



## Travis County Commissioners Court Agenda Request

**Meeting Date:** December 9, 2014

**Prepared By/Phone Number:** Jesse Herrera, 512-854-1184

**Elected/Appointed Official/Dept. Head:** Cyd Grimes

**Commissioners Court Sponsor:** Judge Biscoe

**Agenda Language:** Approve contract award for Remote Digital Camera System, RFP No. 1406-021-JH, to the lowest bidder, ZVS Media, LLC.

- **Purchasing Recommendation and Comments:** Purchasing concurs and recommends approval of requested action. This procurement action meets the compliance requirements as outlined by the statutes.

Since the relocation of Media Services from the Granger Building to 700 Lavaca St. in 2011, the Records Management and Communications Resources department planned to install the necessary technology in multifunction room B to add video broadcast and recording capability.

RFP No. 1406-021-JH for Remote Digital Camera System, was issued on Bidsync. Two proposals were received on August 22, 2014. ISI Automation Inc, and ZVS Media, LLC. ZVS Media was the video broadcast subcontractor that designed and built the new TCTV facility at 700 Lavaca. Accordingly they are fully knowledgeable about the details of the facility and what is necessary to modify, add and integrate new equipment. ZVS Media proposed solution best fits Records Management and Communication Resources request for proposal at the lowest cost. Therefore, it is the recommendation of Records Management and Communication Resources to award a contract to ZVS Media, LLC, as ZVS Media is the lowest bidder.

➤ **Contract-Related Information:**

Award Amount: \$89,000.00

Contract Type:

Contract Period:

➤ **Solicitation-Related Information:**

Solicitations Sent: 55

Responses Received: 2

HUB Information:

% HUB Subcontractor:

➤ **Special Contract Considerations:**

Award has been protested; interested parties have been notified.

Award is not to the lowest bidder; interested parties have been notified.

Comments:

➤ **Funding Information:**

SAP Shopping Cart #:

Funding Account(s): 1578000001 & 1570900001

Comments:

**CONTRACT WITH ZVS-MEDIA FOR A REMOTE DIGITAL CAMERA SYSTEM – RFP#  
1406-021-JH**

This Contract is to purchase a remote digital camera system ("Contract"). It is entered into by and between Travis County, Texas, a political subdivision of the State of Texas ("County"), and ZVS-Media, LLC, a Texas company ("Contractor").

County requested proposals from qualified companies to procure the digital camera system goods and services (the "Goods and Services") for Travis County's use under RFP# 1406-021-JH and all amendments, modifications, and addenda to it (the "RFP"). And Contractor submitted the successful proposal under the RFP (the "Proposal"). As such, in consideration of the mutual covenants set forth in this Contract and for other good and valuable consideration, the receipt and sufficiency of which are acknowledged, the parties agree as follows:

**PART I-SPECIFIC REQUIREMENTS**

**1.0 ATTACHMENTS:**

- 1.1. The documents enumerated below are attached and incorporated into this Contract and constitute promised performance by Contractor:
  - 1.1.1. BAFO dated 10/28/2014 ("Attachment A")
  - 1.1.2. The Proposal ("Attachment B")
  - 1.1.3. The RFP ("Attachment C")
  - 1.1.4. Ethics Affidavit ("Attachment D")
  - 1.1.5. List of Key Contracting Persons ("Exhibit A")
- 1.2. Order of Precedence. In the event of inconsistency between the documents composing this Contract, or any clauses contained in them, the inconsistency will be resolved, generally, by giving precedence in the below descending order, unless doing so would reduce the quality or quantity of the Goods or Services owed County, in which case the term requiring the greater quality or quantity will control:
  - 1.2.1. Attachment A
  - 1.2.2. Attachment B
  - 1.2.3. Part I of this Contract

1.2.4. Part II of this Contract

1.2.5. All other attachments

## **2.0 SCOPE OF SERVICES:**

County is seeking contracting for the purchase and delivery of a Remote Digital Camera System. The installation of video broadcast equipment is to be located in Multifunction Room B (MFR-B), 700 Lavaca St., Austin, TX 78701.

A new video broadcast production facility and new Commissioners Court room video installation were elements in the remodeling of the first floor, which included MFR-B at 700 Lavaca St. Austin Texas. The room was prewired in 2012 for 4 remote controlled PTZ cameras, and, the primary routing switcher and production switchers were configured to receive feeds from MFR-B. County is purchasing the video broadcast equipment and having contractor install it so that Travis County Media Services staff will be able to broadcast live and/or record meetings and other events using both new and existing video equipment.

The contractor shall provide and install the video broadcast equipment at the location specified in this contract and in the manner set out in the attached RFP and Proposal, Attachment B and C. Contractor shall deliver and perform in accordance with the prices and details set out in Attachment A, the BAFO dated 10/28/2014.

## **3.0 TERM OF CONTRACT:**

The resulting contract will be effective upon award by Commissioners Court and will be for a twelve (12) month period (one year) commencing upon award by the Travis County Commissioners Court, with an option to renew maintenance for two (2) additional twelve (12) month periods.

## **4.0 OPTION TO EXTEND:**

County may unilaterally extend this Contract for (i) two (2) additional one (1) year periods, and all provisions of this Contract, except for term and price, will remain unchanged and in full force and effect. County will exercise an Option to Extend no sooner than ninety (90) days prior to expiration of the then current term. The total term of this Contract, including the Options to Extend, will not exceed thirty-six (36) months. County will have the right to exercise all or a portion of the Option to Extend in any combination it deems necessary.

## **5.0 TERM OF WARRANTY:**

Contractor will provide the maximum warranty offered by the manufacturer (not less

than one (1) year). Warranty will begin after installation is complete, the system is fully tested and operational, and accepted by County. During the warranty period the Contractor is responsible for labor, materials, and other costs associated with required warranty repair.

#### **6.0 MAINTENANCE FEES:**

For each year after the warranty period, the annual license/maintenance fee may not increase more than 3% annually. Details of maintenance support are described in the proposal and the response (Attachments B and C), including hours of maintenance support. A description of what additional charges, if any, will be imposed if an on-site visit is required, are set out in the BAFO, Attachment A.

#### **7.0 PURCHASE ORDER:**

Contractor will not release any items or perform any services until a purchase order number is assigned by the designated representative of the County Purchasing Office. Contractor will reference contract and purchase order on all invoices submitted to the Travis County Auditor. Upon issuance of a purchase order, the contract administrator will call the Contractor with the items needed to be supplied. The Contractor must respond by supplying the items at the time required. Failure to act in this manner may result in termination of this contract.

