



Township Council
1 Municipal Plaza
Bloomfield, NJ 07003

Louise M. Palagano
Municipal Clerk

<http://www.bloomfieldtwpnj.com>

Meeting: 09/23/19 07:00 PM

2019 RESOLUTION AWARD OF CONTRACT

RESOLUTION: AUTHORIZING THE 2019 AWARD OF A NON-FAIR AND OPEN CONTRACT FOR AUDIO AND VIDEO AND BROADCAST SYSTEM

WHEREAS, the Township of Bloomfield needs the services for a broadcast system; and

WHEREAS, the Township desires to make this award under the provisions *N.J.S.A. 19:44A-20.5*, as a non-fair and open contract; and

WHEREAS, the Director of Information Technology has determined that the value of these services will exceed \$17,500; and

WHEREAS, HB Communications, Inc., has completed and submitted the attached Business Entity Disclosure Certification which certifies that they have not made any reportable contributions to a political or candidate committee in the Township of Bloomfield in the previous one year, and that the contract will prohibit HB Communications, Inc. from making any reportable contributions through the duration of this contract; and

WHEREAS, the Director of Finance has certified that funds are available to cover the cost of this service in account _____ and not to exceed the amount of \$101,981.73

NOW, THEREFORE, BE RESOLVED, that the Mayor and Council of the Township of Bloomfield authorizes the Township Administrator to enter into a contract HB Communications, Inc. as described herein; and

BE IT FURTHER RESOLVED, that no minimum payment is implied or guaranteed; and

BE IT FURTHER RESOLVED, that the Business Disclosure Entity Certification, the Township Administrator’s Determination of Value, the proposal HB Communications, Inc., LLC and the contract itself be placed on file with this resolution; and

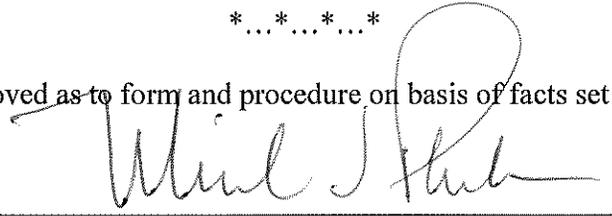
BE IT FURTHER RESOLVED, that the above documents shall be available for public inspection at the office of the Township Clerk during regular business hours; and

BE IT FURTHER RESOLVED, that in accordance with Standardized Submission Requirements the Township reserves the right to cancel this contract upon thirty (30) days notice and the Professional shall only be paid for the work completed or on a pro-rated amount if the contracts calls for a monthly retainer; and

BE IT FURTHER RESOLVED, that a notice of this action shall be printed once in the official newspaper of the Township of Bloomfield.

......*...*

Approved as to form and procedure on basis of facts set forth.



Director of Law-Township Attorney

I do hereby certify that the funding will be legally appropriated per the above information for the purpose specified in the attached contract. Furthermore, it has been represented to me that the contracts have been processed in accordance with the applicable provisions of New Jersey Local Public Contract Law and the Code of the Township of Bloomfield.



Chief Financial Officer

I hereby certify that the above resolution was duly adopted by the Mayor and Council of the Township of Bloomfield at a meeting of said Township Council held on September 23, 2019.



Municipal Clerk of the Township of Bloomfield

Me U

 Mayor of the Township of Bloomfield

✓ Vote Record – Resolution						
		Yes/Aye	No/Nay	Abstain	Absent	
<input type="checkbox"/> Adopt						
<input type="checkbox"/> Deny						
<input type="checkbox"/> Withdrawn						
<input type="checkbox"/> Table						
<input type="checkbox"/> Not Discussed						
<input type="checkbox"/> First Reading						
<input type="checkbox"/> Table with no Vote						
<input type="checkbox"/> Approve						
<input type="checkbox"/> Veto by Mayor						
<input type="checkbox"/> Discussion						
<input type="checkbox"/> Defeated						
<input type="checkbox"/> Discussion No Vote						
	Jenny Mundell	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
	Nicholas Joanow	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
	Sarah Cruz	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
	Wartyna Davis	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
	Ted Gamble	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
	Richard Rockwell	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	
	Michael J. Venezia	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	



Powering ideas.

