

# REQUEST FOR PURCHASE IN EXCESS OF \$20,000/CHANGE ORDER



**To:** Mayor & City Council

**From:** Scott Denfeld, Video Production Coordinator

**Date:** July 28, 2015

**Subject:** Request for Purchase – Council Chambers A/V System Upgrade

**Agenda Item #:** IV. C.

**The Recommended Bid is**

Within Budget

Not Within Budget

**Date Bid Opened or Quote Received:**  
July 28, 2015

**Bid or Expiration Date:**  
August 27, 2015

**Company:**  
Alpha Video  
AVI Systems  
CompView

**Amount of Quote or Bid:**  
\$142,316.38  
\$145,441.58  
\$154,926.16

**Recommended Quote or Bid:**  
Alpha Video

\$142,316.38

## **General Information:**

Since 2009, we have planned for the upgrade and replacement of the production equipment in the Council Chambers. The goal of this project is to replace equipment that is nearing its end-of-life term and to upgrade the system to full high-definition broadcast capability. This project includes the following upgrades and replacements:

- Camera Systems – The current cameras are not high definition-compatible and must be replaced.
- Chamber Monitors – All of the monitors around the dais, as well as the monitor at the main podium, will be replaced. The two large display screens in the Chambers will remain.
- Video Routing System – The current video routing system is an analog setup and must be converted to digital. This will include replacing all of the cabling as well as the video processing and distribution equipment in the A/V Control Room. This will convert the system to a high-definition system.
- Crestron Touchpanel Control System – The Crestron system works as the master control system for the Chambers A/V system. With new panels and hardware, we will be able to create different user profiles, therefore simplifying the use of the system for staff, the majority of whom do not need access to the control of the entire system.

Alpha Video was the chosen vendor based not only on providing the lowest bid, but also due to our past positive experiences with them and their familiarity with our system. They also provided the proposal that was closest to our specific needs.

This project is classified as “Not Within Budget.” We originally budgeted \$150,000 for this project. While Alpha Video’s quote came in under that amount, it does not include the production switcher, which is the main control unit for live video production. It was critical to us that we got the production switcher that we felt best fit our needs. Because not every bidding vendor carries our chosen switcher, we decided to classify it as a separate purchase so as to not eliminate them from consideration. The cost of the switcher is approximately \$14,000 (we are still gathering our estimates at this time). So, with that added to Alpha Video’s quote of \$142,316.38, we are over the \$150,000 budget. However, this expense is being taken from our overall budget of PEG fees, and there are enough funds to cover this project.

There are two optional items on the estimate. I have decided to discard the first option, which would have installed a high definition Blu-ray player in the dais. I felt it was not worth the cost to add a piece of equipment that would likely not be used very often. This is an item that could be added later if the demand shows that it is there.

The second option is adding a “request-to-speak” system. This would add the capability for Council, commission or board members to signal electronically to the mayor or chair that they would like to speak. It is a low-cost way of adding this functionality using existing equipment. This can be added if the Council determines it is something they would like to utilize. The cost to add it is \$535, which would be in addition to the amount given above.

Work is expected to begin on Thursday, September 17<sup>th</sup>, and conclude around or before September 29<sup>th</sup>. There are no meetings scheduled in the Chambers during this time. With this upgrade to a new A/V production system, the City of Edina will continue to offer high-quality video broadcasts of the City’s meetings. Staff recommends awarding the Chambers A/V System Upgrade project to Alpha Video.



# COUNCIL CHAMBERS AV SYSTEMS PROJECT

**DATE:**  
July 28th, 2015

Prepared for:

**CITY OF EDINA**

Presented by:

Mike Pouh

Account Manager

Brian Mathison

Project Engineer



7690 Golden Triangle Dr.  
Eden Prairie, MN 55344



952.896.9898  
800.388.0008



info@alphavideo.com  
www.alphavideo.com





July 28<sup>th</sup>, 2015

City of Edina  
4801 West 50<sup>th</sup> Street  
Edina, MN 55424  
RE: Council Chamber AV System Project

Thank you for the opportunity to provide you with a response to your request for a bid for updating the AV technology within the Council Chambers.

Please note the following in regard to the bid:

- Alpha Video Quotation AAAQ32183-02 provides detailed pricing for the Base System. The Base System includes pricing for hardware, installation and office labor, Installation materials, 40 hours of system training, 1 year system guarantee, required bonds and tax.
- The Base Bid price does not include Option 1: Blu-Ray Player or Option 2: Request to Speak Crestron Programming. Pricing for these options are provided on the Alpha Video Quotation AAAQ32183-02.
- Year 2 and 3 Service Contract pricing is provided on Alpha Video Quotation AAAQ32183-02. Detailed information on the services as well as service rates are provided within the Service Agreement section of this response.

Please feel free to contact me if you have any questions.

Sincerely,

A handwritten signature in black ink, appearing to read 'Mike Pouh'.