#### **8.0 CONTRACT MANAGER:**

For purposes of monitoring performance, establishing requirements, approving and coordinating schedules, users, and equipment, the county department named below will act as contract manager on behalf of Travis County:

Travis County Media Services  
Al Jackson (or successor or designee)  
Media Operations Manager  
700 Lavaca St. Suite 1.218  
Austin, Texas 78701  
(512) 854-9503

#### **9.0 IMPLIED SERVICES:**

If any services, functions or responsibilities not specifically described in this Contract are required for the proper performance and provision of the Services, they will be deemed to be implied by and included within the scope of the Services to the same extent and in the same manner as if specifically described in this Contract. Except as otherwise expressly provided in the Contract, Contractor will be responsible for providing the facilities, personnel and other resources as necessary to provide the

Services.

## **PART II - GENERAL PROVISIONS**

### **1.0 GENERAL DEFINITIONS:**

- 1.1 "Auditor" means the Travis County Auditor or her designee.
- 1.2 "Commissioners Court" means Travis County Commissioners Court.
- 1.3 "County Building" means any County owned buildings and does not include buildings leased by County.
- 1.4 "Is doing business" and "has done business" mean:
  - 1.4.1 Paying or receiving in any calendar year any money or valuable thing which is worth more than \$250 in the aggregate in exchange for personal services or for the purchase of any property or property interest, either real or personal, either legal or equitable; or,
  - 1.4.2 Loaning or receiving a loan of money; or goods or otherwise creating or having in existence any legal obligation or debt with a value of more than \$250 in the aggregate in a calendar year;
  - 1.4.3 **But does not include**
    - 1.4.3.1 Any retail transaction for goods or services sold to a Key Contracting Person at a posted, published, or marked price available to the public,
    - 1.4.3.2 Any financial services product sold to a Key Contracting Person for personal, family or household purposes in accordance with pricing guidelines applicable to similarly situated individuals with similar risks as determined by Contractor in the ordinary course of its business; and
    - 1.4.3.3 A transaction for a financial service or insurance coverage made on behalf of Contractor if Contractor is a national or multinational corporation by an agent, employee or other representative of Contractor who does not know and is not in a position that he or she should have known about the Contract.
- 1.5 "Key Contracting Person" means any person or business listed in Exhibit A to Affidavit.

- 1.6 "Purchasing Agent" means the Travis County Purchasing Agent.
- 1.7 "County" means Travis County, Texas, a political subdivision of the State of Texas.
- 1.8 "Historically Underutilized Business" or "HUB" means any entity or association formed to make a profit in which one (1) or more persons who are educationally or economically disadvantaged because of their identification as members of one of the following groups: African Americans, Hispanic Americans, Asian Pacific Americans, Native Americans or Women of any ethnicity have the following rights:
  - 1.8.1 own at least fifty-one percent (51%) of all classes of shares or other equitable securities and have incidents of ownership, including an interest in profit and loss, equivalent to the percentage of capital, equipment or expertise contributed to the business where ownership is measured as though the community property interest of a spouse is the separate property of that spouse, if both spouses certify in writing that the non-participating spouse relinquishes control over his or her spouse, and his or her community property, and not as if it is subject to the community property interest of the other spouse; and
  - 1.8.2 have a proportionate interest and demonstrated active participation in the control, operation and management of the business's affairs; where control means having recognized ultimate control over all day-to-day decisions affecting the business, and is be known to, and at least tacitly acknowledged in day-to-day operations by employees of the business and by those with whom business is conducted, and holding a title commensurate with that control.

## **2.0 GENERAL CONDITIONS:**

Contractor represents that Contractor has thoroughly examined the drawings, specifications, schedule, instructions and all other contract documents. Contractor has made all investigations necessary to be thoroughly informed regarding plant and facilities for delivery of material, equipment and/or services as required by the proposal conditions.

## **3.0 CONTRACTOR CERTIFICATIONS:**

- 3.1 Contractor certifies that Contractor is a duly qualified, capable, and otherwise bondable business entity, that Contractor is not in receivership or contemplates same, and has not filed for bankruptcy. Contractor further certifies that the company, corporation, or partnership is not currently delinquent with respect to

payment of property taxes within County.

- 3.2 Contractor warrants that all applicable copyrights and licenses that may exist on materials used in this contract have been adhered to and further warrants that County will not be liable for any infringement of those rights and any rights granted to County will apply for the duration of the contract. ***Contractor will indemnify County, its officers, agents and employees from all claims, losses, damages, causes of action and liability of every kind including expenses of litigation, and court costs and attorney fees for damages to any person or property arising in connection with any alleged or actual infringement of existing licenses or copyrights applicable to materials used in this contract.***

#### **4.0 DISPUTES AND APPEALS:**

The Purchasing Agent acts as the County representative in the issuance and administration of this contract in relation to disputes. Any document, notice, or correspondence not issued by or to the Purchasing Agent or other authorized County person, in relation to disputes is void unless otherwise stated in this contract. If the Contractor does not agree with any document, notice, or correspondence issued by the Purchasing Agent, or other authorized County person, the Contractor must submit a written notice to the Purchasing Agent within ten (10) calendar days after receipt of the document, notice, or correspondence, outlining the exact point of disagreement in detail. If the matter is not resolved to the Contractor's satisfaction, Contractor may submit a written Notice of Appeal to the Commissioners Court, through the Purchasing Agent, if the Notice is submitted within ten (10) calendar days after receipt of the unsatisfactory reply. Contractor then has the right to be heard by Commissioners Court.

#### **5.0 FUNDING:**

Funds for payment on this Contract have been provided through the County budget approved by Commissioners Court for this fiscal year only. State of Texas statutes prohibit the obligations and expenditure of public funds beyond the fiscal year for which a budget has been approved. However, the cost of items or services covered by this Contract is considered a recurring requirement and is included as a standard and routine expense of County to be included in each proposed budget within the foreseeable future. County Commissioners expect this to be an integral part of future budgets to be approved during the period of this Contract except for unanticipated needs or events which may prevent such payments against this Contract. However, County cannot guarantee the availability of funds, and enters into this Contract only to the extent such funds are made available. The fiscal year for County extends from October 1st of each calendar year to September 30th of the next calendar year.

#### **6.0 FUNDING OUT:**



Despite anything to the contrary in this Contract, if, during budget planning and adoption, Commissioners Court fails to provide funding for this Contract for the following fiscal year of County, County may terminate this Contract after giving Contractor thirty (30) days written notice that this Contract is terminated due to the failure to fund it.

