



PROPOSAL

City of Merced – Council Chamber AV Refresh
10/26/2016

Submitted by

Jerry Fleury

Account Executive

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7270 Trade Street Suite 102

San Diego, CA 92121



INTRODUCTION TO AVI

About AVI Systems

Communication Liberation

Most organizations have one principal requirement for their AV technology: that it free them to do their job. That's why the best system is one that opens the lines of communication, then gets out of the way. It's also why AVI designs our systems to be easy to integrate, intuitive to operate, and simple to maintain. This is our definition of Communication Liberation, and it's reflected in the incredible diversity of AV solutions that we provide for business, commercial, educational and government clients across America.

Founded in 1974, AVI Systems has 17 offices throughout the Midwest, Central South West and on the West Coast, giving us a regional presence and national reach.

Our success owes in great part to having the most highly trained, capable and motivated team of experts in the AV industry. As a 100% employee-owned company, we are able to attract and retain the most qualified people by treating every individual as a crucial member of AVI; providing them the opportunity and encouragement to grow in their careers; and empowering our employee-owners with stock ownership via 401(k) matching, dividends and profit sharing.

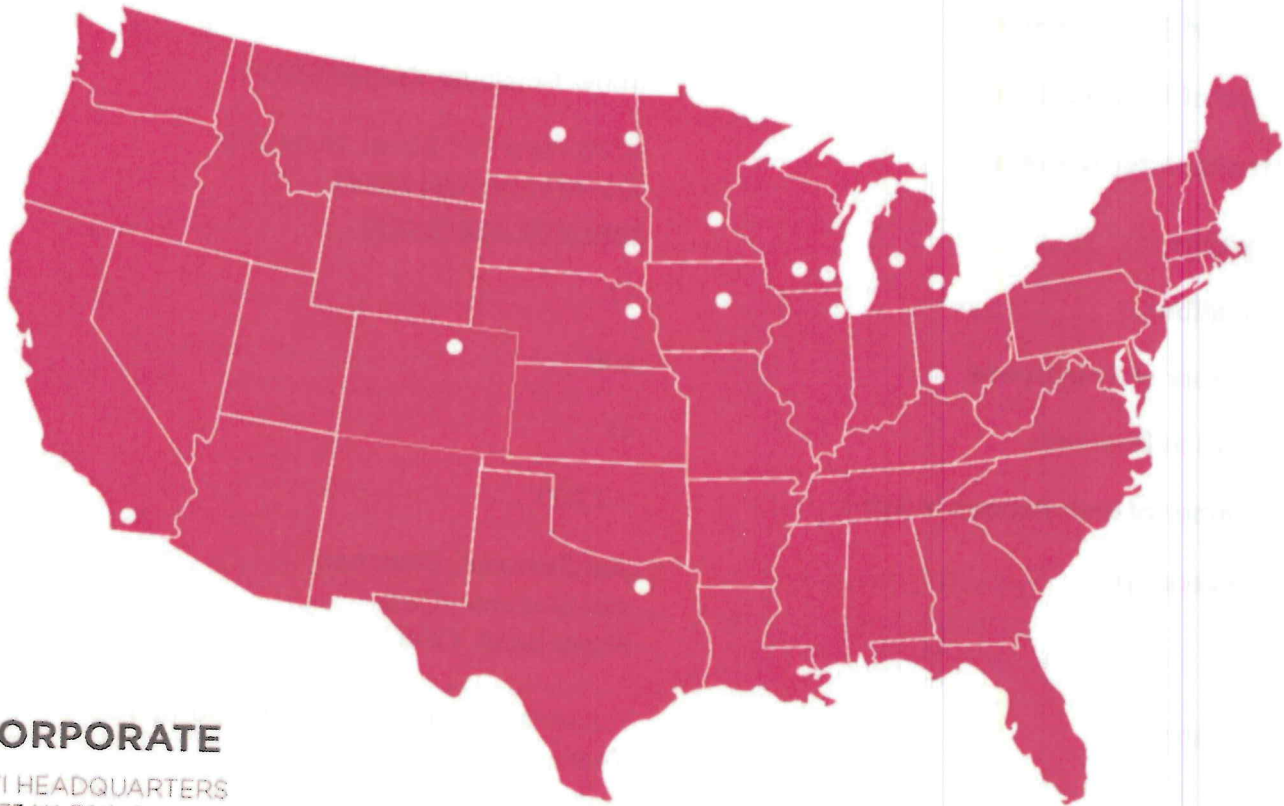
The people of AVI not only share in the success of our company. We share a conviction that technology should liberate, not impede. And working together, we provide integrated audiovisual solutions that remove barriers instead of creating them, freeing our customers to seize opportunity – and imagine new possibilities.



