October 26, 2023

Jonathan Geiszler
Newport-Mesa Unified School District
2985 Bear Street, Costa Mesa, California 92626
jgeiszler@nmusd.us

SUBJECT: NEWPORT HARBOR HIGH SCHOOL THEATER TECHNOLOGY SYSTEMS UPGRADE

Dear Mr. Geiszler,

Solotech Systems Integrations US Corporation is pleased to present this proposal to the Newport-Mesa Unified School District for R BID # 104-24. Our Project Management and Project Sales teams have been involved in the review of your technical specifications to provide a solution that exceeds your expectations. The specified documentation requested to validate our proposal are enclosed.

We are committed to providing the best personnel for the planning, organization, management, control, and delivery of each step of this project. Solotech US' processes help us guarantee that every project we design, and build is of the highest quality and delivers the best value for our clients.

All questions during the proposal evaluation period should be directed to the following:

Liam Biner
Business Developer, Solotech SSI US Corporation
liam.biner@solotech.com
T. (818) 305-7603

Solotech US agrees that the costs stated within this proposal shall remain valid for a period of no less than ninety (90) days from the date of submittal.

David Shoemaker
President, Sales and Sales Integration, USA
11060 Randall Street
Sun Valley, California 91352
david.shoemaker@solotech.us
o: (818) 765-3800

PRIVACY NOTICE
This document contains confidential information and is the exclusive property of Groupe Solotech Inc. and its subsidiaries ("Solotech"). Any dissemination, distribution, or reproduction of this document, other than carried out in accordance with the request for proposal of the Newport Harbor High School number 104-24, is strictly forbidden (as well as any information which may result from such), unless prior written consent has been obtained from Groupe Solotech Inc.

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ABOUT SOLOTECH

Founded over 45 years ago, Solotech is a world leader in audiovisual and entertainment technology with 18 strategic locations in Canada, the United States, the United Kingdom, and China. Thanks to an inventory boasting over 300 renowned manufacturers and partners, Solotech offers services and solutions in audio, video, lighting, rigging, soft goods, control, and collaboration under one roof. The company is internationally recognized for its expertise in event solutions and systems integration throughout various markets including music, sports, business, culture, and education. Customers can also take advantage Solotech's Service Center, Online Store, and virtual technology expertise. It has the full support of three major shareholders: Claridge, Desjardins Capital and Investissement Québec.

Find out more at solotech.com



NO MATTER YOUR PROJECT
WE MAKE IT HAPPEN

BUSINESS SOLUTIONS
Highly effective and easy-to-use communication and AV solutions

GOVERNMENT & CITIES
Foolproof technology for any type of public service or office.

MEDIA & ENTERTAINMENT
Technology that makes you stand out

EDUCATION
Innovative AV for all levels of educational institutions

MANAGED SERVICES
Beyond the installation.
Choose peace of mind with ongoing support to ensure your operations run seamlessly.

HOUSE OF WORSHIP
Helping spread your mission and inspire people

TRANSPORTATION
Taking the transportation industry further

SPORTS VENUES
For thrilling and unforgettable sporting events experience

HEALTHCARE
Reliable technology when it matters the most

MANAGED SERVICES
Beyond the installation.
Choose peace of mind with ongoing support to ensure your operations run seamlessly.

EXCEPTIONS AND QUALIFICATIONS

- Solotech cannot immediately agree upon the timeline as Laid Out in Q&A Section by the client in PlanetBids. Solotech deems that timetable to not be possible given the full scope of work on this project.
    - This bid is being offered with the understanding that a full 120 days of work for A/V/L Systems upgrades is expected for final delivery of the project, following the award by the client.
    - At minimum, with the final award set to be assigned on 11/14/23, work cannot be completed until 03/14/23 at the earliest.
    - In regard to the scope of work provided by the client for this job, Solotech proposes an update to the timeline for completion:
        - Work to Begin: 01/02/24
        - Work to be Completed: 05/01/24
- The client states that no other contractors to be onsite and actively working within the same job site throughout the duration of the project.
- Solotech does not accept responsibility for any project delays caused by other trades and will not be held accountable to associated liquidated damages.
- Any major updates or changes to the design and/or scope of work on this project are subject to appropriate change orders and additional fees from the original bid estimate provided by Solotech.
- The bid submitted, in accordance with the design provided by the client, assumes appropriate network connectivity to the facility LAN and/or Wireless Access Points for access into the existing network infrastructure; all hardware connectively in accordance with the design specifications contained within this bid will be provided by Solotech
- The client states that all conduit, raceways, and pathways already exist along established cable paths for each system.
    - All existing cabling will be dismantled and decommissioned by Solotech onsite installation/decommissioning team.
    - Solotech will install new cabling along these establish pathways for all systems.
- Solotech has included the model "Shure ULXD2/SM87-H50" wireless microphone package to this bid.
    - As listed in the cost proposal summary provided by the client, the model "Shure ULXD2/SM7-H50" does not include a wireless radio frequency capsule option in

the H50 band. Pricing subject to change based on final microphone package specifications.

- Rigging points for Line Array Speakers (including associated Structural Engineering Approval) will be provided and installed by the client/District prior to Solotech beginning work on the upgrade for the Audio and Sound Reinforcement system.
- The client/District will need to determine and provide appropriate accommodations for the following:
    - Onsite Storage to be provided for incoming deliveries and outgoing refuse/decommissioned gear.
    - A Clear Loading Area and curatorial path from the outdoor vehicle loading area to the worksite (since no Loading Dock is Available) for access in/out of premises with incoming deliveries and outgoing refuse.
    - Access to Elevators for any necessary work, material loading, deliveries, etc. that are not on ground level.
    - Free, accessible parking onsite for the full duration of the project to all Solotech employees working on the premises.
- The client/District must ensure that all work must be executed only during normal business hours (Monday-Friday, 9am-6pm PDT)
- The client must provide Progress Payment throughout the timeline of the project upon equipment delivery.
- Solotech will need reasonable access to ceiling and walls for installation of new gear concurrent with system upgrades.
    - If necessary, it will be the responsibility of the client, District, and/or General Contractor to:
        - Temporarily remove chairs/seating to get lifts/scaffolding into precise locations on the floor in order to access certain areas of the ceiling, walls, etc.
            - Replace all such materials back to their intended final state upon completion of A/V/L upgrade work.
        - Temporarily remove any acoustic treatment, "clouds", decorative fascia, etc. to access specific locations of the ceilings/walls for the installation of audio, video, lighting, network, and control gear as specified in the client's design.

        - Replace all such materials back to their intended final state upon completion of A/V/L upgrade work.
    - Determine which kind of lifts/scaffolding are permitted within each distinct area of the worksite (common-use hallways, theater front of house, theater main stage, back of house, etc.), and how to provide reasonable accommodations for lift access to those areas.
- District will provide any/all existing CAD drawings and/or blueprints of the room, including top views, side views, elevations, etc.; if no room drawings are provided, additional charges may apply to create new room templates for future use by the client/District.
- Solotech will provide a warranty on all systems for 1 year from the completion of the project for all Parts and Labor
- No Structural Stamps are included in the bid package as provided by Solotech, given the low voltage work to be completed; if any stamps are required, it is possible for Solotech to assist in acquiring them, but this service is subject to additional fees.
- Any necessary permits required must be determined by the client/District. Responsibility for form submission, permit retrieval, and garnishment throughout the timeline of the project can be discussed, agreed upon, and implemented by the District and Solotech based on final needs for the project.

END OF SECTION

POWER OF ATTORNEY – SOLOTECH U.S. CORPORATION

SOLOTECH U.S. CORPORATION, a corporation organized and existing under the laws of Nevada and having its registered office at 7465 Dean Martin DR., Suite 108, Las Vegas, NV, 89139 (the "**Corporation**"), hereby represented by David Shoemaker, President Sales and Systems Integration Division, does hereby make, constitute and appoint Liam Biner, as its true and lawful attorney-in-fact with full power and authority, in David Shoemaker's absence and on behalf of the Corporation, to:

- Sign and submit any and all documents in relation to the NEWPORT HARBOR HIGH SCHOOL - THEATER TECHNOLOGY SYSTEMS UPGRADE PROJECT Request for Proposals (the "**Documents**") in lieu of David Shoemaker, as per and in compliance with the Corporation's Authorized Signatory Matrix, as approved by the Board of Directors on October 11th, 2018;
- Engage the Corporation in any and all acts, things and activities which are related to, incidental or conducive, directly or indirectly, to the Documents.

This Power of Attorney is valid for 90 (ninety days) unless it is revoked by the Corporation before such date.

IN WITNESS WHEREOF, the Corporation has caused its name to be subscribed hereto by its duly authorized representative, this 25th day of October 2023.

SOLOTECH SALES & INTEGRATION USA CORPORATION

David Shoemaker
President Sales and Systems Integration Division

PROPOSAL

CHECKLIST OF MANDATORY BID FORMS

CHECKLIST OF MANDATORY BID FORMS

BID # 104-24

The forms, documents and worksheets listed below are required to be submitted at the time of bid, any documents received after the set bid closing date and time will be grounds for disqualification from the bidding process.

- ☑ Bid Form
- ☑ Exhibit A Bid Form Worksheet (Submit with bid and upload to PlanetBids)
- ☑ Contractor's Certificate Regarding Workers' Compensation
- ☑ Iran Contracting Act Certification
- ☑ Public Works Contractor Registration Certification
- ☑ Bid Bond
- ☑ Designation of Subcontractors
- ☑ Information Required of Bidders Form
- ☑ Asbestos Free Materials Certification
- ☑ Recycled Content Certification
- ☑ Contractor and Subcontractor Fingerprinting Requirements Certifications
- ☑ Drug Free Workplace Certification
- ☑ Alcohol and Tobacco Free Campus Policy Acknowledgement
- ☑ Non-Collusion Declaration
- ☑ Exhibit B Qualified Installers/Integrators List
- ☑ Addenda (if any)

Bid Form

BID FORM

NAME OF BIDDER: SOLOTECH SALES & INTEGRATION USA INC.

The undersigned, hereby declare that we have carefully examined the location of the proposed Work, and have read and examined the Contract Documents, including all plans, specifications, and all addenda, if any, for the following Project:

Bid # 104-24 Newport Harbor High School Theater Technology Systems Upgrade Project

A. BID SCHEDULE

We hereby propose to furnish all labor, materials, equipment, tools, transportation, and services, and to discharge all duties and obligations necessary and required to perform and complete the Project for the following TOTAL BID PRICE:

BASE BID	TOTAL BID PRICE FROM EXHIBIT A PAGE 1 (IN WRITTEN FORM)	TOTAL BID PRICE FROM EXHIBIT A PAGE 1 BID PRICE (IN NUMBERS)
TOTAL BID PRICE	Two million one hundred thirty-eight thousand seven hundred sixty-five	2,138,765

In case of discrepancy between the written price and the numerical price, the written price shall prevail.

The undersigned agrees that this Bid Form constitutes a firm offer to the District which cannot be withdrawn for the number of calendar days indicated in the Notice Inviting Bids from and after the bid opening, or until a Contract for the Work is fully executed by the District and a third party, whichever is earlier.

The successful bidder hereby agrees to sign the contract and furnish the necessary bonds and certificates of insurance within ten (10) working days after the District provides the successful bidder with the Notice of Award.

Upon receipt of the signed contract and other required documents, the contract will be executed by the District, after which the District will prepare a letter giving Contractor Notice to Proceed. The official starting date shall be the date of the Notice to Proceed, unless otherwise specified. The undersigned agrees to begin the Work within ten (10) working days of the date of the Notice to Proceed, unless otherwise specified.

The undersigned has examined the location of the proposed work and is familiar with the Drawings and Specifications and the local conditions at the place where work is to be done.

If awarded the contract, the undersigned agrees that there shall be paid by the undersigned and by all subcontractors to all laborers, workers and mechanics employed in the execution of such contract no less than the prevailing wage rate within Orange County for each craft, classification, or type of worker needed to complete the Work contemplated by this contract as established by the Director of the Department of Industrial Relations. A copy of the prevailing rate of per diem wages are on file at the District's Administration Office and shall be made available to interested parties upon request.

Enclosed find cash, bidder's bond, or cashier's or certified check No. ___-_____ from the Great Midwest Insurance Company Bank in the amount of 10%, which is not less than ten percent (10%) of this bid, payable to Newport-Mesa Unified School District as bid security and which is given as a guarantee that the undersigned will enter into a contract and provide the necessary bonds and certificates of insurance if awarded the Work.

The bidder furthermore agrees that in case of bidder's default in executing said contract and furnishing required bonds and certificates of insurance, the cash, bidder's bond, or cashier's or certified check accompanying this proposal and the money payable thereon shall become and shall remain the property of the Newport-Mesa Unified School District.

Bidder is an individual _____, or corporation ✓, or partnership _____, organized under the laws of the State of FLORIDA.

Bidder confirms license(s) required by California State Contractor's License Law for the performance of the subject project are in full effect and proper order. The following are the Bidder's applicable license number(s), with their expiration date(s) and class of license(s):

FLORIDA LICENSE NUMBER: EC13003836 EXPIRATION DATE: AUGUST 31, 2024

If the Bidder is a joint venture, each member of the joint venture must include the required licensing information.

Sureties that will furnish the Faithful Performance Bond and the Labor and Material Payment Bond, in the form specified herein, in an amount equal to one hundred percent (100%) of the contract price within ten (10) working days from the date the District provides the successful bidder the Notice of Award. Sureties must meet all of the State of California bonding requirements, as defined in California Code of Civil Procedure Section 995.120 and must be authorized by the State of California.

The insurance company or companies to provide the insurance required in the contract documents must have a Financial Strength Rating of not less than "A-" and a Financial Size Category of not less than "Class VII" according to the latest Best Key Rating Guide. At the sole discretion of the District, the District may waive the Financial Strength Rating and the Financial Size Category classifications for Workers' Compensation insurance.

The undersigned acknowledges receipt, understanding and full consideration of the following addenda to the Contract Documents.

Addenda No. 1

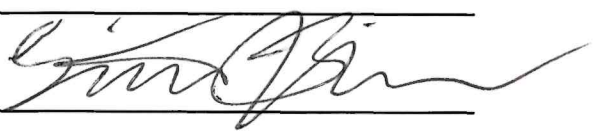
Addenda No. 2

Addenda No. _____

1. Attached is the required bid security in the amount of not less than 10% of the Total Bid Price.
2. Attached is the completed Contractor's Certificate Regarding Workers' Compensation form.
3. Attached is the completed Iran Contracting Act Certificate form.
4. Attached is the completed Public Works Contractor Registration Certification form.
5. Attached is the completed Designation of Subcontractors form.
6. Attached is the completed Information Required of Bidders form.
7. Attached is the Asbestos-Free Material Certification.
8. Attached is the Recycled Content Certification.
9. Attached is the Contractor & Subcontractor Fingerprinting Requirements form.
10. Attached is the Drug-Free Workplace Certificate.
11. Attached is the Contractor's Certificate Regarding Alcoholic Beverage and Tobacco-Free Campus Policy.
12. Attached is the fully executed Non-Collusion Declaration form.

I hereby certify under penalty of perjury under the laws of the State of California, that all of the information submitted in connection with this Bid and all of the representations made herein are true and correct.

Name of Bidder SOLOTECH SALES & INTEGRATION USA INC.

Signature 

Name and Title Liam Biner, Business Development Representative

Dated October 25th, 2023

EXHIBIT A – BID FORM WORKSHEET

EXHIBIT A - COST PROPOSAL SUMMARY

USD - Theater Technology Improvement Upgrade

Project Cost **SUMMARY**

Project Category	Description	NTE - Cost Summary
SOUND REINFORCMENT SYSTEM		
PA System	Microphones, Mixers, Amplifiers, Speakers, Signal Processing	
AFC System	Microphones, Mixers, Amplifiers, Speakers, Signal Processing	$ 728,030
LIGHTING SYSTEMS	Lighting Fixtures, Lenses, Controls, Dimmer packs, Cabling	$ 1,024,069
VIDEO PRESENTATION SYSTEMS	Video Projectors, Displays, Cameras, Record, Web Stream	$ 211,641
CONTROL AND INTERCOM	Control Touch Screens & Automation Controls, Connections	$ 175,025
	NOT TO EXCEED PROJECT GRAND TOTAL	$ 2,138,765

Primary Contact:

Jon Geiszler
Director, Purchasing & Warehouse
Newport-Mesa Unified School District
jgeiszler@nmusd.us
714-424-5063

Location of Theater:

The Robert B. Wentz Theater
Newport Harbor High School
600 Irvine Ave, Newport Beach, CA 92663

** Continue On Next Page **

SOUND REINFORCEMENT SYSTEM - Cost Proposal

NMUSD - Robert Wentz Theater NHS - Technology Improvement Upgrade

Sound Reinforcement System

PA- Audio Processing and Speakers

Qty.	MFR.	Model	Description	Unit	Extended
1	Yamaha	DM7C-EX	DM7C 72-channel Digital Mixer + CTL-DM7 Control Expansion	15,403.88	15,403.88
2	Yamaha	RIO3224-D2	32 x 24 I/O Rack	7,635.26	15,270.52
2	Yamaha	SWR2310-28GT	L2 Intelligent Network Switch (28 ports) with 10G uplink	962.15	1,924.30
2	Yamaha	DCP1V4S-US	Digital Control Panel	107.29	214.58
2	Yamaha	MCP1	IP Wall-Mount Controller	433.56	867.12
12	Yamaha	VXC6	(Pair) 6" 2-Way Ceiling Speakers Lobby & Classrooms	314.84	3,778.08
14	Yamaha	GEOM1012-I	Nexo Geo M, Geo M1012 Install Cabinet	2,210.57	30,947.98
2	Yamaha	GEOM1025-I	Nexo Geo M, Geo M1025 Install Cabinet	2,210.57	4,421.14
1	Yamaha	P15-I	Nexo P+,15" Coaxial Point Source, Passive Install	2,550.76	2,550.76
5	Yamaha	L18	Nexo L18, 18" Band-pass, horn loaded Subwoofer	2,584.99	12,924.95
2	Yamaha	HS8i	Near Field Speaker Monitors Control Rm	290.07	580.14
1	Tascam	SS-CDR250N	Solid State Media Recorder/CD Player w/Net, Dante	1,041.38	1,041.38
1	Tascam	IFDA2	Tascam Dante Interface Card	442.97	442.97
1	Tascam	RC-SS150	Tascam Remote Surface Control/Button Panel	409.85	409.85
				SUBTOTAL	$ 90,778

PA- Processing, DSP and Accessories

Qty.	MFR.	Model	Description	Unit	Extended
1	Yamaha	MRX7-D	Open Architecture DSP Processor	3,270.15	3,270.15
1	Yamaha	XMV8280-D	Power Amplifier	3,315.62	3,315.62
1	Yamaha	NXAMP4X4MK2	Nexo Amp, High Power Amplifier / Controller	7,483.45	7,483.45
2	Yamaha	NXAMP4X2MK2	Nexo Amp, Power Amplifier / Controller 4x2500W	5,170.62	10,341.24
3	Yamaha	NXAEDT	AES/EBU and Dante Card for NXAMPMK 2	786.71	2,360.13
4	Yamaha	GMT-FLGM10	Nexo Acc, Pair of 120 Degree Dispersion Flanges Geo M10	119.17	476.68
2	Yamaha	GMT-LBUMPM10	Nexo Acc, Light Bumper for Geo M10	854.1	1,708.20
2	Yamaha	GMT-EXBARM10L	Nexo Acc, Extension Bar for Touring Light Bumper Geo M10	460.43	920.86
1	Yamaha	PNI-P15TOL18	Nexo P15 L18 ACC, Riggin for 1 x P15 under 1 x L18	639.08	639.08
4	Yamaha	LNU-HBRK18	(Formerly PNT-HBRK18) Horizontal bracket for L18	247.55	990.2
1	Yamaha	PNU-P15FLGPS	(Formerly PNT-P15FLGPS) Asymm. Dispersion mag. Insert P15	84.94	84.94
				SUBTOTAL	$ 31,591