## **7.0 INVOICING/PAYMENTS:**

7.1 Contractor will provide County with an Internal Revenue Form W-9, Request for Taxpayer Identification Number and Certification, that is completed in compliance with the Internal Revenue Code and its rules and regulations before any Contract funds are payable.

7.2 Payment will be made by check or warrant by County upon satisfactory delivery and acceptance of products and services and submission of an invoice to the address below:

County Auditor  
P.O. Box 1748  
Austin, Texas 78767

Or via email to Travis County Accounts Payable: AP@traviscountytexas.gov

7.3 As a minimum, invoices will include: (i) name, address, and telephone number of Contractor and similar information in the event payment is to be made to a different address; (ii) County Contract or Purchase Order number; (iii) identification of products or services as outlined in this Contract; (iv) quantity or quantities, applicable unit prices, total prices, and total amount; and (v) any additional payment information called for by this Contract. County will not pay invoices that are in excess of the amount authorized by the Purchase Order.

7.4 Payment will be deemed to have been made on the date of mailing of the check or warrant. For purposes of payment discounts, time will begin upon satisfactory delivery of products and services and/or submission of acceptable invoice, whichever is last. Partial payments will not be made unless specifically requested and approved by County prior to Contract award.

7.5 Accrual and payment of interest on overdue payments will be governed by Tex. Gov't Code Ann., ch. 2251.

## **8.0 RESERVED:**

## **9.0 OFFICIALS NOT TO BENEFIT:**

If a member of the Commissioners Court belongs to a cooperative association, the county may purchase equipment or supplies from the association only if no member of the Commissioners Court will receive a pecuniary benefit from the purchase, other than as reflected in an increase in dividends distributed generally to members of the association.

## **10.0 COVENANT AGAINST CONTINGENT FEES:**

The Contractor warrants that no persons or selling agency has been retained to solicit this Contract upon an understanding for a commission, percentage, brokerage, or contingent fee, excepting bona fide employees or bona fide established commercial selling agencies maintained by the Contractor to secure business. For breach or violation of this warranty, County will have the right to terminate this Contract without liability or in its discretion to, as applicable, add to or deduct from the Contract price for consideration, or otherwise recover, the full amount of such commission, percentage, brokerage, or contingent fee.

## **11.0 ASSIGNMENT:**

- 11.1 Assignment. The parties to this Contract will not assign any of the rights or obligations under this Contract without the prior written consent of the other party. No official, employee, representative or agent of County has the authority to approve any assignment under this Contract unless that specific authority is expressly granted by Commissioners Court.
- 11.2 Successors Bound. The terms, provisions, covenants, obligations and conditions of this Contract are binding upon and inure to the benefit of the successors in interest and the assigns of the parties to this Contract if the assignment or transfer is made in compliance with the provisions of this Contract.
- 11.3 If a change of name is required, the Purchasing Agent will be notified immediately. No change in the obligation of or to Contractor will be recognized until it is approved by Commissioners Court, or the Purchasing Agent as applicable.

## **12.0 FORCE MAJEURE:**

If the performance by either party of any of its obligations under this Contract is interrupted or delayed due to an act of God or the common enemy or as the result of war, riot, civil commotion, sovereign conduct, or the act or conduct of any person or

persons not a party to this Contract, then it will be excused from performance for such period of time as is reasonably necessary to remedy the effects thereof.

### **13.0 TERMINATION FOR DEFAULT:**

Failure by either County or Contractor in performing any provisions of this Contract will constitute a breach of Contract. Either party may require corrective action within ten (10) calendar days after date of receipt of written notice citing the exact nature of the other's breach. Failure to take corrective action or failure to provide a satisfactory written reply excusing such failure within the ten (10) calendar days will constitute a default. The defaulting party will be given a twenty (20) calendar day period within which to show cause why this Contract should not be terminated for default. Commissioner's Court may take whatever action as its interest may appear, resulting from such notice. All notices for corrective action, breach, default or show cause, will be issued by the Purchasing Agent or County Attorney only and all replies will be made in writing to the Purchasing Agent at the address provided herein. Notices issued by or to anyone other than the Purchasing Agent or County Attorney will be null and void, and will be considered as not having been issued or received. County reserves the right to enforce the performance of this Contract in any manner prescribed by law in case of default and may contract with another party with or without competition or further notification to the Contractor. As a minimum, Contractor will be required to pay any difference in the cost of securing the products or services covered by this Contract, or compensate for any loss or damage to the County derived hereunder should it become necessary to contract with another source because of his default, plus reasonable administrative costs and attorney's fees. In the event of Termination for Default, County, its agents, or representatives, will not be liable for loss of any profits anticipated to be made hereunder.

### **14.0 TERMINATION FOR CONVENIENCE:**

County reserves the right to terminate this Contract upon thirty (30) calendar days written notice for any reason deemed by Commissioners Court to serve the public interest, or resulting from any governmental law, ordinance, regulation, or court order. Termination for Convenience will not be made when termination is authorized under any other provisions of this Contract, and termination for convenience will not be taken with the intention of awarding the same or similar contract requirements to another source. In the event of such termination the County will pay the Contractor those costs directly attributable to work done or supplies obtained in preparation for completion or compliance with this Contract prior to termination; provided, however, that no costs will be paid which are recoverable in the normal course of doing business in which the Contractor is engaged. In addition, no costs which can be mitigated through the sale of supplies or inventories will be paid. If County pays for the cost of supplies or materials obtained for use under this Contract, said supplies or materials will become the property of County and will be delivered to the FOB point

of the Contract term, whichever occurs first; however, the records will be retained beyond the third year if an audit is in progress or the findings of a completed audit have not been resolved satisfactorily.

#### **17.0 SUBCONTRACTS:**

17.1 Contractor will not enter into any subcontracts for any service or activity relating to the performance of this contract without the prior written approval or the prior written waiver of this right of approval from County. It is acknowledged by Contractor that no officer, agent, employee or representative of County has the authority to grant such approval or waiver unless expressly granted that specific authority by the Commissioners Court.

17.2 If a subcontract is approved, Contractor must make a "good faith effort" to take all necessary and reasonable steps to ensure HUBs maximum opportunity to be subcontractors under this Contract. Contractor must obtain County approval of all proposed HUB subcontractors through the Purchasing Agent. Failure by Contractor to make a good faith effort to employ HUBs as subcontractors constitutes a breach of this Contract and may result in termination of this Contract.

#### **18.0 MONITORING:**

County reserves the right to perform periodic on-site monitoring of Contractor's compliance with the terms of this Contract, and of the adequacy and timeliness of Contractor's performance under this Contract. After each monitoring visit, County will provide Contractor with a written report of the monitor's findings. If the report notes deficiencies in Contractor's performances under the terms of this Contract, it will include requirements and deadlines for the correction of those deficiencies by Contractor. Contractor will take action specified in the monitoring report prior to the deadlines specified.