AVI PROFILE AT A GLANCE

Corporate Name	AVI Systems, Inc.
Date of Establishment	April 2nd, 1974
Type of Organization	100% Employee Owned ESOP
Headquarter Address	9675 West 76 th Street. Suite 200 Eden Prairie, MN 55344
Website	www.avisystems.com
Locations	17
Number of Employees	506
Years in Business	41
Number of Installations in 2014	> 2,000
Leadership	Joe Stoebner, Chairman Jeff Stoebner, CEO Randi Borth, CFO
Industry	Audiovisual / Communication / Collaboration Technologies
Products	Over 300 manufacturer partners
Solutions	Videoconferencing / Meeting Rooms / New Broadcast Media / Enterprise Technology / Digital Signage
Markets	Business / Education / Entertainment / Financial / Government / Healthcare / Houses of Worship
Contract Vehicles Approved	GSA

AVI LOCATIONS



CORPORATE

AVI HEADQUARTERS
9675 W. 76th Street, Ste 200
Eden Prairie, MN 55344
Phone: 952.949.3700

CHAIRMAN - AVI SYSTEMS, INC.
Joe Stoebner - Minneapolis, MN
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CEO / PRESIDENT
Jeff Stoebner - Minneapolis, MN
jeff.stoebner@avisystems.com

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EXECUTIVE VICE PRESIDENT
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EXECUTIVE VICE PRESIDENT
Glenn Bosch - Bismarck, ND
glenn.bosch@avisystems.com



AVI CONTACTS BY REGION

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WHAT SETS AVI APART?

A SHARED STAKE IN YOUR SUCCESS

As a 100% employee-owned company, we're 100% dedicated to doing right by our customers -- which means we stand by our work, and remain right by your side to ensure you get maximum benefit from the technology we provide.

SUPPORT FOR ONE ANOTHER

At AVI, we don't have co-workers; we have co-owners. We're all in this together, and the success of one elevates us all. Which is why we've created a uniquely supportive culture, one that presumes that every member of the team is here for the long haul. We invest in one another, and that profits our clients as much as it does us.

RESPECT FOR EXPERTISE

From educational attainment to certifications and designations, AVI's expertise as an audiovisual integration partner is unchallenged. Couple our credentials with the passion we bring to every project, and it's no wonder we earn such high customer satisfaction ratings.



CREDENTIALS

CERTIFICATIONS. DESIGNATIONS. AWARDS.

Our technical, logistical and customer service qualifications lead the industry.

SALES – Knowledge you can trust.

AVI Systems' sales staff is highly trained and their knowledge continuously updated by our engineering staff.

- Regular and detailed sales training and support
- Vendor education and certification, including regular vendor visits and attendance at industry events
- CTS (Infocomm) industry standard certification
- AVI Systems' Golden Eagle Sales Performance awards

PROJECT MANAGEMENT – With you every step of the way.

AVI project management professionals are the envy of the industry. They not only keep you on track, they ensure the smoothest possible journey.

- CTS (Infocomm) industry standard certification
- PMP (Project Management Professional) certification
- CAPM (Certified Associate in Project Management) designation

DESIGN AND ENGINEERING – Setting the Standard for excellence.