A PROPOSAL FOR

Bloomfield Township

Bob Duthaler
bduthaler@wbmatv.com

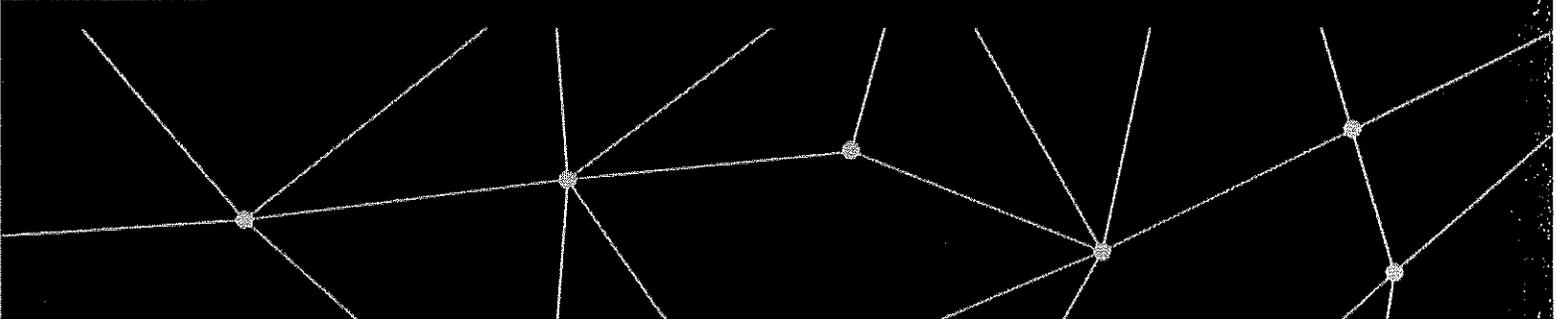
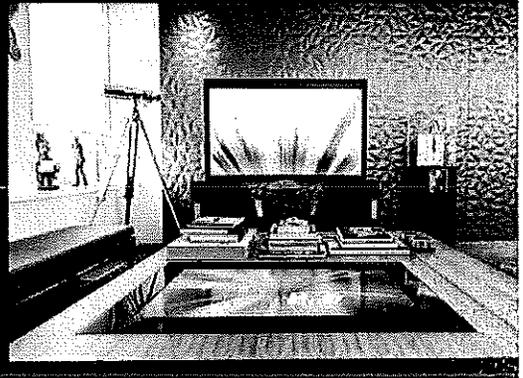
Municipal Chambers and Conference Room REV1

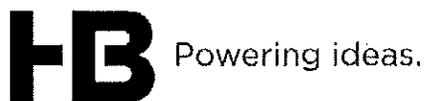
September 5, 2019

Submitted by:
HB Communications, Inc.

www.hbcommunications.com

800.243.4414





September 05, 2019

Bloomfield Township
Bob Duthaler
1 Municipal Plaza
Bloomfield, New Jersey 07003
bduthaler@wbmatv.com

Dear Bob,

Thank you for inviting HB Communications, Inc. to submit a proposal for the furnishing and installation of the A/V and Broadcast System for Bloomfield Municipal Chambers. Our proposal is based on our site visit on June 25th, 2019.

As you may know, HB is the leading systems integrator in the Northeast. We maintain our position in the market by following the technology revolution and ensuring that our sales and technical teams stay current to provide our customers with the best products and services.

Please consider the benefits of working with HB - a company that has been in the industry for 70 years. Our experience, attention to detail and commitment to consistently deliver quality service has set us apart all these years. HB was here yesterday, is here today and will be here for you in the future for all your communication needs.

We look forward to meeting with your project team to share our experience, philosophy and further discuss and demonstrate our abilities to complete your project.

Regards,

Nick Miller

HB Communications, Inc.
800.243.4414

HB Communications, Inc. is an Affirmative Action/Equal Opportunity Employer

Corporate Office

60 Dodge Avenue
North Haven, CT 06473
203.234.9246

Boston Office

1432 Main Street
Waltham, MA 02451
781.890.6046

New York Office

600 Corporate Court
South Plainfield, NJ 07080
908.654.3600

HB Communications UK, LTD

Portland House, Bressenden Pl
Office 219D, London,
Greater London SW1E 5RS, UK
+44 (0) 20 3102 6896

Sales & Information

800.243.4414

Customer Service

800.852.8441

HB Advantage

At HB, it is our mission to help clients align the right technologies with their organizational and communication goals. We believe that audiovisual communication environments are key to fostering an engaging culture of clear communication. HB's 300+ employees work every day to ensure that our clients receive "The HB Advantage." Every member of our team is critical to the success of your project. To better understand the advantage of working with HB, please refer below.



Facilities

- Facilities strategically positioned throughout the Northeast provide timely attention and service to customers
- Headquarters in North Haven, CT is a 94,000 square foot facility housing all departments, including sales and business operations, fabrication, assembly, QA and customer service
- Additional sales, service and design offices in Waltham, MA, Mountainside, NJ and Waterford, VT



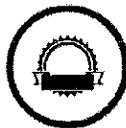
Design & Technical Teams

- We have the most highly skilled and trained technical teams in the industry
- Certifications include InfoComm CTS, CTS-I, CTS-D, OSHA certified, Crestron Gold Certified Master Programmers and Crestron Silver Certified programmers
- Staff assists various councils with training programs and industry standards development
- Provide design and technical teams with opportunities for continued education and training



