

**COUNTY OF TULARE
SERVICES AGREEMENT
WITH SERBAN SOUND AND COMMUNICATION**

THIS AGREEMENT ("Agreement") is entered into as of _____, between the **COUNTY OF TU-LARE**, a political subdivision of the State of California ("COUNTY"), and SERBAN'S BACKGROUND MUSIC, INC, a California Corporation ("CONTRACTOR"). COUNTY and CONTRACTOR are each a "Party" and together are the "Parties" to this Agreement, which is made with reference to the following:

- A.** COUNTY wishes to retain the services of CONTRACTOR for the purpose of providing technology upgrades to the Board of Supervisors Chamber and other spaces referred to as PROJECT; and
- B.** CONTRACTOR has necessary licenses and qualifications to provide the services required by the COUNTY to complete this project; and
- C.** CONTRACTOR is willing to enter into this AGREEMENT with COUNTY upon terms and conditions set forth herein.

THE PARTIES AGREE AS FOLLOWS:

- 1. TERM:** This Agreement becomes effective as of March 19, 2019 and expires at 11:59 PM on December 31, 2019 unless earlier terminated as provided below, or unless the Parties extend the term by a written amendment to this Agreement.
- 2. SERVICES:** See attached **Exhibits A**
- 3. PAYMENT FOR SERVICES:** See attached **Exhibit B**
- 4. INSURANCE:** Before approval of this Agreement by COUNTY, CONTRACTOR must file with the Clerk of the Board of Supervisors evidence of the required insurance as set forth in the attached **Exhibit C**.
- 5. GENERAL AGREEMENT TERMS AND CONDITIONS:** COUNTY'S "General Agreement Terms and Conditions" are hereby incorporated by reference and made a part of this Agreement as if fully set forth herein. COUNTY'S "General Agreement Terms and Conditions" can be viewed at <http://tularecountycounsel.org/default/index.cfm/public-information/>
- 6. NOTICES:** (a) Except as may be otherwise required by law, any notice to be given must be written and must be either personally delivered, sent by facsimile transmission or sent by first class mail, postage pre-paid and addressed as follows:

COUNTY:

General Services Agency
Capital Projects Division
2637 W Burrel Avenue, Suite 200
Visalia, CA 93291
Phone No.: 559-205-1100

With a Copy to:

COUNTY ADMINISTRATIVE OFFICER
2800 W. Burrel Ave.
Visalia, CA 93291
Phone No.: 559-636-5005
Fax No.: 559- 733-6318

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CONTRACTOR:

Serban's Background Music
10010 Rosedale Highway
Bakersfield, CA 93312
Phone No.: 661-371-3300
Fax No.: 661-371-2626
Email: JBrink@Serban.com

(b) Notice personally delivered is effective when delivered. Notice sent by facsimile transmission is deemed to be received upon successful transmission. Notice sent by first class mail will be deemed received on the fifth calendar day after the date of mailing. Either Party may change the above address by giving written notice under this section.

7. AUTHORITY: CONTRACTOR represents and warrants to COUNTY that the individual(s) signing this Agreement on its behalf are duly authorized and have legal capacity to sign this Agreement and bind CONTRACTOR to its terms. CONTRACTOR acknowledges that COUNTY has relied upon this representation and warranty in entering into this Agreement.

8. COUNTERPARTS: The Parties may sign this Agreement in counterparts, each of which is an original and all of which taken together form one single document.

[THIS SPACE LEFT BLANK INTENTIONALLY; SIGNATURES FOLLOW ON NEXT PAGE]

**COUNTY OF TULARE
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THE PARTIES, having read and considered the above provisions, indicate their agreement by their authorized signatures below.

Serban's Background Music

Date: _____

By _____

Print Name _____

Title _____

Date: _____

By _____

Print Name _____

Title _____

[Pursuant to Corporations Code section 313, County policy requires that contracts with a **Corporation** be signed by both (1) the chairman of the Board of Directors, the president or any vice-president (or another officer having general, operational responsibilities), and (2) the secretary, any assistant secretary, the chief financial officer, or any assistant treasurer (or another officer having recordkeeping or financial responsibilities), unless the contract is accompanied by a certified copy of a resolution of the corporation's Board of Directors authorizing the execution of the contract. Similarly, pursuant to California Corporations Code section 17703.01, County policy requires that contracts with a **Limited Liability Company** be signed by at least two managers, unless the contract is accompanied by a certified copy of the articles of organization stating that the LLC is managed by only one manager.]

COUNTY OF TULARE

Date: _____

By _____

Chairman, Board of Supervisors

ATTEST: Jason T. Britt
County Administrative Officer/Clerk of the Board
of Supervisors of the County of Tulare

Date: _____

By _____

Deputy Clerk

Approved as to Form
County Counsel

Date: _____

By _____

Deputy

Matter #



March 1, 2019

REQUEST FOR PROPOSAL

**FOR AUDIOVISUAL MODERNIZATION BOARD
CHAMBERS TECHNOLOGY UPGRADE**

**County of Tulare
General Services Agency
Capital Projects Division
2637 W Burrell Ave., Suite
200, Visalia, CA 93291
559-205-1100**

**Kyle Taylor, Capital Projects Coordinator III County
of Tulare Capital Projects**

****Serban Sound & Communications will satisfy the insurance as detailed and listed in Exhibit
A, Insurance Requirements.**



General Information

Company History

Serban Sound & Communications is a Low Voltage Systems Contractor located in Bakersfield, California (Established in 1968). As technology became more complex and advanced, Serban Sound & Communications added additional manufacturing lines in order to fill the market need for total low voltage communication solutions. We have continually stayed ahead of the competition by intensifying our customer focus and by providing comprehensive solutions. Serban Sound & Communications has always believed that a strong emphasis in education, service, and support was the way to distinguish itself from its more price-oriented competitors.

Mission Statement

A sincere promise to the community we serve to deliver excellence in video, audio and communication systems and support.