AVI hires the best of the best, and we continuously invest in our engineers and designers to keep them that way.

- Infocomm certifications – CTS, CTS-I and CTS-D
- Vendor visits – to ensure hands-on familiarity with the newest gear
- Engineering certifications



CERTIFICATIONS

PROGRAMMING

AMX

ACE Certification/Expert
ACE Control Expert
ACE Control Programmer
Certification/Expert
ACE Design/Expert
ACE Installation/Expert
AMX Solutions Master

CRESTRON

Certified Crestron Programmer

EXTRON

AV Associate (EAVA)
Control Associate (ECA)
Extron Certified XTP Systems Engineer

NETWORKING

BICSI

Registered Communications Distributions

CISCO

CCNA Network
Video Network Specialist Certification

COMPTIA

Network +
Security +

MICROSOFT

Microsoft Certified IT Professional
Microsoft Certified Systems Administrator
(MCSA)
Microsoft Certified Systems Engineer
(MCSE)

SYMETRIX

Symetrix Certified Pro

DIGITAL SIGNAGE

AMX

ACE Digital Signage Expert

CRESTRON

Digital Media Certified Designer (DMC-D)
Digital Media Certified Engineer (DMC-E)
Digital Media Certified Technician

VIDEOCONFERENCING

AVAYA

APDS (Scopia training)
APSS (Scopia)

CISCO

ATP Telepresence Video Master
CCNA Voice
Telepresence Video Sales Engineer
Telepresence Video Sales Specialist
Video Network Specialist Certification

POLYCOM

Certified videoconferencing Engineer (1+2)
RealPresence Platform Training

TANDBERG

Tandberg Technical Certification

VIDYO

AUDIO ENGINEERING

BIAMP

Audia, Tesira, and Vocia training courses

BSS

Soundweb London Training

COLLABORATION TECHNOLOGY

CISCO

Digital Media Systems training

**SMART**

SMART Certified Sales Professional

SMART Trained Installer

SMART Trained Technician

SMART Certified

SONIC FOUNDRY

Sonic Foundry Mediasite Technical

NEW BROADCAST MEDIA

AVID

CONTRACTING (OTHER INDUSTRY)**CERTIFICATIONS**

LEED GREEN ASSOCIATE



THE AVI PROCESS

We're with you every step of the way.

AVI Systems follows a proven process to get you where you want to go.

AVI Systems will work with Customer XYZ to create and implement a comprehensive integration process – Development, Design, Integration and Support. Our goal at AVI Systems is to partner with you every step of the way to ensure your project is completed on time and within budget.

PRO Development

Anything is possible with a solid foundation of information and a clear understanding of objectives. PRO Development begins with due diligence and discovery, followed by project scope and budget. Next we define system recommendations, estimates, timelines, support plans and technology roadmaps. All this is included in an Executive Summary.

PRO Development delivers:

- Initial scope of functionality/scope of work
- Potential concerns
- Identification of stakeholders
- Preliminary budget
- Conceptual drawings
- Project timeline with milestones
- Support plan discussion
- Executive summary

PRO Design

Specialized engineers, technicians and project managers partner with you at every stage, decreasing design time and eliminating hassles, including post-construction costs related to redesign, equipment changes and unexpected surprises. As a result, we're able to complete even complex, highly customized projects precisely on schedule.

PRO Design delivers:

- Detailed project scope of work.
- Schedule of milestones and long-term goals.
- Trade coordination and accurate construction documents for implementation of AV-related infrastructure.
- Detailed floor plans, drawings and renderings.
- Equipment lists as specified (Bill of Materials.)
- System infrastructure requirements including cable and termination specifications.
- System operational and post operational requirements.
- Total project costs.
- Project Systems Implementation Agreement.
- Never any change orders – unless you ask for them.