#### **19.0 ASSIGNMENT OF CONTRACT OR MORTGAGE:**

Contractor must not transfer or assign any part of or right or interest in this Contract, directly or indirectly, voluntary or involuntary without the express written approval of the Commissioners Court. Contractor must not execute any mortgage, or issue any bonds, shares of stock, or other evidence of interest in County buildings.

#### **20.0 CIVIL RIGHTS/ADA COMPLIANCE:**

Contractor will provide all services and activities required by this Contract in a manner that would comply with the Civil Rights Act of 1964, as amended, the Rehabilitation Act of 1973, Public Law 93-1122, Section 504, and with the provisions of the

Americans With Disabilities Act of 1990, Public Law 101-336 [S.933] if Contractor were an entity bound to comply with these laws. Contractor will not discriminate against any employee or applicant for employment based on race, religion, color, sex, national origin, age or handicapped condition.

## **21.0 GRATUITIES:**

County may terminate this Contract if it is found that gratuities of any kind including entertainment, or gifts were offered or given by the Contractor or any agent or representative of the Contractor, to any County Official or employee with a view toward securing favorable treatment with respect of this Contract. If this Contract is terminated by the County pursuant to this provision, County will be entitled, in addition to any other rights and remedies, to recover from the Contractor at least three times the cost incurred by Contractor in providing the gratuities.

## **22.0 FORFEITURE OF CONTRACT:**

22.1 Contractor must forfeit all benefits of the Contract and County must retain all performance by Contractor and recover all consideration or the value of all consideration, paid to Contractor pursuant to this contract if:

22.1.1 Contractor was doing business at the time of submitting its proposal or had done business during the 365 day period immediately prior to the date of which its proposal was due with one or more Key Contracting Persons if Contractor has not disclosed the name of any such Key Contracting Person in its proposal which is expressly incorporated in this Contract; or

22.1.2 Contractor does business with a Key Contracting Person after the date on which the proposal that resulted in this Contract and prior to full performance of the Contract and fails to disclose the name of that Key Contracting Person in writing to each member of the Commissioners Court and to the County Clerk within ten (10) days commencing business with that Key Contracting Person.

## **23.0 NOTICES:**

23.1 Any notice required or permitted to be given under this contract by one party to the other will be in writing and will be given and deemed to have been given immediately if delivered in person to the address set forth in this section for the party to whom the notice is given, or on the third day following mailing if placed in the United States Mail, postage prepaid, by registered or certified mail with return receipt requested, addressed to the party at the address set forth in this section.

- 23.2 The address of County for all purposes other than invoicing under this contract will be:

Cyd Grimes, C.P.M., CPPO  
Purchasing Agent  
P.O. Box 1748  
Austin, Texas 78767-1748

- 23.3 The address of the Contractor for all purposes under this contract and for all notices hereunder will be the address shown in the Notice of Award.
- 23.4 Each party may change the address for notice to it by giving notice of the change in compliance with 23.0.

#### **24.0 CONSTRUCTION OF CONTRACT:**

- 24.1 Law and Venue. This Contract is governed by the laws of the United States of America and Texas and all obligations under this contract are performable in Travis County, Texas. Venue for any dispute arising out of this Contract will lie in the appropriate court of Travis County, Texas.
- 24.2 Severability. If any portion or portions of this Contract are ruled invalid, illegal, or unenforceable in any respect, by a court of competent jurisdiction, the remainder of it will remain valid and binding.
- 24.3 Headings. Headings and titles at the beginning of the various provisions of this Contract have been included only to make it easier to locate the subject matter covered by that part, section or subsection and are not to be used in construing this Contract.
- 24.4 Computation of Time. When any period of time is stated in this Contract, the time will be computed to exclude the first day and include the last day of period. If the last day of any period falls on a Saturday, Sunday, or a day that Travis County has declared a holiday for its employees, these days will be omitted from the computation. All hours stated in this Contract are stated in Central Standard Time from 2:00 o'clock a.m. on the first Sunday October until 2:00 o'clock a.m. on the first Sunday of April and in Central Daylight Saving Time from 2:00 o'clock a.m. on the first Sunday April until 2:00 o'clock a.m. on the first Sunday of October.
- 24.5 Gender and Number: Words of any gender in this Contract will be construed to include any other gender and words in either number will be construed to include the other unless the context in the Contract clearly requires otherwise.

**25.0 ENTIRE CONTRACT:**

All oral and written agreements between Contractor and County relating to the subject matter of this Contract that were made prior to the execution of this Contract have been reduced to writing and are contained in this Contract.

**26.0 CONTRACTOR LIABILITY, INDEMNIFICATION AND CLAIMS NOTIFICATION:**

Contractor will indemnify County, its officers, agents, and employees, from and against any and all third party claims, losses, damages, causes of action, suits, and liability of every kind whether meritorious or not and, including all expenses of litigation, court costs, and reasonable attorney's fees, arising in connection with the services provided by Contractor under this Contract. It is the expressed intention of the parties to this contract, both Contractor and County, that the indemnity provided for in this paragraph is indemnity by Contractor to indemnify and protect County from the consequences of Contractor's actions.

**27.0 RESERVED:**

**28.0 ADDITIONAL GENERAL PROVISIONS:**

- 28.1 Contractor must comply with all Federal and State laws and regulations, City and County ordinances, orders, and regulations, relating in any way to this Contract.
- 28.2 Contractor must secure all permits and licenses, pay all charges and fees, and give all notices necessary for lawful operations.
- 28.3 Contractor must pay all taxes and license fees imposed by the Federal and the State Governments and their agencies and political subdivisions upon the property and business of Contractor.
- 28.4 Despite anything to the contrary in this Contract, if the Contractor is delinquent in payment of property taxes at the time of providing services, Contractor hereby assigns the portion of the amount owing to it under this contract that is equal to the amount Contractor is delinquent in property tax payments to the Travis County Tax Assessor-Collector for the payment of the delinquent taxes.
- 28.5 Contractor will give consideration to recycled boxes, water soluble peanuts, and other products that replace bubble wrap and petroleum based peanuts which are harmful to the environment.

**29.0 DESIGNATED COUNTY HOLIDAYS:** Travis County will not accept deliveries on days designated as holidays by Travis County, unless specific prior arrangements have been made.