The HB Process

- Sales staff, backed by design team, work to establish customers' exact needs and requirements; handoff is then made to operations team, from which a project manager and lead technician are assigned
- The HB team is led by a Project Manager who is the primary single point of contact.
- Weekly operations meetings communicate project status and issues, plan and allocate resources
- Maintain strong relationship with specialized sub-contractors to fill contractual and time-critical requirements when necessary
- Tech Center maintains extensive design, CAD and fabrication departments; engineering manager with a team of designers and draftsmen oversee all technical aspects of projects
- Quality control specialist oversees testing and approves all assembled systems prior to shipment to the site and installation; equipment racks are fabricated and systems are staged and tested prior to delivery to the project site
- Experienced service technicians round out the project team with factory training for the equipment and systems they represent
- HB also offers service and repair at customers' sites on contractual, PM and T & M bases



Awards & Recognition

- Installations in lecture halls at America's top law schools and universities, executive boardrooms for Fortune 500 companies, network operations centers of leading telecommunications providers, government television studios and other high profile display environments
- Work has been featured in publications, such as System Contractor News (SCN), Sound and Communications, Imagine magazine and others
- Annually ranked among the top 10 in the SCN Top 50 System Integrators

HB Solutions

At HB, We design, build and support audiovisual communication environments for organizations of any size around the world.



Video Collaboration/Unified Communications

Great collaboration is essential to the success of any organization. HB can help you create a powerful collaboration platform using a variety of technologies.

Huge investment in HB employee certifications and technical training

- Unified Communications
- Immersive Telepresence
- Cloud
- Huddle Spaces
- Mobile
- Classrooms
- Desktop
- Telehealth
- Conference Rooms
- Command and Control Centers



Content Creation

Engaging content is key to great communication; from entertainment to a variety of corporate communication applications. HB can help you align the best content creation solutions with your organization's needs.

- Content Capture/Acquisition
- Broadcast Studios
- Content Storage Systems
- Production Facilities
- Encoding/Transcoding
- Music Studios
- Post Production/Animation
- Cable Access/PEG
- Audio Editing/Production



Content Sharing/Digital Media

The sharing of information, ideas and experiences is best done through an engaging audiovisual medium. HB can help align the right technologies with your content sharing needs. From local and global corporate communications to news and sports broadcasting we can help.

- Digital Signage
- Content Delivery
- Advanced Display
- Video Walls
- Webcasting

HB Services and Support

On-site or remote. Reactive or proactive. Local or global. HB offers a wide range of remote and on-site services aligned with your business priorities to ensure the right levels of support for a wide variety of audiovisual communications needs. Our support and cloud services are not just an afterthought; they are a fundamental priority for any clients' audiovisual solution.



Professional

Our team of passionate industry professionals works with you to design and build reliable and easy-to-use audiovisual communication environments.

Discovery, Project Management, Engineering, Drafting, Fabrication, Quality Assurance, Installation, Programming, Unified Communications, Training, Creative Services.



24/7 Global Helpdesk

In two words; accessible, accountable. Global Helpdesk means one contact - no matter where in the world you are for trouble reporting, user support, and on-site service.



Repair and Service

We've discovered the best way to fix a problem is to not have one in the first place. That's why scheduled preventative maintenance visits are included to ensure everything works as designed.

However, stuff does happen. We have on-call teams who can repair just about anything on-site and at your (more than likely) time-sensitive convenience.



Global Staffing

We can assign our experts to your site as an extension of your staff. Full time or part time, ranging from temporary expertise to total outsourced staffing.



Remote Monitoring and Management

Remote Monitoring and Management services identify and remedy faults – often before problems impact users – and provide ongoing configuration and change support.

A second level of expertise involves dedicated HB Engineers who, as an extension of your staff, provide architecture and planning expertise as well as operational support.



Conference Scheduling and Production

Conference Productivity and Concierge services ensure video conferences happen efficiently and ensure participant productivity.



Video Meeting Suites

HB has access across the globe to more than 4000 video-ready meeting suites that enable you to conduct business-class meetings face-to-face without traveling.



Cloud

Hosting - our hosting options provide the environment, operations and staff.

Cloud Video Bridging - managed and on-demand multi-party meetings without additional infrastructure.

Webcasting - create and deliver impactful video presentations with rich media and broadcast them to literally thousands of viewers cost-effectively, as well as options for participant interaction via audio, text or social media

HB Live Event Production

HB Live, Inc. is a full-service event production company. By fusing technology, creativity and logistics, we deliver engaging audio-visual events. Whether it's a corporate town hall, university commencement or music festival, we have the know-how to elevate the audience experience.



Event Production

We make it easy to produce a CEO presentation, employee meeting, educational seminar, gala event and everything in-between. HB Live will work to achieve your vision and inspire a lasting impression.

- Turn-Key Events
- Concept to Completion Services
- Event Direction and Execution



Creative Services

Engaging content has become a key asset in the world of communications. Our team works collaboratively with our clients to create anything from corporate messaging to music videos and brand name commercials.