PRO Integration

Once the Retail Sales Agreement is signed, the pre-integration phase begins. Coordination between the project manager, engineers, architects and general contractors begins. Fabrication, programming and testing takes place at AVI Systems fabrication labs. Equipment is wired into racks, programmed and tested to ensure a smooth and fully functional field installation.

The onsite installation and system launch includes placement of all structured power, cable and hardware, monitoring of displays and audio reinforcement. All audio, video and control is programmed, tested and agreed upon before Acceptance of Substantial Completion is signed.

With the implementation process completed, AVI Systems is committed to providing clear instructions on how to use each system. Training will provide operational and maintenance staff with information on how to operate the system on a daily basis. Further adjustments and additional training often occur during the first year of operation.

PRO Integration delivers:

- Execution of scope of work.
- Outlined time frames.
- Dedicated project manager.
- Industry-trained and certified integration team.
- Control system programming.
- System commissioning and certification.
- System operational training.
- 90-day warranty.

PRO Support

From on-the-spot technical assistance to parts replacement and equipment repair, AVI Global PRO Support specialists, technicians and engineers are on call 24/7/365. Unlimited onsite and phone support enables us to diagnose, repair and maintain your entire system economically and efficiently. Count on AVI to provide clear instructions on how to use each system and for further adjustments and additional training as needed during the first year of operation.

PRO Support delivers:

- Unlimited onsite support calls.
- Unlimited operator training and retraining.
- Unlimited telephone support.
- Repair or replacement of equipment failures guaranteed.
- Unlimited support for user error.
- Priority response guarantee: onsite within 8 business hours.
- Biannual system re-certification.
- Asset tracking.
- End-of-life reporting.
- Certified recycling.
- Upgrade options for multiple-year coverage.
- Annual account review.
- Freight covered.



WHY PRO SUPPORT IS SO IMPORTANT

What is your current support plan?

Breathe Easy. AVI has you covered with support tailored to your needs.

While our competitors try to match AVI Global PRO Support, we keep making it better and better. From on-the-spot technical assistance to parts replacement and equipment repair, our support specialists, certified technicians and expert engineers are on call 24/7/365.

Unlimited onsite and phone support enables us to diagnose, repair and maintain your entire system quickly and economically. In addition to local, regional support, AVI operates a Global PRO Support Center where a team of collaborative audiovisual support specialists with advanced IT and AV certifications stand ready to support you.

In addition to local, regional support, AVI Systems operates a Global Support Center in Minneapolis, MN. A team of collaborative experts, with an assortment of advanced IT and AV certifications, reside within the Global Support Center to support you in real time, 24/7. You now have a global, single point contact equipped to support enterprise designs, project management and telepresence solutions.





PROFESSIONAL ASSOCIATIONS



AMERICAN INSTITUTE OF ARCHITECTS

As a registered CES provider with the American Institute of Architects, we offer a course for architects to earn credits toward their AIA certification and are recorded with AIA.



AMERICAN TELEMEDICINE ASSOCIATION

The American Telemedicine Association is the leading international resource and advocate promoting the use of advanced remote medical technologies.



INFOCOMM INTERNATIONAL

InfoComm International is the trade association representing the professional audiovisual and information communications industries worldwide.



NATIONAL SYSTEMS CONTRACTORS ASSOCIATION (NSCA)

NSCA is the leading not-for-profit association representing the commercial electronic systems industry. The NSCA is a powerful advocate of all who work within the low-voltage industry, including systems contractors/integrators, product manufacturers, consultants, sales representatives, architects, specifying engineers, and other allied professionals.