PA - Microphones and Wireless Systems

Qty.	MFR.	Model	Description	Unit	Extended
4	Shure	SM57	Dynamic Microphone Cardiod hand-held	84.88	339.52
4	Shure	SM58	Dynamic Microphone Cardiod Vocal microphone	93.02	372.08
2	Shure	SM58A	Dynamic Microphone Super Cardiod Vocal mic	147.67	295.34
8	Shure	MX202	Hanging Condenser/Cardiod 30' cable	189.53	1,516.24
4	Shure	Beta 56A	Dynamic Supercardiod Drum and Instrument Mic	138.37	553.48
15	Shure	MX153-TAN	Wireless Earset Microphone Omnidirectional -TA4M	210.47	3,157.05
5	Shure	MX153-COCOA	Wireless Earset Microphone Omnidirectional -TA4M	210.47	1,052.35
1	Shure	VP89L	Long Shotgun Microphone	979.07	979.07
2	Audix	MB5055	Mini Cardioid with 50" Carbon Fiber Boom arm	438.84	877.68
1	Audix	MB8450	Mini Cardioid with 84" Carbon Fiber Boom arm	236.51	236.51
5	Shure	ULXD4Q-H50	Quad Channel Digital Wireless Receiver	5,252.33	26,261.65
6	Shure	ULXD2/SM87-H50	Handheld Wireless Microphone Transmitter	660.47	3,962.82
20	Shure	ULXD1	Wireless Bodypack Transmitter	461.63	9,232.60
6	Shure	MX185	Cardiod Lavalier Microphone Cartridge	200	1,200.00
2	Shure	ULXD6-H50	Wireless Boundry Microphone and Transmitter	495.35	990.7
2	Shure	SBRC	Battery Rack Charger	577.91	1,155.82
4	Shure	SBC-AX	Battery Rack Charger charging module	96.51	386.04

12	Shure	SB900B	Lithium-Ion Rechargeable Battery	93.02	1,116.24
4	Shure	UA8-470-530	1/2 Wave Omnidirectional Receiver Antenna	26.74	106.96
4	Shure	UA834WB	In-line antenna amp., remote mount (470-902 Mhz)	145.35	581.4
4	Shure	UA844SWB	Antenna Distribution System	500	2,000.00
				SUBTOTAL	$ 56,374

ardware Miscellaneous

Qty.	MFR.	Model	Description	Unit	Extended
1	Super Logics	SL-1U-J3455B-GC	Engineering PC 1RU w/19" Monitor	575.58	575.58
1	Super Logics	SL-RMKB-W119e	1U Rackmount 19" Wide Screen LCD drawer w/ Keyboard	1,230.23	1,230.23
4	Atlas Sound	TB3664	Tripod Stand and Boom Kit	105.14	420.56
4	Atlas Sound	MS12CE	All-Purpose Microphone Stand	48.01	192.04
4	On-Stage	MS7920B	Short Instrument stand	20.45	81.8
4	SANDISK	UHS-I SDHC	SD Card Solid State Media	33.8	135.2
2	APPLE	MK6A3LL/A	10.2" iPad (9th Gen, 256GB, Wi-Fi + 4G LTE, Space Gray)	635.85	1,271.70
8	FSR	FLH20-1-B	Floor Box & Panels (to be verified in field)	482.27	3,858.16
1	Misc	Misc	Floor Box XLR Panels input/output	2,558.14	2,558.14
2	Bittree	B96DC-FNABT	ID M2OU12B 969A- 2x48 2RU TT PatchBay Select TRS	1,506.10	3,012.20
2	Fortinet	FS-124E-FPOE	FortiSwitch 124E-FPOE +– 24 x GigE (SFP) (370 W)	955.84	1,911.68
				SUBTOTAL	$ 15,247

ACTIVE FIELD CONTROL System (AFC)

Qty.	MFR.	Model	Description	Unit	Extended
1	Yamaha	TIO1608-D	16 Input, 8 Output Dante Stage Box	1,260.81	1,260.81
1	Yamaha	AFC404-E	AFC ENHANCE Processor for projects four sub-systems	36,046.80	36,046.80
1	Yamaha	MRX7-D	Open Architecture DSP Processor	3,270.15	3,270.15
1	Yamaha	MCP1	IP Wall-Mount Controller	471.26	471.26
1	Yamaha	SWR2310-28GT	L2 Intelligent Network Switch (28 ports) with 10G uplink	1,045.81	1,045.81
13	Yamaha	XMV8280-D	Power Amplifier	3,423.73	44,508.49
1	Yamaha	NXAMP4X1MK2	Nexo Amp, Power Amplifier / Controller 4x1300W	3,696.98	3,696.98
1	Yamaha	NXAEDT	AES/EBU and Dante Card for NXAMPMK 2	855.12	855.12
15	Yamaha	VXS8	(Pair) 8" 2-Way Surface Mount Speakers	468.2	7,023.00
15	Yamaha	VXS-PBRKT	1 Pair VXS Pendant Bracket	25.94	389.1
20	Yamaha	VXS5	(Pair) 5" 2-Way Surface Mount Speakers	279.98	5,599.60
20	Yamaha	VXS-PBRKT	1 Pair VXS Pendant Bracket	25.94	518.8
16	Yamaha	VXS8	(Pair) 8" 2-Way Surface Mount Speakers	468.2	7,491.20
4	Yamaha	eLS600	Nexo ePS, 15" Subwoofer for installation	1,319.07	5,276.28
4	Yamaha	VNU-HBRK535	(Formerly PNT-HBRK12) Horizontal bracket: 535mm	183.02	732.08
1	Yamaha	AFC TUNING	AFC Tuning Fee	29,069.77	29,069.77
84	Yamaha	AFC CHFEE	AFC TUNING Additional Fee per Channel	29.07	2,441.88
12	Audix	SCX1	AFC Cardiod Directional Microohones	417.91	5,014.92
4	Audix	SCX1-O	AFC Omni Directional Microohones	417.91	1,671.64
			Hardware Support Installation, Labor of AFC Speaker Bracket, Anchoring Installation		
				SUBTOTAL	$ 156,384

MISC & Power Systems

Qty.	MFR.	Model	Description	Unit	Extended
1		(Power Misc)	New Power Cabling to Front Stage	1,808.14	1,808.14
1	Misc	Custom	4 In/4 Out XLR 1RU Custom Panel to Patch	2,558.14	2,558.14
2	Mid Atlantic	CWR-26-32VD	CWR Series 26-32VD Cabling Wall Mount Rack,Vented	802.15	1,604.30
2	Mid Atlantic	MRK-4431-DVR-AB	MRK Series for Digital Video(Verify size in field) PA& AFC	2,813.02	5,626.04
1	Misc	Misc	Hardware, Cabling, Supply, Expendables, Fees, Etc.	28,957.54	28,957.54
1	Misc	Misc	Machinery, Rentals, Permits, Documentation, Stamps, Etc	33,577.45	33,577.45
				SUBTOTAL	$ 74,132

System Software

Qty.	MFR.	Model	Description	Unit	Extended
1	Yamaha	DM7 Software	IPAD Control of all aspects of Audio Console	0	0

	1	Yamaha	MRX7-D Software	IPAD Control of DSP Processing and Speaker Cluster	0	0
	1	Shure	WWB6	Wireless Workbench System Config./Control	0	0
					SUBTOTAL	$ -

System Integration Labor

Qty.	Description	Unit	Extended
	Decommissioning and Removal of Equipment		8,253.00
	Drawings and Documentation		11,083.50
	Meet & Review w/District to confirm final Equipment List		3,694.50
	*SPEAKER SYSTEM INTALLATION ONLY		93,940.70
	Speaker Color Match Paint		5,000
	Installation, Cabling, Rigging, Setup, Programming, Testing		65,960.47
	Yamaha Speaker/DSP System Tuning		N/A
	Training of Yamaha Systems User-level & (3)Tech 4-hour days over 5 months)		3,803.80
		SUBTOTAL	$ 191,736

Equipment Totals

PA- Audio Processing and Speakers	$90,778
PA- Processing, DSP and Accessories	$31,591
PA - Microphones and Wireless Systems	$56,374
Hardware Miscellaneous	$15,247
Active Field Control (AFC)	$156,384
MISC & Power Systems	$74,132
System Software	$0
System Integration Labor	$191,736

PA- Subtotal	$268,121
AFC- Subtotal	$156,384
TAX 7.75%	$33,813
GROUND FREIGHT	$11,792
[Gear w/ Tax]	$470,109
[Labor]	$191,736
[Total before Allowance]	$661,845
Allowance 10%	$66,185
Grand Total	$728,030

*SPEAKER NOTE: INSTALL LABOR COSTS MAY BE INSTALLED BY OTHERS.

** Continue On Next Page **

LIGHTING SYSTEM - Cost Proposal

NMUSD - Theater Technology Improvement Upgrade

Lighting Systems

LIGHT FIXTURES

Qty.	MFR.	Model	Description	Unit	Extended
ETC Series 3 Elipsoidal					
67	ETC	S4LEDS3LS-0	Source Four LED Series 3, light engine, XDLT Shutter Barrell, Lustr X*, Blk C-Clamp, A-size ptrn holder Multiverse omnidirectional antenna	2,856.10	191,358.70
16		TIPA-C	Twist lock plug to TRUE1-5'	65.41	1,046.56
50		TIPJ-10	10' TRUE1 male fixture Power, Jumer, UL rated	74.13	3,706.50
12	ETC	XDLT19	19° XDLT Lens tube with media frame - Black	479.65	5,755.80
40	ETC	XDLT26	26° XDLT Lens tube with media frame - Black	361.92	14,476.80
17	ETC	XDLT36	36° XDLT Lens tube with media frame - Black	361.92	6,152.64
12	ETC	XDLT50	50° XDLT Lens tube with media frame - Black	361.92	4,343.04
17	ETC	S4LEdFRES	Source Four LED Fresnel Accessory	601.74	10,229.58
17	ETC	400BD	Barndoor 4-Leaf	87.21	1,482.57
ETC ColorSource Cyc					
14	ETC	CSCYC	ColorSource CYC 120V with XLR, black	2,062.50	28,875.00
2	ETC	DPA-B	PowerCon Cable 20A Male, 2P&G Connector	65.41	130.82
12	ETC	DPJ-10	10' Powercon to Pass Through Jumper	74.13	889.56
7	ETC	400CC	C-Clamp	23.55	164.85
Altman LED Worklight					
12	ALTMAN	WL-90-3K-Y-BK	Worklight 90W LED, Yoke, Bare Leads, BLK Safety Cble w/Spring Clamp, Worklight Diffusion Filtr Frme, Pipe Clamp	710.79	8,529.48
14	ALTMAN	HBL4720C	Twistlock 15A 125V 2 Pole 3 Wire Plug	21.23	297.22
Accessories					
93	ETC	SAFETY_BLACK	Safety Cable - Black	13.08	1,216.44
12	ETC	299853	Matthew Shot Bag 25 lb.	80.12	961.44
				SUBTOTAL	**$ 279,617**

LED MOVING LIGHTS

Qty.	MFR.	Model	Description	Unit	Extended
Highend Systems					
5	ETC	2582A1200-B	Halcyon Platinum UB/BLK, PwrCon True1 to Bare End Safety Cable	11,755.81	58,779.05
17	ETC	2572A1200-B	Halcyon Titanium UB /BLK, (2) Omega brackets, PowerCon, True1 ot Bare End, Safety Cable	9,279.07	157,744.19
Accessories					
22		HBL4720C	Twist 15A 125V 2-Pole 3-Wire Plug	21.23	467.06
36		MWB	Mega Claw - Black Hanging Clamp	32.72	1,177.92
					$ 218,168

LIGHTING CONTROL & CABLE

Qty.	MFR.	Model	Description	Unit	Extended
Ion Output Upgrade					
1	ETC	ION XE 10K UP	Ion Xe Console After Market Upgrade	3,255.81	3,255.81
2		LCD MTMON 24	24" LCD multi-touch monitor (Windows)	1,002.91	2,005.82
Response MK2 Portable 1-port Gateways					
~~4~~	~~Response~~	~~RSN-DMX1-O-P-4~~	~~Response Mk2 1-port Portable Gateway, XLR Out BLK~~		
4	ETC	PWPP TM P1 XLR5F	Pathway 1 Port Portable Gateway XLR Out	741.28	2,965.12
~~6~~	~~Response~~	~~RSN-DMX2-O-P-4~~	~~Response Mk2 2-port Portable Gateway, XLR Out BLK~~		
6	ETC	PWPP PORT P2 XLR5F	Pathway 2 Port Portable Gateway XLR Out	1,111.92	6,671.52
~~1~~	~~Response~~	~~RSN-DMX4-T-RACK~~	~~Response Mk2 4-port Gateway, Terminal, w/Rack Kit~~		
1	ETC	WPP RM P4 TERM REA	Pathway 4 Port Rack-Mount Gateway Terminal	1,151.16	1,151.16

10		400CC	C-clamp	23.55	235.5
LEX Products Neutrik PowerCon Cable					
12	Lex	PE700J-5-TRUE1	5' 12/3 SJ powerCON® Extensions	48.26	579.12
24	Lex	PE700J-10-TRUE1	10' 12/3 SJ powerCON® Extensions	60.7	1,456.80
24	Lex	PE700J-15-TRUE1	15' 12/3 SJ powerCON® Extensions	73.26	1,758.24
12	Lex	PE700J-25-TRUE1	25' 12/3 SJ powerCON® Extensions	97.73	1,172.76
LEX Products 5 Pin DMX - LEX 2 Pair Shielded Cable, Neutrik® Black/Gold Connectors					
12	Lex	DMX-5P-5	DMX Cable	35.76	429.12
88	Lex	DMX-5P-10	DMX Cable	41.22	3,627.36
24	Lex	DMX-5P-15	DMX Cable	46.34	1,112.16
12	Lex	DMX-5P-25	DMX Cable	59.01	708.12
Lex Products - Netowork Cable					
6	Lex	CAT5-5	Extension 24/4 Pair 5' RJ45	35.35	212.1
8	Lex	CAT5-10	Extension 24/4 Pair 5' RJ45	45.7	365.6
6	Lex	CAT5-25	Extension 24/4 Pair 5' RJ45	80.81	484.86
				SUBTOTAL	**$ 28,191**

DIMMING SYSTEM UPGRADE

Qty.	MFR.	Model	Description	Unit	Extended
Lighting Control System					
			Architectural Control Devices	19,298.84	19,298.84
1	ETC	ERN2-RM-120	ERn2 Rack Mount 120V Enclosure	-	-
1		P-ACP3	Paradigm Architectural Control Processor	-	-
1		P-SPM-E	Paradigm Station Power Module - supports 63 stations and (1) 500m wire segment	-	-
1		UH10005-_Z	Standard Color (TBD) 1 Gang Faceplate, include following: 5 - Select Switches, nomenclature to be determined	-	-
1		UH10005	1-Gang, 5-button electronics Assembley w/IR port	-	-
2		P-TS7-E-1	Paradigm 7" Touchscreen Station to include: Touch Screen Assembly, Mounting Collar, Ethernet term. Kit	-	-
2		P-LCD-FBB	Paradigm flush mount touchscreen back box	-	-
1		P-TS7-PE	P-TS7 Paradigm 7" Ethernet Portable	4,637.21	4,637.21
1	Fortinet	FS-124E-FPOE	FortiSwitch 124E-FPOE +– 24 x GigE (SFP)(370 W)	955.84	955.84
1	Luminex	LU0100077-1P-1S5	Luminex GigaCore 30i, 1Gb-24x1G 6x1G(SFP+), PoE++	3,574.88	3,574.88
Sensor+ Dimmer Rack Upgrades					
			Powerl Control Devices	17,688.37	17,688.37
2	ETC	CEM3	CEM3 Control Module	-	-
2	ETC	PWRPKG SR48+	Power Package kit for SR48+ racks w/PGM & Training w/CEM+processor: CEM3 backplane, rack fan, door foam, air filters, setvices: rack cleaning, hardware installation, CEM3 programmin, CEM3 training	-	-
2	ETC	PWRPKG 3YR	3-year warranty for Power Package upgrade	-	-
36	ETC	R20	Dual 20A Relay module	632.27	22,761.72
1	Misc	Misc	Hardware, Cabling, Supply, Expendables, Fees, Etc.	47,591.46	47,591.46
1	Misc	Misc	Machinery, Rentals, Permits, Documentation, Stamps, Etc	48,391.03	$ 48,391
				SUBTOTAL	**$ 164,899**

System Integration	**Labor Subtotals**
Decommissioning and Removal of Equipment	8,510.40
Update Drawings and Documentation	14,677.40
Deployment Review and Meetings with District	8,885.87
Installation, Cabling, Rigging, Setup, Programming, Testing	128,081.28
Training [(3) 4hr/days, 12hrs total, non consecutive)	5720.03
SUBTOTAL	**$ 165,875**

Equipment Subtotals	
LIGHT FIXTURES	$279,617
LED MOVING LIGHTS	$218,168

LIGHTING CONTROL & CABLE	$28,191
DIMMING SYSTEM UPGRADE	$164,899
System Integration	$165,875
Subtotal	**$690,876**
TAX 7.75%	$55,030
GROUND FREIGHT	$19,191
[Gear w/ Tax]	$765,097
[Labor]	$165,875
[Total before Allowance]	$930,972
Allowance 10%	$93,097
Grand Total	**$1,024,069**

** Continue On Next Page **

VIDEO PRESENTATION - Cost Proposal

NMUSD - Theater Technology Improvement Upgrade

Video Presentation System

Projector and Screen

Qty.	MFR.	Model	Description	Unit	Extended
1	Panasonic	PT-RZ120BU	12,000-Lumen WUXGA DLP Projectorw/1.7 to 2.4:1 Lens	16,740.70	16,740.70
1	Panasonic	ET-DLE170	1.7-2.4:1, Zoom Lens	2,344.19	2,344.19
1	Chief	RPMAUW	Mini Elite Universal Projector Mount	214.74	214.74
1	Draper	CineFlex White	Motorized 226"Diag Projector Screen 16:10 Format	8,731.40	8,731.40
2	Optoma	HD39HDRX	HD39HDR Full HD DLP	925.58	1,851.16
3	Samsung	QB85R-B	85" Commercial 4K UHD Display, 350 nit	2,798.84	8,396.52
3	Chief	XTM1U	Extra-Large Fusion Micro-Adjustable Tilt Wall Mount	301.57	904.71
1	Chief	VPAUB	Vertical/Horizontal Universal Projector Ceiling	261.14	261.14
1	Barco	R9861511US	C-10 Wireless Presentation Gateway Clickshare	1,309.30	1,309.30
				SUBTOTAL	$ 40,754

Video Cameras/Production System & Monitoring

Qty.	MFR.	Model	Description	Unit	Extended
4	JVC	KY-PZ200NBU	HD NDI PTZ Remote Camera w/20x Opt. Zoom (Black)	1,084.88	4,339.52
4	JVC	WM-PZ100B	Wall Mount Bracket for KY-PZ cameras in black	201.16	804.64
1	JVC	KM-IP4000	HD Studio Switcher/Streaming w/Mixer & Graphics	6,334.88	6,334.88
1	JVC	RM-LP100U	Remote Camera Controller w/Joystick	1,895.35	1,895.35
1	JVC	CKBPROHDA2PCUS	Color Coded Illuminated Short-Cut Keyboard	273.26	273.26
1	JVC	E24T	23.8-inch touchscreen monitor	561.63	561.63
1	Presonus	AudioBox USB 96	USB Mixer Interface	81.38	81.38
1	Blackmagic	VHUBSMTCS6G1212	Smart Videohub CleanSwitch 12 x 12 6G-SDI	1,390.70	1,390.70
1	Blackmagic	HYPERD/ST/DAHM	HyperDeck Studio HD Mini Recorder w/SD Card slot	460.47	460.47
1	AJA	U-TAP-HDMI	USB 3.0 Powdered HDMI In Capture	382.85	382.85
1	AJA	ROI-HDMI	Region of Interest Scan Converter	1,085.76	1,085.76
2	Samsung	BE55C-H	BET-H Series Pro TV Monitor for Commercial App.	559.63	1,119.26
4	Premier	AM175	Swingout Mount for Flat-Panels up to 175 lb	299.8	1,199.20
2	Premier	INW-AM325	In-wall box for "zero profile"	230.85	461.7
				SUBTOTAL	$ 20,391