Travis County will provide a list of the holidays designated for each year upon request. Travis County usually designates 11 days each year as holidays and below is a list of the days usually designated:

HOLIDAY	DAY(S) USUALLY CELEBRATED
New Year's Day.....	January 1 <sup>st</sup> or Monday after if it falls on a weekend
Martin Luther King, Jr. Day .....	3 <sup>rd</sup> Monday in January
President's Day .....	3 <sup>rd</sup> Monday in February
Memorial Day.....	4 <sup>th</sup> Monday in May
Independence Day .....	July 4 <sup>th</sup> or Monday after if it falls on a weekend
Labor Day .....	1 <sup>st</sup> Monday in September
Veteran's Day.....	November 11 <sup>th</sup> or Monday after, if on a weekend
Thanksgiving Day... ..	4 <sup>th</sup> Thursday AND Friday in November
Christmas Season .....	December 25 <sup>th</sup> AND either day before or day after whichever allows a four day weekend, if possible

**30.0 MEDIATION:**

When mediation is acceptable to both parties in resolving a dispute arising under this Agreement, the parties agree to use a mutually agreed upon mediator, or a person appointed by a court of competent jurisdiction, for mediation as described in section 154.023 of the Texas Civil Practice and Remedies Code. Unless both parties are satisfied with the result of the mediation, the mediation will not constitute a final and binding resolution of the dispute. All communications within the scope of the mediation will remain confidential as described in section 154.073 of the Texas Civil Practice and Remedies Code, unless both parties agree, in writing, to waive the confidentiality.

**31.0 CONFLICT OF INTEREST QUESTIONNAIRE:**

If required by Chapter 176, Texas Local Government Code, the Contractor will complete and file a Conflict of Interest Questionnaire with the County Clerk, Elections Division, 5501 Airport Blvd., Austin, Texas 78751. The Contractor will update this Questionnaire by September 1 of each year for the duration of this Contract, as required by Chapter 176 of the Local Government Code. In addition, if any statement on a submitted Questionnaire becomes incomplete or inaccurate, the Contractor will submit an updated Questionnaire. The Contractor should note that the law requires the County to provide access to a filed Questionnaire on the official Travis County Internet website.



### **32.0 NON-WAIVER OF DEFAULT:**

- 32.1 The waiver of a breach of any term or condition of this Contract is not a waiver of a subsequent breach of that term or condition, or a breach or subsequent breach of any other term of condition. No official, agent, employee, or representative of County may waive any breach of any term of condition of this Contract unless expressly granted that specific authority by Commissioner Court.
- 32.2 All rights of County under this Contract are specifically reserved and any payment, act or omission will not impair or prejudice any remedy or right to County under it. Any right or remedy in this Contract will not preclude the exercise of any other right or remedy under this Contract or under any law, nor will any action taken in the exercise of any right or remedy be deemed a waiver of any other rights or remedies.

### **33.0 CERTIFICATION OF ELIGIBILITY:**

Contractor certifies that at the time of submission of its offer, it was not on the Federal Government's list of suspended, ineligible, or debarred contractors and that it has not been placed on this list between the time that its offer was submitted and the time of execution of this contract. If the Contractor is placed on the list during the term of this contract, Contractor will notify the Travis County Purchasing Agent. False certification or failure to notify may result in terminating this Contract for default.

### **34.0 INSURANCE AND LIABILITY:**

During the period of this Contract, contractor will maintain at his expense, insurance with limits not less than those prescribed below. With respect to required insurance, Contractor will:

- (i) Name County as additional insured, as its interests may appear.
- (ii) Provide County a waiver of subrogation.
- (iii) Provide County with a thirty (30) calendar days advance written notice of cancellation or material change to said insurance.
- (iv) Provide the County Purchasing Agent at the address shown in Section 23.2 of this contract, a Certificate of Insurance evidencing required coverages within ten (10) calendar days after receipt of Notice of Award and within ten (10) calendar days of each renewal of the insurance. **Also, please assure your**

**certificate contains the contract number as indicated on the Contract Award form when issued by Travis County.**

- (v) Submit an original certificate of insurance reflecting coverage as follows:

Automobile Liability:

Bodily Injury (Each person)..... \$250,000.00  
Bodily Injury (Each accident) .... \$500,000.00  
Property Damage . .... \$500,000.00

General Liability (Including Contractual Liability):

Bodily Injury ..... \$500,000.00  
Property Damage . .... \$500,000.00

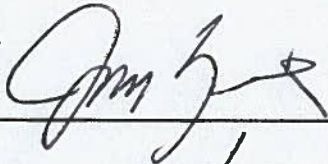
Excess Liability:

Umbrella Form ..... Not Required

Worker's Compensation: ... Statutory

**ZVS-MEDIA, LLC:**

By: \_\_\_\_\_



Printed Name: Jim Zeiner President  
Its Duly Authorized Agent

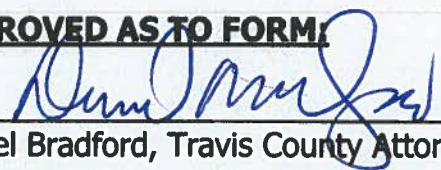
Date: 11-20-14

**TRAVIS COUNTY:**

By: \_\_\_\_\_  
Samuel T. Biscoe, Travis County Judge

Date: \_\_\_\_\_

**APPROVED AS TO FORM:**



\_\_\_\_\_ Daniel Bradford, Travis County Attorney

Date: 11/25/2014

**AVAILABILITY OF FUNDS CONFIRMED:**

\_\_\_\_\_ Nicki Riley, CPA, Travis County Auditor

Date: \_\_\_\_\_

**COMPLIANCE WITH LAW AND POLICY CONFIRMED AND APPROVED:**

\_\_\_\_\_ Cyd V. Grimes, C.P.M., CPPO, Travis County Purchasing Agent

Date: \_\_\_\_\_

STATE OF TEXAS }  
COUNTY OF TRAVIS }

ATTACHMENT 1

ETHICS AFFIDAVIT

Date: 11-20-14  
Name of Affiant: James A Zeiner  
Title of Affiant: President  
Business Name of Bidder: EVS-Media, LLC  
County of Bidder: Travis

Affiant on oath swears that the following statements are true:

1. Affiant is authorized by Bidder to make this affidavit for Bidder.
2. Affiant is fully aware of the facts stated in this affidavit.
3. Affiant can read the English language.
4. Bidder has received the list of key contracting persons associated with this Invitation for Bid which is attached to this affidavit as Exhibit "A".
5. Affiant has personally read Exhibit "A" to this Affidavit.
6. Affiant has no knowledge of any key contracting person on Exhibit "A" with whom Bidder is doing business or has done business during the 365 day period immediately before the date of this affidavit whose name is not disclosed in the Invitation for Bid.