- Video Production
- Content Creation – graphics, video, presentation materials
- Recording, Editing, conversion



Technical Production

Our team has been providing outstanding AV support for over twenty-five years. Our focus on reliability and adaptability assures that the technology will amplify your message.

- AV Staging
- Audio, Video, Lighting and AV
- EventCasting (Live event streaming)
- UC and Conference Technologies for Live Events



Event Technology and Staff

State-of-the-art technology guarantees the most reliable pro gear solutions. All of our AV techs are proven experts. HB Live is here for all your equipment and crew needs.

- Equipment rental
- Technical Support & Staffing

Warranty

All equipment contained in this system includes and is governed by a manufacturer's warranty. All manufacturers' warranties are honored and serviced by HB. HB warrants all system installations for six months. Standard Warranty includes the workmanship and labor provided by HB Communications and all of its subcontractors covering the scope of work included in this proposal.

During the six months, HB will provide all necessary labor required to repair or replace any defects in workmanship, cabling, connectors, equipment mounting, software and all other "non-equipment" related systems installed under the contract.

System warranty shall include the coverage of all equipment, specific to each manufacturer's warranty for each product included in the contract.

Services and Response Times

Scheduled service shall be performed for corrective service and emergency maintenance and then only during normal business hours during normal business days. Normal business hours shall be from 8:00 AM to 5:00 PM and normal business days Monday through Friday, national and local holidays accepted.

HB makes every effort possible to respond to customers' needs as quickly as possible. Response time from a customer's initial call for emergency service is usually within two (2) hours for telephone response and twenty-four (24) hours for on-site service.

Exclusions

Unless otherwise covered under a manufacturer's warranty, the remedy of failure caused by the following is excluded from the Warranty: normal use and wear, hazardous environmental conditions, continual use in excess of manufacturer's recommendations and alteration of the system or any of its component parts.

Customer shall be responsible for the costs of any repair or replacement parts resulting from exposure of the equipment to abnormal acts or operating conditions over and above expected wear and tear such as fire, storm, lightning, theft, physical abuse, mishandling, vandalism, acts of God, or other causes beyond the reasonable control of HB, for use of a product in an application other than what the unit was intended for or attempted repairs by anyone other than HB's personnel or designated agent.

Such repair or replacement, when requested by the Customer, will be done by HB and billed to the Customer at the published rate, including parts and labor. HB's standard field service rate is \$140.00 per hour during normal business hours, portal to portal, with a minimum charge of four hours.

Warranty Period

The warranty period shall begin when the client receives beneficial use of the system, or at final acceptance, whichever comes first.

Extended Warranty and Warranty Options

Customer may choose to extend the duration of the Standard Warranty, improve on Service & Response Time commitments, or request that Preventive Maintenance be performed during the warranty period. These options can be provided at an additional charge and include:

- Extend duration of Standard Warranty
- Response Time Commitment of Next Business Day
- Response Time Commitment of Four (4) Hour response to Critical Incident
- Preventive Maintenance Visits – One or more preventive service visits during the Warranty Term.

Service Agreements

Upon expiration of the Standard Warranty period, future service by HB is provided under Time and Materials terms and fees applicable at that time unless Customer engages in a Service Agreement. The benefit of HB Service Agreements is that HB will continue to warrant the workmanship and labor, provide Service Level Agreement (SLA) response time commitments, and include an agreed number of Preventive Maintenance Visits during the term of the contract.

Service Level Agreements (SLA)

HB offers three maintenance agreements based on varying degrees of service and response times. Of course, plans can be customized to individual circumstances and needs. Agreements are typically entered into for one to three years.

	PLATINUM	GOLD	SILVER
Emergency call back	1 hour	1 hour	1 hour
On-site visit after initial call	4 hours (24/7)	1 business day	2 business days
Preventive maintenance visits	4 visits/year	2 visits/year	1 visit/year
Loaner projector(s)/display(s)	Yes	Yes	No
Onsite emergency visits	Unlimited	Unlimited	Unlimited
Training for all equipment	Unlimited	Unlimited	No
Advanced parts replacement	24 hours for most major hardware	2 business days	Standard ground shipping
Access to video test facilities	24 hours (scheduling ahead required)	During regular business hours	No
System functionality guarantee	Yes	Yes	Yes
Phone support	Unlimited	Unlimited	Unlimited
Rental and event support service can be provided through HB Group	Available	Available	Available

Strategic Staffing Services

Under an HB Staffing Agreement, HB assigns each Customer one or more HB Audio Visual Support Specialist (AVSS) to assist in the use and operation of the systems at the customer facility. HB Staff Technicians are an extension of our client's staff and report daily to their assigned client site. They are typically responsible for ongoing support for the use and functionality of audio and video technology, providing support for users, meeting and events, and may be involved in the planning and implementation of change or new installation of AV, Video, or related solutions at the client location.