Hardware Miscellaneous

Qty.	MFR.	Model	Description	Unit	Extended
1	Black Box	KV0081A	KVM Switch 8 Port	624.6	624.6
8	Black Box	KV1408A	Access Module - DisplayPort, USB, and Audio, CAT>	205.28	1,642.24
1	Netgear	GSM4230PX-100NAS	AV Line M4250 24-Port Gigabit PoE+ SFP+ (480W)	1,939.29	1,939.29
1	APC	SMT750RM2UC	UPS Battery Backup & Surge Protect Smart Connect	547.16	547.16
2	AJA	3GDA	3GDA 3G-SDI 1x6 Reclocking Distribution Amplifier	440.41	880.82
2	Mid Atlantic	DTRK-1818	Desktop Rack with rear rails	410.76	821.52
2	Matthews	B540004	Matthews Studio Clamp	34.01	68.02
2	Manfrotto	036-14	Standard Stud for Super Clamp 1/4-20 Thread	12.05	24.1
1	Misc	Misc	Lot of Materials and supplies (include rack mounts)	2,325.58	2,325.58
1	Misc	Misc	Hardware, Cabling, Supply, Expendables, Fees, Etc.	5,601.43	5,601.43
1	Misc	Misc	Machinery, Rentals, Permits, Documentation, Stamps, Etc	9,875.73	9,875.73
				SUBTOTAL	$ 24,350

System Integration

Qty.	Description	Labor Subtotals
	Decommissioning and Removal of Equipment	8,695.00
	Systems Drawings Documentation	6,779.50
	Meeting/Review w/District to confirm final Equipment List	3,650.50
	Installation, Commissioning, Setup, Programming, Testing	73,976.52
	Training of Video Systems (1) 4-hour Traing Sessoin	4,620.00
		SUBTOTAL $ 97,722

Projector and Screen	$40,754
Video Cameras/Production System & Monitoring	$20,391
Hardware Miscellaneous	$24,350
System Integration	$97,722

Subtotal	**$85,495**
TAX 7.75%	$6,810
GROUND FREIGHT	$2,375
[Gear w/ Tax]	$94,680
[Labor]	$97,722
[Total before Allowance]	$192,401
Allowance 10%	$19,240
Grand Total	**$211,641**

** Continue On Next Page **

Intercom & Control - Cost Proposal

NMUSD - Theater Technology Improvement Upgrade

AV Control System and Intercom

AV Control

Qty.	MFR.	Model	Description	Unit	Extended
1	Extron	60-1790-02	15" Touch Screen Control	3,354.65	3,354.65
1	Extron	60-1667-02	TLP 350MV 3.5" Wall Mount TouchLink® Touchpanel	802.33	802.33
1	Extron	60-1381-92	10 x 8 DTP CrossPoint 108 4K	11,703.49	11,703.49
1	Extron	60-1389-01	EBP 200 Wall 10-Button Panel	372.09	372.09
2	Extron	60-1498-53	Two Input DTP Transmitter for HDMI DP, Embedding	872.09	1,744.18
1	Extron	60-1755-13	Two In DTP Transmit - HDMI, VGA w/Audio Embed	744.19	744.19
4	Extron	60-1271-13	DTP HDMI 4K 230 Rx	331.4	1,325.60
1	Extron	60-1031-12	USB HUB4 Four Port USB 2.0	174.42	174.42
1	Fortinet	FS 124E-FPOE	FortiSwitch 124E-FPOE +– 24 x GigE (SFP)(370 W)	955.84	955.84
				SUBTOTAL	$ 21,177

Intercom System

Qty.	MFR.	Model	Description	Unit	Extended
1	Clearcom	FSII-Base-II	Freespeak Digital Wireless Intercom	9,694.19	9,694.19
22	Auray	COHH-1	Headphones Wall Holder with Padded Cradle	25.63	563.86
2	Clearcom	FSII-TCVR-19-US	Wireless Intercom Transceiver Active Antenna	1,518.02	3,036.04
14	Clearcom	FSII-BP19-X4-US	Wireless Intercom BeltPack with XLR-4M Headset	1,741.86	24,386.04
14	Clearcom	CC-220-X4	Headset: Double Ear, Light weight, XLR (F) 4 pin	256.4	3,589.60
6	Clearcom	RS-701	Intercom BeltPack with XLR-3M Headset	325.58	1,953.48
6	Clearcom	CC-220-X4	Headset: Double Ear, Light weight, XLR (F) 4 pin	256.4	1,538.40
2	Clearcom	RM-702	Intercom Wired Remote Station 2 Channel	1,237.21	2,474.42
1	Clearcom	MS-704	Main Intercom Station with Built In Speaker 4-Ch.	1,957.56	1,957.56
				SUBTOTAL	$ 49,194

Hardware Miscellaneous

Qty.	MFR.	Model	Description	Unit	Extended
2	Kramer	VM 4H2	HDMI Distribution Amplifier X 4	393.31	786.62
1	Listen Tech	LWS-10-D	Everywhere 2-Channel Wif-Fi ALS w/Receivers and Dante	1,905.19	1,905.19
1	Misc	Misc	Hardware, Cabling, Supply, Expendables, Fees, Etc.	5,844.98	5,844.98
1	Misc	Misc	Machinery, Rentals, Permits, Documentation, Stamps, Et	6,913.00	$ 6,913
				SUBTOTAL	$ 15,450

System Integration

Qty.	Description	Labor Subtotals
	Design Systems, Drawings Documentation	8,464.50
	Design Review and Meetings with District	5,753
	Installation, Commissioning, Setup, Programming, Testing	44,505.11
	Training of AV Systems	5,351.50
	SUBTOTAL	$ 64,074

AV Control	$21,177
Intercom System	$49,194
Hardware Miscellaneous	$15,450
System Integration	$64,074

Subtotal	$85,820
TAX 7.75%	$6,836
GROUND FREIGHT	$2,384
[Gear w/ Tax]	$95,040
[Labor]	$64,074
[Total before Allowance]	$159,114
Allowance 10%	$15,911
Grand Total	$175,025

CONTRACTOR'S CERTIFICATE REGARDING WORKERS' COMPENSATION

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CONTRACTOR'S CERTIFICATE REGARDING WORKERS' COMPENSATION

I am aware of the provisions of Section 3700 of the Labor Code which require every employer to be insured against liability for workers' compensation or to undertake self-insurance in accordance with the provisions of that code, and I will comply with such provisions before commencing the performance of the work of this Contract.

Name of Bidder Solotech Sales & Integration, US

Signature Tiffany Surat

Name and Title Tiffany Surat, Sr. Director, HR, US

Dated 10/25/2023

IRAN CONTRACTING ACT CERTIFICATION

IRAN CONTRACTING ACT CERTIFICATION
(Public Contract Code section 2200 et seq.)

As required by California Public Contract Code Section 2204, the Contractor certifies subject to penalty for perjury that the option checked below relating to the Contractor's status in regard to the Iran Contracting Act of 2010 (Public Contract Code Section 2200 *et seq.*) is true and correct:

☑ The Contractor is not:

(1) identified on the current list of person and entities engaged in investment activities in Iran prepared by the California Department of General Services in accordance with subdivision (b) of Public Contract Code Section 2203; or

(2) a financial instruction that extends, for 45 days or more, credit in the amount of $20,000,000 or more to any other person or entity identified on the current list of persons and entities engaging in investment activities in Iran prepared by the California Department of General Services in accordance with subdivision (b) of Public Contract Code Section 2203, if that person or entity uses or will use the credit to provide goods or services in the energy sector in Iran.

☐ The District has exempted the Contractor from the requirements of the Iran Contracting Act of 2010 after making a public finding that, absent the exemption, the District will be unable to obtain the goods and/or services to be provided pursuant to the Contract.

☐ The amount of the Contract payable to the Contractor for the Project does not exceed $1,000,000.

Signature: 

Printed Name: Liam Biner

Title: Business Development Representative

Firm Name: SOLOTECH SALES & INTEGRATION USA INC.

Date: October 25th, 2023

Note: In accordance with Public Contract Code Section 2205, false certification of this form shall be reported to the California Attorney General and may result in civil penalties equal to the greater of $250,000 or twice the Contract amount, termination of the Contract and/or ineligibility to bid on contracts for three years.

PUBLIC WORKS CONTRACTOR REGISTRATION CERTIFICATION

PUBLIC WORKS CONTRACTOR REGISTRATION CERTIFICATION

If this bid is due on or after March 1, 2015, then pursuant to Labor Code sections 1725.5 and 1771.1, all contractors and subcontractors that wish to bid on, be listed in a bid proposal, or enter into a contract to perform public work must be registered with the Department of Industrial Relations. See http://www.dir.ca.gov/Public-Works/PublicWorks.html for additional information.

No bid will be accepted, nor any contract entered into without proof of the contractor's and subcontractors' current registration with the Department of Industrial Relations to perform public work.

Bidder hereby certifies that it is aware of the registration requirements set forth in Labor Code sections 1725.5 and 1771.1 and is currently registered as a contractor with the Department of Industrial Relations.

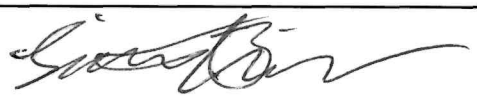
Name of Bidder: SOLOTECH SALES & INTEGRATION USA INC.

DIR Registration Number: PW-LR-1000798172

Bidder further acknowledges:

1. Bidder shall maintain a current DIR registration for the duration of the project.
2. Bidder shall include the requirements of Labor Code sections 1725.5 and 1771.1 in its contract with subcontractors and ensure that all subcontractors are registered at the time of bid opening and maintain registration status for the duration of the project.
3. Failure to submit this form or comply with any of the above requirements may result in a finding that the bid is non-responsive.

Name of Bidder SOLOTECH SALES & INTEGRATION USA INC.

Signature 

Name and Title LIAM BINER, BUSINESS DEVELOPMENT REPRESENTATIVE

Dated October 25th, 2023

BID BOND

BID BOND

The makers of this bond are, Solotech Sales & Integration USA Inc., as Principal, and Great Midwest Insurance Company, as Surety and are held and firmly bound unto the NEWPORT-MESA UNIFIED SCHOOL DISTRICT, hereinafter called the District, in the penal sum of TEN PERCENT (10%) OF THE TOTAL BID PRICE of the Principal submitted to District for the work described below, for the payment of which sum in lawful money of the United States, well and truly to be made, we bind ourselves, our heirs, executors, administrators, successors and assigns, jointly and severally, firmly by these presents.

THE CONDITION OF THIS OBLIGATION IS SUCH that whereas the Principal has submitted the accompanying bid dated October 19, 20 23, for **BID # 104-24 NHHS Theater Technology Systems Upgrade Project**.

If the Principal does not withdraw its bid within the time specified in the Contract Documents; and if the Principal is awarded the Contract and provides all documents to the District as required by the Contract Documents; then this obligation shall be null and void. Otherwise, this bond will remain in full force and effect.

Surety, for value received, hereby stipulates and agrees that no change, extension of time, alteration or addition to the terms of the Contract Documents shall in affect its obligation under this bond, and Surety does hereby waive notice of any such changes.

In the event a lawsuit is brought upon this bond by the District and judgment is recovered, the Surety shall pay all litigation expenses incurred by the District in such suit, including reasonable attorneys' fees, court costs, expert witness fees and expenses.

IN WITNESS WHEREOF, the above-bound parties have executed this instrument under their several seals this 13th day of October, 20 23, the name and corporate seal of each corporation.

(Corporate Seal)

Solotech Sales & Integration USA Inc.
Contractor/Principal

By: _____

Title: PRESIDENT

(Corporate Seal)

Great Midwest Insurance Company
Surety

By: _____
Attorney-in-Fact Kevin Wojtowicz

(Attach Attorney-in-Fact Certificate)

Title: Attorney-in-Fact & California Licensed Agent

The rate of premium on this bond is _____ per thousand.
The total amount of premium charges, $_____.
(The above must be filled in by corporate attorney)

THIS IS A REQUIRED FORM
Any claims under this bond may be addressed to:

(Name and Address of Surety)	Great Midwest Insurance Company 800 Gessner, Suite 600 Houston, TX 77024
(Name and Address of Agent or Representative for service of process in California, if different from above)	Kevin Wojtowicz 1000 Central Avenue, Suite 200 St. Petersburg, FL 33705
(Telephone number of Surety and Agent or Representative for service of process in California)	Surety: (713) 973-0226 Agent: (727) 209-1803

Notary Acknowledgment

A notary public or other officer completing this certificate verifies only the identity of the individual who signed the document to which this certificate is attached, and not the truthfulness, accuracy, or validity of that document.

STATE OF CALIFORNIA
COUNTY OF _____

On _____, 20___, before me, _____, Notary Public, personally appeared DAVID SHOEMAKER, who proved to me on the basis of satisfactory

Name(s) of Signer(s)

evidence to be the person(s) whose name(s) is/are subscribed to the within instrument and acknowledged to me that he/she/they executed the same in his/her/their authorized capacity(ies), and that by his/her/their signature(s) on the instrument the person(s), or the entity upon behalf of which the person(s) acted, executed the instrument.

I certify under PENALTY OF PERJURY under the laws of the State of California that the foregoing paragraph is true and correct.

WITNESS my hand and official seal.

Signature of Notary Public _____

OPTIONAL

Though the information below is not required by law, it may prove valuable to persons relying on the document and could prevent fraudulent removal and reattachment of this form to another document.

CAPACITY CLAIMED BY SIGNER

- ☐ Individual
- ☑ Corporate Officer

PRESIDENT
Title(s)

- ☐ Partner(s) ☐ Limited ☐ General
- ☐ Attorney-In-Fact
- ☐ Trustee(s)
- ☐ Guardian/Conservator
- ☐ Other:

Signer is representing:
Name Of Person(s) Or Entity(ies)

_____

_____

DESCRIPTION OF ATTACHED DOCUMENT

_____
Title or Type of Document

_____
Number of Pages

_____
Date of Document

_____
Signer(s) Other Than Named Above

NOTE: This acknowledgment is to be completed for Contractor/Principal.

Notary Acknowledgment

A notary public or other officer completing this certificate verifies only the identity of the individual who signed the document to which this certificate is attached, and not the truthfulness, accuracy, or validity of that document.

STATE OF ~~CALIFORNIA~~ FLORIDA
COUNTY OF PINELLAS

On October 13, 20 23, before me, Margarita Lazarides, Notary Public, personally appeared Kevin Wojtowicz, who proved to me on the basis of satisfactory evidence to be the person(s) whose name(s) is/are subscribed to the within instrument and acknowledged to me that he/she/they executed the same in his/her/their authorized capacity(ies), and that by his/her/their signature(s) on the instrument the person(s), or the entity upon behalf of which the person(s) acted, executed the instrument.

I certify under PENALTY OF PERJURY under the laws of the State of California that the foregoing paragraph is true and correct.

MARGARITA LAZARIDES
NOTARY PUBLIC
STATE OF FLORIDA
NO. HH134133
MY COMMISSION EXPIRES JUL. 01, 2025

Signature of Notary Public

WITNESS my hand and official seal.

Margarita Lazarides

OPTIONAL

Though the information below is not required by law, it may prove valuable to persons relying on the document and could prevent fraudulent removal and reattachment of this form to another document.

CAPACITY CLAIMED BY SIGNER

☐ Individual
☐ Corporate Officer

Title(s)

☐ Partner(s) ☐ Limited ☐ General
☐ Attorney-In-Fact
☐ Trustee(s)
☐ Guardian/Conservator
☐ Other:

Signer is representing:
Name Of Person(s) Or Entity(ies)

DESCRIPTION OF ATTACHED DOCUMENT

Title or Type of Document

Number of Pages

Date of Document

Signer(s) Other Than Named Above

NOTE: This acknowledgment is to be completed for the Attorney-in-Fact. The Power-of-Attorney to local representatives of the bonding company must also be attached.

END OF BID BOND

POWER OF ATTORNEY

Great Midwest Insurance Company

KNOW ALL MEN BY THESE PRESENTS, that **GREAT MIDWEST INSURANCE COMPANY**, a Texas Corporation, with its principal office in Houston, TX, does hereby constitute and appoint:

Dale A. Belis, Marilyn Ann Blome, Donald Bramlage, Edward M. Clark, Christian Collins, F. Danny Gann, David R. Hoover, Jarrett Merlucci, Laura D. Mosholder, Charles J. Nielson, Jessica P. Reno, Audria R. Ward, Edward T. Ward, Kevin Wojtowicz, Richard Zimmerman, Charles D. Nielson, Brett M. Rosenhaus

its true and lawful Attorney(s)-In-Fact to make, execute, seal and deliver for, and on its behalf as surety, any and all bonds, undertakings or other writings obligatory in nature of a bond.

This authority is made under and by the authority of a resolution which was passed by the Board of Directors of **GREAT MIDWEST INSURANCE COMPANY**, on the 1st day of October, 2018 as follows:

Resolved, that the President, or any officer, be and hereby is, authorized to appoint and empower any representative of the Company or other person or persons as Attorney-In-Fact to execute on behalf of the Company any bonds, undertakings, policies, contracts of indemnity or other writings obligatory in nature of a bond not to exceed Ten Million dollars ($10,000,000.00), which the Company might execute through its duly elected officers, and affix the seal of the Company thereto. Any said execution of such documents by an Attorney-In-Fact shall be as binding upon the Company as if they had been duly executed and acknowledged by the regularly elected officers of the Company. Any Attorney-In-Fact, so appointed, may be removed in the Company's sole discretion and the authority so granted may be revoked as specified in the Power of Attorney.

Resolved, that the signature of the President and the seal of the Company may be affixed by facsimile on any power of attorney granted, and the signature of the Secretary, and the seal of the Company may be affixed by facsimile to any certificate of any such power and any such power or certificate bearing such facsimile signature and seal shall be valid and binding on the Company. Any such power so executed and sealed and certificate so executed and sealed shall, with respect to any bond of undertaking to which it is attached, continue to be valid and binding on the Company.

IN WITNESS THEREOF, **GREAT MIDWEST INSURANCE COMPANY**, has caused this instrument to be signed by its President, and its Corporate Seal to be affixed this 11th day of February, 2021.

GREAT MIDWEST INSURANCE COMPANY — CORPORATE SEAL — TEXAS CORPORATION

GREAT MIDWEST INSURANCE COMPANY

BY _____
Mark W. Haushill
President

ACKNOWLEDGEMENT

On this 11th day of February, 2021, before me, personally came Mark W. Haushill to me known, who being duly sworn, did depose and say that he is the President of **GREAT MIDWEST INSURANCE COMPANY**, the corporation described in and which executed the above instrument; that he executed said instrument on behalf of the corporation by authority of his office under the By-laws of said corporation.

NOTARY PUBLIC STATE OF TEXAS
CHRISTINA BISHOP
Notary Public, State of Texas
Comm. Expires 04-14-2025
Notary ID 131090488

BY _____
Christina Bishop
Notary Public

CERTIFICATE

I, the undersigned, Secretary of **GREAT MIDWEST INSURANCE COMPANY**, A Texas Insurance Company, DO HEREBY CERTIFY that the original Power of Attorney of which the foregoing is a true and correct copy, is in full force and effect and has not been revoked and the resolutions as set forth are now in force.

Signed and Sealed at Houston, TX this 13th Day of October, 2023.