AVI MANUFACTURER PARTNERS

360 Systems	BSS Audio	Epson
ABT	BTX Technologies	Evertz
AJA Video Systems	C2G	Extron
AKG	Cambridge Sound	FOR-A
ALMO	Canon	FSR
Altinex	Casio	Fujinon
AMX	CDW	Furman
Analog Way	Chief	Gator Cases
Anchor	Christie	Grass Valley
Anixter	Cisco	Haivision
Arri	Clary Icon	Hall Research
Atlas Sound	Clear-Com	Harman
Atlona	ClearOne	Herman Pro AV
Audio Technica	Clock Audio	Hitachi
AVAD	Cobalt Digital	Ikegami
Avaya	Contemporary Research	Imagine
AVID	Crestron	InFocus
AVTEQ	Crown by Harman	Ingram Micro
Barco	Da-Lite	Innovox
BenQ	Datavideo	JBL
BeyerDynamic	dbx	JVC PRO
Biamp	Dejero	Kramer
Black Box	Dolby	Lectrosonics
Black Diamond Video	Draper	Leightronix
Black Magic Design	Dukane	Liberty
BrightLine	Earthworks	LifeSize
BrightSign	EditShare	Lightware
Broadcast Pix	Eiki	Lumens
Broaddata	Elmo	Lutron



AVI MANUFACTURER PARTNERS

Marshall Furniture
Marshall Electronics
Media Vision
Meyer Sound
Middle Atlantic
NCast
NEC
Newline Interactive
NewTek
Optoma
Panasonic
Peavey
Peerless
Planar
Polycom
Premier Mounts
PureLink
Quantum
QSC
Renkus Heinz
Revolabs
RGB Spectrum
Rimage

Ross Video
rpVisual Solutions
Samsung
Scala
Scale Logic
Sennheiser
Sharp
Shure Inc.
Siemens
SMART Technologies
Sonic Foundry
Sony
Soundcraft
SP Controls
Spectrum Industries
Stampede
Starin
Steelcase
Stewart Audio
Surge X
SVSi
Symetrix
Synnex

Tannoy
Tektronix
Telemetrics
Telestream
Thinklogical
Tiffen
Tightrope Media
Systems
TOA
Utah Scientific
Ultimate Support
Vaddio
VBrick
Vidyo
Vitec Group
Vizrt
Westcon
Williams Sound
Winsted
Wolfvision
Yamaha



CUSTOMER REFERENCES

BUSINESS

"[AVI] did a great job working with me on this project. Everyone really stepped up and added something to this." - Scott Finkhouse - Corvac Companies

"The project was well managed and, as the end user, I feel knowledgeable about the product and its use." - Amy Lingbeck - Midcontinent Communications

EDUCATION

"I was extremely impressed with the level of professionalism. [AVI] rocks and I am looking forward to more projects together." - Dan Ayers – University of Central Missouri

"AVI actually gave us a better solution than we had originally thought of. They were great because we had to push the install date up and they made it happen." - Scott Effertz – Benilde St. Margaret's School

"From start to finish, another project completed with high ratings! Everyone we dealt with was friendly, and the service outstanding. - Pat Graziano – School District of Greenfield

FINANCIAL

"AVI did a great job stepping up and working through the television distribution gap that we found late into the project, even though it wasn't within the original scope." - Shawn Watkins – TD Ameritrade

"Excellent project from top to bottom. You have great folks working for you." - Matt Mallory – BrownWinick Attorneys At Law

HEALTHCARE

"Josh, Daryl, Jarrod and other AVI staff were very helpful and great to work with." - Iowa Medical Society

"We've been pleased and impressed with all our AVI experiences. I really appreciate how good AVI is at every element of an engagement." - Chris Jensen – Children's Hospital and Health System

HOUSE OF WORSHIP

"I am so glad [that AVI] worked on this project. We are looking forward to a continued business relationship." - Mark Dines – Parkview Christian Church

GOVERNMENT

"I really can't say enough good things about the installers and the programmer. They were all prompt, efficient, knowledgeable, and helpful. They finished with time to spare and answered my many questions to my satisfaction. - Michael Davison – US Court of Appeals – Cincinnati, OH



"AVI did an exceptional job and worked with my schedule to complete the work." - Tom Magee – United States Nuclear Regulatory Commission

"AVI exceeded my expectations on this project." - Russ Tiensvold – Pennington County, South Dakota