[Signature]  
Signature of Affiant

2201 Denton Dr. #108 Austin Tx  
Address 78758

SUBSCRIBED AND SWORN TO before me by [Signature] on 11-20-14



TEXAS  
Notary Public, State of

Karla Nunez-Solis  
Typed or printed name of notary

My commission expires: 10/31/2015

ATTACHMENT 2

Bidder acknowledges that Bidder is doing business or has done business during the 365 day period immediately prior to the date on which this bid is due with the following key contracting persons and warrants that these are the only such key contracting persons:

N/A

If no one is listed above, Bidder warrants that Bidder is not doing business and has not done business during the 365 day period immediately prior to the date on which this bid is due with any key contracting person.

Jim Feiner ZUS-Media, LLC

11-20-14



**TRAVIS COUNTY**  
**RECORDS MANAGEMENT & COMMUNICATION RESOURCES**  
**MEDIA DIVISION (TCTV-17)**

700 Lavaca St, Suite 1.200, Austin, TX 78701 Tel: (512) 854-9503 Fax: 854-7135

**MEMORANDUM**

**DATE:** October 28, 2014

**TO:** Cyd V. Grimes, C.P.M. – Travis County Purchasing Agent

**FROM:** Al Jackson, Media Operations Manager, TCTV-17

**VIA:** Steven Broberg, Director of Records Management and Communications Resources

**SUBJECT:** Recommendation for awarding RFP No. 1406-021-JH  
Remote Digital Camera System

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**Proposed Motion:**

*Approve recommendation from Records Management and Communications Resources to award RFP No. 1406-021-JH, Remote Digital Camera System, to ZVS Media, LLC.*

**Summary and Staff Analysis:**

Since the relocation of Media Services from the Granger Building to 700 Lavaca St. in 2011, we planned to install the necessary technology in multifunction room B to add video broadcast and recording capability. The Commissioners Court provided the necessary funding in the FY12 budget, but other Media related priorities and the complexity of the specifications delayed initiation of the purchasing process until FY14.

ZVS Media was the video broadcast subcontractor that designed and built the new TCTV facility at 700 Lavaca. Accordingly they are fully knowledgeable about the details of the facility and what is necessary to modify, add and integrate new equipment. Also, according to the Purchasing Department, ZVS Media is the lowest bidder of the two vendors that responded to the RFP.

The Media Division of Records Management and Communications Resources recommends the Purchasing Department award RFP No. 1406-021-JH to ZVS Media, LLC.

**Budgetary and Fiscal Impact:**

\$89,000.00 from 1578000001 and 1570900001

**Required Authorizations:**

**Department:** Steven Broberg, Director of Records Management and Communications Resources  
**Legal:** Daniel Bradford, Assistant County Attorney  
**Budget:** Katie Gibson, Budget Analyst, PBO  
**Purchasing:** Bonnie Floyd, Assistant Purchasing Agent, CPPO, CPPB  
Jesse Herrera, Purchasing Agent Assistant