GREAT MIDWEST INSURANCE COMPANY — CORPORATE SEAL — TEXAS CORPORATION

BY _____
Leslie K. Shaunty
Secretary

"WARNING: Any person who knowingly and with intent to defraud any insurance company or other person, files and application for insurance of claim containing any materially false information, or conceals for the purpose of misleading, information concerning any fact material thereto, commits a fraudulent insurance act, which is a crime and subjects such person to criminal and civil penalties.

DESIGNATION OF SUBCONTRACTORS – N/A

INFORMATION REQUIRED OF BIDDERS

INFORMATION REQUIRED OF BIDDERS

A. INFORMATION ABOUT BIDDER

[**Indicate not applicable ("N/A") where appropriate.**]

NOTE: Where Bidder is a joint venture, pages shall be duplicated, and information provided for all parties to the joint venture.

1.0 Name of Bidder: SOLOTECH SALES & INTEGRATION USA INC.

2.0 Type, if Entity: CORPORATION

3.0 Bidder Address: 1717 DIPLOMACY ROW, ORLANDO FL 32809

Facsimile Number Telephone Number

4.0 How many years has Bidder's organization been in business as a Contractor? 46 years

5.0 How many years has Bidder's organization been in business under its present name? 46 years

5.1 Under what other or former names has Bidder's organization operated?

6.0 If Bidder's organization is a corporation, answer the following:

6.1 Date of Incorporation: 7/13/78

6.2 State of Incorporation: FLORIDA

6.3 President's Name: Dave Shoemaker, President of Sales and Integration

6.4 Vice-President's Name(s): Stuart Rote, Vice President of Sales for Systems Integration

6.5 Secretary's Name: Nicolas Lavoie CFO

6.6 Treasurer's Name: Nicolas Lavoie CFO

7.0 If an individual or a partnership, answer the following:

7.1 Date of Organization: N/A

7.2 Name and address of all partners (state whether general or limited partnership): N/A

8.0 If other than a corporation or partnership, describe organization and name principals:

N/A

9.0 List other states in which Bidder's organization is legally qualified to do business.
Alabama, Arizona, California, Florida, Georgia, Louisiana, Mississippi, Nevada, Tennessee, Virginia

10.0 What type of work does the Bidder normally perform with its own forces?
Supply, installation, programming, and after sales support

11.0 Has Bidder ever failed to complete any work awarded to it? If so, note when, where, and why: NO

12.0 Within the last five years, has any officer or partner of Bidder's organization ever been an officer or partner of another organization when it failed to complete a contract? If so, attach a separate sheet of explanation: NO

13.0 List Trade References: Bank Credit Reference
FEDERATION DES CAISSES DESJARDINS DU QUEBEC
1 Complexe Desjardins Suite 2822, South Tower
Montreal, Quebec, Canada H5B 1B3 Tel: (514) 281-7838
Sylvie Decoste, Account Manager
Email: sylvie.decoste@desjardins.com

14.0 List Bank References (Bank and Branch Address):
Bank of America Merrill Lynch
Treasury Fulfillment Service Operations
Mail Code CT2-515-BB-17 70 Batterson Park Road
Farmington, CT 06032
T 866-222-1948

15.0 Name of Bonding Company and Name and Address of Agent:
Great Midwest Insurance Company
800 Gessner, Suite 600
Houston, TX 77024
Agent : Kevin Wojtowicz
Surety: (713) 973-0226 Agent: (727) 209-1803

B. LIST OF CURRENT PROJECTS (BACKLOG)

B. LIST OF CURRENT PROJECTS (BACKLOG)

[**Duplicate Page if needed for listing additional current projects.**]

Please refer to the next pages

Project	Description of Bidder's Work	Completion Date	Cost of Bidder's Work

Solotech Sales & Integration USA Inc
Backlog
As of 09/30/2023

Parent Project ID	Project Name	Backlog 09/30/23
PJSI000158	3361 - 3361 Miami-Dade Civil & Probate Courthouse	6,556,081.19
PJSI000137	3256 - 3256 Mit Music Building	1,989,181.95
PJSI000246	3501 - The Naples Players	1,762,933.86
PJSI000195	3396 - 3396 Trinity Baptist Apopka	924,976.18
PJSI000083	2909 - 2909 Healing Place Church - Ascension Campus	847,176.55
PJSI000166	3333 - 3333 Mc Blanchard Courtroom Upgrade	813,030.08
PJSI000186	3388 - 3388 Jewish Leadership Academy	639,909.31
PJSI000127	3459 - 3459 Disney Cypress	612,908.29
PJSI000165	3332 - 3332 Mdc Homestead Nssc	509,742.52
PJSI000159	3392 - 3392 Csun Soraya P.A. L'Acoustics	498,987.47
PJSI000324	ECCS_UM New Theater Arts Building	461,565.31
PJSI000237	3161 - 3161 Collier County Eoc - Install	421,067.17
PJSI000232	2965 - 2965 Eglin Afb Phase 2	404,595.66
PJSI000217	3473 - 3473 Amalie Arena	382,786.20
PJSI000145	3450 - 3450 Ft Walton Beach Courtroom	358,504.44
PJSI000154	3272 - 3272 Project Gamma - Av	316,007.43
PJSI000242	3187 - 3187 Universal P905	311,735.48
PJSI000241	3186 - 3186 Universal P903	291,878.91
PJSI000224	3478 - Touchpanel/Control Replacement	289,410.40
PJSI000283	Capitol Exhibit_Jewish Heritage_PJSI000283	286,767.74
PJSI000235	3135 - 3135 Mt Eden Hayward Perf Arts	280,086.24
PJSI000204	3464 - Zoom Camera Additons (Single Room)	275,505.01
PJSI000160	3516 - 3516 Swsd Manta	274,639.32
PJSI000096	3149 - 3149 E11Even Hotel & Residences - Design	269,120.67
PJSI000233	3121 - 3121 Westchester C.A.C. A/V	263,199.41
PJSI000097	3153 - 3153 Irvine Valley College Fine Arts Bldg	223,171.44
PJSI000346	UM_Watsco Phase1 Lighting	199,785.13
PJSI000307	Pirtle Construction_PEVTerminal4	164,153.55
PJSI000342	Hard Rock Seminole - Sports Book Upgrade	164,097.56
PJSI000336	Sesco Lighting Inc	151,666.22
PJSI000130	3211 - 3211 Project G Attraction	141,003.21
PJSI000216	3018 - Ggg High School	139,146.33
PJSI000345	USH_Mummy_Clear-Com Upgrade_PJSI000345	132,368.14
PJSI000171	3336 - 3336 Ave Maria	124,999.83
PJSI000188	3383 - 3383 Coastal Church	124,164.60
PJSI000313	Miami Dade County_MDPD RTCC Video Wall	119,130.72
PJSI000110	3494 - 3494 Ernest Graham K-8	114,095.13
PJSI000323	Universal_Cat in the hat LED upgrade	112,125.53
PJSI000106	3493 - 3493 Bcg Office Upgrade	106,494.18
PJSI000221	3479 - 3479 The Palm Court - Meyer Sound	92,740.95
PJSI000126	3442 - 3442 Malibu Dimming System	89,559.30
PJSI000102	3140 - 3140 Village Of Bal Harbor	83,075.52

PJSI000080	2679 - 2679 Pbcc - Audio Mixer Upgrade For Courtrooms	80,790.31
PJSI000245	3499 - 3499 Swsd - Parade Expansion	71,459.13
PJSI000311	Dept of Military and Veteran Affairs_Auditorium _PJSI000311	69,929.96
PJSI000164	3331 - 3331 Barry U Leased Rooms	66,521.59
PJSI000243	3196 - 3196 Um Knight Recital A/V (Direct)	63,359.37
PJSI000327	Miami Country Day School - Library Acoustical treatment	58,396.55
PJSI000360	School Board of Miami Dade_Robert Moton Elementary	56,052.46
PJSI000108	3218 - 3218 Ush Earthquake Renovation	49,059.71
PJSI000182	3445 - 3445 Legoland Parade	48,848.62
PJSI000175	3437 - 3437 Crane Country Day School	48,763.24
PJSI000151	3304 - 3304 Bethany Baptist Church	48,739.55
PJSI000152	3313 - 3313 Tate High School	48,289.42
PJSI000337	CSUN_In-House Streaming Video Upgrades_PJSI000337	48,241.83
PJSI000131	3212 - 3212 Project G Entertainment	47,894.44
PJSI000098	2814 - 2814 Palm Beach County Courthouse	44,942.32
PJSI000139	3510 - 3510 Mcds Video Switching Sys	43,985.78
PJSI000091	3089 - 3089 Barry U Multiclassrooms	43,945.44
PJSI000187	3380 - 3380 Boynton Beach Community H.S.	42,645.85
PJSI000180	3324 - 3324 Bc Jail - 1St Appearance	41,760.48
PJSI000331	SEAWORLD_SAN ANTONIO_SESAME	40,990.22
PJSI000128	3508 - Bocc - New Camera System And Lighting Accesories	39,669.95
PJSI000155	3300 - 3300 Windward Innovation & Arts Center Design	39,442.19
PJSI000229	3099 - 3099 Um Ficms	38,451.01
PJSI000089	2633 - 2633 Gateway- Frs Upgrade	35,259.65
PJSI000208	3422 - Dreyfoos School Of The Arts: Lighting Revamp	34,958.72
PJSI000214	3472 - 3472 One Hotel	34,512.01
PJSI000136	3296 - 3296 Trinity Prep - Gymnasium	31,985.97
PJSI000372	Busch Gardens Tampa Project Halcyon Video	31,700.00
PJSI000162	3524 - 3524 Legoland Dino Island	28,775.28
PJSI000143	3513 - 2Nd Floor Addition	26,083.94
PJSI000161	3522 - 3522 Sboc Orange Tech College	26,053.62
PJSI000247	3502 - 3502 American Express Sub Install	25,569.18
PJSI000252	3129 - 3129 Nashville Airport P1903 Lobby	25,426.55
PJSI000144	3302 - 3302 Owa - Water Park Distributed Audio Amplification	23,488.37
PJSI000122	3506 - 3506 Agave Office 3Rd Floor	23,358.08
PJSI000234	3134 - 3134 Alexander H.S. Performing Arts Center	21,575.86
PJSI000147	3461 - 3461 Legoland Funtown Theatre Design	19,921.72
PJSI000092	3090 - 3090 Barry U President'S Residence	19,404.56
PJSI000150	3284 - 3284 Ahcac - Av	18,435.57
PJSI000248	3503 - 3503 Epcot Tokyo Restaurant	17,513.13
PJSI000170	3334 - 3334 Lineage Church Design	15,758.35
PJSI000272	Temple Isaiah_Dante Upgrade_PJSI000272	15,426.54
PJSI000149	2875 - 2875 Gateway - Plano	14,981.00
PJSI000343	David and Goliath_Kitchen AV Upgrade_PJSI000343	13,759.32
PJSI000230	3107 - 3107 Skanska Um Knight Recital Hall	13,518.28
PJSI000347	Conejo Valley USD_Sequoia MS_Installation_PJSI000347	13,312.50
PJSI000133	3507 - 3507 Bgw Jack Is Black Lighting Design	13,183.12
PJSI000179	3439 - 3439 Tgk Design	12,520.75

PJSI000094	3130 - 3130 Ahcac - Lighting	11,785.65
PJSI000167	3519 - 3519 Sbbc Apollo M.S.	10,592.06
PJSI000184	3440 - 3440 Gulliver Gymnasium	10,218.07
PJSI000140	3511 - 3511 Leo Baeck Av Upgrade	10,208.50
PJSI000107	3500 - Replacement High Side Fixtures W. Installation	9,972.68
PJSI000374	LANIER-JAMES EDUCATION CENTER	9,166.50
PJSI000169	3521 - 3521 Sbbc James Hunt Elem.	9,030.75
PJSI000218	3474 - 3474 Sbbc - Westchester Elem	8,836.10
PJSI000138	3496 - 3496 Beacon Cove Intermediate	8,378.22
PJSI000113	3267 - 3267 Meow Wolf (Grapevine,Tx)	8,345.50
PJSI000332	BGW Halloween 2023	7,906.35
PJSI000123	3509 - 3509 Above Group	7,500.00
PJSI000104	3213 - 3213 Um Knight Recital Lighting (Direct)	7,296.51
PJSI000291	Family Life - Softlight	7,070.65
PJSI000222	3489 - 3489 Marriott Harbor Av Upgrade	6,881.75
PJSI000090	3020 - Sdpbc Lake Worth Ooo Hs Lighting	6,522.29
PJSI000228	3092 - 3092 Buchholz H.S. Auditorium	6,254.32
PJSI000082	2898 - 2898 Gulliver Prep. Innovation Center	5,750.37
PJSI000239	3169 - 3169 Freeport Elementary	5,380.61
PJSI000207	3484 - 3484 Walnut Hill Baptist Church	5,373.93
PJSI000309	Disney Truss & Curtain Retrofit	5,039.58
PJSI000199	3404 - 3404 Table Production Design	4,415.34
PJSI000121	3371 - History Of Diving Museum Cs 9-23-2021	4,212.87
PJSI000363	Agave Plaza Cafe _ Speaker Install	4,136.66
PJSI000103	2635 - 2635 Nws - Audio & Infrastructure Additions And Upgra	3,616.30
PJSI000219	3476 - 3476 Sbbc - Oriole Elem	3,238.50
PJSI000238	3162 - 3162 Juniper Networks - Herndon Refresh	3,034.21
PJSI000124	3244 - 3244 Gateway-Justin (Build)	3,016.73
PJSI000086	2790 - 2790 The Polo Club A/V Sys Upgrade	2,555.49
PJSI000100	3180 - 3180 Miami Country Day School Theatre	2,449.16
PJSI000368	Universal Studios_Citywalk 5T QSC Refurb_PJSI000368	2,423.67
PJSI000119	3495 - 3495 Crossroads Xr Studio Design	2,377.50
PJSI000163	3329 - 3329 Ucf Med School	2,255.73
PJSI000088	3078 - 3078 Bay H.S. Auditorium	2,249.17
PJSI000209	3466 - 3466 Basecamp Design	2,213.05
PJSI000168	3520 - 3520 Sbbc Everglades Hs	2,138.95
PJSI000367	CNL Financial Group Investment	1,760.00
PJSI000095	3139 - 3139 Barry U Courtroom	1,701.72
PJSI000129	3210 - 3210 Seminole Hard Rock Sports Bar	1,670.50
PJSI000192	3379 - 3379 Sbbc - Dania Elem.	1,475.63
PJSI000153	3317 - 3317 Metro 1 Office Renovation	1,421.45
PJSI000236	3150 - 3150 Ums Wright	1,325.23
PJSI000223	3042 - 3042 Jackson Middle - Gymnasium	1,232.59
PJSI000202	3448 - 3448 Csun Plaza Del Sol	1,193.87
		24,285,860.27

C.LIST OF COMPLETED PROJECTS - LAST THREE YEARS

Solotech Sales & Integration USA inc. employs nearly over 200 professionals throughout our U.S. offices, which are strategically located in Los Angeles (2), Las Vegas, Nashville, Chicago, Miami, Orlando, and Pensacola. These management, fabrication, and warehousing facilities deliver over **$300M in projects** to our clients annually **+32,000 transactions every year.**

We are providing you information regarding relevant projects.

C. LIST OF COMPLETED PROJECTS - LAST THREE YEARS

[**Duplicate Page if needed for listing additional completed projects.**]

Please include only those projects which are similar enough to demonstrate Bidder's ability to perform the required Work.

Project Client	Description of Bidder's Work	Period of Performance	Cost of Bidder's Work
Penta Bldg Group	Full New Casino AVL Design and Install in Cathedral City, CA (Design, Audio, Video and Lighting Scopes	2020	$1.5M
Penta Bldg Group	New Sports Book in Palm Springs, CA Location (Design, Audio, and Video Scopes	2020	$ 1.2M
Area 15	Complete sound, lighting, and video systems	2020	$2.5M
THE RADY SHELL AT JACOBS PARK	Projection and Video Audio Systems and Acoustics Lighting Solutions	2021	$6M
MEOW WOLF'S OMEGA MART	Audio, lighting, truss, and install solutions for Meow Wolf' creative projects.	2021	N/A
TELUS SPARK INFINITY DOME	Audio and Acoustics Projection and Video Rigging and Infrastructure	2021	$1.9M
Resorts World Las Vegas	5,000 Seat Showroom & Zouk Club Venues (Design, Audio, Video, Lighting, and Control Scopes	2022	$3.5M
Universal Studios	Numerous Theme Park Attractions, Restaurants, and Citywalk Audio installations and refreshes over 10+ year relationship	Ongoing	N/A
The Beverly	Audio, Video, Lighting and the Constellation Acoustic System.	2023	N/A
The Huntington theatre	Audio Video System	2021-2022	N/A

D. EXPERIENCE AND TECHNICAL QUALIFICATIONS QUESTIONNAIRE

D. EXPERIENCE AND TECHNICAL QUALIFICATIONS QUESTIONNAIRE

Personnel:

The Bidder shall identify the key personnel to be assigned to this project in a management, construction supervision or engineering capacity.

1. List each person's job title, name and percent of time to be allocated to this project:

   VP Sales & Integration – Stuart Rote

   Business Development Representative – Liam Biner

   Technical Operations Director – Garfield Daley

   Project Manager – Steven Lamming

2. Summarize each person's specialized education:

   We are providing details on experience and education in the next pages.

3. List each person's years of construction experience relevant to the project:

   We are providing details on experience and education in the next pages.

4. Summarize such experience:

   We are providing details on experience and education in the next pages.

Bidder agrees that personnel named in this Bid will remain on this Project until completion of all relevant Work, unless substituted by personnel of equivalent experience and qualifications approved in advance by the District.

Changes Occurring Since Prequalification

If the District conducted a prequalification and if any substantive changes have occurred since Bidder submitted its prequalification package for this Project, Bidder shall list them below. If none are listed, Bidder certifies that no substantive changes have occurred.

Non applicable

Additional Bidder's Statements:

If the Bidder feels that there is additional information which has not been included in the questionnaire above, and which would contribute to the qualification review, it may add that information in a statement here or on an attached sheet, appropriately marked:

E. VERIFICATION AND EXECUTION

These Bid Forms shall be executed only by a duly authorized official of the Bidder:

I declare under penalty of perjury under the laws of the State of California that the foregoing information is true and correct:

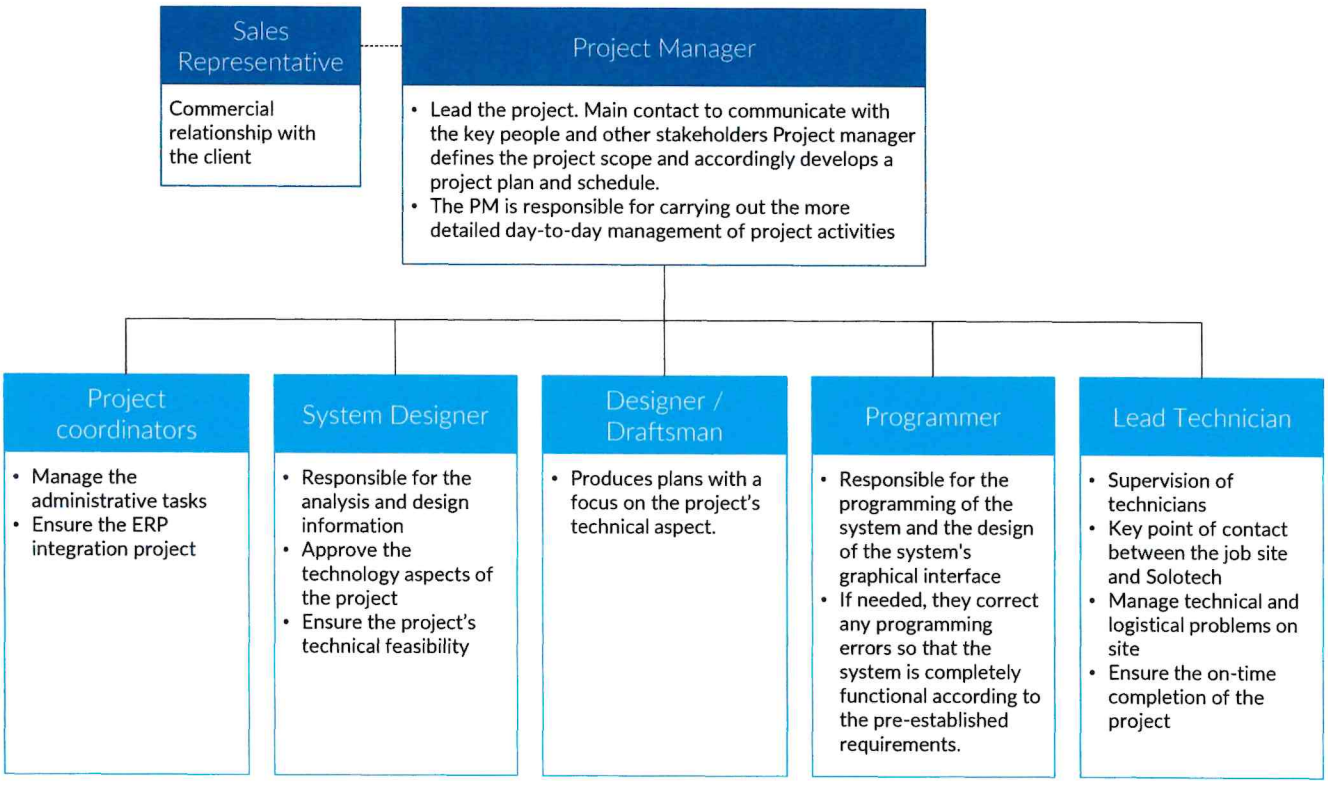
Name of Bidder SOLOTECH SALES & INTEGRATION USA INC.