Mike Pouh  
Alpha Video  
(952)841-3365  
[mike.pouh@alphavideo.com](mailto:mike.pouh@alphavideo.com)



ALPHA VIDEO & AUDIO, INC.



7711 Computer Ave  
Edina, MN 55435



952.896.9898  
800.388.0008



[info@alphavideo.com](mailto:info@alphavideo.com)  
[www.alphavideo.com](http://www.alphavideo.com)

# CNA SURETY

## Bid Bond

Bond No. Bid Bond

**CONTRACTOR:**  
(Name, legal status and address)

Alpha Video and Audio, Inc.  
7690 Golden Triangle Drive  
Eden Prairie, MN 55344

**SURETY:** Western Surety Company : SD Corporation  
(Name, legal status and principal place of business)

333 S. Wabash Avenue  
41st Floor  
Chicago, IL 60604

This document has important legal consequences. Consultation with an attorney is encouraged with respect to its completion or modification.

Any singular reference to Contractor, Surety, Owner or other party shall be considered plural where applicable.

**OWNER:**  
(Name, legal status and address)

City of Edina  
4801 West 50th Street  
Edina, MN 55424

**BOND AMOUNT:** 5% Five Percent of Amount Bid

**PROJECT:**  
(Name, location or address, and Project number, if any)

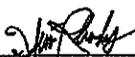
2015 City Council Chambers Audio/Visual Systems Project

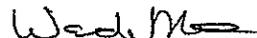
The Contractor and Surety are bound to the Owner in the amount set forth above, for the payment of which the Contractor and Surety bind themselves, their heirs, executors, administrators, successors and assigns, jointly and severally, as provided herein. The conditions of this Bond are such that if the Owner accepts the bid of the Contractor within the time specified in the bid documents, or within such time period as may be agreed to by the Owner and Contractor, and the Contractor either (1) enters into a contract with the Owner in accordance with the terms of such bid, and gives such bond or bonds as may be specified in the bidding or Contract Documents, with a surety admitted in the jurisdiction of the Project and otherwise acceptable to the Owner, for the faithful performance of such Contract and for the prompt payment of labor and material furnished in the prosecution thereof; or (2) pays to the Owner the difference, not to exceed the amount of this Bond, between the amount specified in said bid and such larger amount for which the Owner may in good faith contract with another party to perform the work covered by said bid, then this obligation shall be null and void, otherwise to remain in full force and effect. The Surety hereby waives any notice of an agreement between the Owner and Contractor to extend the time in which the Owner may accept the bid. Waiver of notice by the Surety shall not apply to any extension exceeding sixty (60) days in the aggregate beyond the time for acceptance of bids specified in the bid documents, and the Owner and Contractor shall obtain the Surety's consent for an extension beyond sixty (60) days.

If this Bond is issued in connection with a subcontractor's bid to a Contractor, the term Contractor in this Bond shall be deemed to be Subcontractor and the term Owner shall be deemed to be Contractor.

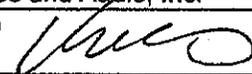
When this Bond has been furnished to comply with a statutory or other legal requirement in the location of the Project, any provision in this Bond conflicting with said statutory or legal requirement shall be deemed deleted herefrom and provisions conforming to such statutory or other legal requirement shall be deemed incorporated herein. When so furnished, the intent is that this Bond shall be construed as a statutory bond and not as a common law bond.

Signed and sealed this 28th day of July, 2015

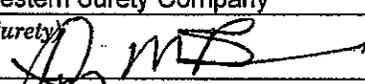
  
(Witness)

  
(Witness)



Alpha Video and Audio, Inc.  
(Principal)  (Seal)

(Title)

Western Surety Company  
(Surety)  (Seal)

(Title) Amy M. Burns, Attorney-in-Fact

**CORPORATE ACKNOWLEDGMENT**

STATE OF MINNESOTA

COUNTY OF Hennepin

On this 28th day of July, 2015 before me personally appeared Kevin Gross to me known, who being by me duly sworn, did say that he/she is the V.P. of the **Alpha Video and Audio, Inc.**, the corporation described in and which executed the foregoing instrument; that he/she knows the seal of said corporation; that the seal affixed to said instrument is such corporate seal; that it was so affixed by order of the Board of Directors of said corporation; and that he/she signed his/her name thereto by like order.

Notary Public, \_\_\_\_\_



**ACKNOWLEDGMENT OF CORPORATE SURETY**

STATE OF MINNESOTA

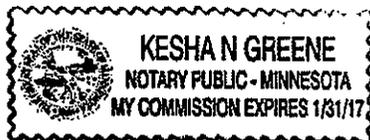
COUNTY OF HENNEPIN

On this 28th day of July, 2015 before me personally appeared Amy M. Burns to me known, who being by me duly sworn, did say that she is the aforesaid Attorney-in-Fact of the **WESTERN SURETY COMPANY**, a corporation; that the seal affixed to the foregoing instrument is the corporate seal of said corporation, and that said instrument was signed and sealed on behalf of said corporation by the aforesaid officer, by authority of its Board of directors; and the aforesaid officer acknowledged said instrument to be the free act and deed of said corporation.