"[AVI was] awesome to work with." - Nigel Woodbury – City of Lee's Summit

ENTERTAINMENT

"All our projects have gone seamlessly. All areas – proposals, construction documents, installation and training – have been on time and on budget. And the support after the project is just as good." - Mike Plunkett – Dave and Buster's



OPEN BOOK COMPANY

AVI Systems has invested heavily in systems, infrastructure and personnel to better serve our customers, and those investments are generating tangible financial results. Revenue for the fiscal years ending March 31, 2014 and 2013 has grown 20% and 29%, respectively. Over this period, AVI has maintained approximately \$26 million of working capital, and our current ratio is better than 2.0 to 1.0. There is also a significant amount of liquidity in our working capital assets, and our metrics for managing and measuring inventory and accounts receivables are some of the best in our industry.

AVI IS DEBT FREE

We have also made notable progress in terms of our capital structure. We have no bank or term debt, and with Debt to Tangible Net Worth and Debt to Equity ratios of 0.8 to 1.0 and 0.7 to 1.0, respectively, AVI Systems has the capital and financial wherewithal to hire leading-edge talent and invest in the systems and infrastructure that are the prerequisite to providing best-in-class service to our customers.

TOP-OF-THE-LINE INSURANCE

For government agencies, large contracts, and corporate enterprises, AVI maintains top-notch protection to back up your decision. We offer general liability with a minimum of \$10 million and a preapproved bid bonding capacity of \$6 million, with \$18 million in aggregate performance bonds. This level of protection qualifies AVI to undertake any project.



AVI Systems Consolidated Balance Sheets March 31, 2014 and 2013

CURRENT ASSETS	2014	2013
Cash	\$15,290,937	\$14,238,252
Certificates of Deposit	\$250,000	-
Accounts Receivable	\$29,844,329	\$21,098,357
Costs & Estimated Earnings In Excess Of Billings	\$1,759,674	\$931,762
Inventories	\$2,036,951	\$1,260,325
Prepaid Expenses	\$164,268	\$387,128
	\$49,346,160	\$37,915,824
OTHER ASSETS		
Security Deposits	\$162,287	\$224,983
Certificates of Deposit	\$1,250,000	\$504,520
Intangible Assets, net	\$4,061,942	\$4,120,431
	\$5,474,229	\$4,849,934
INVESTMENTS	\$1,869,544	-
PROPERTY & EQUIPMENT, NET	\$3,268,038	\$2,496,665
	\$59,957,971	\$45,262,423
LIABILITIES AND STOCKHOLDER'S EQUITY		
CURRENT LIABILITIES		
Current Maturities On Long-Term Debt	-	-
Accounts Payable	\$8,507,271	\$6,533,574
Billings In Excess Of Costs & Estimated Earnings	\$338,589	\$230,935
Accrued Expenses	\$8,806,769	\$6,014,534
Unearned System Support Revenue	\$5,437,982	\$4,236,610
	\$23,090,611	\$17,015,653
Long-Term Portion of Unearned System Support Revenue	\$1,928,123	\$1,972,313
EQUITY		
Common Stock	\$386	\$386
Additional Paid in Capital	\$2,034,342	\$2,034,342
Retained Earnings	\$45,394,379	\$36,729,599
	\$45,429,107	\$38,764,327
Less: Treasury Stock	(\$12,489,870)	(\$12,489,870)
Total Equity	\$59,957,971	\$45,262,423



AVI Systems Key Financial Metrics March 31, 2014 and 2013

	2014	2013
LIQUIDITY		
Working Capital in Dollars	\$26,255,549	\$20,900,171
Current Ratio	2.1 to 1.0	2.2 to 1.0
Accounts Receivable in Days	54 Days	55 Days
Accounts Payable in Days	23 Days	55 Days
Inventory Turnover	62 Times	75 Times
Capital Structure		
Debt to Tangible Net Worth	0.8 to 1.0	0.8 to 1.0
Debt to Equity	0.7 to 1.0	0.7 to 1.0
PRE-APPROVED BONDING CAPACITY		
Single Job	\$6,000,000	\$5,000,000
Aggregate	\$18,000,000	\$15,000,000