Standard Terms and Conditions

Millwork

All millwork shall be supplied by the Customer, unless specifically identified on the accompanying equipment list. It is the responsibility of the Customer and/or its agents to fabricate the millwork pieces to conform to all dimensional, electrical and thermal requirements.

Blocking/Supports

All in-wall blocking required to support AV equipment or displays shall be furnished and installed by others.

Loudspeaker Rigging

HB assumes that all loudspeaker rigging attachment points to base building structure will be engineered and installed by others. Rigging hardware included in this offering is limited to hardware attached to the loudspeaker for purposes of flying and aiming the loudspeaker, vertical cables and shackles or other hardware to attach to structural hanging points by others. No horizontal structural steel is included.

Data, Telecom and VoIP Wiring and Networks

All client network, Ethernet, analog telephone, and other infrastructure wiring required to complete the AV systems functional requirements is the responsibility of the Client. Client WAN, LAN, VLAN, VoIP, analog (POTS) networks, both wired and wireless, as well as any other required networks, must be fully configured and operational at the time of system setup and commissioning. It is assumed that the Client will supply the necessary wiring, information and technical support required to facilitate interfacing their network(s) with the AV system(s). In the event that the client fails to provide the aforementioned requirements in a timely manner and that failure effects the efficient completion of the project, (i) HB will be held harmless for systems that do not meet scheduling requirements and (ii) costs associated with delays and inefficiencies including additional hours or overtime labor rates, shall be considered outside the scope of this offering and will be billable to the Client.

Phasing and Grounding

All 120-volt AC receptacles and power purposed with feed to all equipment must be independent ground and same phase. If HB discovers improper phasing or grounding to be the cause of functional anomalies, Customer will remedy without penalty or cost to HB.

Vibration, Ambient Noise and Acoustics

Excessive vibration may cause certain equipment (i.e., ceiling-mounted video projectors and microphones) to malfunction. Conference and recording systems, which employ open microphones, may not perform properly if excessive ambient noise or reverb is present. If any of these conditions exist, HB will be held harmless; costs associated with remedy of these conditions will be considered billable to the Customer.

Delivery and Acceptance

The Customer agrees to designate a representative who will have the authority to sign for delivery of equipment. Customer is responsible for the security and loss liability of all delivered equipment. Acceptance of delivery does not imply that systems have been accepted as functional. Unless other arrangements are made, a secure, lockable space will be furnished for storage of equipment and material.

Low Voltage Interfaces

Only those low voltage interfaces specifically included on the attached equipment list are included in this offering. All owner furnished equipment is assumed to be supplied with the appropriate low voltage interface and low voltage interfaces required to connect to any systems furnished and/or installed by others, are assumed to be supplied by the contractor.

Seismic Certification & Compliance

The cost of any seismic studies or remedies required by local or state-building codes is not included in this proposal.

Labor Costs

All labor costs included in this offering are based on use of HB staff, non-union personnel. All labor costs are calculated as straight-time during normal business hours. Requirement for union or overtime rates are considered additional to this offering.

Schedule

If, through no fault of HB, the agreed upon installation schedule changes, HB will exercise its best efforts to accommodate the new schedule. Any costs associated with schedule changes are considered outside of the scope of this offering and will be negotiated as required.

Completion and Testing

The project schedule must allow sufficient time for completion of all installation and final testing of systems prior to occupancy of the site. If sufficient time is not allowed, HB will be held harmless for systems that do not meet requirements. In this case, all costs associated with completion of work, including overtime labor rates, will be considered outside the scope of this offering and billable to the Customer.

Plenum Rating

Cable and equipment to be installed in air handling spaces is plenum rated as required by code. All other cable is priced as non-plenum.

Restocking Fees

Any equipment ordered for the project and then returned at the discretion of the Customer will be subject to a 25% restocking fee.

Software License

Source code for all software developed within the scope of this offering remains the property of HB. Licensing terms are available upon request.

Updates to Existing Control Code

Updates of any existing control system that was not programmed by HB requires the most current, un-compiled source code for both the control processor and any and all of the touch panels connected to the system be provided to HB. If not available code will have to be re-written at additional cost, not included in this proposal.

Owner Furnished Equipment (OFE)

All equipment furnished by the Customer, whether new or used, is presumed to meet original specifications and functionality. If any OFE does not meet specifications, cost of all remedies will be borne by the Customer.

Screen Installations

The customer will be responsible for all costs associated with the installation of projection screens, both rear screen and ceiling/wall mounted.

Wall or Ceiling Finish Work

The customer will assume responsibility for repairing, patching and painting all walls or ceiling finishes that may be disturbed as the result of penetrations and mounting procedures.

Site Installation

Typical delivery is (8) eight weeks to (10) ten weeks.

Permits

The cost of any building permits required by any municipalities will be passed on to the owner.