Signature 

Name and Title LIAM BINER, Business Development Representative

Dated October 25th, 2023

Solotech brings together a variety of complementary specialists within one organization. We provide deep expertise and full-service turnkey solutions, as well as 360° options for audio, video, lighting, rigging, soft goods, control and collaboration systems. Unrivaled inventory of state-of-the-art equipment combined with a highly trained, expert staff is what sets us apart. Our trusted reputation is built on our expertise – there, for whatever you need, 24/7, from start to finish, to create a successfully seamless experience for our clients.



STUART ROTE

VICE PRESIDENT

Getting his start at an A/V warehouse during high school, he worked as an installation tech and service manager before landing in sales.

This breadth of experience gives him a unique ability to find the best solutions for his clients. Whether an office, church, or hotel, he carefully selects technology that will perform in the environment. He then ensures the design and installation happen according to plan and within both budget and timeline.

This has led his teams to earn the trust and praise of even the most demanding clients.

LIAM BINER

BUSINESS DEVELOPEMENT

With nearly 20 years of experience as an accomplished technical producer and production manager in theaters, performance venues, and event spaces all over the country, Liam:

- Has produced hundreds of high-profile theater, broadcast, and concert-style productions in many landmark venues throughout California and the United States

- Continues to utilize his background in musical theater, concert production, and high-definition broadcasting to implement cutting-edge designs in the wide-ranging performing arts and live event industries

- Strives to nurture long-lasting customer relationships by interpreting the creative vision of client partners through skilled coordination, execution, and management of each cross-functional department

- Executes high-end projects ranging from permanent production system installations to nationally broadcasted live events and awards shows

His recent work includes broadcast production system installations at numerous iconic Los Angeles performance venues such as the Greek Theatre, Hollywood Bowl, and Beverly Hilton's International Ballroom.

In the live production space, Liam has been a major contributor and spearheaded such high-profile projects as the Golden Globe Awards, Recording Academy's Clive Davis Pre-GRAMMY Gala and MusiCares Persons of the Year Gala, Independent Spirit Awards, Hollywood Film Awards, and the BAFTA Awards, among many others

GARFIELD DALEY

TECHNICAL OPERATIONS DIRECTOR

With over 17 years at Solotech (formerly Pro Sound) Garfield offers the following experience and maintains the following responsibilities on projects:

- Vice President, California
- Manage day to day operations include hiring, training, developing and directing technical staff.
- Direct and oversee project deployments and field installations.
- Collaborate and coordinate with Clients, consultants, General Contractors, other trades and vendors.

His recent work with Solotech includes overseeing the completion of both for these flagship San Diego Theaters

- The **6,500 seat Rady Shell, home of The San Diego Symphony**
- The **2,850-seat Epstein Theater at UCSD in the last 12 months**
- As well as several projects with **Universal Studios** as a satisfied repeat client.

STEVEN LAMMING

SR PROJECT MANAGER

With nearly 10 years at Solotech (formerly Pro Sound) Steven have the following experience and responsibilities on projects:

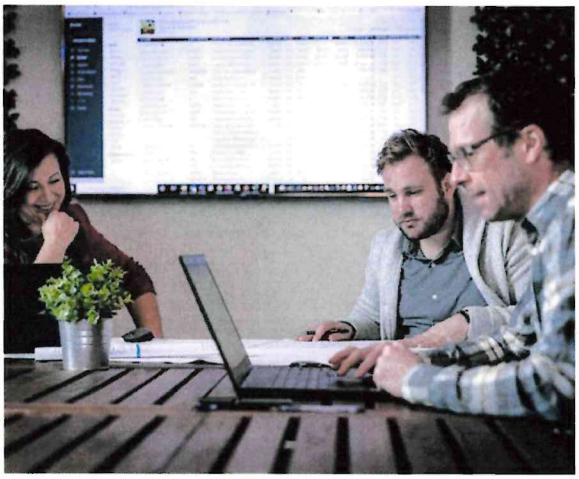
- Supervise entertainment, performing arts, audio-video and sports facilities' systems installations
- Company liaison for operational interface with client representatives
- Manages overall workload distribution, staffing levels, and monitor the customer delivery and job installation process
- Problem solving, troubleshooting and resolving of any issues that may arise during installation
- Interacts with clients, general contractors, electrical contractors, vendors, etc.
- Daily field reporting to project managers and clients

His recent work with Solotech includes completing both for these flagship San Diego Theaters

- The **6,500 seat Rady Shell, home of The San Diego Symphony**
- The **2,850-seat Epstein Theater at UCSD in the last 12 months**

Project Manager

Project Manager plays the lead role in planning, executing, monitoring, controlling and closing projects as agreed with the client. The Project Manager is accountable for the entire project of the contract for Solotech. As such, it is the client's legal and technical interlocutor with the sales representative. Project Management keeps the knowledge and information flowing seamlessly. Project Management and Sales Representatives have the legal authority to represent Solotech during the project.

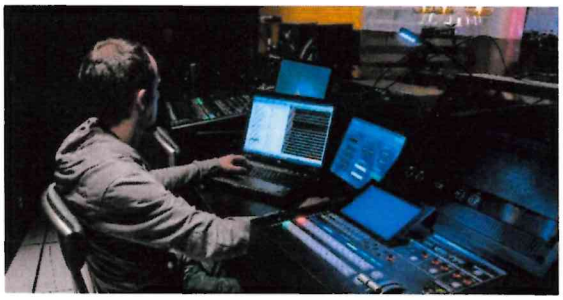


Primary Responsibilities:

- Establish a working team
- Identify the stakeholders
- Control time management
- Technicians Training
- Monitoring work progress
- Managing Plans
- Problem solving
- Training
- Monitoring project progress and quality management
- Additional requests

Programmer

The Programmer is responsible for the programming and the design of graphical user interphases. The Programmer defines systems needs accurately. Subsequently, they locate the source codes of control devices, they perform the integration of control system programs and equipment and they troubleshoot and debug systems according to the pre-established requirements.



System Designer

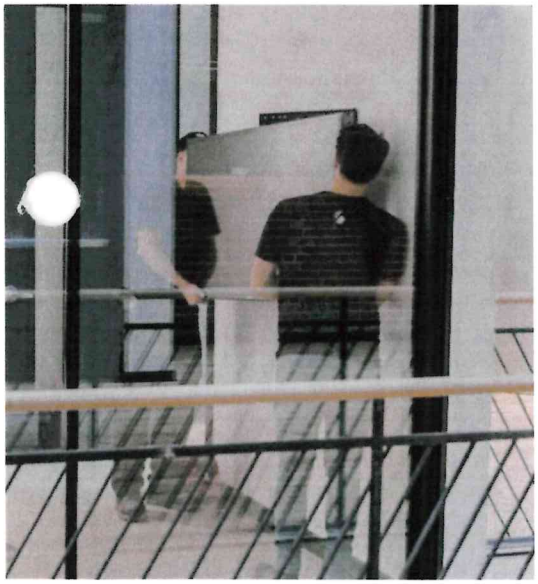
System Designers analyze project documentation by taking technical specifications and designing components. They ensure compliance with industry standards and have the overall responsibility for producing plans with a focus on the project's technical aspect. They also ensure quality control and the respect of the schedule.



Site Supervisor

The tasks of the site supervisor are varied. They hold primary responsibility for supervising the worksite and they are Solotech's on-site representative. A highly developed skills level in systems installation, the site supervisor himself participates in the installation supervising and coordinating the team ensuring productivity and performing of each step as planned. They communicate with the staff, including a day-to day briefing the Project Manager on the workflow of installation. Site supervisor plays a key role in the communication with the client. They coordinate with the client work activities, access to facilities, materials, supplies, etc. Maintains safe, secure, and healthy work environment by following and enforcing standards and procedures. They resolve technical, human and logistical problems on-site.





Technicians

Their role encompasses the set-up of equipment, facilitation of technical equipment for the installation. Before the start of a construction site, technicians carefully consult the operating manuals for each of the appliances mentioned in the project.

When installing the cables, the technicians ensure that the ducts are usable for the pulling of the new cables. In the event that some ducts are obstructed or unusable, the installers will notify the works supervisor, who is trying to find alternative solutions with the client.

The technicians work under the supervision of the work supervisor who ensures that all the tasks are carried out according to the defined plans.

Installers notify the work supervisor if they need to make any changes, so that they can update the wiring plans that will be given to future operators once the work is completed.

ASBESTOS-FREE MATERIALS CERTIFICATION

ASBESTOS-FREE MATERIALS CERTIFICATION

The undersigned declares that he or she is the person who executed the bid for the _____ _____ (hereinafter referred to as the "Project"), and submitted it to the **NEWPORT-MESA UNIFIED SCHOOL DISTRICT** (hereinafter referred to as the "District") on behalf of SOLOTECH SALES & INTEGRATION USA INC.(hereinafter referred to as the "Contractor").

To the best of my knowledge, information and belief, in completing the Contractor's Work for the Project, no material furnished, installed or incorporated into the Project will contain, or in itself be composed of, any materials listed by the federal or state EPA or federal or state health agencies as a hazardous material.

Any disputes involving the question of whether or not material installed with asbestos-containing equipment is settled by electron microscopy; the cost of any such tests shall be paid by the Contractor.

All work or materials installed by the Contractor which is found to contain asbestos, or work or material installed with asbestos-containing equipment, will be immediately rejected and this work shall be removed and replaced by the Contractor at no additional cost to the District.

Decontamination and removal of work found to contain asbestos, or work installed with asbestos-containing equipment shall be done only under supervision of a qualified consultant, knowledgeable in the field of asbestos abatement and accredited by the Environmental Protection Agency.

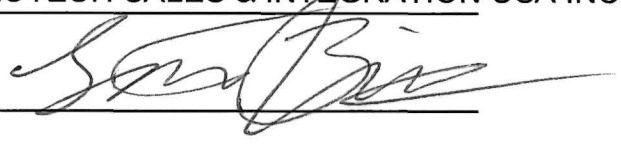
The ASBESTOS REMOVAL CONTRACTOR shall be an EPA accredited contractor qualified in the removal of asbestos and shall be chosen and approved by the Asbestos Consultant who shall have sole discretion and final determination in this matter.

The asbestos consultant shall be chosen and approved by the Architect or the District who shall have sole discretion and final determination in this matter. The work will be not accepted until asbestos contamination is reduced to levels deemed acceptable by the Asbestos Consultant.

I declare under penalty of perjury under the laws of the State of California that the foregoing is true and correct.

Executed on this 25 day of october, 2023 at Los Angeles, CA (Sun Valley Office)

Name of Bidder SOLOTECH SALES & INTEGRATION USA INC.

Signature 

Name and Title LIAM BINER, SALES DEVELOPMENT REPRESENTATIVE

Dated October 25th, 2023

Notary Acknowledgment

A notary public or other officer completing this certificate verifies only the identity of the individual who signed the document to which this certificate is attached, and not the truthfulness, accuracy, or validity of that document.

STATE OF ~~CALIFORNIA~~ FLORIDA
COUNTY OF PINELLAS

On October 13, 20 23, before me, Margarita Lazarides, Notary Public, personally appeared Kevin Wojtowicz, who proved to me on the basis of satisfactory evidence to be the person(s) whose name(s) is/are subscribed to the within instrument and acknowledged to me that he/she/they executed the same in his/her/their authorized capacity(ies), and that by his/her/their signature(s) on the instrument the person(s), or the entity upon behalf of which the person(s) acted, executed the instrument.

I certify under PENALTY OF PERJURY under the laws of the State of California that the foregoing paragraph is true and correct.

MARGARITA LAZARIDES
NOTARY PUBLIC
STATE OF FLORIDA
NO. HH134133
MY COMMISSION EXPIRES JUL. 01, 2025

Signature of Notary Public

WITNESS my hand and official seal.

Margarita Lazarides

OPTIONAL

Though the information below is not required by law, it may prove valuable to persons relying on the document and could prevent fraudulent removal and reattachment of this form to another document.

CAPACITY CLAIMED BY SIGNER

- ☐ Individual
- ☐ Corporate Officer

Title(s)

- ☐ Partner(s) ☐ Limited ☐ General
- ☐ Attorney-In-Fact
- ☐ Trustee(s)
- ☐ Guardian/Conservator
- ☐ Other:

Signer is representing:
Name Of Person(s) Or Entity(ies)

DESCRIPTION OF ATTACHED DOCUMENT

Title or Type of Document

Number of Pages

Date of Document

Signer(s) Other Than Named Above

ASBESTOS-FREE MATERIALS CERTIFICATION

RECYCLED CONTENT CERTIFICATION

RECYCLED CONTENT CERTIFICATION

The undersigned declares that he or she is the person who executed the bid for the _____ (hereinafter referred to as the "Project"), and submitted it to the **NEWPORT-MESA UNIFIED SCHOOL DISTRICT** (hereinafter referred to as the "District") on behalf of hereinafter referred to as the "Contractor").

Pursuant to Public Contract Code Section 10308.5, all contractors are required to certify in writing under penalty of perjury the minimum (if not exact) percentage of recycled content in materials, goods, or supplies offered or products used in the performance of their contract, regardless of whether the product meets the required recycled product percentage as defined in Sections 12161 and 12200. The recycled content shall include both post-consumer material and secondary material as defined in Public Contract Code Sections 12161 and 12200 shall apply.

I declare under penalty of perjury under the laws of the State of California that the following percentages of Post-consumer Material and Secondary Material is in the materials, goods or supplies offered for, or products used in, the performance of the Contract for the Project:

_____ % Post consumer Material _____ % Secondary Material.

Executed on this _____ day of _____, 20 at _____ _____.

Name of Bidder SOLOTECH SALES & INTEGRATION USA INC.

Signature 

Name and Title LIAM BINER, SALE DEVELOPEMENT REPRESENTATIVE

Dated October 25, 2023

Notary Acknowledgment

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STATE OF ~~CALIFORNIA~~ FLORIDA
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I certify under PENALTY OF PERJURY under the laws of the State of California that the foregoing paragraph is true and correct.

MARGARITA LAZARIDES
NOTARY PUBLIC
STATE OF FLORIDA
NO. HH134133
MY COMMISSION EXPIRES JUL. 01, 2025

Signature of Notary Public

WITNESS my hand and official seal.

Margarita Lazarides

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Number of Pages

Date of Document

Signer(s) Other Than Named Above

RECYCLED CONTENT CERTIFICATION

CONTRACTOR & SUBCONTRACTOR FINGERPRINTING REQUIREMENTS FORM

CONTRACTOR CERTIFICATION

With respect to the Contract dated October 25th 20 23 by and between NEWPORT-MESA UNIFIED SCHOOL DISTRICT ("District") and SOLOTECH SALES & INTEGRATION USA INC. ("Contractor"), Contractor hereby certifies to the District's governing board that it has completed the criminal background check requirements of Education Code Section 45125.1 and that none of its employees that may come in contact with District 's pupils have been convicted of a violent felony listed in Penal Code section 667.5(c) or a serious felony listed in Penal Code section 1192.7(c).

LIAM BINER
Contractor's Representative

October 25th, 2023
Date

CONTRACTOR EXEMPTION

Pursuant to Education Code sections 45125.1 and 45125.2, the **NEWPORT-MESA UNIFIED SCHOOL DISTRICT** ("District") has determined that _____ ("Contractor") is exempt from the criminal background check certification requirements for the Contract dated _____, 20__ by and between the District and Contractor ("Contract") because:

- The Contractor's employees will have limited contact with District students during the course of the Contract.
- Emergency or exceptional circumstances exist; or
- With respect to contractors constructing, reconstructing, rehabilitating or repairing a school facility, as provided in Section 45125.2, the Contractor has agreed to ensure the safety of pupils at the school facility by the following method(s) specified in Section 45125.2: _____.

_____
School District Official

_____
Date

N/A

SUBCONTRACTOR'S CERTIFICATION

The **NEWPORT-MESA UNIFIED SCHOOL DISTRICT** ("District") entered into a Contract for services with _____ ("Contractor") on or about _____, 20____ ("Contract"). This certification is submitted by _____, a subcontractor to the Contractor for purposes of that Contract ("Subcontractor"). Subcontractor hereby certifies to the District's governing board that it has completed the criminal background check requirements of Education Code section 45125.1 and that none of its employees that may come in contact with District pupils have been convicted of a violent felony listed in Penal Code section 667.5(c) or a serious felony listed in Penal Code section 1192.7(c).

_____ _____
Subcontractor's Representative Date

SUBCONTRACTOR'S EXEMPTION

The **NEWPORT-MESA UNIFIED SCHOOL DISTRICT** ("District") entered into a Contract for services with _____ ("Contractor") on or about _____, 20____ ("Contract"). Pursuant to Education Code sections 45125.1 and 45125.2, the District has determined that _____, a subcontractor to the Contractor for purposes of that Contract ("Subcontractor"), is exempt from the criminal background check certification requirements for the Contract because:

The Subcontractor's employees will have limited contact with District students during the course of the Contract.

Emergency or exceptional circumstances exist; or

With respect to contractors constructing, reconstructing, rehabilitating or repairing a school facility, as provided in Section 45125.2, the Contractor and/or Subcontractor have agreed to ensure the safety of pupils at the school facility by the following method(s) specified in Section 45125.2: _____.

_____ _____
School District Official Date

DRUG-FREE WORKPLACE CERTIFICATE

DocuSign Envelope ID: 76961896-95F0-4275-A88E-A8EE0BED1806

DRUG-FREE WORKPLACE CERTIFICATION

This Drug-Free Workplace Certification form is part of the Contract made by and between the **NEWPORT-MESA UNIFIED SCHOOL DISTRICT** (hereinafter referred to as the "District") and Solotech Sales & Integration, US (hereinafter referred to as the "Contractor") for the _____ Project (hereinafter referred to as the "Project"). This form is required from all successful bidders pursuant to the Drug-Free Workplace Act of 1990 (Government Code Section 8350 et seq.) The Drug-Free Workplace Act of 1990 requires that every person or organization awarded a contract or grant for procurement of any property or service from any State agency must certify that it will provide a drug-free workplace by doing certain specified acts. In addition, the Act provides that each contract or grant awarded by a State agency may be subject to suspension of payments or termination, and the contractor or grantee may be subject to debarment from future contracting, if the contracting agency determines that specified acts have occurred.