Notary Public, \_\_\_\_\_

K. Greene

(Notary Seal)



# Western Surety Company

## POWER OF ATTORNEY APPOINTING INDIVIDUAL ATTORNEY-IN-FACT

Know All Men By These Presents, That WESTERN SURETY COMPANY, a South Dakota corporation, is a duly organized and existing corporation having its principal office in the City of Sioux Falls, and State of South Dakota, and that it does by virtue of the signature and seal herein affixed hereby make, constitute and appoint

**Amy M. Burns , Individually**

of St Louis Park, MN its true and lawful Attorney(s)-in-Fact with full power and authority hereby conferred to sign, seal and execute for and on its behalf bonds, undertakings and other obligatory instruments of similar nature

**- In Unlimited Amounts -**

Surety Bond No.: Bid Bond  
Principal: Alpha Video and Audio, Inc.  
Obligee: City of Edina

and to bind it thereby as fully and to the same extent as if such instruments were signed by a duly authorized officer of the corporation and all the acts of said Attorney, pursuant to the authority hereby given, are hereby ratified and confirmed.

This Power of Attorney is made and executed pursuant to and by authority of the By-Law printed on the reverse hereof, duly adopted, as indicated, by the shareholders of the corporation.

In Witness Whereof, WESTERN SURETY COMPANY has caused these presents to be signed by its Vice President and its corporate seal to be hereto affixed on this 22nd day of May, 2015.



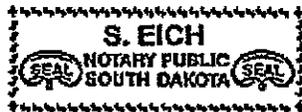
WESTERN SURETY COMPANY

Paul T. Bruflat  
Paul T. Bruflat, Vice President

State of South Dakota }  
County of Minnehaha } ss

On this 22nd day of May, 2015, before me personally came Paul T. Bruflat, to me known, who, being by me duly sworn, did depose and say: that he resides in the City of Sioux Falls, State of South Dakota; that he is the Vice President of WESTERN SURETY COMPANY described in and which executed the above instrument; that he knows the seal of said corporation; that the seal affixed to the said instrument is such corporate seal; that it was so affixed pursuant to authority given by the Board of Directors of said corporation and that he signed his name thereto pursuant to like authority, and acknowledges same to be the act and deed of said corporation.

My commission expires  
February 12, 2021



S. Eich  
S. Eich, Notary Public

### CERTIFICATE

I, L. Nelson, Assistant Secretary of WESTERN SURETY COMPANY do hereby certify that the Power of Attorney hereinabove set forth is still in force, and further certify that the By-Law of the corporation printed on the reverse hereof is still in force. In testimony whereof I have hereunto subscribed my name and affixed the seal of the said corporation this 28th day of July, 2015.



WESTERN SURETY COMPANY

L. Nelson  
L. Nelson, Assistant Secretary

**Authorizing By-Law**

**ADOPTED BY THE SHAREHOLDERS OF WESTERN SURETY COMPANY**

This Power of Attorney is made and executed pursuant to and by authority of the following By-Law duly adopted by the shareholders of the Company.

Section 7. All bonds, policies, undertakings, Powers of Attorney, or other obligations of the corporation shall be executed in the corporate name of the Company by the President, Secretary, and Assistant Secretary, Treasurer, or any Vice President, or by such other officers as the Board of Directors may authorize. The President, any Vice President, Secretary, any Assistant Secretary, or the Treasurer may appoint Attorneys in Fact or agents who shall have authority to issue bonds, policies, or undertakings in the name of the Company. The corporate seal is not necessary for the validity of any bonds, policies, undertakings, Powers of Attorney or other obligations of the corporation. The signature of any such officer and the corporate seal may be printed by facsimile.

**BID FORM**

**BID PROPOSAL FOR:** CITY OF EDINA COUNCIL CHAMBERS  
AV SYSTEMS PROJECT  
4801 West 50<sup>th</sup> Street  
EDINA, MN 55424

**BID TO:** CITY OF EDINA  
4801 West 50<sup>th</sup> Street  
EDINA, MN 55424

**BID FROM:** Alpha Video and Audio, Inc.

We have examined the Contract Documents for the proposed City of Edina Council Chamber – AV Systems Project as prepared by TouchPoint Logic, Chanhassen, Minnesota and the conditions affecting the work.

In accordance therewith the undersigned proposed to furnish all labor and materials for Construction as set forth in the Contract Documents.