Sales • Service • Integration

www.zvs-media.com

**ZVS-MEDIA, LLC**  
 2201 DENTON DR., SUITE 108  
 AUSTIN, TX 78758  
 PHONE: 512/291-7285  
 FAX: 512/291-7293

**QUOTATION**

DATE: 10/28/14  
 # 0524-17

BY: JIM ZEINER  
 CELL: 512/350-4365  
 EMAIL: jim@zvs-media.com

TO: TRAVIS COUNTY PURCHASING OFFICE  
 700 LAVACA, SUITE 800  
 AUSTIN, TX 78701

ATTN: JESSE HERRERA  
 PHONE: 512/854-1184  
 FAX 512/854-9185

TERMS: NET 30  
 FOB: DEST  
 EXEMPT: YES

ITEM	QTY	PART NUMBER	DESCRIPTION	ORIGINAL SALE	ORIGINAL EXT	BAFO SALE	BAFO EXT
			<b>REQUEST FOR PROPOSAL REMOTE DIGITAL CAMERA SYSTEM RFP # 1406-021-JH</b>			<b>REQUEST FOR BAFO 10/27/14 FOR #1406-021-JH <i>Jim Zeiner 10/28/14</i></b>	
			<b>2.0 REMOTE DIGITAL CAMERA SYSTEM</b>				
2.1	4	BRC-Z700	SONY HDTV PTZ CAMERA SYSTEM, SELF CONTAINED	5,495.00	21,980.00	5,495.00	21,980.00
2.2	4	BRBK-HSD1	SONY HD SDI OUTPUT BOARD	1,445.00	5,780.00	1,445.00	5,780.00
2.3	4	BRC-MOUNT	CUSTOM MOUNTING ADAPTER FOR BRCZ700	195.00	780.00	195.00	780.00
2.4	1	PS-4-14V	CUSTOM 4 CHANNEL POWER SUPPLY, 18V/5A & 24V/7A	2,995.00	2,995.00	2,995.00	2,995.00
		<b>SUBTOTAL</b>		<b>31,535.00</b>			
			<b>3.0 AUDIO EQUIPMENT</b>				
3.1	10	MX415LP/S	SHURE MICROFLEX GOOSE NECK MIC (FLOOR)	245.00	2,450.00	245.00	2,450.00
3.2	10	MX400DP	SHURE MICROFLEX SERIES DESKTOP BASE	225.00	2,250.00	225.00	2,250.00
		<b>SUBTOTAL</b>		<b>4,700.00</b>			
			<b>4.0 SOUND PROCESSOR</b>				
4.1	1	DIGITool MX16	PEAVEY 8 CHANNEL DSP AUDIO PROCESSOR	1,135.00	1,135.00	1,135.00	1,135.00
		<b>SUBTOTAL</b>		<b>1,135.00</b>			
			<b>5.0 SPEAKERS</b>				
5.1	6	261T-WHITE	PEAVEY IMPULSE WALL MOUNT SPEAKERS, WHITE	285.00	1,710.00	285.00	1,710.00
		<b>SUBTOTAL</b>		<b>1,710.00</b>			
			<b>6.0 MONITORING SUPPORT EQUIPMENT</b>				
6.1	3	FWD-70W850B	SONY 70" LED PUBLIC DISPLAY, 240HZ, 1080P	2,295.00	6,885.00	<u>2,175.00</u>	<u>6,525.00</u>
		<b>SUBTOTAL</b>		<b>6,885.00</b>			
			<b>7.0 LARGE FLAT PANEL MONITOR CART</b>				
7.1	3	PFC	CHIEF LCD MONITOR CART	595.00	1,785.00	595.00	1,785.00
		<b>SUBTOTAL</b>		<b>1,785.00</b>			
			<b>8.0 PROFESSIONAL BROADCAST QUALITY HD SDI-HDMI CONVERTER</b>				
8.1	3	BE72/BEPS	ENSEMBLE BRIGHT EYE SDI-HDMI ADAPTER	555.00	1,665.00	555.00	1,665.00
		<b>SUBTOTAL</b>		<b>1,665.00</b>			
			<b>9.0 FIELD CAMCORDER EQUIPMENT</b>				
9.1	3	PMW-320K	SONY HDTV MULTIFORMAT SOLID STATE FULL SIZE CAMCORDER PKG, 1)SONY PMW-320 SOLID STATE CAMCORDER, 1/2" 1920X1080 IMAGER 1)FUJINON XA16X8A-XB8 16:1 FUJINON ENG SYLE ZOOM LENS 1)ENG VF, MIC HOLDER, STEREO MICROPHONE, SOFTWARE	8,695.00	26,085.00	8,695.00	26,085.00
9.2	3	VCT-U14	SONY TRIPOD ADAPTER PLACE	195.00	585.00	195.00	585.00
		<b>SUBTOTAL</b>		<b>26,670.00</b>			
			<b>10.0 WARRANTIES</b>				
10.1	1	WARRANTY-1	PARTS AND LABOR EQUIPMENT WARRANTY, 1ST YEAR	N/C	N/C	N/C	N/C
10.2	2	WARRANTY-2&3	PARTS AND LABOR EQUIPMENT WARRANTY, 2ND & 3RD YEAR	2,995.00	5,990.00	2,995.00	5,990.00
10.3	2	INSTALL-WARRANTY-2	CONTRACTOR INSTALLATION, LABOR AND MATERIALS WARRANTY, 1ST & 2ND YEAR	N/C	N/C	N/C	N/C
		<b>SUBTOTAL</b>		<b>5,990.00</b>			
			<b>11.0 SYSTEM INSTALLATION, INTEGRATION &amp; SET UP FOR REMOTE DIGITAL CAMERA SYSTEM</b>				
11.1	1	INSTALL-LABOR	ZVS-MEDIA INSTALLATION LABOR FOR TURN-KEY INTEGRATION	7,995.00	7,995.00	7,995.00	7,995.00
11.2	1	SERVICE-LABOR	SERVICE LABOR FOR TURN-KEY INTEGRATION, THIS WAS INCLUDED IN SECTION 10.0	N/C	N/C	N/C	N/C
		<b>SUBTOTAL</b>		<b>7,995.00</b>			
			<b>12.0 INSTALLATION SPECIFICATIONS</b>				
12.1	1.5	ENGINEERING	ZVS-MEDIA ENGINEERING SERVICES, DESIGN & DOCS, 1.5 DAYS	795.00	1,192.50	795.00	1,192.50
12.2	1.5	DSP-TUNE	ZVS-MEDIA DSP TUNING FOR EQ, DELAY, MIC FEEDBACK, 1.5 DAYS	795.00	1,192.50	795.00	1,192.50
12.3	1	INSTALL-MATERIALS	ZVS-MEDIA INSTALLATION MATERIALS FOR TURN-KEY INTEGRATION	2,895.00	2,895.00	2,895.00	2,895.00
		<b>SUBTOTAL</b>		<b>5,280.00</b>			
			<b>13.0 TRAINING</b>				
13.1	1	TRAIN-CARE	ON SITE PREVENTATIVE CARE TRAINING	N/C	N/C	N/C	N/C
13.2	1	TRAIN-OPS	ON SITE OPERATIONAL TRAINING, MINIMUM OF 2) 4 HOUR SESSIONS	N/C	N/C	N/C	N/C
		<b>SUBTOTAL</b>		<b>0.00</b>			
				<b>RFP SUBMISSION SUBTOTAL</b>	<b>95,350.00</b>	<b>BAFO TOTAL</b>	<b>94,990.00</b>