KEY CLIENT LIST

San Diego —

Abbott Vascular
AT&T
Avalon Communications
BAE Systems
Boston Scientific
Callaway Golf
City National Bank
County of San Diego
Encore Capital Group
Event Networks
General Atomics

Illumina
NBC Universal
Pacific Life
Pfizer
Sandia National Labs
Sanford Burnham Medical
Research Institute
Scripps
San Diego State University
Sempra Energy
Service Now

Sharp
Taco Bell
TD Ameritrade
Towers Watson
UCSD
Westfield
US Army
US Marine Corps
US Navy
ViaSat
Volcano

National Accounts —

3M Company
Allina Health
Allstate
American Family
AT&T
Avera Health
Baptist Healthcare
Blue Cross Blue Shield
Brocade
Communications
BRR Architects
Caterpillar
CBS Radio
Chicago Bears
Children's Hospital
Dakota Medical
Foundation
Doosan/Bobcat
Foresight Energy
FreightQuote.com
GE Aviation
Iowa Communications
Iowa Health Systems
Johnson Controls

Kohls
Marquette University
Maryville University
Medtronic
Mercer
Michigan State Univ.
Microsoft Corporation
Nestle-Purina Pet Care
NetSmart
Technologies
North Dakota State
University
North Dakota
Supreme Court
Palace Sports
Detroit Pistons
QNI Broadcasting
Raven Industries
REG
Sanford Health
SC Johnson
Sears
South Dakota National
Guard

Spectrum Health
St. Lukes Heath
Systems
State of North Dakota
State of South Dakota
Sub-Zero
TD Ameritrade
Tennaco Automotive
United Airlines
University of Kansas
Hospital
University of Michigan
University of
Wisconsin Madison
UNMC
UW Hospital
Washington University
Wellmark, Inc.
Wendys Company
Western Michigan
University
Workforce Safety and
Insurance
Xcel Energy



40 YEARS



www.avisystems.com

EXAMPLE 1

Client Name: NBC Universal

Date of Completion: 2013

Project Cost: \$2,000,000.00+

This project was a multi-year, audio visual refresh effort completed late 2013. The work was performed at the NBC Universal building in Universal City, CA and included multiple rooms located on several floors of a high-rise building.

Integrated technologies included the following:

- Digital A/V Switching and distribution
- Control systems
- Audio DSPs
- Telepresence
- Touch displays

Integrated room types included the following:

- Boardrooms
- Training rooms
- Huddle Rooms
- VTC Suites
- Break rooms
- Offices
- Multipurpose rooms



40 YEARS



www.avisystems.com

EXAMPLE 3

Client Name: Procopio

Project Name: New Headquarters

Date of Completion: 2011

Project Cost: \$350,000.00+

Procopio performed a full tenant improvement of multiple floors in a downtown office building. The project consisted of high end finished, unique architectural elements and an outdoor gathering area. AVI Systems was selected based on the value we brought to the project by applying audiovisual technologies to Procopio's specific business case.

Integrated technologies included the following:

- Video Conferencing
- Custom control systems
- Outdoor courtyard audio system with wireless microphones
- Wireless presentation solution
- Lobby Signage

Integrated room types included the following:

- Conference Room
- Kitchen Meeting Area
- Outdoor Area
- VTC rooms
- Training Room



40 YEARS



www.avisystems.com

EXAMPLE 4

Client Name: Towers Watson

Project Name: San Diego Location

Date of Completion: 2011

Project Cost: \$250,000.00+

Towers Watson moved into a new San Diego location and was looking for audio visual technologies to enhance the look and feel of their office space as well as provide functional meeting spaces. Working with the client, construction management firm and interior design team AVI delivered functional technology that complimented the design elements. AVI has returned to deliver additional projects for Towers Watson since this project was originally completed.