Room Readiness

The following describes the physical conditions we require at the site in order to bring equipment into the designated area. These "room ready" conditions have been developed to insure proper site conditions that pose no compromise to the proper operation and performance of the equipment. Further, they will allow our installers to work at maximum efficiency insuring timely completion. Where reasonable or possible:

Conduit

Prior to commencement of work by HB, Customer will assure that adequate cable pathways or conduit are furnished. All conduit may not exceed 40% fill per NEC standards. If HB discovers insufficient conduit capacity, Customer will remedy without penalty or cost to HB.

120-Volt Power

All permanent 120-volt AC power and work is the responsibility of the Customer and must be in place. This includes the electrical connection to any electric projection screens. All receptacles must be properly grounded per NEC requirements, and all circuits must be of sufficient capacity to provide full turn on power to all system racks without tripping breakers. Location of all 120-volt receptacles must be within reasonable and logical proximity of equipment.

Equipment Delivery

Prior to the delivery of all equipment and electronics, all spaces are "broom-clean" and the site is free of dust and dirt. All construction, including drywall, painting, ceilings, flooring and millwork is complete. If, at the discretion of the Customer, equipment is brought to site before it is clean, functionality, longevity and warranties may be compromised.

OSHA Requirements

Prior to commencement of work by HB, the job site must meet OSHA requirements for a healthful workplace. Appropriate safety policies should be set, maintained, and enforced by all work forces.

Payment Terms & Conditions

A written contract, purchase order, or other acceptable authorization to proceed must be received prior to the start of all work. HB will submit an initial invoice covering engineering/design services and any initial procurement. The value of this mobilization charge will equal approximately 40% of the entire project value; the invoice is due 'net 15'.

Each month for the duration of the project, HB will issue a progress billing invoice representing charges for all costs incurred to date, including labor and all goods "bought and stored". Verification of goods received and stored at our facilities will be supplied upon request. Verification may be in the form of receiving records, serial numbers, photographs, personal inspection or other agreeable format.

Insurance

- An insurance certificate detailing typical coverage is attached
- Any additional coverage, if required, will be billed at cost

Taxes

The Customer shall be responsible for the payment of all sales, use and excise taxes, and any other similar taxes, duties and charges of any kind imposed by any federal, state or local governmental entity on any amounts payable by Customer for the Deliverables and/or Services purchased hereunder whether remitted to HB or directly to the appropriate taxing authority. However, in no event shall the Customer pay or be responsible for any taxes imposed on, or with respect to, HB's income, revenues, gross receipts, personnel or real or personal property or other assets.

Closeout Process

In order to ensure that the client will be satisfied with a complete project, HB has developed a Closeout Process. This process ties up any loose ends ensuring that the project is complete.

Final Testing

HB will complete final termination, testing and "de-bugging" of installed systems.

Documentation

All documents referring to the project including spec sheets are handed over to the client for their records.

Equipment Manuals

HB will provide sets of equipment manuals for each piece of equipment in your project.

These manuals can be hardcopy and available on CD.

Training

After equipment has been installed, HB will train the client end users on how to use the systems. Training is scheduled based on the customer's schedule.

Installation Sign-Off

HB utilizes an "Installation Sign-Off" form to signify project completion.

This document provides a mechanism for the Owner to acknowledge completion or receipt of beneficial use of the system or to identify performance exceptions to the system.

HB is able to remedy such exceptions on a timely basis and then identifies the beginning of the warranty period.

Portfolio Consideration

Each client project is important to us and many showcase our quality of work. After project completion, with client's approval, HB will schedule a photo shoot featuring the recently installed technology.

In some instances, a formal case study will also be written and posted online or appear in HB marketing materials.

All photos will be available to the client upon request.

Statement of Work

Summary: Bloomfield Municipal Chambers seeks an upgraded A/V and Broadcast system for their 2nd floor Chambers room terminating via fiber connection to a remote control room approximately one quarter mile away. This design will consist of the following:

- Four 65" ceiling mounted displays and one 12" Desktop display for the Judge in the Chambers Room with two auto-switching HDMI inputs at the dais for presentations. This content will also be available to be sent to the Broadcast.
- Four wall mounted Panasonic 4K PTZ Broadcast cameras.
- Integration of 4 OFE Shure wireless microphones and 16 OFE Shure gooseneck microphones for voice lift and voice recording.
- Control Room Broadcast system based around NewTek TC-1 switcher and control surface complete with remote camera controller, dual 32" video monitors, JBL stereo audio monitors, AJA recorder deck, and Behringer digital audio console.
- HB will also integrate 3 OFE PTZ cameras and 5 OFE microphones that currently reside in the Studio adjacent to the control room into the NewTek Broadcast system.