**ZVS-MEDIA, LLC**  
 2201 DENTON DR., SUITE 108  
 AUSTIN, TX 78758  
 PHONE: 512/291-7285  
 FAX: 512/291-7293



www.zvs-media.com

**QUOTATION**

DATE: 08/22/14  
 # 0524-16

BY: JIM ZEINER  
 CELL: 512/350-4365  
 EMAIL: jim@zvs-media.com

TERMS: NET 30  
 FOB: DEST  
 EXEMPT: YES

TO: TRAVIS COUNTY PURCHASING OFFICE  
 700 LAVACA, SUITE 800  
 AUSTIN, TX 78701

ATTN: JESSE HERRERA  
 PHONE: 512/854-1184  
 FAX 512/854-9185

PAGE 1

Item	Qty	Part Number		Sales Price	Extended
<b>REQUEST FOR PROPOSAL REMOTE DIGITAL CAMERA SYSTEM RFP # 1406-021-JH</b>					
<b>2.0 REMOTE DIGITAL CAMERA SYSTEM</b>					
2.1	4	BRC-Z700	SONY HDTV PTZ CAMERA SYSTEM, SELF CONTAINED	5,495.00	21,980.00
2.2	4	BRBK-HSD1	SONY HD SDI OUTPUT BOARD	1,445.00	5,780.00
2.3	4	BRC-MOUNT	CUSTOM MOUNTING ADAPTER FOR BRCZ700	195.00	780.00
2.4	1	PS-4-14V	CUSTOM 4 CHANNEL POWER SUPPLY, 18V/5A & 24V/7A	2,995.00	2,995.00
		<b>SUBTOTAL</b>		<b>31,535.00</b>	
<b>3.0 AUDIO EQUIPMENT</b>					
3.1	10	MX415LP/S	SHURE MICROFLEX GOOSE NECK MIC (FLOOR)	245.00	2,450.00
3.2	10	MX400DP	SHURE MICROFLEX SERIES DESKTOP BASE	225.00	2,250.00
		<b>SUBTOTAL</b>		<b>4,700.00</b>	
<b>4.0 SOUND PROCESSOR</b>					
4.1	1	DIGITool MX16	PEAVEY 8 CHANNEL DSP AUDIO PROCESSOR	1,135.00	1,135.00
		<b>SUBTOTAL</b>		<b>1,135.00</b>	
<b>5.0 SPEAKERS</b>					
5.1	6	261T-WHITE	PEAVEY IMPULSE WALL MOUNT SPEAKERS, WHITE	285.00	1,710.00
		<b>SUBTOTAL</b>		<b>1,710.00</b>	
<b>6.0 MONITORING SUPPORT EQUIPMENT</b>					
6.1	3	FWD-70W850B	SONY 70" LED PUBLIC DISPLAY, 240HZ, 1080P	2,295.00	6,885.00
		<b>SUBTOTAL</b>		<b>6,885.00</b>	
<b>7.0 LARGE FLAT PANEL MONITOR CART</b>					
7.1	3	PFC	CHIEF LCD MONITOR CART	595.00	1,785.00
		<b>SUBTOTAL</b>		<b>1,785.00</b>	
<b>8.0 PROFESSIONAL BROADCAST QUALITY HD-SDI TO HDMI CONVERTER</b>					
8.1	3	BE72/BEPS	ENSEMBLE BRIGHT EYE SDI-HDMI ADAPTER	555.00	1,665.00
		<b>SUBTOTAL</b>		<b>1,665.00</b>	
<b>9.0 FIELD CAMCORDER EQUIPMENT</b>					
9.1	3	PMW-320K	SONY HDTV MULTIFORMAT SOLID STATE FULL SIZE CAMCORDER PKG, 1)SONY PMW-320 SOLID STATE CAMCORDER, 1/2" 1920X1080 IMAGER 1)FUJINON XA16X8A-XB8 16:1 FUJINON ENG SYLE ZOOM LENS 1)ENG VF, MIC HOLDER, STEREO MICROPHONE, SOFTWARE	8,695.00	26,085.00
9.2	3	VCT-U14	SONY TRIPOD ADAPTER PLACE	195.00	585.00
		<b>SUBTOTAL</b>		<b>26,670.00</b>	
<b>10.0 WARRANTIES</b>					
10.1	1	WARRANTY-1	PARTS AND LABOR EQUIPMENT WARRANTY, 1ST YEAR	N/C	N/C
10.2	2	WARRANTY-2&3	PARTS AND LABOR EQUIPMENT WARRANTY, 2ND & 3RD YEAR	2,995.00	5,990.00
10.3	2	INSTALL-WARRANTY-2	CONTRACTOR INSTALLATION, LABOR AND MATERIALS WARRANTY, 1ST & 2ND YEAR	N/C	N/C
		<b>SUBTOTAL</b>		<b>5,990.00</b>	
<b>11.0 SYSTEM INSTALLATION, INTEGRATION &amp; SET UP FOR REMOTE DIGITAL CAMERA SYSTEM</b>					
11.1	1	INSTALL-LABOR	ZVS-MEDIA INSTALLATION LABOR FOR TURN-KEY INTEGRATION	7,995.00	7,995.00
11.2	1	SERVICE-LABOR	SERVICE LABOR FOR TURN-KEY INTEGRATION, INCLUDED IN SECTION 10.0	N/C	N/C
		<b>SUBTOTAL</b>		<b>7,995.00</b>	
<b>12.0 INSTALLATION SPECIFICATIONS</b>					
12.1	1.5	ENGINEERING	ZVS-MEDIA ENGINEERING SERVICES, DESIGN & DOCS, 1.5 DAYS	795.00	1,192.50
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		<b>SUBTOTAL</b>		<b>5,280.00</b>	
<b>13.0 TRAINING</b>					
13.1	1	TRAIN-CARE	ON SITE PREVENTATIVE CARE TRAINING	N/C	N/C
13.2	1	TRAIN-OPS	ON SITE OPERATIONAL TRAINING, MINIMUM OF 2) 4 HOUR SESSIONS	N/C	N/C
		<b>SUBTOTAL</b>		<b>0.00</b>	
				<b>SUBTOTAL</b>	<b>95,350.00</b>

8/22/14 Jim Zeiner SAUNING \$21,041.72 89,360.00



# ISI Automation Intl Inc.

Commercial Residential

www.isiauto.com 210-757-4541

August 20, 2014

**RFP # 1406-021-JH**

CPA HUB/CMBL 1202369422200  
 SCTRCA / DBE 212102499  
 DUNS 012871461  
 CAGE CODE 6V6S7

**REMOTE DIGITAL CAMERA SYSTEM  
RFP # 1406-021-JH**

**Cyd Grimes, C.P.M., CPPO  
 Travis County Purchasing Agent  
 700 Lavaca, Suite 800  
 Austin, Texas 78701**

We are pleased to provide the following quotation for the equipments requested:

ITEM	QTY	DESCRIPTION/PART NUMBER	UNIT PRICE	EXT. PRICE
1	4	Sony BRC-Z700 3CMOS HD/SD Communications Camera	8,114.20	32,456.80 ✓
2	1	Shure MX415LP/S Microflex Modular Supercardioid 15" Gooseneck Microphone (we can supply up to 10 @ \$ 213.44 each piece)	213.44 <del>X10</del>	<del>213.44</del> 2,134.40
3	1	Shure MX400DP Small Desktop Base for MicroFlex Gooseneck Microphone (we can supply up to 10 @ \$ 205.32 each piece)	205.32 <del>X10</del>	<del>205.32</del> 2,053.20
4	1	Peavey Xframe 88 sound processor	3,890.00	3,890.00 ✓
5	1	Peavey Impulse 261T Install 2-Way Speaker with Bracket (White) (we can supply up to 6 @ \$ 347.99 each piece)	347.99 <del>X6</del>	<del>347.99</del> 2,087.94
6	1	Sharp 70" LC-70LE650U AQUOS Full HD Smart LED TV (we can supply up to 3 @ \$ 1,969.68 each piece)	1,969.68 <del>X3</del>	<del>1,969.68</del> 5,909.04
7	1	Large Flat Panel Monitor Cart (we can supply up to 3 @ \$ 247.08 each piece)	247.08 <del>X3</del>	<del>247.08</del> 741.24
8	1	Ensemble Designs BE-72 3G/HD/SD SDI to Analog Component Converter	716.30 <del>X3</del>	<del>716.30</del> 2,148.90 ✓
9	1	Sony PMW-320K XDCAM EX HD Camcorder w/16x Zoom Lens	10,428.40 <del>X3</del>	<del>10,428.40</del> 31,285.20 ✓
10	1	Materials and parts	2,500.00	2,500.00 ✓
11	1	Labor and programing	6,800.00	6,800.00 ✓
<b>TOTAL</b>				<del>\$58,775.01</del> 92,006.7

**ISI AUTOMATION INTL INC.**

Bidder Institutions Name:

Signature of Duty Authorized Representative

**Cuauhtemoc E. Orozco / President**

Terms: Net 30 days  
 FOB: Texas  
 Discount: 2% 10 Days  
 Validity: 30 days