1. Accompanying this proposal is a Bid Security for all work, required to be furnished by Contract Documents, the same being subject to forfeiture in the event of default by the undersigned.
2. I agree to complete the Project, provided a contract is executed within thirty (30) calendar days, by Friday, October 2, 2015.
3. I understand the Owner reserves the right to reject any or all bids, and it is agreed that this bid may not be withdrawn for a period of thirty (30) days from the opening thereof.
4. I agree that my bid will include a copy of the Equipment list, with all the unit prices indicated, for *Architecturally Integrated Audio-Video Equipment – Council Chambers and Control Room.*

Base Bid – Council Chambers and Control Room AV Systems

The Bidder agrees to perform all work for the Base Bid Sum of:

One hundred forty-two thousand three hundred sixteen and thirty-eight cents Dollars \$ 142,316.38

DATE: 7/27/2015

TELEPHONE NUMBER: ( 952 ) 841 - 3365

FIRM NAME: Alpha Video and Audio, Inc.

FAX NUMBER: ( 952 ) 896 - 9899

ADDRESS: 7690 Golden Triangle Drive

BY: Mike Pouh

Eden Prairie, MN 55344

TITLE: Account Executive

mike.pouh@alphavideo.com

STATEMENT OF COMPLIANCE WITH WORKERS COMPENSATION ACT

Page One of Two

The undersigned hereby states that (he) (she) (it) is in full compliance with Minnesota Worker's Compensation Act, M.S.A. 176.01 et. seq., and gives this Statement as evidence thereof as per Minnesota Statutes, Section 176.182.

The undersigned hereby states that (he) (she) (it) carries workers compensation insurance in the amount of \$ 1,000,000 in compliance with Minnesota Statutes, Section 176.181(2).

The undersigned hereby states that if (he) (she) (it) is exempt from the Minnesota Worker's Compensation Act for the following reason(s):

That the only persons engaged in the businesses are:

\_\_\_\_ The partners, their spouses, parents or children, regardless of age; or

\_\_\_\_ The executive officer, who owns more than 25% of the stock, his or her spouse, parents or children, regardless of age, of a closely held corporation with less than 22,880 hours of payroll per year; or

\_\_\_\_ Persons whose employment is casual, and not in the usual course of the trade, business, profession or occupation of the undersigned; or

\_\_\_\_ Persons employed by the corporation where those persons are related by blood or marriage, within the third degree of kindred according to the rules of civil law; to all of the officers of the corporation and the corporation has filed a written election with the Commissioner of Labor and Industry to have those persons excluded from the Minnesota Worker's Compensation Act; or

\_\_\_\_ Other: (Cite Legal Authority)

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

The undersigned shall indemnify, defend and hold the City of Edina harmless from any and all damages and claims that may arise by reason of any injury to the undersigned,(his) (her) (its) agents or employees, in the performance of the contract with the City; and in case any action is brought therefore against the City of Edina, the undersigned shall assume full responsibility for the defense thereof, and upon (his) (her) (its) failure to do so on proper notice, the City of Edina reserves the right to defend such action and to charge all costs thereof to the undersigned.

In furtherance of this statement of compliance with Minnesota Statutes, Section 176.182, the undersigned of the attached certificate of workers' compensation insurance that provides the name of the insurance company, the policy number and dates of coverage or the attached copy of the permit to self-insure.

STATEMENT OF COMPLIANCE WITH WORKERS COMPENSATION ACT

Page Two of Two

Dated this 27th day of July, 2015.

Alpha Video and Audio, Inc.

Contracting Firm Name

  
Signature

Controller

Title

7690 Golden Triangle Drive

Address

Eden Prairie, MN 55344

City State Zip

952-841-3365

Telephone Number

CORPORATE ACKNOWLEDGMENT

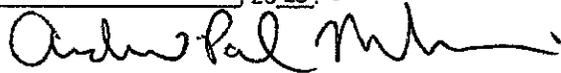
Dated this 27th day of July, 2015.

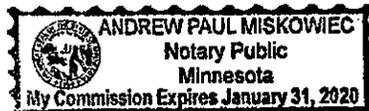
Alpha Video and Audio, Inc.

7690 Golden Triangle Drive

Eden Prairie, MN 55344

Subscribed and sworn to before me this 27th day of July, 2015.







7690 Golden Triangle Drive, Eden Prairie, MN 55344  
 Phone: 952-896-9898 - Fax 952-896-9899 - Visit us at www.alphavideo.com

# Quotation

Date	Quote #	Cust #
07/27/15	AAAQ32183-01	ED1004

We are an equal opportunity employer

Prepared For:	Sales Representative:
Jennifer Bennerotte City of Edina 4801 W. 50th St. Edina, MN 55424 USA  <b>Phone:</b> (952)833-9520 <b>Fax:</b> 952)826-0390 <b>Terms:</b> NET 30 <b>Ship via:</b> Best Way	<b>Mike Pouh</b> Sales Executive 952-841-3365 mike.pouh@alphavideo.com