Brand Statement

Serban Sound & Communications is committed to fostering customer relationships built on trust. It is our responsibility to build confidence in technology. Taken at face value, our name represents the nature of our work: a collaborative, educated and honest approach that brings multiple manufacturers into sharp focus and offers unique and sophisticated solutions. At the heart of our operations is our passion for creating better choices for future generations and our belief that we have a responsibility to constantly learn and share relevant information to help people improve their lives. As we teach, we learn, constantly seeking the most current information and the most progressive, yet realistic, innovative solutions.

Positioning Statement

Serban Sound & Communications systems work. Our technicians are trained, certified, and prepared to skillfully install and maintain systems with a minimum of inconvenience and downtime. We maintain a staff of highly educated team players that establish lasting relationships with our customers while proactively providing knowledge, support, service, training, and installation.

Sales Commitment

Our sales staff focuses on customer relationships. We take pride in our professional appearance, detailed proposals, and business ethics. Our goal is to educate our clients, so they can make the right decision. We provide the best products and service available by establishing communication, trust, and understanding.

Services & Systems

Our reputation is etched in the ability to provide excellent service and unparalleled support for all our markets. Services include Consulting, Technology Construction Management, Design-Build, Installation, Training, and Support. We operate under a C7 and a C10 license installing and maintaining Low Voltage Communication Systems.

These systems include but are not limited to: Commercial Television, Drive-Thru Communications, Master Antenna Television (MATV), Fiber Optic Solutions, Open Wiring Communications, Local Area Networks (LANS), Wide Area Networks (WANS), Intercom Systems, MUZAK Background Music, Satellite Delivery, Messages on Hold, In Store Advertising, Integrated Solutions, Television Distributions Systems, Video Distribution Systems, Media Retrieval Systems, Telephone Systems, VOIP Solutions, Sound Systems, Wireless Microphones, Assistive Listening Devices, Master Clock, Security, Fire Alarm Systems, Paging Systems, Closed Circuit Television CCTV, Public Address Paging Systems, Sound Masking, Nurse Call, Intercom Systems, Touch Screen Control Systems, and Audio Video Signaling Systems.

Sound Masking

Sound Masking systems help eliminate auditory distractions. From creating a comfortable open office plan environment to providing conversation privacy our systems are designed to meet your needs.

Sound Systems

Whether it's a Performing Arts Center, Football Stadium, Sanctuary, or just a small business, if you have a need, Serban Sound & Communications has a solution. From music and/or speech applications to portable systems our Sound Systems are designed to meet the needs of your facility.

Touch-Screen Control Systems

Touch-Screen Control Systems integrate and control low voltage communication systems such as audio, video, Internet, and computers.

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Video Distribution Systems

From sending video to a television set to a centralized video media delivery and management system, video distribution systems help people meet the technology challenges of today.

Intercom Systems

Whether small or large our 2-way audio communication intercom systems are designed to meet the challenges. From economical tabletop intercoms to fully integrated communication systems our designs have the capability to support your needs.

Telephone Systems

Whether it is a Voice over IP solution or your standard phone systems we can design a system to meet all your needs.

Public Address Systems

Our Public Address Systems sound bells, horns, sirens, and speech to notify staff and visitors.

Nurse Call

Our emergency response systems encourage long-term care, acute care, clinic, and Doctors' offices to operate more efficiently.

Supervised Paging Systems

Supervised Paging Systems insure that messages are heard. Whether it's overhead paging, emergency sirens, bells, and/or horns these systems offer multiple ways of notifying people. Supervised systems notify you of system failures before emergencies occur.

Security Systems

From Closed Circuit Television to Access Control Systems we have the ability to handle all of your Surveillance needs. If you are looking for Central Station Monitoring Services or just wish to remotely monitor the system yourself, our Web Based Video Security Systems have the capability to do it.

Infrastructure Connectivity

Whether it's Local Area Networks, Wide Area Networks, and/or Fiber Optic Solutions you're looking for we have the staff and expertise to design and install the system that is right for you.

Installation Department

Our installation department is equally at home either as a prime or sub-contractor working on a new construction site or a rework project. A qualified factory trained technician is assigned to oversee each of our projects and all of our technicians must undergo a rigorous training program in order to advance in the organization. This ongoing educational process assures you, our client, that ongoing competent and knowledgeable personnel will be performing the work on your project.

Direct Material Sales Division

In order to support our contract sales, we maintain a sizeable inventory of "rough-in" and "finish" materials for all types of communications & low voltage systems. The advantage gained in the quantity purchasing is passed along to our customers in the form of competitive pricing. Please be sure to give our direct sales division the opportunity to bid on your next purchase of sound, voice, video, intercom, data, and communication equipment.

Rental Division

Our rental division maintains a complete inventory of sound equipment in order to support your every need. We also maintain factory certified technicians trained to operate the equipment.

Service and Maintenance Department

Rounding out the department is our service and maintenance department. We offer complete after sales service on either a maintenance contract or time and materials basis.

Guaranteed Quality

At Serban Sound & Communications, our hallmark is quality. We strive to provide the best and most cost-effective solutions on schedule. Our service and installation comes with the Serban customer satisfaction guarantee.

Company Locations and Facilities

Serban Sound & Communications is in a 15,000 square foot office conveniently located in Northwest Bakersfield off Rosedale Highway. The building includes conference rooms, offices, warehouse, and vehicle storage. All deliveries and shipments are serviced at this location.



Engineering and Consulting Services

We at Serban Sound & Communications consider our engineering department a major strength of the organization. Engineering responsibilities include: Technical review of all proposals prior to presentation by the marketing department. The services of our engineering department are also available directly to our clients on either a consulting basis or under a design build contract. Our consulting teams bring an in-depth understanding of the unique needs and challenges that face companies embarking on technical projects. We often draw on the skills of the entire Serban Sound & Communications consulting team to fulfill all your communication needs!