System Description:

2nd Floor Municipal Chambers

Functionality Description:

Source Devices:

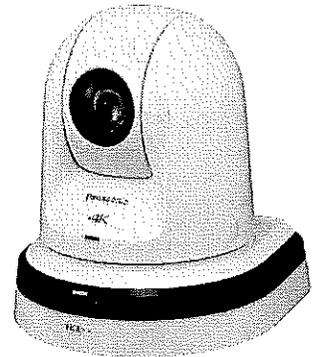
- Qty. 2 HDMI inputs located on either side of the dais. These inputs will auto-switch to the local displays and will also be available to be sent to the Broadcast.

Displays:

- Qty. 4 65" LG Commercial displays to be ceiling mounted in the Council Chambers with two displays orientated towards the audience and two orientated towards the dais. These displays will be controlled by the included manufacturer remote controls.
- Qty. 2 32" LG Commercial displays to sit on OFE control room desk as video monitors. These displays will be controlled by the included manufacturer remote controls.
- Qty. 1 12" Full HD Display at the location of the Judge's seat. This monitor will display laptop presentation content only.

Audio:

- OFE Shure SLX wireless microphone system with qty. 16 gooseneck microphones and qty. 4 wireless microphones
- Qty. 2 - OFE UAP G2 digital microphone mixer (audio to be converted to Dante)
- OFE Liberty recording system (to be commissioned by others, HB will not install, test or train users on this system).
- OFE existing wall mounted speakers will be re-used for microphone voice lift in the Chambers
- Behringer audio console with Dante expansion card located in the control room
- JBL stereo monitor speakers in the control room for audio monitors
- Basic point to point Intercom system for communication to the Judge's seat
- Tascam Analog to Dante audio converter



Capture/Stream

- Qty. 4 - Panasonic PTZ cameras to be wall mounted on four walls of the Council Chambers.
- Panasonic remote camera controller
- NewTek TC1
- NewTek TC1-SP
- AJA Ki Pro Recorder Deck with dual 256 GB SSD drives



Equipment Location:

- AV equipment rack will be located in the designated equipment closet adjacent to the Council Chambers.
- Audio equipment rack will be located on the stage behind the dais.
- OFE gooseneck microphones will be located on the dais.
- Qty. 2 HDMI inputs will also be located at the dais, exact location TBD.
- PTZ cameras will be wall mounted in the Council Chambers - 2 on each side of the room, 1 in the front for audience shots and 1 in the back for wide shots pointed at the dais. Wiring will be surface mounted.
- Fiber connection to the remote control room from the municipal chambers building must be provided by others.
- OFE Broadcast Desk in remote control room to be provided by others.
- Display locations must have power and proper wall blocking provided by others.



Studio:

- HB will integrate 3 OFE PTZ cameras and 5 OFE microphones that currently reside in the Studio adjacent to the control room into the NewTek Broadcast system. All work done in this room will be subject to HB confirmation of site conditions prior to installation.

HB Assumptions:

- The proposed quotation does not include Union Labor. Should it be determined that Union Labor is required, the customer is responsible for communicating this to HB. As result, HB will need to issue a Change Order or Revised Proposal to account for the required Union Labor costs.
- Customer will be solely responsible for providing all necessary cable pathways, conduit, floor stubs, pull throughs, etc. unless otherwise noted by HB.
- Customer will be solely responsible for providing all appropriate power and data connections at required locations, as specified by HB.
- Customer will be solely responsible for all necessary wall blocking and structural support required for the mounting of displays and projection systems.

HB will provide the functionality listed within the Project Specific Scope, and that functionality only. Customer shall not assume that any implied functionality of certain products or systems shall also be included unless explicitly stated.

