

**SWEET HOME CENTRAL SCHOOL DISTRICT
OF AMHERST AND TONAWANDA**

M E M O R A N D U M

TO: Michael V. Ginestre, Superintendent of Schools

FROM: Donald G. Feldmann, Director of Finance & Plant Services 

DATE: August 11, 2021

RE: Recommendation for Professional Services Contract – Sound & Theater / Vergils Community Center Video, Audio & Presentation Upgrades

Prior to his retirement, Superintendent Day and I spent significant time talking/interviewing a number of local sound and video engineers to help us upgrade the sound, video and presentation capabilities of the Vergils Community Center. Vendors included Sound & Theater, Indigo Sound and AVI Designs, Inc. out of Rochester. Because of their vast experience is arranging rooms like the Vergils Center, it became very quickly clear that Sound and Theater was most ready and capable to meet our expectations from the room. They have designed a number of similar rooms in other local school districts.

Technicians from Sound and Theater visited Vergils and learned about the setup of the room for both Board of Education meetings as well as professional development sessions and specifically designed the room for sound and video to suit our needs.

Essentially, three (3) pan/tilt/zoom cameras with 20x optical zoom will be placed in the ceiling. These cameras will 'follow' audio from one of the 12 gooseneck microphones placed in the room, so that when someone is speaking, the camera will be focused on them and not somewhere else in the room.

This arrangement will also allow us to easily interface with streaming websites such as YouTube and large group meetings in applications such as Zoom. It will also allow from remote participation in Board meetings should a situation call for such an arrangement. All controls will be housed on a mobile app that we can control through any device – laptop, phone, tablet or iPad.

Lastly, all items are under warranty for a minimum of 1 year – some range up to 5 years - and we do have a 1 year, no-charge service call contract with the vendor.

I recommend **Sound & Theater in the amount of \$86,794.40** to provide audio, video and presentation upgrades to the Vergils Community Center and ask that you share the recommendation with the Board of Education at the August 17, 2021 meeting.


8/11/21

Presented To:

Anthony Day

Project:

Board Room/Training Room Video, Audio & Presentation Upgrades

Sweet Home School District

1901 Sweet Home Rd.

Amherst, NY 14228

(716) 250-1400



Presented By:



Sound & Theater

111 S Cayuga Rd
Williamsville, NY 14221 USA
(716) 632-2790
www.soundandtheater.net

Modified: 7/27/2021

Revision: 1

Sound & Theater

Board/Training Room



- 1 **1 Beyond**
AutoTracker 3 Award-winning Auto-tracking IP PoE+ PTZ Camera with 20x zoom.



- 3 **1 Beyond**
High-quality IP PoE+ PTZ Camera with 20X optical zoom



- 1 **Owner Furnished Equipment**
[OFE] - Customer provided Windows 10 Pro computer with HDMI output - will be used for Zoom/YouTube and misc. presentations if required.



- 2 **Owner Furnished Equipment**
[OFE] - Integrate existing projectors



- 2 **Shure**
Hybrid Bodypack Transmitter (no microphone included)



- 2 **Shure**
Microflex cardioid lavalier microphone



- 12 **Shure**
Desktop Base for Gooseneck Transmitter (Gooseneck not included)



- 12 **Shure**
Microflex® 15-Inch Modular Gooseneck Microphone with bi-color status indicator



- 2 **Shure**
8-Channel access point transceiver w/Dante



- 6 **Sonance**
6.5" Professional Series 70V/100V/8 Ohm selectable In-Ceiling Speaker - White (Optional Black Grills can be purchased separately) [Pair]



- 3 **Wire Assembly - Same Wall HDMI Drop**
2 Gang, 2 Port (1 HDMI, 1 CAT6) Jack (White)

Additional Options



- 1 **1 Beyond** \$900.54
PTZ Joystick IP Camera Controller

Sound & Theater

Equipment Closet

	1	1 Beyond Voice-activated camera switching controller w/Dante
	1	Control4 Entertainment and Automation Controller w/1 audio stream & POE
	1	Domotz Domotz Box
	1	Just Add Power Razor Shelf Accessory Device
	1	LEA Professional 2 Channel x 350 watt @ 4, 8, 70V and 100V per channel. Internal DSP w/ Crossovers and Dante, IoT Device with built in WiFi Hotspot, Wifi or FAST Ethernet connectivity and Highly Efficient Power Supply with Class D Output Stage
	1	Luxul 48-Port Gb PoE+ L2/L3 Managed Switch with 4 1GB SFP+
	1	Owner Furnished Equipment [OFE] - Move and integrate customers AppleTV into system.
	1	Shure IntelliMix Room, 16 channels, 3-year license *** Subscription *** (Renews at \$850/3 year)
	1	Shure Networked charging station - 2 port
	4	Shure Networked charging station - 8 port
	1	WattBox 1U Integrated Faceplate IP Power Conditioner w/8 Individually Metered and Controlled Outlets
	1	WattBox Line Conditioning Rack Mount UPS w/EMI/RFI, Automatic Voltage Regulation (AVR), 15 AMP, 1 Outlet (1500VA, 1350 Watts). 5 Year Limited Product Warranty (2 year warranty - battery) with \$50,000 Connected Equipment Guarantee.