Integrated technologies included the following:

- Lobby Display Systems
- High Resolution Projection
- Touch Panel Control System
- Integrated audio
- Digital & analog connectivity

Integrated room types included the following:

- Executive Offices
- Lobby
- Conference Rooms



TOWERS WATSON



40 YEARS

www.avisystems.com

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 un-patented 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:	AVI Systems INC		
Address:	7270 Trade Street Suite 102		
City/State/Zip:	San Diego CA 92121		
Signature/Title/Date:	 Account Executive 11/9/16		

PROPOSER QUALIFICATIONS STATEMENT

REQUEST FOR PROPOSAL

Council Chamber Audio/Video Technology

All vendors must provide the following information in order for their proposal to be considered:

1. A brief outline of the vendor company and services offered, including:
 - a. Full legal name of the company
 - b. Year business was established
 - c. Number of people currently employed
2. An outline of the product line-up they currently support.
3. A description of their geographical reach and market penetration.
4. An outline of their partnerships and relationships to date.
5. An outline of their current and future strategies in the marketplace.
6. Information on current clients, including:
 - a. Total number of current clients.
 - b. Evidence of successful completion of a project of similar size and complexity.

Provide a brief description of the implementation projects for each of the references provide

REQUEST FOR PROPOSAL

Council Chamber Audio/Video Technology

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.	
1			The QSC Q-Sys IO Frame 8s has been discontinued. The similar replacement would be the Core 500 Kit which retails for \$6500.00. If the order is placed soon, there were still some older units in stock, but there is no guarantee they will be available once the award is issued.
2			Is there a mandatory site walk? Date? Possible voluntary walk?
3			Do the podiums require to be modified in order to install the cable cubbies?
4			Are there existing racks that are to be used onsite?

Company Name (Proposer): AVI Systems INC

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:	TD AMERITRADE
Address:	4075 Sorrento Valley Blvd
City, State, Zip Code:	San Diego, CA 92121
Contact Person:	Jimmy Nguyen
Email Address:	jimmy.nguyen@tdameritrade.com
Telephone Number:	(858) 458-8034
Type of Business:	Banking/Financial
Date of Installation:	2013
Contract Value	\$ 8,000,000.00+

Company Name:	NBC Universal
Address:	3000 West Alameda Avenue Burbank
City, State, Zip Code:	Burbank, CA 91523
Contact Person:	David Morgan
Email Address:	david.morgan@nbcuni.com
Telephone Number:	(818) 777-9026
Type of Business:	Media/Entertainment
Date of Installation:	2013
Contract Value	\$ 2,000,000.00+

Company Name:	SANDIA NATIONAL LABS
Address:	7011 East Ave
City, State, Zip Code	Livermore, CA 94550
Contact Person:	Dave Dirks
Email Address:	dhdrirks@sandia.gov
Telephone Number:	(925) 294-4796
Type of Business:	Government
Date of Installation:	Ongoing
Contract Value	\$ 12,000,000.00

Company Name (Proposer): AVI Systems INC

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	\$97,238.25
Third Party Software	
Documentation & Training	\$5787.74
Support/Maintenance	\$9693.00
Installation	\$24211.54
Integration	\$11220.00
Misc.	Shipping and handling \$1594.00
Other (specify)	
Other (specify)	
Total:	\$149,744.53

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): AVI Systems INC	
By (Person Submitting Proposal): (Print)	Jerry Fleury
By (Person Submitting Proposal): (Signature)	
Title of Person Submitting Proposal: Account Executive	
Business Address 7270 Trade Street Suite 102	
(City/State/Zip): San Diego CA 92121	
Email Address: jerry.fleury@avisystems.com	
Telephone Number: (858) 653-4330	
Fax Number: (858) 695-7844	
Date: 10/26/2016	