ID #	Item	Description	Qty	Unit Price	Ext. Price
<b>BASE SYSTEM</b>					
1	Pro3	Crestron 3-Series Control System	1	\$2,940.00	\$2,940.00
2	TPMC-V15-B	Crestron V-Panel Integrated 15" HD Touch Screen, Black	1	\$4,440.00	\$4,440.00
3	TSW-552-B-S	Crestron 5" Touch Screen, Black Smooth	2	\$720.00	\$1,440.00
4	TSW-550-TTK-B-S	Crestron TableTop Kit for TSW -550, Black Smooth	2	\$85.00	\$170.00
5	TSW-1052-B-S	Crestron 10.1" Touch Screen, Black Smooth	1	\$1,330.00	\$1,330.00
6	TSW-1050-TTK-B-S	Crestron TableTop Kit for TSW -1050, Black Smooth	1	\$135.00	\$135.00
7	FT-TSC600-B	Crestron Flip-Top Touch Screen-Black	1	\$1,830.00	\$1,830.00
8	FTA-PWR-102	Crestron Flip-Top AC Power Outlet Module, Dual, US NEMA 5, Type B	1	\$90.00	\$90.00
9	GLS-ODT-C-CN	Crestron Dual Technology Occupancy Sensor with Cresnet, 2000 Sq Ft	1	\$155.00	\$155.00
10	BRCZ330	Sony HD 1/3 1CMOS P/T/Z Color Video Camera	5	\$3,270.00	\$16,350.00
11	BRBKIP10	Sony HDSDI Output Board for BRCZ330	5	\$1,320.00	\$6,600.00
12	BRCWMZ330	Sony Wall Mount Bracket	5	\$165.00	\$825.00
13	RM-IP10	Sony Camera Controller	1	\$1,640.00	\$1,640.00
14	43042	Winsted 45" Steel Top and Modesty Panel	1	\$460.00	\$460.00
15	43044	Winsted 57" Steel Top and Modesty Panel	1	\$510.00	\$510.00
16	43061	Winsted E-Soc End Frames	1	\$415.00	\$415.00
17	43062	Winsted E-Soc Intermediate Frame	1	\$355.00	\$355.00
18	43542	Winsted 48" Endurance Plus Work Surface	1	\$310.00	\$310.00
19	43544	Winsted 60" Endurance Plus Work Surface	1	\$380.00	\$380.00
20	E5082	Winsted Double LCD Pole Mount	2	\$520.00	\$1,040.00



7690 Golden Triangle Drive, Eden Prairie, MN 55344

Phone: 952-896-9898 - Fax 952-896-9899 - Visit us at www.alphavideo.com

## Quotation

Date	Quote #	Cust #
07/27/15	AAAQ32183-01	EDI004

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ID #	Item	Description	Qty	Unit Price	Ext. Price
21	W6493	Winsted 2 Articulating Arm Mounts- 28.5"Post	1	\$555.00	\$555.00
22	PTRK-14	Middle Atlantic 14 Space Rolling Rack	1	\$455.00	\$455.00
23	ERK-4425-AV	Middle Atlantic ERK Series Rack, 44U, 28" Deep	1	\$1,275.00	\$1,275.00
24	CFR-10-16	Middle Atlantic 10 Space Equipment Rack	1	\$195.00	\$195.00
25	K0P100B	Chief Kontour K0 Pole Mount with Extreme Tilt Pitch/Pivot	13	\$85.00	\$1,105.00
26	K1D120B	Chief Height-Adjustable Dual Arm Desk Mount	1	\$145.00	\$145.00
27	DM-MD16x16	Crestron 16x16 Digital Media Switcher	1	\$4,775.00	\$4,775.00
28	DMC-C	Crestron HDBaseT Certified Digital Media 8G+™ Input Card	5	\$610.00	\$3,050.00
29	DMC-SDI	Crestron SDI Input Card	2	\$665.00	\$1,330.00
30	DMC-4K-HD	Crestron HDMI Input Card	1	\$445.00	\$445.00
31	DMC-4K-CO-HD	Crestron 2-Channel HDBaseT Certified 4K Digital Media 8G+ Output Card	4	\$720.00	\$2,880.00
32	DMC-STRO	Crestron Streaming Output Card	1	\$1,665.00	\$1,665.00
33	DM-TX-201-C	Crestron Digital Media 8G+ Transmitter 201	5	\$720.00	\$3,600.00
34	DM-RMC-SCALER-C	Crestron Digital Media 8G+ Receiver & Room Controller w/Scaler	7	\$775.00	\$5,425.00
35	BMD-CONVMBSH4K	Blackmagic Design Mini Converter SDI to HDMI	1	\$260.00	\$260.00
36	BMD-CONVMBHS24K	Blackmagic Design Mini Converter HDMI to SDI	2	\$260.00	\$520.00
37	VM-16H	Kramer 1:16 HDMI Distribution Amplifier	1	\$815.00	\$815.00
38		APC UPS Network Management Card 2	4	\$390.00	\$1,560.00
39	UN43J5200	Samsung 43" HD Monitor for connection to Production Switcher	1	\$495.00	\$495.00
40	AEW-5413AC	Audio Technica Dual Channel Wireless System	1	\$2,830.00	\$2,830.00
41	U851A	Audio Technica Cardioid Condenser Boundary Microphone	2	\$210.00	\$420.00
42	UN24H4500AFXZA	Samsung 24" TV monitor(controllable via RS-232) Live TV monitor Connected to Comcast box	1	\$205.00	\$205.00
43	S22C650P	Samsung 22" Computer monitor(1920x1080 resolution)	16	\$255.00	\$4,080.00
<b>SubTotal</b>					<b>\$79,500.00</b>
44	Alpha Video	Installation Labor	1	\$35,320.00	\$35,320.00
45	Alpha Video	Installation Materials	1	\$8,800.00	\$8,800.00