Pursuant to Government Code Section 8355, every person or organization awarded a contract or grant from a State agency shall certify that it will provide a drug-free workplace by doing all of the following:

A. Publishing a statement notifying employees that the unlawful manufacture, distribution, dispensation, possession or use of a controlled substance is prohibited in their workplace and specifying actions which will be taken against employees for violations of the prohibition.

B. Establishing a drug-free awareness program to inform employees about all of the following:

   1. The dangers of drug abuse in the workplace.

   2. The person's or organization's policy of maintaining a drug-free workplace.

   3. The availability of drug counseling, rehabilitation and employee-assistance programs; and

   4. The penalties that may be imposed upon employees for drug abuse violations.

C. Requiring that each employee engaged in the performance of the contract or grant be given a copy of the statement required by subdivision "A," and that, as a condition of employment on the contract or grant, the employee agrees to abide by the terms of the statement.

I, the undersigned, agree to fulfill the terms and requirements of the Drug-Free Workplace Act as it now exists or may hereinafter be amended. Particularly, I shall

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abide by Government Code Section 8355 when performing the Contract for the Project by:

A. Publishing a statement notifying employees concerning the prohibition of controlled substance at my workplace.

B. Establishing a drug-free awareness program; and

C. Requiring that each employee engaged in the performance of the contract be given a copy of the statement required by Section 8355(a) and agree to abide by the terms of that statement.

I also understand that if the District determines that I have either: (a) made a false certification herein; or (b) violated this certification by failing to carry out the requirements of Section 8355, the Contract awarded herein is subject to termination, suspension of payments, or both. I further understand that if I violate the terms of the Drug-Free Workplace Act of 1990, I may be subject to debarment in accordance with the requirements of the Act.

I acknowledge that I am aware of the provisions of Government Code Section 8350 et seq., and hereby certify that I will adhere to the requirements of the Drug-Free Workplace Act of 1990.

Executed on this 25th day of October 2023, 20_____ at _____.

Name of Bidder Solotech Sales & Integration, US

Signature Tiffany Surat

Name and Title Tiffany Surat, Sr. Director HR, US

Dated 10/25/2023

Notary Acknowledgment

A notary public or other officer completing this certificate verifies only the identity of the individual who signed the document to which this certificate is attached, and not the truthfulness, accuracy, or validity of that document.

STATE OF ~~CALIFORNIA~~ FLORIDA
COUNTY OF PINELLAS

On October 13, 20 23, before me, Margarita Lazarides, Notary Public, personally appeared Kevin Wojtowicz, who proved to me on the basis of satisfactory evidence to be the person(s) whose name(s) is/are subscribed to the within instrument and acknowledged to me that he/she/they executed the same in his/her/their authorized capacity(ies), and that by his/her/their signature(s) on the instrument the person(s), or the entity upon behalf of which the person(s) acted, executed the instrument.

I certify under PENALTY OF PERJURY under the laws of the State of California that the foregoing paragraph is true and correct.

MARGARITA LAZARIDES
NOTARY PUBLIC
STATE OF FLORIDA
NO. HH134133
MY COMMISSION EXPIRES JUL. 01, 2025

Signature of Notary Public

WITNESS my hand and official seal.

Margarita Lazarides

OPTIONAL

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CAPACITY CLAIMED BY SIGNER

- ☐ Individual
- ☐ Corporate Officer

Title(s)

- ☐ Partner(s) ☐ Limited ☐ General
- ☐ Attorney-In-Fact
- ☐ Trustee(s)
- ☐ Guardian/Conservator
- ☐ Other:

Signer is representing:
Name Of Person(s) Or Entity(ies)

DESCRIPTION OF ATTACHED DOCUMENT

Title or Type of Document

Number of Pages

Date of Document

Signer(s) Other Than Named Above

DRUG-FREE WORKPLACE CERTIFICATION

CONTRACTOR'S CERTIFICATE REGARDING ALCOHOLIC BEVERAGE AND TOBACCO-FREE CAMPUS POLICY

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CONTRACTOR'S CERTIFICATE REGARDING ALCOHOLIC BEVERAGE AND TOBACCO-FREE CAMPUS POLICY

The Contractor agrees that it will abide by and implement the District's Alcoholic Beverage and Tobacco-Free Campus Policy, which prohibits the use of alcoholic beverages and tobacco products, of any kind and at any time, in District-owned or leased buildings, on DISTRICT property and in DISTRICT vehicles. The Contractor shall procure signs stating, "ALCOHOLIC BEVERAGE AND TOBACCO USE IS PROHIBITED" and shall ensure that these signs are prominently displayed in all entrances to school property at all times.

Solotech Sales & Integration, US

Contractor Name

Tiffany Surat

Signature

10/25/2023

Date

NON-COLLUSION DECLARATION FORM

NON-COLLUSION DECLARATION

The undersigned declares:

I am the Business Developer representative of SOLOTECH SALES & INTEGRATION USA INC., the party making the foregoing Bid.

The Bid is not made in the interest of, or on behalf of, any undisclosed person, partnership, company, association, organization, or corporation. The Bid is genuine and not collusive or sham. The Bidder has not directly or indirectly induced or solicited any other Bidder to put in a false or sham bid. The Bidder has not directly or indirectly colluded, conspired, connived, or agreed with any Bidder or anyone else to put in a sham bid, or to refrain from bidding. The Bidder has not in any manner, directly or indirectly, sought by agreement, communication, or conference with anyone to fix the Bid Price of the Bidder or any other Bidder, or to fix any overhead, profit, or cost element of the Bid Price, or of that of any other Bidder. All statements contained in the Bid are true. The Bidder has not, directly or indirectly, submitted his or her Bid Price or any breakdown thereof, or the contents thereof, or divulged information or data relative thereto, to any corporation, partnership, company, association, organization, bid depository, or to any member or agent thereof to effectuate a collusive or sham bid, and has not paid, and will not pay, any person or entity for such purpose.

Any person executing this declaration on behalf of a Bidder that is a corporation, partnership, joint venture, limited liability company, limited liability partnership, or any other entity, hereby represents that he or she has full power to execute, and does execute, this declaration on behalf of the Bidder.

I declare under penalty of perjury under the laws of the State of California that the foregoing is true and correct, and that this declaration is executed on October 25th, 2023 [date], at Los Angeles [city], California [state].

Name of Bidder SOLOTECH SALES & INTEGRATION USA INC.

Signature 

Name Liam Biner

Title Business Developer representative

EXHIBIT B - QUALIFIED INSTALLERS/INTEGRATORS LIST – REQUIRED AT THE TIME OF BID THE SPECIFICATIONS

Exhibit B - QUALIFIED INSTALLERS/INTEGRATORS LIST – REQUIRED AT THE TIME OF BID

The Specifications contain minimum qualifications to provide support to this project. Bidder must provide information for each of the items listed. This is not related to or in place of the Designated Subcontractors List. It is likely that one or more providers will be listed on both forms. This form is not a substitution for any other form(s) required in these documents.

The District reserves the right to request additional information and proof of qualifications post-bid. If requested, Bidder shall provide additional information including the required lists of projects, and/or other reasonable proof satisfactory to the District within 3 working days of the request, including references from projects similar in scope and complexity. Failure to provide qualified installers/ integrators or references to the satisfaction of the District will be cause for the Bid to be rejected as non-responsive.

Where names are required, it is understood that a substitution of staff may be needed. Any substitution of the named individuals or firms will require re-validation of mandatory qualifications.

Specification Reference & Short Description	Firm or Person Meeting this Requirement	CA License# or Certification Information as Applicable
Company history – Minimum 10 years in business.	SOLOTECH SALES & INTEGRATION USA INC.	
Minimum 7 years of experience with procurement, design, assembly, installation and support of systems of similar or greater magnitude and complexity to those identified in this bid.	Garfield Daley David Griffin Steven Lanning	N/A
Project Experience – Minimum 10 system integration projects within the last 10 years (sound, video presentation).	Garfield Daley David Griffin Steven Lanning	N/A
Name of C-7 contractor or staff member(s) proposed.	SOLOTECH SALES & INTEGRATION USA INC.	N/A
Name of C-10 contractor, subcontractor or staff member(s) proposed.	SOLOTECH SALES & INTEGRATION USA INC.	N/A

MANUFACTURER AUTHORIZED AND CERTIFIED: Proposer shall certify that it currently is a Manufacturer-Authorized Partner for all proposed systems/equipment that is has the certification/specialization level required by Manufacturer(s) to support product sale, product pricing, product installation and ongoing product support in the southern California geographic area in accordance with the applicable Manufacturer certification/specialization requirements. The contractor selected for this project must adhere to manufacturer specified engineering, installation and testing procedures and utilize the authorized manufacturer components and distribution channels in provisioning this project.

Exhibit C – LIST OF CERTIFICATIONS

PROPOSER shall attest to the following that it can provide the requested certifications. District reserves the right to request additional information and proof of qualifications, licenses and certifications POST BID. Bidders shall provide information within 3 working days of the request.

C-7 License (Yes/No)	YES
C-10 License (Yes/No)	YES
DSP Certification (Yes/No)	YES
Control System Certification (Yes/No)	YES
Yamaha Installation Certification (Yes/No)	YES
Yamaha Certified Dealer (Yes/No)	YES

OUR SERVICE CENTER & WARRANTY

SERVICE CENTER & WARRANTY

PEACE OF MIND

Our Service Vision

- Maximize efficiency and minimize downtime
- Adopt a proactive service approach through preventive maintenance
- Assist with obsolescence management plans
- Add audiovisual expertise
- Offer fixed prices to control your costs



OUR MISSION

is to offer you the most versatile, efficient, and optimal service around.

Our Service Center offers a range of options to ensure timely responses to all your requests, ensuring the continuity of your operations. We offer a complete service that honors all of our warranties with our certified technicians who stay on top of all the latest updates and training required from our manufacturers.

Our Expertise

Our fleet of technicians are experts in video, audio, lighting, electronics, IT, home automation, control and much more. Whether in our repair shop, on our premises or remotely, they constantly conduct rigorous tests, allowing Solotech to solve thousands of problems every year.

VIDEO | AUDIO | LIGHTING | AUTOMATION | MONITORING CAMERA | RF | ELECTRONICS | COMPUTER

24/7 Call Center

Solotech offers 24/7 technical support through our national call center, where all requests are logged in our system and automatically assigned a unique case number.1 855-526-5003 | supportservice@solotech.com

Solotech Basic Warranty

Any new equipment installation completed by our experienced professionals automatically enrolls you in our basic warranty package. Valid for 90 days, the warranty is effective immediately upon signature-of-completion and work compliance declaration. This warranty includes:

- Workforce ensuring successful integration and smooth operation of the installation
- Manufacturer warranty management for all new equipment installed by Solotech
- Shipping & complete handling of defective equipment
- On-site emergency service on weekdays (with maximum response time of eight hours)

Service Plans (optional)

Solotech offers a range of services to meet the operational challenges faced by our customers in their respective fields.

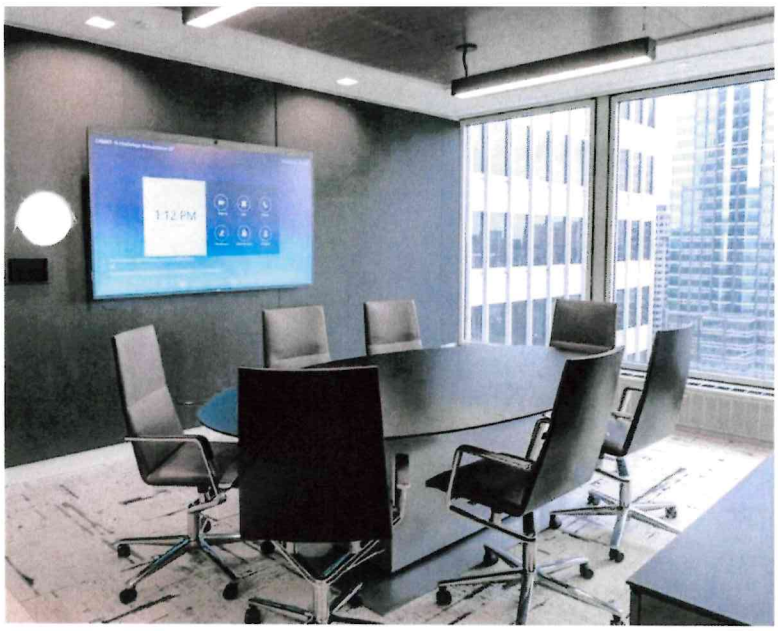
Plan period: 1 year or 3 years*	PRIVILEGE	PERFORMANCE	PREMIUM
TECHNICAL SUPPORT AND MANAGEMENT OF DEFECTIVE EQUIPMENT Extended for the duration of the service agreement			
24/7 emergency support service in priority – unlimited	✓	✓	✓
Remote troubleshooting and resolution – unlimited	-	✓	✓
On-site troubleshooting and resolution – unlimited	✓	✓	✓
Management of the manufacturer's warranty	✓	✓	✓
Guaranteed free replacement of defective equipment	-	-	✓
Solotech Portal: personalized portal with interactive dashboards to track equipment inventory and service requests in real-time	Optional ($)	✓	✓
PREVENTION AND REAL-TIME MONITORING			
Firmware update management	✓	✓	✓
One annual preventive maintenance visit (Including a detailed report)	✓	✓	✓
Service+: real-time equipment monitoring to detect anomalies	-	✓	✓
OPTIMIZATION			
Programming consultation for the optimization and update of control systems (8 hours/year)	-	-	✓

* comes into force upon signature of the completion and work compliance declaration.

OUR WORK

OUR VAST REPERTOIRE OF SERVICES ALLOWS US TO SERVICE LARGE INTERNATIONAL PROJECTS AS WELL AS SMALL-SCALE INSTALLATIONS WITH THE SAME THOROUGHNESS AND **PASSION**. THESE ARE THE SAME TECHNICIANS WHO WILL SET UP YOUR CONFERENCE ROOM OR MULTIMEDIA PROJECTION AND WHO HAVE BEEN INVOLVED IN WORLD TOURS, LOCAL FESTIVALS, **PERMANENT INSTALLATIONS** AND THE TRENDIEST AND **MOST PRESTIGIOUS LARGE BUSINESS** EVENTS. THINK OF THE PYEONG-CHANG OLYMPICS, JUSTIN TIMBERLAKE, PINK, TAYLOR SWIFT, OSHEAGA, C2, MAJOR SPORTS VENUES, MUSEUMS, AND EVEN HOSPITALS: IT'S A PROUD DEMONSTRATION OF THE SCOPE OF **OUR WORK**.

WITH SOLOTECH, NOTHING IS IMPOSSIBLE!





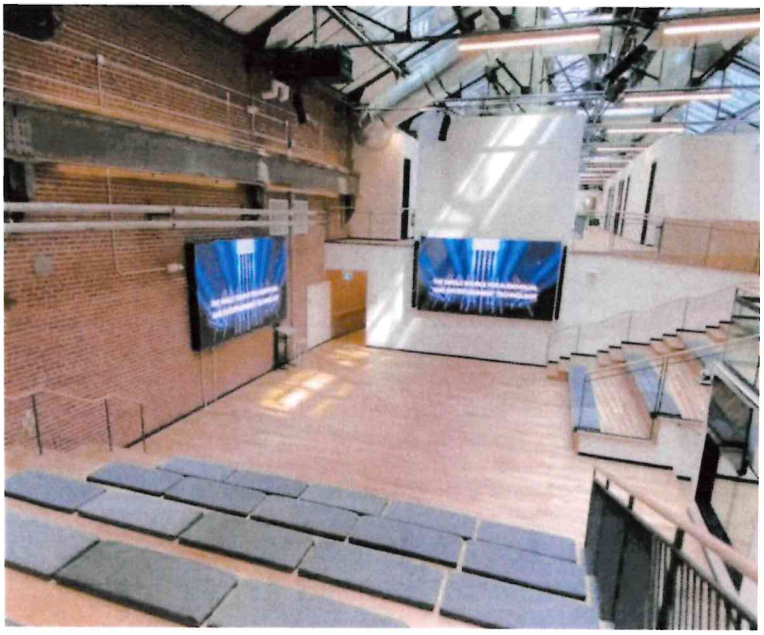
AV SYSTEMS INTEGRATION POWERHOUSE

WHERE TECHNOLOGY MEETS HIGH-END DESIGN

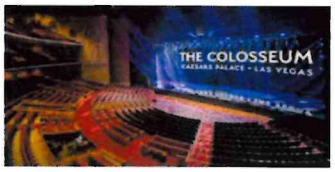
Experience an unrivalled combination of world-class expertise, innovative solutions and a customer-centric approach tailored to your needs.

The most creative minds come together with our team of experts to provide you the best solutions.





LIVE PERFORMANCE VENUES




Culture, leisure, and fun are at the heart of all communities and of course of Solotech!

THEATERS • CONCERT HALLS • AMPHITHEATRES • CABARETS & CLUBS

By collaborating with local and international artists, we have gained a solid understanding of theatrical and entertainment experiences, as well as the complexity of broadcasting spaces. We offer sophisticated audiovisual and entertainment technologies that enhance the artistic work of the artists, engage interactively with the audience, and can even create immersive experiences.

THÉÂTRE DU NOUVEAU MONDE • CENTRE NATIONAL DES ARTS • LIVING ARTS CENTRE • LE DIAMANT • LES GRANDS BALLETS CANADIENS • COLOSSEUM AT CAESARS PALACE • MAISON SYMPHONIQUE DE MONTRÉAL • PALAIS MONTCALM • ROY THOMSON HALL • AMPHITHÉÂTRE COGECO • SALON DAOMÉ • THE RADY SHELL AT JACOBS PARK

THEME PARKS AND ATTRACTIONS






Cutting-edge technology for can't miss attractions

THEME PARKS • MUSEUMS • TOURIST ATTRACTIONS • AQUARIUMS AND ZOOS
CIRCUSES • RECREATIVE CENTERS AND INTERACTIVE SPACES • MOVIE THEATERS

It takes extraordinary vision, creativity, and dedication to bring large-scale entertainment experiences to life. Thanks to our world-renowned expertise in audiovisual solutions for live performances, Solotech is the ideal partner to take any theme park, museum exhibit or attraction to the next level. Our specialists will carefully choose innovative technology to create unforgettable multi-sensorial experiences for zoo exhibits, big-name theme park attractions, recreation centers, tourist attractions and much more.

AREA15 • MAISON DU KAMOURASKA • TELUS SPARK INFINITY DOME • CURRENTS: NIAGARA'S POWER TRANSFORMED • MEOW WOLF'S OMEGA MART • THE DIGITAL IMMERSION GALLERY AT TELUS SPARK SCIENCE CENTRE

SAN DIEGO SYMPHONY

THE RADY SHELL AT JACOBS PARK

YEAR
2021

LOCATION
San Diego, CA, USA

SOLUTIONS
Projection and Video
Audio Systems and Acoustics
Lighting Solutions

VALUE
$6M

Description

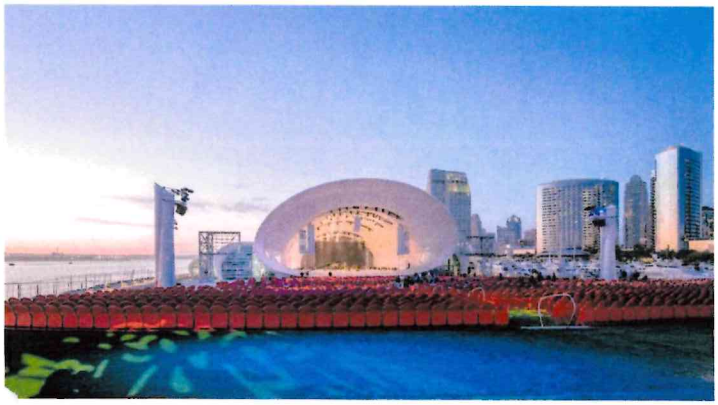
Rady Shell is hard to miss as you glance over San Diego Bay. An architectural masterpiece, concertgoers from far and wide go to listen to music as the sun sets over the Bay. This unique venue includes a covered stage with 13,000 square feet of performance space and seats up to 10,000 audience members.

