MEETING DATE 07/11/05

AGENDA ITEM Authorization to Enter Into an Agreement with Hoffman Video Systems for the Purchase, Installation, and Training of Voting Software and Hardware Audio, Video, and Broadcast Production Equipment for the Mike Balkman Council Chambers

ATTACHMENTS

		Pages
1	Voting Audio Video and Broadcast Production System *Equipment Assessment and Evaluation Report* April 17, 2005	1-7
2	Hoffman Video Services RFB response June 2, 2005	8-32

Created for

The City of Culver City

Public Works Division

Attention Joe Susca, *Senior Management Analyst*

Assessment and Evaluation

Voting, AV & Production System Equipment

Pursuant To Project- RFP- #1305, April 17th, 2005

Assessment and Evaluation

Goals ***Assess audiovisual system, (including voting system) and production facilities assess and review needs of system users, advise staff of types of equipment to be integrated and recommend configuration changes to improve workflow efficiency and functionality Evaluate the existing Council Chambers acoustical conditions, advise City Staff of possible changes and/or equipment implementations to improve overall sound quality***

Voting and AV Control System

Background In 1995 pursuant to Project #90550 under the General Contractor CHCG Architects Inc the Voting system was installed by subcontractors Valley Sound Electronics and included implementation of the current A/V system as well The present Voting System was installed consisting of several hardware pieces including Touch Screen Panels Button Control Panels along with the master Voting Management Software and also included the *A/V control system* Functional drawings and abridged equipment operation manuals were submitted upon completion of the project and since that time no major system upgrades to the electronic voting system have taken place

Voting System Assessment The current voting software is entitled Voting Management System Version 2 11 and was provided by AMX Corp (now AMX) as a 1992 DOS based system and considered proprietary customized software for the City of Culver City AMX no longer provides support for these products under the Windows platform The touch panels are no longer compatible with the new voting system software offered by AMX and service/maintenance of the system hardware components does not exist from any authorized AMX dealers Staff members who operate the system have expressed concern regarding functional limitations of the system and have reported some minor malfunctions Staff reported attempts to upgrade the system were not successful as the company has since moved on to several generations of new technologies based on the changes of the Windows platform Due to incompatibility with current technologies a number of the Voting System s devices are likely to sustain failures that cannot not be repaired or replaced rendering the system inoperable Many of the button panels can still function with some of the newer control systems if compatibility requirements are strictly adhered to however several new more efficient technologies have been developed in regards to both form and function Ultimately the decision may be left to those users who are able to test and compare these devices during manufacturer s demos especially since these devices provide dual functionality that may require the compatibility of both

A/V Control Assessment The A/V Control system consists of modular computer boards (or cards) that control A/V devices by way of remote switching Though the voting system software and hardware is independent of the A/V control system the touch panels themselves do provide an on screen interface to control the Chamber s A/V devices A number of the current touch panels and button control panels employ this secondary functionality controlling AV functions such as mic muting lighting adjustments projector control and others Some functions of the aging A/V control system are intermittently failing and require various degrees of system modification ranging from repair to replacement The control system may still be compatible with some of the proposed new Voting System devices functionally however integration or interfacing of the two systems may prove difficult as only a detailed design may determine

Additionally the life expectancy of the existing control equipment is likely to fall short of those systems recommended to be replaced The replacement costs are relatively inexpensive Some wiring and cabling may still be compatible and may not have reached the end of its lifecycle including some components that may serve only a passive role or perfunctory purpose such as some of the switchers or routers

> ***Recommendation on Voting System*** *The present voting system and A/V control system has exceeded its life expectancy Although the software is operational for most functions and provides adequate electronic voting support for the public meetings the operational limitations along with intermittent functional problems due to age call into question the future viability of the system Additionally due to continual compatibility issues with current technologies in the A/V industry and the lack of system support or maintenance from the manufacturer and dealers the likely hood of component failure is high Since no replacements exist such a failure would be considered a catastrophic system failure The primary voting system should be replaced*
>
> ***Recommendation on A/V Control System*** *Certain aspects of the A/V control system may still be of some functional use in a new Voting System however due to signs of failure life expectancy and difficulty with Integration the budget should include funding to replace the entire system with some expectation of costs savings by retaining certain components and/or cabling*