7690 Golden Triangle Drive, Eden Prairie, MN 55344  
 Phone: 952-896-9898 - Fax 952-896-9899 - Visit us at www.alpha-video.com

# Quotation

Date	Quote #	Cust #
07/27/15	AAAQ32183-01	EDI004

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ID #	Item	Description	Qty	Unit Price	Ext. Price
46	Alpha Video	Training	1	\$4,030.00	\$4,030.00
47	Alpha Video	1 Year Guarantee	1	\$3,735.00	\$3,735.00
<b>SubTotal</b>					<b>\$51,885.00</b>
48	Alpha Video	Payment & Performance Bonds	1	\$1,280.00	\$1,280.00
<b>SubTotal</b>					<b>\$1,280.00</b>
49	<b>Running SubTotal</b>				<b>\$132,665.00</b>

A 3% convenience will be added for credit card payments.

Sub Total	\$132,665.00
Sales Tax	\$9,651.38
Shipping	\$0.00
<b>Total</b>	<b>\$142,316.38</b>

Accepted by: \_\_\_\_\_ Date: \_\_\_\_\_ PO: \_\_\_\_\_

All information contained within this quote is valid for the next 30 days. Thereafter, all prices and applicable charges are subject to change.  
 MINIMUM 15% RESTOCKING FEE WITH ORIGINAL PACKAGING.



7690 Golden Triangle Drive, Eden Prairie, MN 55344  
 Phone: 952-896-9898 - Fax 952-896-9899 - Visit us at www.alphavideo.com

# Quotation

Date	Quote #	Cust #
07/27/15	AAAQ32183-02	EDI004

We are an equal opportunity employer

Prepared For:	Sales Representative:
Jennifer Bennerotte City of Edina 4801 W. 50th St. Edina, MN 55424 USA  <b>Phone:</b> (952)833-9520 <b>Fax:</b> 952)826-0390 <b>Terms:</b> NET 30 <b>Ship via:</b> Best Way	<b>Mike Pouh</b> Sales Executive 952-841-3365 mike.pouh@alphavideo.com

ID #	Item	Description	Qty	Unit Price	Ext. Price
<b>Option 1: Blu-Ray Player</b>					
1	DMC-C	Crestron HDBaseT Certified Digital Media 8G+™ Input Card	1	\$610.00	\$610.00
2	DM-TX-201-C	Crestron Digital Media 8G+ Transmitter 201	1	\$720.00	\$720.00
3	BLU-RAY PLAYER	Blu-Ray Player	1	\$220.00	\$220.00
4	IRP2	Crestron IR Emitter Probe	1	\$30.00	\$30.00
<b>SubTotal</b>					<b>\$1,580.00</b>
5	Alpha Video	Installation Labor	1	\$845.00	\$845.00
6	Alpha Video	Installation Materials	1	\$155.00	\$155.00
<b>SubTotal</b>					<b>\$1,000.00</b>
7	<b>Running SubTotal</b>				<b>\$2,580.00</b>
<b>Option 2: Request to Speak Crestron Programming</b>					
8	Alpha Video	Installation Labor	1	\$535.00	\$535.00
<b>SubTotal</b>					<b>\$535.00</b>
9	<b>Running SubTotal</b>				<b>\$3,115.00</b>
<b>Service Contract Options</b>					
10	Year 2 Service Contract	Alpha Video Service Contract	1	\$6,320.00	\$6,320.00
11	Year 3 Service Contract	Alpha Video Service Contract	1	\$6,400.00	\$6,400.00
<b>SubTotal</b>					<b>\$12,720.00</b>

A 3% convenience will be added for credit card payments.

Sub Total	\$15,835.00
Sales Tax	\$1,152.00
Shipping	\$0.00
<b>Total</b>	<b>\$16,987.00</b>

Accepted by: \_\_\_\_\_ Date: \_\_\_\_\_ PO: \_\_\_\_\_

All information contained within this quote is valid for the next 30 days. Thereafter, all prices and applicable charges are subject to change. MINIMUM 15% RESTOCKING FEE WITH ORIGINAL PACKAGING.