Solotech supplied and integrated all audio systems that served audience members, as well as a specialized sound system for musicians and technicians, including microphones and mixing consoles. The turnkey solution also included video equipment, cameras, switchers, LED screens and lighting. Solotech's detail-oriented approach to the Rady Shell audiovisual experience ensures its place as a first-class performance venue.

The Rady Shell

Equipment

- **L-Acoustics** Sound Reinforcement System
- **Meyer** Sound Constellation System
- **Planar** LED Walls
- AV Systems
- **ETC** Lighting Control System





CONTACT
Jason Rothberg, Technical Director | T. (718) 288-3727

RESORTS WORLD LAS VEGAS

Integrated resorts

YEAR
2022

LOCATION
Las Vegas

SOLUTIONS
Projection and Video
Audio Systems and Acoustics
Lighting Solutions
Command and Control Center

VALUE
$3.5 M

Description

As the first all-new integrated resort to be built on the fabled Las Vegas Strip in more than a decade, Resorts World Las Vegas opened in July of 2021 to exceptionally high expectations. With superstar residencies including Celine Dion, Carrie Underwood, Luke Bryan, and Katy Perry, as well as numerous corporate and one-off events.

Solotech worked with Resorts World, Scéno Plus, and AEG on the integration of the Theatre's production infrastructure, including one of the first and largest immersive sound systems in Las Vegas, if not in North America.

Lighting and visuals in the Theatre are equally stunning. *"We have over 5,000 square feet of LED tiling, with nearly endless possibilities,"* observes Bob Sandon, Resorts World Theatre's Technical Director with AEG Presents. *"The systems are designed to be highly flexible, and each artist uses it in different configurations."*

Equipment

- Acoustics monitors, controllers, loudspeakers, and processors.
- Shure wireless receivers, transmitters, and monitors.
- Clear-Com intercom system.
- DiGiCo Quantum 225 consoles.
- Visionary Solutions encoders and decoders.
- QSC and Crestron processing and control system.
- Ross CB2 control panels and routers.
- ROE CB3 tiles.
- Grass Valley and Panasonic cameras.
- Barco mixers.
- Disguise media servers.
- Blackmagic Design video hubs.
- Lights: Robe - Chauvet - MA Lighting consoles and controllers - Altman projectors.





CONTACT
DrewStroza – Vice President of Entertainment | Drew.Strozza@rwlasvegas.com

TELUS SPARK SCIENCE CENTER

DIGITAL IMMERSIVE GALLERY

YEAR
2023

LOCATION
Calgary, Alberta, Canada

SOLUTIONS
Audio and Acoustics
Lighting
Video
Programming

VALUE
$850 000K

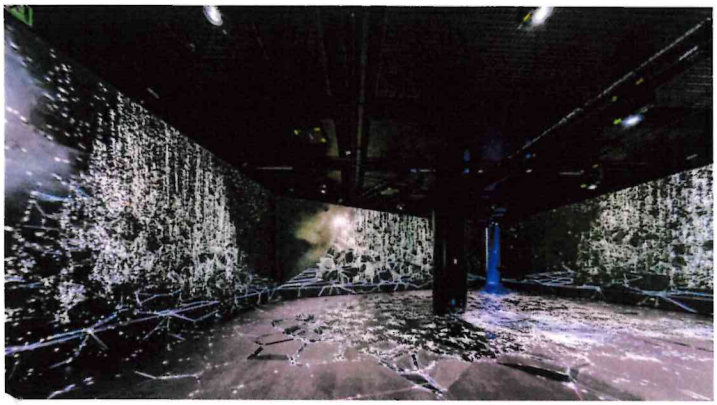
Description

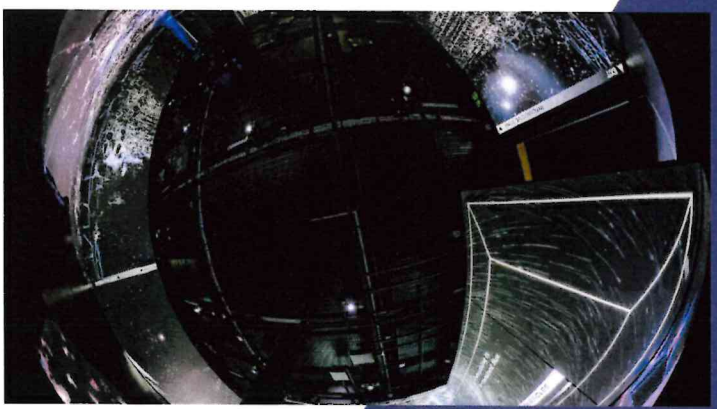
The impressive 6,000-square-foot gallery is divided into five rooms composed of giant modular cubes installed side by side, on which various high-quality images are projected. Each of these cubes is equipped with a speaker that turns on as people pass by, immersing them in a mesmerizing digital world.

A dozen people were assigned to this project to meet tight deadlines. Solotech oversaw audio, lighting, video, programming, and installation. The team had to orchestrate everything so that the user experience would be as smooth as possible, which required unparalleled attention to detail and precision.

Equipment

- Panasonic PTRCQ10 Projectors,
- QSC Audio System (speakers, subwoofers, amplifiers, processor)
- Chauvet SlimBank T18 fixtures
- Brightsign XT1144 Expanded I/O Players





CONTACT
Angela Stinson, Director, Strategic Projects | angela.stinson@sparkscience.ca

SOLOTECH

AREA15

DIVERTISSEMENT IMMERSIF ET COMPLEXE ÉVÉNEMENTIEL

ANNÉE
2020

LIEU
Las Vegas, Nevada

SOLUTIONS
Vidéo
Audio
Éclairage

COÛT
2,5M$

Description

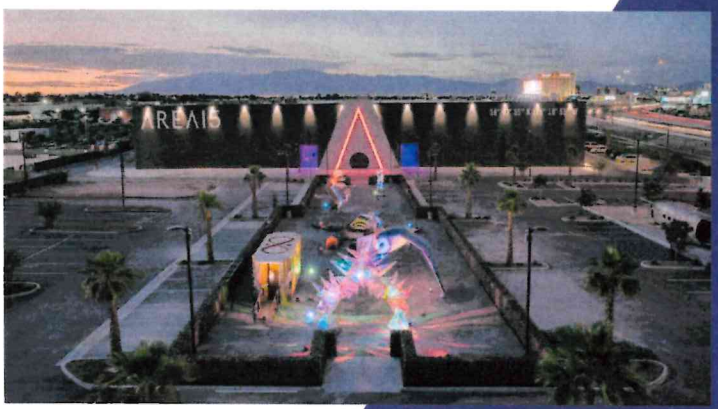
L'équipe de Solotech Las Vegas a présenté un projet complet de conception et d'installation qui comprenait toutes les facettes de l'ingénierie et de la programmation des différents espaces.

AREA15 attire les acteurs du domaine des affaires à la recherche d'un divertissement exceptionnel et d'un lieu de rassemblement pour des réunions : 40 000 pieds carrés d'espace intérieur et extérieur sont disponibles sous forme de deux salles événementielles flexibles. Les deux espaces sont infiniment personnalisables pour tout type d'événement et sont équipés de systèmes complets de sonorisation, d'éclairage et de vidéo fournis par Solotech. L'espace «Portal» est tapissé de projections murales grandioses 3D à 360 degrés. Les résultats sont impressionnants et répondent au besoin de flexibilité tout en assurant des performances de haut niveau et une créativité illimitée pour les visiteurs.

Équipements

- Haut-parleurs (ULTRA X-40, LEOPARD, LFC 1100, LFC750) et plateforme de conception/mixage Spacemap Go Spatial de Meyer
- Console de mixage Yamaha QL5 avec racks Rio 3224 D2
- Système d'intercom sans fil Riedel Bolero
- Serveur média Resolume Arena 7
- Projecteur Barco HDF-W30
- Serveur/ordinateur de projection Lambda
- ATEM Television Studio Pro HD de Blackmagic
- Caméras à distance 4K Panasonic AW-UE70KPJ
- Projecteurs d'éclairage Chauvet
- Contrôleur d'éclairage MA Lighting GrandMA 2





CONTACT
Mike Ostendorf, Managing Principal AOA | mike@aoabuilds.com

CERTIFICATE OF INSURANCE

ACORD

CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY)
May 25, 2023

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

IMPORTANT: If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must be endorsed. If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).

PRODUCER BFL CANADA Risk and Insurance Services Inc. 2001 McGill College Avenue, Suite 2200 Montreal, QC H3A 1G1 Canada	CONTACT NAME: PHONE (A/C, No, Ext): E-MAIL ADDRESS: PRODUCER CUSTOMER ID #:	FAX (A/C, No):

INSURED		INSURER(S) AFFORDING COVERAGE	NAIC#
Solotech Sales & Integration USA Inc. 1717 Diplomacy Row Orlando, FL 32809-5703	INSURER A:	GRANITE STATE INSURANCE COMPANY	23809
	INSURER B:	AVIVA INSURANCE COMPANY	61689
	INSURER C:	ZURICH AMERICAN INSURANCE COMPANY	16535
	INSURER D:	LIBERTY MUTUAL INSURANCE COMPANY	23043
	INSURER E:	LIBERTY INSURANCE CORPORTATION	42404
	INSURER F:	CHUBB INSURANCE COMPANY OF CANADA	N/A
	INSURER G:	LLOYD'S UNDERWRITERS	N/A

COVERAGES **CERTIFICATE NUMBER: 604** **REVISION NUMBER:**

THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

INSR LTR	TYPE OF INSURANCE	ADDL INSR	SUBR WVD	POLICY NUMBER	POLICY EFFECTIVE (MM/DD/YYYY)	POLICY EXPIRATION (MM/DD/YYYY)	LIMITS	
A	GENERAL LIABILITY ☑ COMMERCIAL GENERAL LIABILITY ☐ CLAIMS-MADE ☐ OCCUR ☐ ☐ GEN'L AGGREGATE LIMIT APPLIES PER: ☒ POLICY ☐ ☐ LOC			02-LX-093865123-0	06/01/2023	06/01/2024	EACH OCCURRENCE DAMAGE TO RENTED PREMISES (EA OCCURRENCE) MED EXP (ANY ONE PERSON) PERSONAL & ADV INJURY GENERAL AGGREGATE PRODUCTS - COMP/OP AGG	$3,000,000 $100,000 $5,000 $3,000,000 $3,000,000 $3,000,000
B	UMBRELLA LIABILITY ☒ Occur ☐ CLAIMS-MADE			81878431	06/01/2023	06/01/2024	EACH OCCURRENCE AGGREGATE	$1,000,000 $1,000,000
D	AUTOMOBILE LIABILITY (ANY AUTO)			AS1-B71-171598-013	06/01/2023	06/01/2024	COMBINED SINGLE LIMIT (EA. ACCIDENT)	$ 2,000,000
E	WORKER'S COMPENSATION			WC7-B71-171598-023	06/01/2023	06/01/2024	E.L. DISEASE – POLICY LIMIT E.L. EACH ACCIDENT E.L. DISEASE – EA EMPLOYEE	$ 1,000,000 $ 1,000,000 $ 1,000,000
F	PROFESSIONAL LIABILITY			82632637	06/01/2023	06/01/2024	CLAIMS MADE LIMIT	$2,000,000
G	CARGO / INSTALLATION FLOATER			MGROU000223	06/01/2023	06/01/2024	VARIOUS EQUIPMENT AND RENTED EQUIPMENT DURING TRANSIT AND INSTALLATION	$1,000,000

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (Attach ACORD 101, Additional Remarks Schedule, if more space is required)

This certificate has been issued by BFL CANADA Risk and Insurance Services Inc. on behalf of Liberty Insurance Corporation, with their permission.
Proof of Insurance

CERTIFICATE HOLDER	CANCELLATION
To Whom It May Concern	Should one of the above-noted policies be cancelled before the expiry date shown, notice of cancellation will be delivered in accordance with the policy provisions. AUTHORIZED REPRESENTATIVE – CHARLES PELLETIER – Commercial-lines damage Insurance broker Cpelletier

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ACORD 25 (2010/05)

The ACORD name and logo are registered marks of ACORD

ADDENDUM 1&2

Newport-Mesa
Unified School District

NEWPORT-MESA UNIIFED SCHOOL DISTRICT

ADDENDUM NO. 1
Newport Harbor HS NHHS Theater Technology Systems Upgrade Project

BID No. 104-24

NEWPORT MESA UNIFIED SCHOOL DISTRCIT
2985 BEAR ST., BLDG.-A
COSTA MESA, CALIFORNIA 92626

September 19, 2023

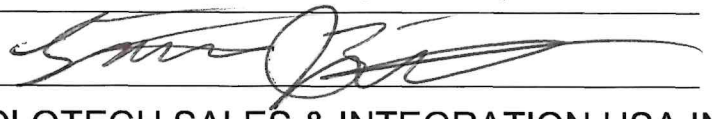
The following revisions and/or clarifications shall be made to the BID documents for the above-named work. All work described in the original BID documents and all applicable Sections of the original BID documents shall be included in the contract, except as herein modified: Acknowledgement of this Addendum shall be made below and submitted with the BID submission. If acknowledgement is not made the proposal may be considered non-responsive.

1. ***Change:*** Bid Due Date to October 19, 2023, at 3:00 PM PST
2. ***Replace:*** Replace entire bid worksheet with attached revision # 2 due to substantial changes to equipment and quantities in the sound reinforcement section.
3. ***Add:*** Add additional job walk opportunity on Wednesday September 27th at 10:00 AM PST
4. ***Change:*** Change RFI due date to Wednesday October 11, 2023

All other provisions of the BID remain unchanged.

BELOW, PLEASE ACKNOWLEDGE RECEIPT OF THIS ADDENDUM AND SUBMIT IT WITH YOUR PROPOSAL.

Name: Liam Biner, Business Development Representative

Signature: 

Firm Name: SOLOTECH SALES & INTEGRATION USA INC.

Address: 1717 DIPLOMACY ROW, ORLANDO FL 32809

Telephone #: T +1-305-891-1000

Fax #: N/A

(END OF ADDENDUM NO.1)

Newport-Mesa
Unified School District

NEWPORT-MESA UNIIFED SCHOOL DISTRICT

ADDENDUM NO. 2
Newport Harbor HS NHHS Theater Technology Systems Upgrade Project

BID No. 104-24

NEWPORT MESA UNIFIED SCHOOL DISTRCIT
2985 BEAR ST., BLDG.-A
COSTA MESA, CALIFORNIA 92626

October 16, 2023

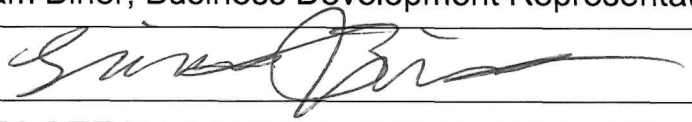
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1. ***Change:*** Bid Due Date to October 26, 2023, at 3:00 PM PST

All other provisions of the BID remain unchanged.

BELOW, PLEASE ACKNOWLEDGE RECEIPT OF THIS ADDENDUM AND SUBMIT IT WITH YOUR PROPOSAL.

Name: Liam Biner, Business Development Representative

Signature: 

Firm Name: SOLOTECH SALES & INTEGRATION USA INC.

Address: 1717 DIPLOMACY ROW, ORLANDO FL 32809

Telephone #: T +1-305-891-1000 ext 4234

Fax #: N/A

(END OF ADDENDUM NO.2)

SUSTAINABLE DEVELOPMENT



SOLOTECH

Sustainable Development

September 2023



OUR GLOBAL COMMITMENT

Solotech recognizes the importance of aligning practices with evolving expectations of our clients and employees, striving to create more inclusive and greener operations.

With a commitment to keeping up with sustainability, Solotech actively revisits its activities to ensure we are continuously improving our practices.



EMBRACING SUSTAINABLE OPERATIONS

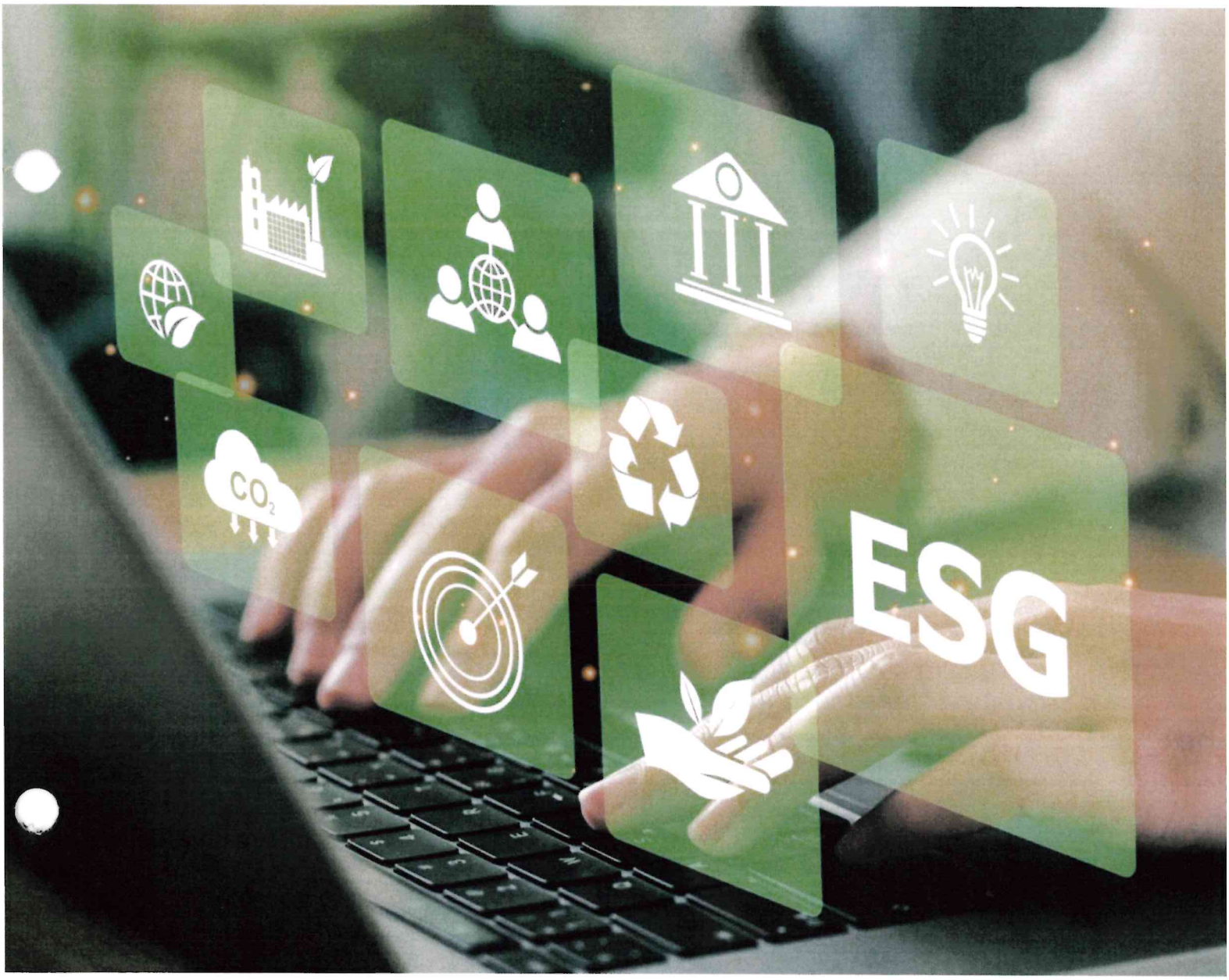
Solotech has operations worldwide and is committed to create sustainable and eco-friendly day to day operations.

Our expertise consists of providing sustainable technical solutions and innovative logistics to help our clients with their greener choices.

Solotech is part of ARPE and other recycling programs.

Cardboard compactors were tested as a first step towards their implementation.