Technology Construction Management

Serban Sound & Communications provides clients with project solutions where an aggressive schedule is required or where there are complicated technical, or client business needs to be managed within a controlled cost plan.

Time and Materials

Time includes from the technician's location to your site until the task is completed. Availability of equipment is determined at the time of your request.

Warranty

Serban Sound and Communications will provide a 1-year service warranty following acceptance of the project. Component warranties will vary depending on manufacturer, Serban will facilitate any defective component failures with the appropriate manufacturer throughout the duration of the manufacturer warranty.

Customer Protection Plans

Our Customer Protection Plan goes one step beyond most service plans—with more features designed to minimize system downtime, making it easier for you to perform your other daily job functions. Proposals available upon request.

Employee Qualifications and Organization

1. Serban Sound and Communications has a in depth knowledge of design, installation and commissioning of Audio-Visual systems and has been in business for 50 years. Our company currently has 5 service technicians capable of providing audio visual service. Our response time typically is with 24 hours depending on the urgency of the problem. See below for key personnel.

Brian Richards

President – 20 years of low voltage experience including design, installation, service/project management, implementation. Brian is a BICSI RCDD, degreed Electrical Engineer from Cal Poly San Luis Obispo, and an industry expert.

Tim Green

Vice President of Operations- 20 years of low voltage experience including design, installation, service/project management, implementation.

Jeff Cordes

Project Manager- 30 years of low voltage experience including installation, project management, implementation.

Josh Brink

Engineer- 15 years of low voltage design/programming experience.

Craig Wright

Senior Engineering Tech- 15 years of low voltage experience including design, installation, service/project management, implementation.

Richard Covey

Senior Systems Technician- 32 years of low voltage experience including installation/service.

Duane Moss

Systems Technician- 15 years of low voltage experience including installation/service.

2. Serban Sound & Communications holds a C10, C-7 Contractor's license here in the state of California. Brian Richards is a licensed RCDD and we are Crestron Certified Company. Craig Wright and Josh Brink are Crestron Certified. Jeff Cordes, Craig Wright, Richard Covey, and Duane Moss are Certified Electronic Systems Technicians.



Experience and qualifications of the firm/team

1. Administrative Center Board Chambers Electrical Upgrades- Audio Visual Upgrade

Detailed Description of the Project- Provide New Crestron DM Audio Visual system for Board of Supervisors Chambers.

Role of the firm – Serban Sound and Communications provided all the material, programming, installation, training, and staff orientation required to implement a brand-new state of the art audio visual system. We worked closely with the county and its audio-visual consultant deploy the system during a narrow-expedited installation window.

Serban Sound & Communications installed the system designed by GM Engineering. We coordinated with the consultant, County, and other related parties to insure a successful project.

Project Owner- County of Kern- General Services Division
Contact- Ken Svendsen- 661-868-3029 Email Address: svendsenk@kerncounty.com

References: GM Engineering
Gene Masserini
Phone: 916 454-5252
Email: gmass@gme1.com

County of Kern Project Inspector
James Wiener
Phone: 661 868-3012
Email: wienerj@co.kern.ca.us

2. Wonderful Citrus Audio-Visual Systems

Detailed Description of the Project- We provided multiple solutions over many spaces such as: Conference rooms with audio conferencing, video presentation and integrated control.

Separate Conference rooms, with audio conferencing, video conferencing, video presentation and integrated control. Training Rooms, with audio conferencing, video presentation, voice lift and integrated control. Presentation Rooms, with audio conferencing, video presentation, voice lift and integrated control.

Role of the firm – Serban Sound and Communications provided all the material, programming, installation, training, and staff orientation required to implement these systems. We worked closely with the owner to ensure a successful implementation and proper turn over.

Serban Sound & Communications interviewed the owner and all-party stake holders in order to perform a proper needs analysis. Once this was complete a design was generated satisfying those requirements. Serban went on to install and service these systems.

Project Owner- Wonderful Citrus
Contact- Michael Lara- 661 720-2444 Email Address: michael.lara@wonderful.com

References: Wonderful Citrus
Jacel Jara
Phone: 661 778-1482
Email: jacel.jara@wonderful.com

KCSOS (Formally with Wonderful Citrus)
Anthony Davis
Phone: 661 636-4208
Email: andavis@kern.org

3. Chevron Corporation Audio Visual Systems

Detailed Description of the Project- We provided multiple solutions over many spaces such as: Conference rooms with audio conferencing, video presentation and integrated control.

Separate Conference rooms, with audio conferencing, video conferencing, video presentation and integrated control. Training Rooms, with audio conferencing, video presentation, voice lift and integrated control. Presentation Rooms, with audio conferencing, video presentation, voice lift and integrated control.



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Role of the firm – Serban Sound and Communications provided all the material, programming, installation, training, and staff orientation required to implement these systems. We worked closely with the owner to ensure a successful implementation and proper turn over. Serban has been providing, programming, and servicing systems for Chevron Corporation here in the San Joaquin Valley for more than 15 years.

Serban Sound & Communications interviewed the owner and all-party stake holders in order to perform a proper needs analysis. Once this was complete a design was generated satisfying those requirements. Serban went on to install and service these systems. Serban has also worked with Consultants, other Audio-Visual Firms, and Corporate to implement a wide variety of solutions.

Project Owner- Chevron Corporation
Contact- Jared Willis – 661 654-7834 Email Address: jared@chevron.com

References: Chevron Corporation (Houston, TX)
 Colby Rozell
 Phone: 661 412-6321
 Email: Colby.Rozell@chevron.com

 Chevron Corporation (Houston, TX)
 Josh Schroeder
 Phone: 713 372-0752
 Email: Josh.Schroeder@chevron.com

Additional Noteworthy Audio-Visual Projects and Contacts

Bakersfield City School District: Crestron Digital Media & AV systems designed installed and serviced. Project Owner: John Deaton (661) 631-4600, deatonj@bcisd.com

Kern County Employee Retirement Association: Crestron Digital Media & AV systems installed and serviced. (Configuration includes electronic voting system)

Project Owner: Nail Devera (661) 381-7700, neil.devera@kcera.org
*****More references and information available upon request*****

Serban Sound & Communications is located at 10010 Rosedale Hwy in Bakersfield California. Based on experience and best practices Serban typically orders all equipment to be delivered to our bonded and insured warehouse. This enables our trained staff to inspect, test, prep, and program all hardware before delivery to the customer site. This methodology promotes limited downtime of existing systems and facilities. Based on our conceptual design we estimate that 40% of the implementation will be handled at our location here in Bakersfield leaving only 60% available for onsite services.