Municipal Chambers

Item #	Qty	Manufacturer	Description	Price	Ext. Price
1	4	LG Commercial	65" 4K UHD Commercial Display - Courtroom Monitors	\$1,419.60	\$5,678.40
2	2	LG Commercial	32" Commercial Display - Control Room Monitors	\$297.50	\$595.00
3	1	Beetronics	12" Full HD Desktop Display Monitor - Judge's Monitor	\$341.25	\$341.25
4	4	Chief	Single ceiling mount medium - black	\$200.92	\$803.68
5	4	Chief	CMA-100 Column / flat ceiling mount	\$130.39	\$521.56
6	1	Chief Misc.	Miscellaneous hardware needed for ceiling mounts	\$240.00	\$240.00
7	1	NewTek	TriCaster TC1 BASE Bundle (includes TriCaster TC1 2RU and TC1SP)	\$19,795.05	\$19,795.05
8	1	NewTek	Newtek Iso Quarter Pro Coupon Code. NDI-ISO Quarter Pro CC.	\$875.60	\$875.60
9	1	NewTek	Spark Pro	\$955.20	\$955.20
10	4	Panasonic Professional	White, sub-compact HD and 4K Integrated Pan-tilt Camera with single MOS sensor, 20X Optical Zoom with Optical Image Stabilization, POE+ (Power Over Ethernet+), and HDMI Output In addition to HD Streaming, USB Video functions, and in-camera recording	\$4,592.30	\$18,369.20
11	4	Panasonic Professional	Heavy duty wall mount (white) for use with AW-HE/HN38/40 and AW-UE/UN70 cameras PTZ cameras	\$177.60	\$710.40
12	1	Panasonic Professional	Sub-compact Remote System Controller for up to 5 Panasonic Pan-Tilt Camera Systems via RS-422 serial connection over Cat5/6, and up to 100 cameras via IP. Pan, tilt, zoom, focus, Iris are all readily available via hardware.	\$1,847.48	\$1,847.48
13	1	Crestron	DM Lite HDMI over CATx Transmitter & 3x1 Auto-Switcher w/2x HDMI plus VGA & Analog Audio, Surface Mount	\$520.00	\$520.00
14	1	Crestron	1:8 HDMI Distribution Amplifier w/4K60 4:4:4 & HDR Support	\$650.00	\$650.00
15	5	Crestron	DM Lite HDMI over CATx Receiver, Surface Mount	\$214.50	\$1,072.50
16	4	Crestron	DM Lite HDMI over CATx Transmitter, Surface Mount	\$214.50	\$858.00
17	1	Crestron	4K HDMI over HDBaseT Extender w/IR & RS-232, Black	\$650.00	\$650.00
18	1	Behringer	40-Input 25-Bus Mixing Console	\$1,132.65	\$1,132.65
19	1	Behringer	32-Channel AD Exp Card X32	\$436.25	\$436.25
20	1	JBL	35-watt-per-channel Active Reference Monitors with Single Volume Control, HF Adjust, Peak Limiter, and Headphone Jack	\$192.00	\$192.00
21	2	Cisco	10MP 10-Port Gigabit PoE Managed Switch - 10 Ports - Manageable - 3 Layer Supported - Modular - Optical Fiber, Twisted Pair - Desktop - MANAGED SWITCH	\$365.90	\$731.80
22	2	Middle Atlantic	18SP 24"D RK.CONFIG W/SP,FRONT DR,RAP,(3)SHELVES,(3)PNLS	\$477.25	\$954.50
23	1	Decimator	HDMI/SDI Bidirectional Converter	\$113.85	\$113.85

Municipal Chambers

Item #	Qty	Manufacturer	Description	Price	Ext. Price
24	1	AJA	KI Pro Rack - SSD	\$1,795.50	\$1,795.50
25	2	AJA	256GB SSD module, HFS	\$445.50	\$891.00
26	1	Penton	Universal Audio Processor generation 2	\$1,612.78	\$1,612.78
27	1	Tascam	ANALOG/DANTE CONVERTER	\$1,710.00	\$1,710.00
28	1	Wired Intercom Systems	Master to Sub System Intercom station	\$343.50	\$343.50
29	1	Scissor Lift Rental	On-Site Scissor Lift Rental	\$614.40	\$614.40
30		HB	Freight		\$1,570.18
31		HB	Cables & Connectors		\$4,579.70
32		HB	Drafting		\$1,480.50
33		HB	Shop Fabrication & Pre-Installation		\$1,036.80
34		HB	Shop Staging		\$1,305.60
35		HB	Broadcast Engineer		\$4,224.00
36		HB	Broadcast Project Management		\$6,998.40
37		HB	Broadcast Installation		\$9,900.00
38		HB	Broadcast Commissioning		\$5,100.00
39		HB	G&A		\$775.00
				Room Subtotal:	\$101,981.73

Price Breakdown by Room and Type

Room	Equipment	Engineering	Drafting & Doc	Control Programming	Rack Assembly Fabrication Shop QC	Project Management	Installation Site QC	Union Installation	G&A	Freight	Tax	Total
Municipal Chambers	\$69,591.25	\$4,224.00	\$1,480.50	\$0.00	\$2,342.40	\$6,998.40	\$15,000.00	\$0.00	\$775.00	\$1,570.18	\$0.00	\$101,981.73
	\$69,591.25	\$4,224.00	\$1,480.50	\$0.00	\$2,342.40	\$6,998.40	\$15,000.00	\$0.00	\$775.00	\$1,570.18	\$0.00	\$101,981.73



Municipal Chambers and Conference Room REV1

Prepared by:

HB Communications, Inc.

Nick Miller

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Prepared for:

Bloomfield Township

1 Municipal Plaza

Bloomfield, New Jersey 07003

Bob Duthaler

bduthaler@wbmatv.com

Quote Information:

Quote #: 004779

Version: 1

Delivery Date: 09/05/2019

Expiration Date: 10/02/2019

Quote Summary

Description	Amount
Municipal Chambers	\$101,981.73
Total: \$101,981.73	

Taxes, shipping, handling and other fees may apply. We reserve the right to cancel orders arising from pricing or other errors.

HB Communications, Inc.

Bloomfield Township

Signature:

Name:

Nick Miller

Title:

Date:

09/05/2019

Signature:

Name:

Jean-guy Lauture, CIO/IT Director

Date:

10/4/19