0 **Zoom**
 [OFE] - Zoom Rooms Annual License @ \$499 per year *** SUBSCRIPTION ***
 (Not included in proposal price)

Support Options

1 **Sound & Theater**
 Eagle Annual Service Contract for remote monitoring and repair.
 - Unlimited remote support via phone (During Business Hours)
 - Monitoring/remote diagnostics
 - Annual software updates
 - No labor charge on hardware warranty covered products.
 - On site visits receive 1 hour discount
 - Auto renews for \$49.95/month with annual commitment

Alternates



1 Sound & Theater Subtract \$599.40
 Break/Fix - No Service contract:
 - First 30 days - unlimited phone support (during business hours) &
 no labor charge on hardware warranty covered products.
 - Phone support billed at \$47.50 per 30 min.
 - On site support billed at \$95.00 per hour (minimum of 2 hours)



1 Sound & Theater Subtract \$360.00
 Birdie Annual Service Contract for remote monitoring and repair.
 - Unlimited remote support via phone or email (During Business Hours)
 - Remote diagnostics
 - Annual software updates (on request)
 - No labor charge on hardware warranty covered products.
 - Auto renews for \$19.95/month with annual commitment



1 Sound & Theater Add \$360.00
 Albatross Annual Service Contract for remote monitoring and repair.
 - Unlimited remote support via phone (during business hours)
 - Monitoring/remote diagnostics
 - Annual software updates
 - No labor charge on hardware warranty covered products.
 - On site visits receive 1 hour discount
 - Proactive Remote Repair
 - Equipment Upgrade Discount
 - Annual Wellness visit
 - Cable/Satellite & ISP Concierge
 - Auto renews for \$79.95/month with annual commitment

Project Subtotal: \$79,921.33

Sound & Theater

Miscellaneous Items:

1	Discount	(\$4,000.00)	(\$4,000.00)
	1 month delay discount		
Miscellaneous Items Total:			(\$4,000.00)

Project Summary

Equipment:	\$79,921.33
Misc. Parts Adjustment:	\$2,797.28
Labor:	\$8,075.79
Misc. Items:	(\$4,000.00)
Grand Total:	\$86,794.40

Terms and Conditions

Contractor:**Sound & Theater**

111 S Cayuga Rd
Williamsville, NY 14221 USA
(716) 632-2790
www.soundandtheater.net

Client:**Sweet Home School District**

1901 Sweet Home Rd.
Amherst, NY 14228
(716) 250-1400

- A. The general project description is contained in the attached document and related documents from herein referred to as the "Proposal".
- B. The specific work to be performed by Contractor is the installation of the specified system as outlined in the Proposal.
- C. The total amount to be paid by the owner for the performance (subject to additions and deductions by written change order) shall not exceed the total specified in the Proposal.
- D. Progress payments will be made according to the payment schedule below. Equipment will not be ordered until the equipment deposit has been submitted. These times are subject to the timing of the construction and the lead times required for the ordered equipment to be delivered.
- E. Payment is due immediately after invoicing. Unpaid balance beyond 10 days after invoicing of completed tasks as outlined in item D shall bear interest payable to Contractor at a rate of 1.5% per month simple interest.
- F. This Proposal expires 30 days following the date stated on the top of this agreement. No work will be scheduled without a deposit plus a signed copy of this agreement. All drawings and specifications contingent on agreement and retainer.
- G. If job is of a retro-fit/remodel nature on an existing structure, and scope of work exceeds time estimated to complete because of unforeseen circumstances, owner agrees that he/she will be back-charged at a rate of \$65 per man, per hour for all extra labor involved in completing the job.
- H. All drawings and documentation are contingent on retainer. Since preparing a proposal requires system design & engineering by a professional Systems Integrator, only one version of the proposal will be prepared without a retainer. If a second version is required or if project is for design & documentation only, a minimum \$400 Design Retainer will be collected. This Design Retainer will cover up to three additional designs and proposals, as well as one block-diagram drawing of the system. For a \$1000 Design Retainer, client will receive up to three versions, one block diagram drawing, plus one basic cabinet audio placement and specification drawing. The retainer covers design & engineering time and is non-refundable.
- I. Contractor reserves the right to replace proposed models in the case of obsolescence, discontinuation or unavailability with a comparable model of equal or greater value upon customer approval. Contractor will not be held responsible or liable in any way for any said product's obsolescence, discontinuation or unavailability.