Experience of key personnel to be assigned to this project

This design, installation, warranty and service team has successfully completed the projects listed previously. Their roles are identical for this project and are listed below.

Brian Richards oversees all of project requirements from administration to implementation.

Tim Green oversees the master schedule for installation, service, and warranty.

Jeff Cordes is the dedicated project manager and site superintendent for the project.

Josh Brink is the master designer and programmer for this project. He oversees and participates in all design, implantation, programming, and service.

Craig Wright is the senior engineering technician who is responsible for installation and implementation.

Richard Covey is the senior engineering technician who is responsible for installation and implementation.

Duane Moss is the senior engineering technician who is responsible for installation and implementation.

All the staff report to the main office everyday located at 10010 Rosedale Hwy. Each team member will be familiar with all plans, equipment, and specifications for the project before any material is ordered or delivered. This collaborative type effort enables us to diagnose any potential problems and resolve implementation issues well before the product leaves our location. Serban sound has included budgets for the construction aspects of the installation and electrical in anticipation of utilizing local Tulare contractors and/or services. We firmly believe in helping the communities we do

10010 Rosedale Hwy #A, Bakersfield, California 93312
(661) 371-3300 Fax: (661) 371-2626 California Contractors lic#401115



business in. If for some reason local services are not available, we are more than able to satisfy these requirements using Bakersfield resources.

Understanding the Project Cost of performing required services

Until we have a chance to interview all stake holders and perform a proper needs analysis it is impossible to anticipate whether our preliminary design will meet all expectations. We have included in this proposal a complete functional system based off the given information and our experience. To insure project success, we highly recommend spending ample time conducting interviews and reviewing documentation and design outcomes.

Once we have all the information we need and receive final approval that the system meets the customer requirements; such as system functionality, voting requirements, touch panel layout and design, audio and video routing, and user interaction, we will proceed with ordering the equipment and scheduling the project. Typically, systems of this complexity take four weeks to receive material and an additional two weeks to preliminary test, program and configure. Once these steps are complete, we are anticipating three more weeks for construction, installation of equipment, training and possible unexpected changes from the customer. The final turn over will come in the form of comprehensive training and assisting in the first customer use of the system.

Proposal and Systems Details

Serban Sound and Communications submits the following proposal for your evaluation. The following proposed price is a line for line answer to all requirements spelled out in the Section II -Scope of Work provided in the Request for Proposals. We are providing equipment and services to complete all requirements per Matrix option B as completing Option A would not significantly reduce pricing without a more in depth look into final functionality and the possibility to significantly reduce pricing by value engineering the project. The proposed system uses robust, reliable and industry standard equipment that has been evaluated and used by Serban Sound & Communications. The programming and implementation of the Tulare County proposed system, using the same branded equipment, is currently installed and in use at the Kern County Board of Supervisors.

A. Board Chambers (Required)

1. Replace all existing hard wired speakers, and all components and related cabling; demo all old equipment. *Serban Sound's proposal includes pricing to provide and install (12) Bose DS100 Flush Mounted speakers, replace speaker cabling with plenum rated cable; demo all old equipment.*
 - a. Ability to manage speaker zones, see Speaker Zone diagram. *Serban Sound's proposal includes pricing to provide and install a Biamp multi zoned amplifier with individually controlled zoned outputs from a Biamp Tesira audio DSP.*
2. Eliminate the need to dim the lights to see presentations on existing (2) projectors and screens.
 - a. Potential solutions include replacing existing projectors with models specially designed for maximum brightness or LED displays that would eliminate the need for both projectors and screens, see **BOS AV Display Locations** diagram in appendix for placement.
 - Display should be large enough to easily read 10 pt. font from any seat in the room without the need to dim the lights. *LFD Screens specified in a 1920x1080 resolution format with proper scaling set will accommodate this at all locations.*
 - b. If LED displays are selected, a replacement for Projector A could be mounted on the same mount for audience viewing. A replacement for Projector B could be mounted on the same mount for Board viewing, keeping room aesthetics in mind in terms of display height and placement. An additional display would be needed inside the Well to allow Board members to see the display and maintain proper line of sight with audience. If this route is taken, demo of existing projector screens would also be needed, see **Photos** in appendix. *Serban Sound's proposal includes pricing to remove existing projector screens and projectors.*
 - c. **(Optional)** Install new display on the North wall above Storage Closet door to duplicate Board Chambers presentations and provide additional viewing, see **BOS AV Display Locations** diagram in appendix for placement. *Serban Sound's proposal includes pricing to provide and install (2) LG Commercial grade 55" LFD Screens per plan and (1) LG Commercial grade 85" LFD Screen with Crestron HDBaseT Receivers at each screen with power and grouped input control for all screens from a Crestron AV3 control processor, video will be the main program video feed that will show the Tulare County Seal when no other inputs are available, presentation content from the clerk desk or podium locations (if in use and selected), speaking clock timer (if in use) and voting results (when tallied). Video will be selectable from a Crestron 16x16 Audio Video matrix switcher to that video zone.*

B. A/B Conference Room (Required)

1. Improve the functionality of the room when used as either Board Chambers overflow seating or independently as a conference room, see **Photos** in appendix.
 - a. Install new digital whiteboard on the South wall to facilitate meeting presentations when used independently as a conference room, see **BOS AV Display Locations** diagram in appendix for placement. *Serban Sound's proposal includes pricing to provide and install (1) Sharp 70" LCD Smart touch screen with a local use only HDMI input wired to a local 4x1 HDMI switch and an HDMI 1x2 Distribution amplifier. with power and input control for the screen from the Crestron AV3 control processor and a local 10" control touch*

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panel, video will be selectable from the local 4x1 HDMI switch. As well as the wall HDMI jack a local customer supplied windows 10 PC will also be installed to be used in tablet mode.