# COUNCIL CHAMBERS AV SYSTEMS SERVICE AGREEMENT

**DATE:**  
July 28, 2015

Prepared for:

**CITY OF EDINA**

Presented by:

Mike Pouh  
Brian Mathison  
John Seidlitz



7690 Golden Triangle Dr.  
Eden Prairie, MN 55344



952.896.9898  
800.388.0008



info@alphavideo.com  
www.alphavideo.com



# Service Agreement

This service agreement between City of Edina, (Client) and Alpha Video describes certain services Alpha Video shall furnish related to a system owned or supervised by the Client. These services will be rendered in consideration of a fee paid by the Client to Alpha Video. This agreement will be executed for each system/room and includes only those components as described in Addendum #1.

**System Location (Site):** Edina City Hall  
4801 W 50<sup>th</sup> St  
Edina, Mn 55424

**System(s) Description(s):** Council Chamber Upgrade.

## **Service Response:**

### **1. Phone Support**

Alpha Video will respond within 1-2 hours of client request for phone support. Alpha Video will make every reasonable effort to restore the system(s) to normal functionality by using an on-site employee of the Client that is familiar with the systems and their functionality. If repairs or restoration of functionality are not possible during the initial service phone call Alpha Video's support technician may request a remote login session or consultation with a manufacturer, prior to further support. Hours for support are Monday through Friday from the hours of 8am to 5pm. Holidays that Alpha Video honor are not covered for support. See Addendum #2.

### **On-site Support**

Our technician will be on-site within 1-2 days after that notification. Alpha Video will make every reasonable effort to restore the system(s) to its normal function. If permanent repairs are not possible during the service call due to lack of parts, availability or failed equipment, permanent repairs will be made as soon as the equipment is repaired or parts can be obtained. Alpha Video may request to re-configure the room(s) / system(s) for some functionality while the failed components(s) are repaired. This technician may be a subcontractor working on behalf of Alpha Video. Shipping costs for parts and equipment are included. All costs for the technician's labor and travel are covered. All costs for internal processing labor at Alpha Video are covered. Alpha Video does not cover the expense of equipment failures, parts or repairs that are out of the manufacturer's warranty or if the equipment has been abused or used outside of its normal operation procedure. If Alpha Video's Rental Dept. has equipment that is applicable and available during the repair time line, that equipment will be made available to the Client at 50% off the normal rental rate until the repairs can be completed.

2. The Client agrees that prompt and full access to the system will be granted to Alpha Video any time Alpha Video is on-site to service or maintain the system. It is the responsibility of the Client to provide remote access to the IP addressable components of this system as needed and if applicable. It is the responsibility of the Client to provide any passwords for the components of this system as needed and if applicable. (Crestron, Biamp, Servers, DVR's etc.
3. This agreement does not include emergency 24/7 service of the system.
4. The first year of this Service Agreement does not include a preventative maintenance visit to the system location to perform preventative maintenance on the equipment listed in addendum #1.
5. The Service Agreement for the second and third year does include four (4) preventative maintenance visits during each year of the Service Agreement on the equipment listed in addendum #1. This visit is to be scheduled at a mutually agreed on date and time. Software updates will be provided if there is no cost for the software and if it is applicable to be updated.
5. This agreement does not apply to a system or system components manufactured by companies for which Alpha Video is not a dealer or distributor and did not install.
6. The annual fee for the first year of the Service Agreement is \$ 3,735.00  
The annual fee for the second year of the Service Agreement is \$ 6,320.00.  
The annual fee for the third year of the Service Agreement is \$ 6,400.00.
7. This agreement shall begin at 12:01 AM on ??/??/2015 and end at 11:59 PM on ??/??/2016. Thirty to forty five days prior to the expiration of this agreement Alpha Video may supply a renewal option.
8. Custom programming codes and files will remain in custody of Alpha Video while a system or systems are in a Warranty or Service agreement time period. This includes programming for Crestron, AMX, Extron, and various DSP equipment installed and supported by Alpha Video. If changes to a program or code are made by anyone other than Alpha Video, the Warranty or Service agreement can be terminated by Alpha Video. Alpha Video is not obligated to refund any payments made by the Client for that Warranty or Service agreement. The Client will incur the cost to reload any programming to keep them in good standing if they chose to continue their Warranty or Service agreement. Once an installed system is out of Warranty or a Service agreement the files can be supplied to the Client if requested.
9. Parts, repairs and support that are not covered in this SMA will be billed on a time and materials basis at Alpha Video's current service rates. These rates may change at any time and without notice. Sr Engineering at 125.00 per hour. Engineering at 100.00 per hour. Programming at 110.00 per hour. Project Management at 95.00 per hour. Service technician at \$100.00 per hour. Bench technician at \$120.00 per hour. Installation technician at \$90.00 per hour. Travel at \$50.00 per hour. Hotel, air fare, car rental and per diem costs as incurred.
10. In the event the Client has not paid the billed fee within 60 days of the due date, Alpha Video will, re-invoice via certified mail. If there is no response in 5 business days Alpha Video can terminate this contract. The Client is responsible for any services or time of service performed at current rates on a pro-rated basis.

