensive expertise in low voltage system designs and implementation trends allows us to offer seamless coordination, cost-effectiveness, and reduced risk for our customers. By integrating smart technologies such as IoT devices, smart sensors, and automation solutions into our low voltage systems, we enhance efficiency, improve monitoring capabilities, and introduce new services to our clients.

We also prioritize ongoing maintenance and support packages for our installed low voltage systems. This not only creates recurring revenue streams but also strengthens our client relationships by ensuring that their systems operate at peak performance levels. Our dedication to continuous training and development ensures that our employees stay updated with the latest technologies and industry trends, enhancing our company's reputation and capabilities.

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Conti's current clients are in mainly in the government sector. We have an extensive background with several City/Counties mainly upgrading their Council Chambers/Boardrooms we have currently in Northern Ca 15+ clients

Attached is our current product line up for 2024- ISD Tech is a sister Company of Conti LLC

A brief description of successful completion of a project of similar size and complexity. Below is a description of the implementation projects for each of the references provide

Pittsburg Council Chambers

This system is based on Crestron & QSC QSYS

Crestron 16x16 Matrix

Crestron Touchpanels 3

Qsc Qsys Core 110F V2 with QIO's

The Video Production Switcher is A Tricaster TC1 with 5 NDI Camera's

Multiple large displays in the Council Chambers with options to broadcast overflow in the lobby.

Video Conferencing capabilities

Broadcast feed sent to Granicus

San Juaquin County Boardroom

This system is based on Crestron & QSC QSYS

Crestron 32x32 Matrix

Crestron Touchpanels 10

Qsc Qsys Core 610 with QIO's

The Video Production Switcher is Blackmagic ATEM 2 M/E Production Studio 4K with 5 camera's

The main video source is a large format projector/screen in the Boardroom

Request to speak capabilities

Video Conferencing capabilities

Broadcast feed sent to Granicus

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Alameda CTA Boardroom

This system is based on Crestron & QSC QSYS

Crestron Matrix 16x16

Qsc Core 110f with I/O Frames

This is has a main room for the Board members with approximately 30 microphone with room combine expanding the space to 4 additional rooms for overflow. Or 4 individual rooms with video conferencing in each room

Request to speak in the boardroom

Several Projectors and displays

Broadcast feed sent to Granicus

We appreciate you considering **Conti LLC** for this project. We are prepared to commence material procurement and resources upon receipt of a notice to Proceed. If you have any questions or queries, feel free to email or call me.

Respectfully,

Bill Famini

TECHNOLOGY DIVISION MANAGER-NORTHERN CA

Mobile 702.561.8163

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