- b. Install new display on the Southwest wall to duplicate Board Chambers presentations when being used as Board Chambers overflow seating. *Serban Sound's proposal includes pricing to provide and install (1) LG Commercial grade 65" LFD Screen with Crestron HDBaseT Receivers at the screen with power and input control for the screen from a Crestron AV3 control processor, video will be selectable to mirror the screen listed in part a. of this section as well as the main program video feed that will show the Tulare County Seal when no other inputs are available, presentation content from the clerk desk or podium locations (if in use and selected), speaking clock timer (if in use) and voting results (when tallied). Video will be selectable from a Crestron 16x16 Audio Video matrix switcher to that video zone.*
 - c. All displays and whiteboards should be large enough to easily read 10 pt. font from any seat in the room. *Screens specified in a 1920x1080 resolution format with proper scaling set will accommodate this at all locations.*
 - d. Add additional input in room so that audio and video presentations can take advantage of A/V system. A wall mounted console should be installed in room to control system, see **Speaker Zone** diagram in appendix. *Serban Sound's proposal includes pricing to provide and install Audio inputs and outputs to be routed back to the main rack Biamp Tesira Audio DSP unit and Zone Amplifier for video and audio conferencing (via voip or pots line) with Audio Echo Cancellation. local audio source to the speakers, and selection of Board room audio to (12) Bose DS100 ceiling mounted flush speakers will also be available. Custom video and audio routing and volume controls will be available from a Crestron 10" touch screen panel connected to the AV3 residing in the main rack. Video Conference control will originate from the customer supplied pc in section a. of this section.*
 - e. Add VOIP phone for audio conferencing. *Serban Sound's proposal includes pricing to provide and install Voip Phone via a Biamp Tesira Audio DSP installed in the main rack with Accoustic Echo Cancellation and (2) Shure MXA910 Ceiling mounted Microphone arrays for participant audio pickup within the room. Voip dialing controls will be available on the Crestron touch panel per part d. of this section.*
2. Ability to clearly pick up and record audio for up to twenty individuals in room and stream output to Granicus live stream solution. *Serban Sound has addressed in Section B.1.e. An audio output will be provided from the Tesira Audio DSP to the Granicus live stream solution.*
 3. Ability to clearly pick up and record audio for up to ten individuals when offsite and output to an existing audio recorder Sangean model DAR-101, for offsite backup recording. *Serban Sound's proposal includes pricing to provide and install An Audio output will be provided from the Biamp Tesira Audio DSP to the existing Sangean DAR-101 with audio routing controls and level controls available at all customer specified control panel locations.*

C. Board Chambers Lobby (Optional)

1. Provide the ability to use Board Chambers Lobby for overflow seating and minimize disruptions, see **Photos** in appendix.
 - a. Install new display on Northeast wall to duplicate presentation inside Board Chambers, see **BOS AV Display Locations** and **Speaker Zones** diagrams in appendix. *Serban Sound's proposal includes pricing to provide and install (1) LG Commercial grade 42" LFD Screen per plan with Crestron HDBaseT Receiver at the screen with power and input control for each screen from a Crestron AV3 control processor, video will be the main program video feed that will show the Tulare County Seal when no other inputs are available, presentation content from the clerk desk or podium locations (if in use and selected), speaking clock timer (if in use) and voting results (when tallied). Video will be selectable from a Crestron 16x16 Audio Video matrix switcher to that video zone.*
 - Display should be large enough to easily read 10 pt. font from any seat in the room.

D. CAO Lobby (Optional)

1. Provide the ability to use CAO Lobby for overflow seating and minimize disruptions, see **Photos** in appendix.
 - a. Install new display on Northeast wall to duplicate presentation inside Board Chambers, see **BOS AV Display Locations** and **Speaker Zones** diagrams in appendix. *Serban Sound's proposal includes pricing to provide and install (1) LG Commercial grade 42" LFD Screen per plan with Crestron HDBaseT Receiver at the screen with power and input control for each screen from a Crestron AV3 control processor, video will be the main program video feed that will show the Tulare County Seal when no other inputs are available, presentation content from the clerk desk or podium locations (if in use and selected), speaking clock timer (if in use) and voting results (when tallied). Video will be selectable from a Crestron 16x16 Audio Video matrix switcher to that video zone. When no sessions or meetings are running the ability to show digital signage during scheduled hours will be available.*
 - Display should be large enough to easily read 10 pt. font from any seat in the room.

E. Closed Session Room (Optional)

1. Provide the ability to conduct meetings and display presentations inside room, see **Photos** in appendix.
 - a. Install new digital white board on the Southeast wall in Closed Session room to be used independently from integrated system, see **BOS AV Display Locations** diagram in appendix. *Serban Sound's proposal includes pricing to provide and install (1) Sharp 70" LCD Smart touch screen with a local use only HDMI input wired to a local 4x1 HDMI switch. with power and input control for the screen from the Crestron AV3*

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control processor and a local 10" control touch panel, video will be selectable from the local 4x1 HDMI switch. As well as the wall HDMI jack a local customer supplied windows 10 PC will also be installed to be used in tablet mode.

- Display should be large enough to easily read 10 pt. font from any seat in the room.