11. Alpha Video warrants that we will provide service to the Client's system substantially in accordance with the terms of this agreement. If the Client believes that Alpha Video is not providing service in accordance with this agreement while it's in force, the Client will contact Alpha Video via certified mail. If there is no response in 5 business days the Client can terminate this contract and reduce payment or request remittance for any services already performed at current rates on a pro-rated basis.
12. Alpha Video will use its best efforts to correct any deviation from this agreement within a reasonable time after notification. The Client agrees that the foregoing constitutes the Client's sole and exclusive remedy for breach by Alpha Video under any warranty under this agreement. The warranty and remedy provided herein are exclusive and in lieu of all other warranties (express or implied) including but not limited to the implied warranties of merchantability, performance, and fitness for a particular purpose. The Client assumes all risk as to the suitability, quality, and performance of the system. In no event will Alpha Video, or its directors, officers, employees, or affiliates be liable for any consequential, incidental, indirect, special, or exemplary damages arising out of the use or existence of the system in whole or part or use of Alpha Video's service, even if Alpha Video has been advised of the possibility of such damages. Alpha Video's liability to the Client (if any) for actual direct damages for any cause whatsoever, and regardless of the form of the action, will be limited to, and shall not exceed, the fee for the current term of the agreement.
13. If the Client is not also the Owner of the system, the Client represents that they may lawfully enter into contracts as representatives of the Owner and have full and complete authority granted to them by the Owner over service and maintenance of the system, including, but not limited to, expenditures for maintenance, repair, and component replacement of the system. The Client, if not the Owner, also asserts that they have the authority to obligate the Owner to the terms of this contract.
14. In the event the ownership of the system changes, the Client ceases to be a representative of the system Owner (if different), or the system is taken out of service wholly and completely during the term of this agreement, the Client may terminate this agreement by notifying Alpha Video in writing of the change in status. The value of any services that have been provided from the inception or renewal of the agreement up to the date of notification will be calculated based on current rates for those services and any over-payment will be refunded. If based on this recalculation, it is determined there is a balance due to Alpha Video, this balance will be billed in accordance with current practices.
15. In this agreement, the term "Client" includes the business entity, as well as the directors, officers, employees, affiliates, and assigns of the business entity, jointly and/or separately.
16. No oral or written statement, understanding, or document other than amendments or addendums properly executed by both parties and attached to this agreement shall in any way extend, modify, or add to the foregoing agreement.

**Client:**

Edina City Hall  
4801 W 50<sup>th</sup> St  
Edina, Mn 55424

**Provider:**

Alpha Video & Audio, Inc.  
7690 Golden Triangle Dr  
Eden Prairie, Mn 55344

Service: 952-841-3364  
Main Office 952-896-9898

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Signature (Client)

Date

---

Signature (Alpha Video)

Date

**The following addendums are a part of this agreement:**

\_\_\_ **Addendum #1:**

Service Agreement Equipment Description

\_\_\_ **Addendum #2:**

Alpha Video Holidays

**Service Support Contact Information:**

Service Coordinator Phil Lang 952-841-3364 [philip@alphavideo.com](mailto:philip@alphavideo.com)

Service Manager John Seidlitz 952-841-3336 [johns@alphavideo.com](mailto:johns@alphavideo.com)

Email Support [Support@alphavideo.com](mailto:Support@alphavideo.com)

Main Office 952-896-9898

**Addendum #1**

**SERVICE AGREEMENT EQUIPMENT DESCRIPTION**  
REFERENCE QUOTE# AAAQ32183

**Addendum #2:**

Alpha Video 2015

Holiday Schedule

<u>Date</u>	<u>Holiday</u>
Thursday, January 1 <sup>st</sup>	New Year's Day
Friday, April 3 <sup>rd</sup>	Good Friday
Monday, May 25 <sup>th</sup>	Memorial Day
Friday, July 4 <sup>th</sup>	Independence Day
Monday, September 7 <sup>th</sup>	Labor Day
Thursday, November 26 <sup>th</sup>	Thanksgiving
Friday, November 27 <sup>th</sup>	Thanksgiving
Thursday, December 24 <sup>th</sup>	Christmas Eve
Friday, December 25 <sup>th</sup>	Christmas Day

Alpha Video 2016

Holiday Schedule

<u>Date</u>	<u>Holiday</u>
Friday, January 1 <sup>st</sup>	New Year's Day
Friday, March 25 <sup>th</sup>	Good Friday
Monday, May 30 <sup>th</sup>	Memorial Day
Monday, July 4 <sup>th</sup>	Independence Day
Monday, September 5 <sup>th</sup>	Labor Day
Thursday, November 24 <sup>th</sup>	Thanksgiving
Friday, November 25 <sup>th</sup>	Thanksgiving
Thursday, December 24 <sup>th</sup>	Christmas Eve
Monday, December 26 <sup>th</sup>	Christmas