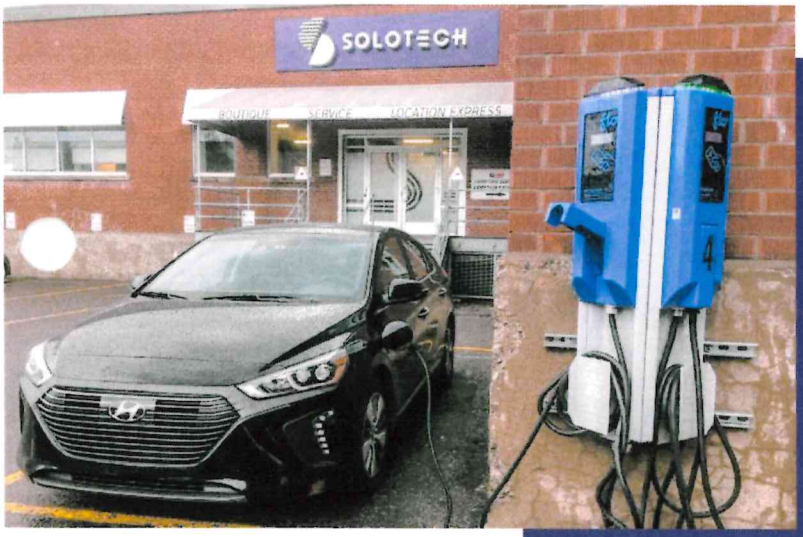
As our company continues to expand, designing our offices and warehouses with a focus on reducing energy consumption, minimizing waste, and promoting eco-friendly practices is top of mind.



SUSTAINABLE OFFICES



Our Montreal headquarters have been adapted for energy efficiency and water reduction.



We offer our employees electric parking in some offices.



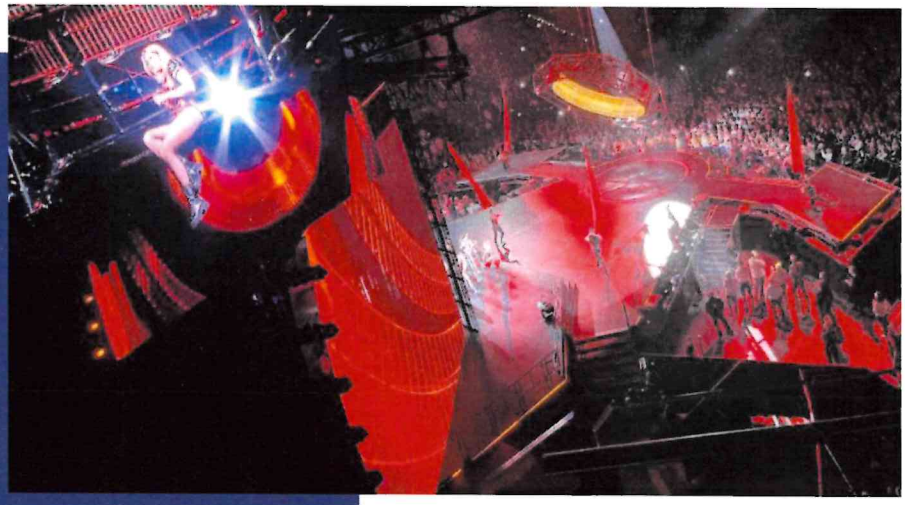
Our UK headquarters in Birmingham operate in a net zero carbon building.

SOME OF SOLOTECH'S INITIATIVES

Greener tours: Coldplay show
Artists rely on our expertise to reduce energy consumption.



Greener equipment: Helene Fischer
Eco-friendly products selected to reduce carbon footprint.

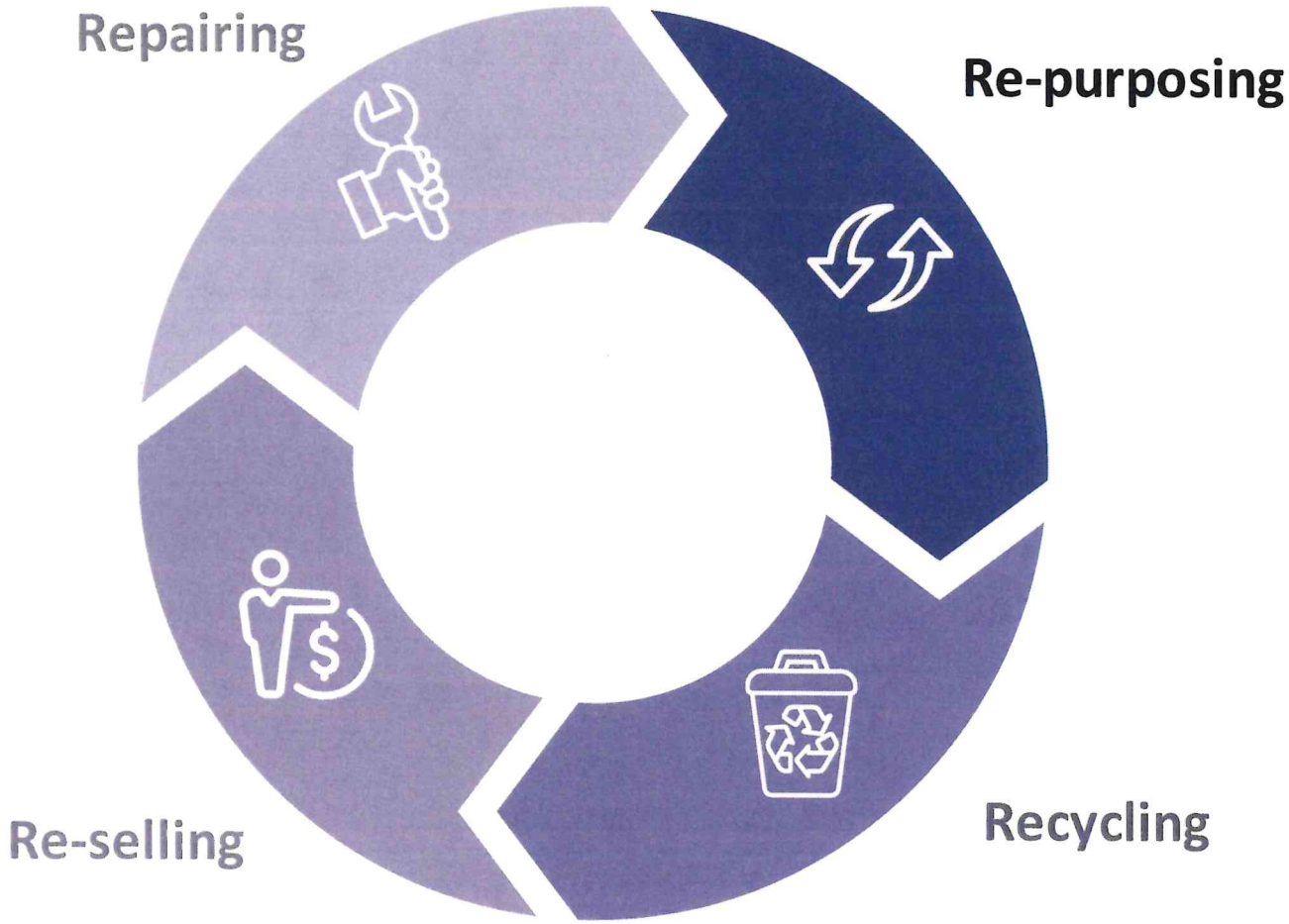


Partnership with Papercast
Municipalities partner with us for low-emission communication systems (audiovisual).



CIRCULAR ECONOMY

As a leader in AV technology, we have a large inventory of equipment. We are committed to repairing, re-purposing, recycling and re-selling the majority of it back into the marketplace. This allows us to reduce our footprint.



OUR COMMITMENT TO PEOPLE

At Solotech, we believe we can have a social impact by taking good care of our employees and their well-being and by being involved in the communities where we operate.

We care about gender equality and encourage inclusion within our recruitment and leadership practices worldwide.

We truly value community engagement as we believe in the power of fostering meaningful connections and making a positive impact on the communities we serve.



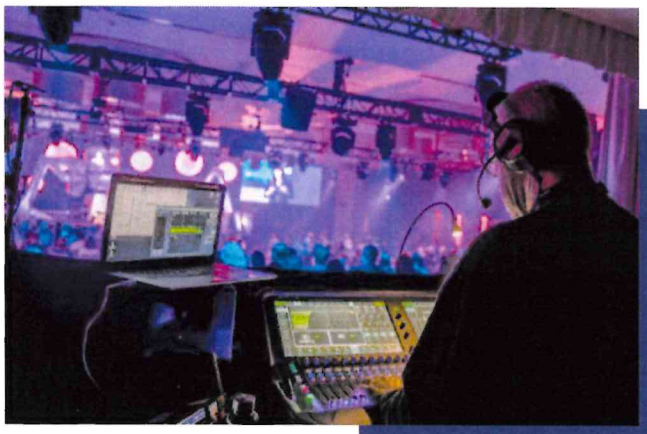






OUR COMMITMENT TO PEOPLE

We engage with local organizations, non-profits, and community groups to collaborate on various initiatives:



For many years, we have been giving support to creative events to support our industry and innovation.



Fight against poverty is a preferred cause in Canada.



Rebu-Tech exhibition created with our used wires.

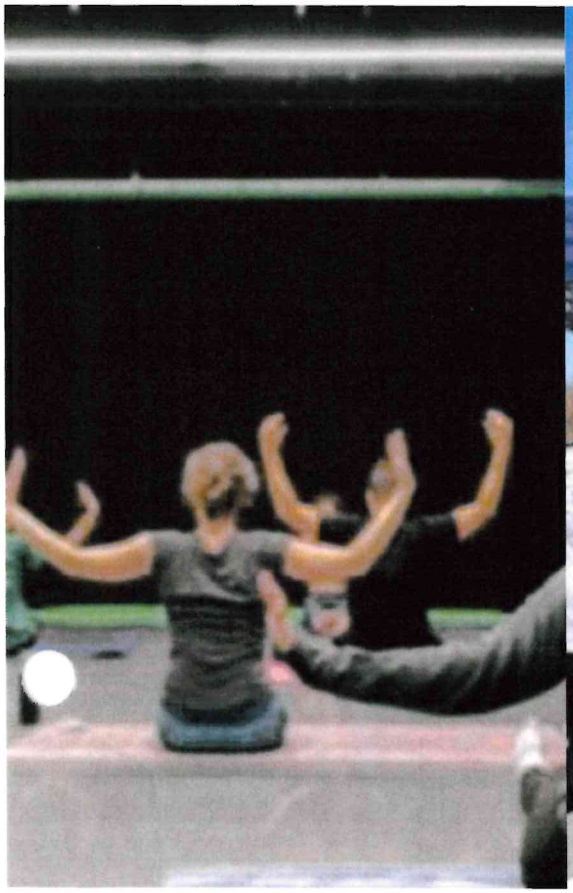
We support charities for special sustainable projects.

OUR COMMITMENT TO PEOPLE

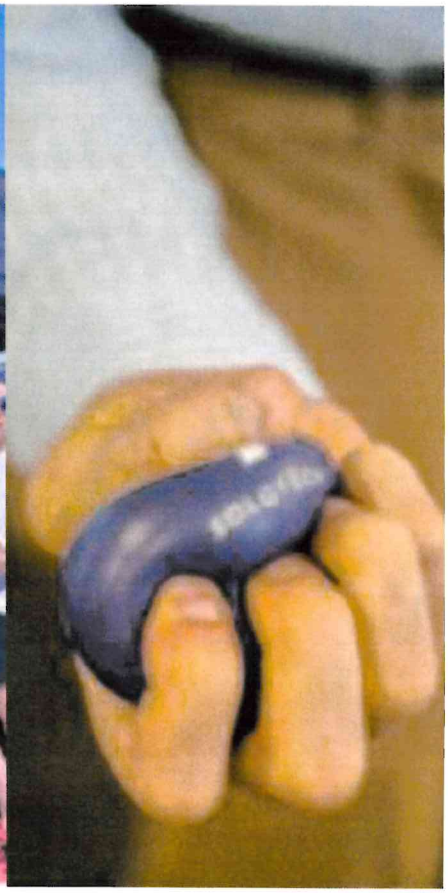
We believe that employee well-being is a critical component of a productive and healthy workplace. It allows employees to feel valued and supported in their workplace.

Our global Health and Well-Being Strategy is being developed based on **4 pillars** :

- **Physical**
- **Psychological**
- **Social**
- **Financial**

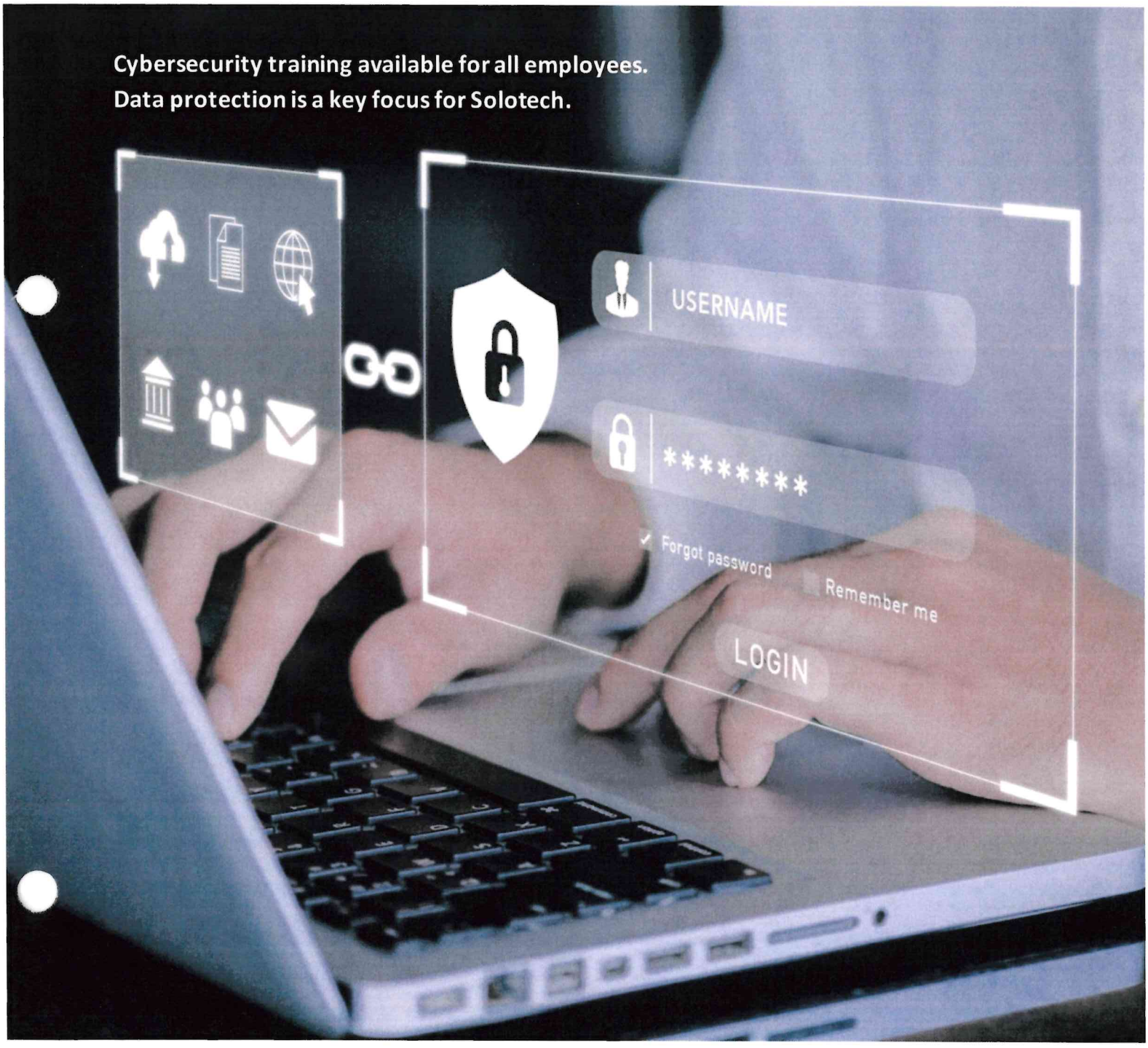






CONTRIBUTING TO THE FUTURE

For more than 45 years, Solotech has deepened its expertise in audiovisual, entertainment and technology. To remain a sustainable business, we follow closely our Code of Conduct and review regularly our governing practices.

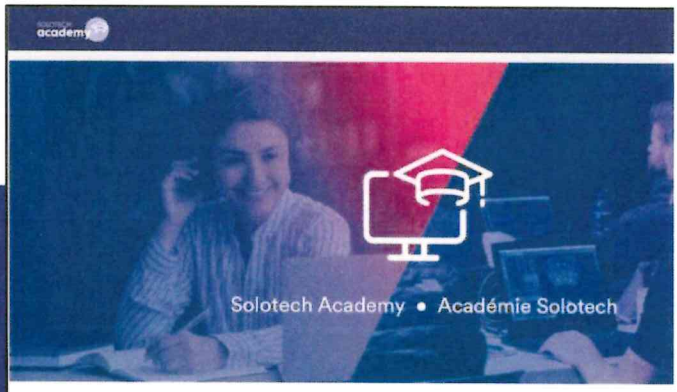


Cybersecurity training available for all employees.
Data protection is a key focus for Solotech.

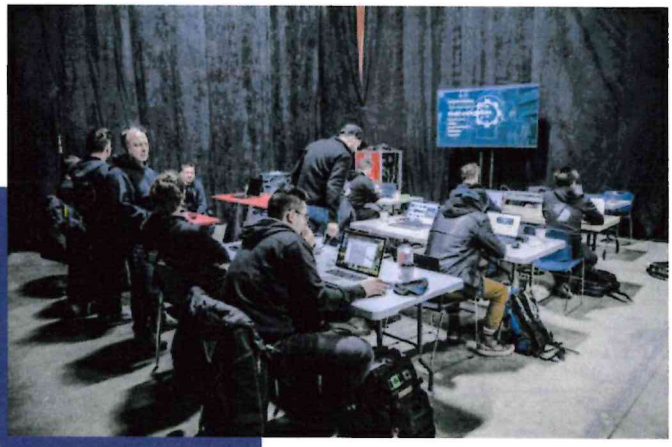
CONTRIBUTING TO THE FUTURE

As a leading audiovisual and technology worldwide consolidator, we take pride in supporting youth to keep our industry dynamic and innovative. We are committed in training the next generations of specialists for a greater AV industry.

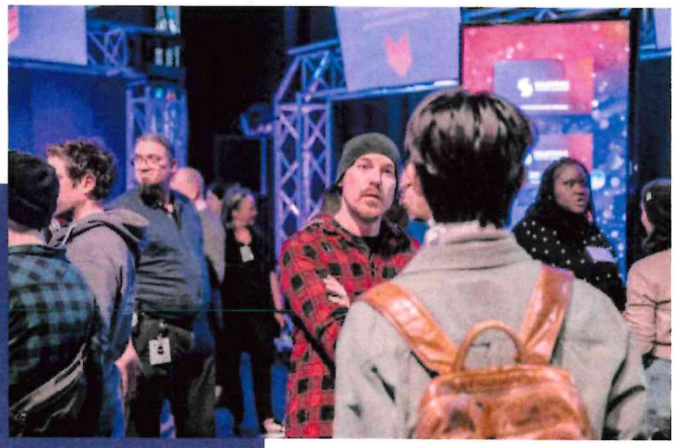
Solotech Academy was launched to provide specialized training



Our partners are invited to our offices to train local experts



Our warehouses are opened to students during open door events





SOLOTECH

WORLDWIDE LOCATIONS

CANADA UNITED STATES UNITED KINGDOM CHINA

Montreal • Los Angeles • Las Vegas • Miami • Toronto • Calgary • Halifax • London • Manchester • Hong Kong
Quebec City • Saguenay • Ottawa • Nashville • Orlando • Pensacola • Birmingham • Macau

solotech.com