F. Dais (Required)

1. Replace all (8) existing hard wired microphones and all components and related cabling; demo all old equipment, see **Photos** in appendix. *Serban Sound's proposal includes pricing to provide and install (8) Shure MX415RLPD Microphones and Plenum Cabling to Main Rack and Biamp Tesira Audio DSP.*
 - a. Ability for mics to be managed locally on individual device as well as be overridden by Clerk using integrated system, see **Input/Output** diagram appendix. *Microphone's will be monitored and controlled from Customer specified Crestron Control Interfaces for muting, level and queuing.*
 - b. Ability for mic user to visually see whether mic is on or off. A Red indicator light will be lit on all open microphones
2. Install (8) dedicated touchscreen displays to allow Dais members to view presentations using integrated system, agenda items from Granicus, or navigate to their email, see **Input/Output** diagram in appendix. *Serban Sound's proposal includes pricing to provide and install (8) Crestron 21.5" HD Touch Monitors mounted on a table top tilting bracket. Input video and system control will be fed from a Crestron Digital Graphics Engine processor with a video feed from the Crestron 16 x 16 Video matrix switcher and touch control overlay tied to the Crestron AV3 Processor. A local video input will be provided for a customer supplied windows 10 PC for viewing email or notes. Limited email, web services and remote desktop can also be programmed to the Digital Graphics Engine as a stand-alone solution if preferred.*
 - Ability to maintain line of sight with audience as much as possible with low profile, wide format, table top mountable tilt screens. *The Serban Sound Provided tilt bracket can be manually lowered to a 6" height or even lower if a smaller touch screen is preferred.*

G. Clerk Station Option A Matrix (G or H Required)

1. Minimize the amount of manual coordination, equipment and disparate software needed for Clerk to manage board meetings.
 - a. Ability to manage audio and video sources, and implemented desired solutions, through centralized touch system, see **A/V System Solution** requirements later in this section and **Input/Output** diagram in appendix. *Serban Sound's proposal includes pricing to provide and install (2) Crestron 21.5" HD Touch Monitor mounted on table top monitor brackets. On one of the touch monitors, input video and system control will be fed from a Crestron Digital Graphics Engine processor with a video feed from the Crestron 16x16 Video matrix switcher and touch control overlay tied to the Crestron AV3 Processor. A local video input will be provided for a customer supplied windows 10 PC for all necessary PC use. Control interface will be customized for all audio-visual routing, level and muting. the other monitor will be dedicated to the primary screen of the local windows 10 machine, touch control will be available from an app installed on the PC.*
2. Demo remnants of old backup system that is currently mounted in Clerk's Station, but cannot be removed at this time because it houses toggle switches used to change source types, see **Photos** in appendix. *Serban Sound will accommodate.*
3. Ability to change source types using integrated A/V System Solution. *Serban Sound will Provide per Section G.1.a.*
4. Replace existing hard wired microphone and all components and related cabling; demo all old equipment. *Serban Sound's proposal includes pricing to provide and install (1) Shure MX415RLPD Microphone and Plenum Cabling to Main Rack and Biamp Tesira Audio DSP.*
5. Install dedicated touchscreen display and main control to allow Clerk to manage and view presentations using integrated system, agenda items from Granicus, or navigate to email, see **Input/Output** diagram in appendix. *Serban Sound will Provide per Section G.1.a.*

H. Clerk Station Option B Matrix (G or H Required) *Serban Sound is Providing per G Requirement*

1. Minimize the amount of manual coordination, equipment and disparate software needed for Clerk to manage board meetings. *Serban Sound is Providing per G Requirement*
 - a. Ability to manage audio and video sources, and implemented desired solutions, through centralized touch system, see **A/V System Solution** requirements later in this section and **Input/Output** diagram in appendix. *Serban Sound is Providing per G Requirement*
2. Demo remnants of old backup system that is currently mounted in Clerk's Station, but cannot be removed at this time because it houses toggle switches used to change source types, see **Photos** in appendix. *Serban Sound is Providing per G Requirement*
 - a. Ability to change source types using integrated A/V System Solution. *Serban Sound is Providing per G Requirement*
3. Replace existing hard wired microphone and all components and related cabling; demo all old equipment. *Serban Sound is Providing per G Requirement*
4. Install dedicated touchscreen display and main control to allow Clerk to manage and view presentations using integrated system, agenda items from Granicus, or navigate to email, see **Input/Output** diagram in appendix. *Serban Sound is Providing per G Requirement*

I. Presenter Lectern

SERBAN sound & communications

1. Replace all existing hard wired microphones and all components and related cabling; demo all old equipment.
Serban Sound's proposal includes pricing to provide and install (1) Shure MX415RLPD Microphone and Plenum Cabling to Main Rack and Biamp Tesira Audio DSP.

- a. Ability for Clerk or Chairman to turn on/off mic at Speaker Lectern using Video Switching Solution. *Serban Sound is providing functionality from control interface per section G.1.a. and section F.2.*
- b. Ability for Lectern PC to be touchscreen capable. It must also sit flush with podium table and needs to be integrated into system to display presentations to all room and individual displays and stream through Granicus for online viewing, see **Input/ Output** diagram in appendix. *Serban Sound is providing and installing a current and name branded touch monitor to interface directly with the customer furnished PC.*
 - Clerk to have the ability to manage the display and audio presentation from the A/V System solution. *Serban Sound is providing functionality from control interface per section G.1.a.*
- c. Ability for PC to remain segmented from the County network. *Serban Sound is providing and installing managed network switches and a multi wan router that will accommodate network segmenting.*

J. Speaker Lectern

1. Replace all existing hard wired microphones and all components and related cabling; demo all old equipment.
Serban Sound's proposal includes pricing to provide and install (1) Shure MX415RLPD Microphone and Plenum Cabling to Main Rack and Biamp Tesira Audio DSP.

- a. Audio to be integrated into sound system. *Serban Sound is Providing per Section J.1.*
- b. Ability for Clerk or Chairman to turn on/off mic at Speaker Lectern using Video Switching Solution. *Serban Sound is providing functionality from control interface per section G.1.a. and section F.2.*

K. Tech Table Option A Matrix (K or L Required)

2. Remove all (3) existing hard wired microphones and all components and related cabling; demo all old equipment. Replace (2) hard wired microphones. *Serban Sound's proposal includes pricing to provide and install (3) Shure MX415RLPD Microphones and Plenum Cabling to Main Rack and Biamp Tesira Audio DSP.*
3. Install (3) new dedicated touchscreen displays to allow members to view integrated presentations, agenda items from Granicus, or navigate to their County email. *Dedicated touchscreens are relocated to the 2 podium locations and an extra monitor will be added at the clerk station.*
 - a. Ability to maintain line of sight with audience as much as possible with low profile, wide format, table top mountable tilt screens. *Dedicated touchscreens are relocated to the 2 podium locations*

L. Tech Table Option B Matrix (K or L Required) *Serban Sound is Providing per K Requirement*

4. Remove all (3) existing hard wired microphones and all components and related cabling; demo all old equipment. Replace (2) hard wired microphones. *Serban Sound is Providing per K Requirement*
5. Install (2) new dedicated touchscreen displays to allow members to view integrated presentations, agenda items from Granicus, or navigate to their County email. *Serban Sound is Providing per K Requirement*
 - a. Ability to maintain line of sight with audience as much as possible with low profile, wide format, table top mountable tilt screens. *Serban Sound is Providing per K Requirement*
6. Install (1) A/V Output 24" Monitor. *Serban Sound is Providing per K Requirement*

M. A/V System Solution (Required)

1. Improve Clerk's ability to streamline meeting management by providing a single location to monitor and manage audio and video sources and settings. *Serban Sound is providing per section G.1.a..*
 - a. Ability to manage all inputs and outputs from one display, see **Input/Output** Diagram in appendix. *Serban Sound is providing per section G.1.a.*
 - b. Ability to adjust volume and mute control for all microphones on Dias Lecterns, and Tech Table and all audio/video sources. *Serban Sound is providing per section G.1.a.*
 - c. Ability to control speakers by zone, see **Speaker Zones** diagram in appendix. *Serban Sound is providing per section G.1.a.*
 - d. Ability to manage all implemented solutions from single location including managing Granicus, Voting, Speaker Queue, Limit Timer, and Backup Recording solutions, as well as presentations sources and audio. *Serban Sound is providing per section G.1.a.*
 - e. Ability to preview windows in interface. *Serban Sound is providing per section G.1.a.*
 - f. Ability to be networkable with its own DHCP. *Serban Sound is providing and installing a multi vlan router with DHCP capabilities.*

N. Limit Timer Solution (Required)

1. Replace third party tool with integrated programmable countdown timing solution for public speaker time limits to be controlled from Clerk's Video Switching System solution.
 - a. Countdown timer should be graphic and be presented on Presentation and Dais screens, see **Input/Output** diagram in appendix. *This feature will be provided via the Crestron AV3 Processor and displayed on all customer specified screens*

O. Audio Recording Backup Solution (Required)

1. Replace manual backup solution with integrated solution that automatically starts when a meeting begins.
 - a. Recording format should be MP4 or compatible and be stored by meeting date for easy identification. *Serban Sound will be providing and installing a Denon DN700R solid state network audio recorder that is controlled via the Crestron AV3 Processor, this will provide auto start and stop features as well as manual control from all customer specified control interfaces.*



P. Granicus Streaming Integration (Required)

- 1. Interface audio and presentation feeds into existing Granicus encoder and live streaming solution, see **Input/Output** diagram in appendix. Test as needed for proper function. *Serban Sound is providing audio outputs from the main rack Biamp Tesira Audio DSP and Video from the Crestron 16x16 Matrix video switcher.*

Q. Public Speaker Queue Solution (Optional)

- 1. Provide the ability to register and queue speakers for Public Comments. *Serban Sound is providing this capability from the Crestron AV3 Processor. Registration can occur from any in network ios android or windows device with the AV3 and from any customer specified Crestron control interface.*
 - a. Ability to be mobile and allow for registration as needed within Board Chambers or in Lobby. *Serban Sound is providing per section Q.1.*
 - b. Ability for Clerk to manage speaker queue order. *Serban Sound is providing per section Q.1.*

R. Voting Solution (Required)

- 1. Replace existing voting board with modern voting system integrated into the Granicus' Media Manager and Live Manager. *Serban Sound is providing and installing a dedicated Crestron DGE, this will display Voting agenda Items and Vote Talley in video format which can be sent to the Video Streaming Feed for record keeping.*
 - a. Ability for Board Members to vote via stationary or dedicated touch screen devices at dais. *Serban Sound is providing this functionality with the touch interfaces in section F.2.*
 - b. Ability to record the votes directly into the meeting management system. *This is provided via video image in section R.1. and also by the population of a windows .txt file stored and retrievable on the Crestron AV3. The file information can be copy and pasted or automatically merged to a Microsoft office file and manually sent to the Granicus system. The Granicus system requires another module to be added to allow for integration with the Crestron voting system and cannot be provided on this proposal.*
 - c. Ability for Board Members to easily determine correct vote was selected through highlighting or other visual indicator. *Serban Sound is providing this functionality with the touch interfaces in section F.2.*
 - d. Screens should be large enough to easily select vote and read item information. *Serban Sound is providing this functionality with the touch interfaces in section F.2.*
 - e. Ability to only allow one vote selection per item and the ability to correct before final vote is confirmed by Clerk. *Serban Sound is providing this functionality with the touch interfaces in section F.2.*
 - f. Ability for Clerk to record and present final votes on all integrated presentation screens in Chambers, A/B Conference Room, Lobby, and Dais screens, see **Input/Output** diagram in appendix. *Serban Sound is providing this functionality with the touch interface in section G.1.a.*
 - g. Ability for Clerk to manage the initializing of a vote session and present final vote from single integrated location. *Serban Sound is providing this functionality with the touch interface in section G.1.a.*
 - Vote interface should be a screen overlay that allows Board Members to return to their previous viewing location after the final vote is presented. *Serban Sound is providing this functionality with the touch interfaces in section F.2.*

S. Panic Button Integration (Required)

- 1. Provide Clerk and/or Board Members the immediate ability to discreetly perform a one-step emergency notice activation. *Serban Sound is providing this functionality with the touch interfaces in section F.2. via the Crestron AV3 Processor.*
 - a. Ability to customize recipients for panic button activation. *Serban Sound is providing this functionality with the Crestron AV3 Processor.*
 - b. Ability for Clerk, Board Members, or CAO staff to activate panic button and see when an emergency response has been activated. *Serban Sound is providing this functionality with the touch interfaces in section F.2. via the Crestron AV3 Processor.*
 - c. Ability to input and output to A/V System Solution. *Serban Sound is providing this functionality with the touch interfaces in section F.2. Via the Crestron AV3 Processor.*

Serban Sound and Communication's bid price **including labor, sales tax, and shipping:**

Bid Price:.....\$432,949.00

Exhibit B

CONTRACT SUM

The County shall pay the Contractor in current funds for the performance of the Work, subject to additions and deductions by Change Order or as otherwise provided in the Contract Documents, the Sum of \$432,949.00.

PROGRESS PAYMENTS

Based upon Applications for Payment submitted to the County by the Contractor, the County shall make progress payments on account of the Contract Sum to the Contractor as provided in the Contract Documents as follows:

Progress Payments: The Contractor shall, on or before the first day of each month, make an estimate of the work performed during the preceding month and submit same to the County's Representative for checking and approval. On or about the 20th day of the month, following the month in which the work was performed, the County shall pay to the Contractor ninety-five (95%) percent of the value of said work in place, as checked and approved by the County's Representative. The balance of five (5%) percent of the estimate shall be retained by the County until the time of final acceptance of said work.

FINAL PAYMENT

Final payment, constituting the entire unpaid balance of the Contract Sum, shall be paid by the County to the Contractor when the Work has been completed; the Contract fully performed, the County's Representative has issued a Project Certificate for Payment, which approves the final payment due the Contractor and the Board of Supervisors of Tulare County has formally accepted the project as complete by Resolution.

Exhibit C

INSURANCE

A. Minimum Scope & Limits of Insurance

- 1) Coverage at least as broad as Commercial General Liability, insurance Services Office Commercial General Liability coverage occurrence form GC 00 01, with limits no less than \$2,000,000 per occurrence including products and completed operations, property damage, bodily injury and personal & advertising injury. If a general aggregate limit applies, either the general aggregate limit shall apply separately to this project/location (ISO CG 25 03 or 25 04) or the general aggregate limit shall be twice the required occurrence limit.
- 2) Automobile Liability Insurance of \$1,000,000 per occurrence for bodily injury and property damage covering any auto. If the annual aggregate applies it must be no less than \$2,000,000.
- 3) Workers' Compensation Insurance as required by the State of California, with Statutory Limits, and Employer's Liability Insurance with limit of no less than \$1,000,000 per accident for bodily injury or disease.
- 4) Builders Risk. (County shall be named loss payee as its interest may appear)
 - a. All Risk (Special Perils) covering completed value of the project with no coinsurance penalty provision.
 - b. Professional Liability of \$1,000,000 per occurrence or claim for design and build.

B. Specific Provisions of the Certificate

1. If any of the required insurance is written on a claims made form, the retroactive date must be before the date of the contract or the beginning of the contract work and must be maintained and evidence of insurance must be provided for at least five (5) years after completion of the contract work.
2. The General Liability and Automobile Liability policies are to be endorsed to contain the following provisions:
 - a. *The COUNTY, its officers, agents, officials, employees and volunteers are to be covered as additional insureds as respects: liability arising out of work or operations performed by or on behalf of the Contractor; or automobiles owned, leased, hired or borrowed by the CONTRACTOR.*
 - b. *For any claims related to this project, the CONTRACTOR's insurance coverage shall be primary insurance as respects the COUNTY, its officers, agents, officials, employees and volunteers. Any insurance or self-insurance maintained by the COUNTY, its officers, agents, officials, employees or volunteers shall be excess of*

the CONTRACTOR's insurance and shall not contribute with it.

- c. *Each insurance policy required by this agreement shall be endorsed to state that coverage shall not be canceled by either party, except after thirty (30) days prior written notice has been provided to the COUNTY.*
 - d. *CONTRACTOR hereby agrees to waive rights of subrogation which any insurer of Contractor may acquire from Contractor by virtue of the payment of any loss. Contractor agrees to obtain any endorsement that may be necessary to affect this waiver of subrogation.*
3. *The Workers' Compensation policy shall be endorsed with a waiver of subrogation in favor of the COUNTY for all work performed by the CONTRACTOR, its employees, agents and subcontractors. CONTRACTOR waives all rights against the COUNTY and its officers, agents, officials, employees and volunteers for recovery of damages to the extent these damages are covered by the workers compensation and employers liability.*

C. Deductibles and Self-Insured Retentions

Self-insured retentions must be declared and the COUNTY Risk Manager must approve any deductible or self-insured retention that exceeds \$100,000.

D. Acceptability of Insurance

Insurance must be placed with insurers with a current rating given by A.M. Best and Company of no less than A-:VII and a Standard & Poor's Rating (if rated) of at least BBB and from a company approved by the Department of Insurance to conduct business in California. Any waiver of these standards is subject to approval by the County Risk Manager

E. Verification of Coverage

Prior to approval of this Agreement by the COUNTY, the CONTRACTOR shall file with the Tulare County Board of Supervisors, certificates of insurance with original endorsements effecting coverage in a form acceptable to the COUNTY. Endorsements must be signed by persons authorized to bind coverage on behalf of the insurer. The COUNTY reserves the right to require certified copies of all required insurance policies at any time.