Current AV System

Background The current A/V system including the Sound Reinforcement system (Audio System) and the A/V devices were installed under the same contract as the above voting system by Valley Sound Electronics The A/V Devices installed included a document camera a projector and remote controlled projector screen

Sound Reinforcement System Assessment The Sound Reinforcement system includes the microphones loudspeakers local dais speakers audio mixing equipment audio processing equipment and amplification equipment The mixing equipment has recently been replaced by GMF Sound who reported failing components in the original system after staff complained of the sound suffering during public meetings when speakers were difficult to hear The sound quality in the room still suffers from low gain before feedback (or a low threshold of audio before feeding back through the loudspeakers) Higher volume level settings cause ringing and then feedback as volume is increased Furthermore the microphone sensitivity of each microphone in the chambers can not be fully realized due to these feedback problems (causing persons speaking in the microphones to get closer than would otherwise be required in a properly working system A process and configuration of the loudspeakers known as zoning allow for automatic level setting when certain microphones are triggered in the system to allow loudspeakers further from the cued microphone to be louder while the closer loudspeakers are quieter all to help avoid feedback This zoning type system does not seem to be in use or it is not functioning properly The sound volume is also competing with the HVAC system and small improvements in its design or overall decrease in fan noise or the sound of air movement through the registers would also improve the sound intelligibility in the room

Due to multiple undocumented changes in the system a complete assessment can not be ascertained Though the recent upgrade of the system indicates the type of equipment that was installed there are no drawings available to indicate what components are still in use from the original installation or what if any changes were made to the wiring of any components or loudspeakers Without drawings troubleshooting is a cumbersome and difficult task at best

With a modest budget relative to complete replacement the sound system can be extensively tested for problems with room acoustics as well as the electro acoustical equipment to determine the proper replacement of certain devices and what components need to be added to the system While this approach may bring acceptable results it will be difficult and relatively expensive to find companies who will guarantee improvement beyond modest results Such an endeavor is very risky for sound reinforcement contractors to assume responsibility for a system that is only partially of their design

The reluctance of contractors guaranteeing all but measurable improvements may require the City to accept such terms under the scope of this project and conclude that full replacement may be budgeted in the future The microphones and local dais speakers are assessed in the device assessment below

Assessment of A/V Devices (#1) **Projector** The current projector s technology is obsolete and fails to compete in the current market due vastly improved technologies The increase in computer display resolution and scan frequency are just a few causes affecting the projectors ability to perform as desired Also many additional features are offered in the current projectors currently offered on the market such as network control and monitoring of all aspects of the projectors condition status and functions The projector can be replaced with greatly improved specifications and substantial savings compared to the cost of the current projector

(#2) **Microphones** All of the current microphones are of professional grade however their performance can not completely be determined under the present conditions of the sound system Regardless modest improvements may be possible if the existing microphones were replaced with microphones of newer specifications As well certain microphone pick up patterns work in concert with certain sound system configurations and replacing the microphones pick up element to match new sound systems parameters would allow for better performance An A/V Systems Integrator may determine such compatibility and performance increase during the detailed design phase of the project

(#3) **Document Camera** - The Document Camera is performing adequately and is completely compatible with the proposed new control technologies Staff has indicated that smaller documents may be better suited to a smaller local document camera that could be added to the system for a relatively small cost

(#4) **Local Dais Speakers** The small speakers located around the dais are performing well and can be compatible with any newly installed sound system

(#5) **VHS VCR Player**—Due to the low costs of replacing VHS decks the current player is easily replaced Considerations to replace the VHS player with a DVD player should be discussed as this technology would provide clearer video and improved functionality of the system

Recommendation on Sound System *Although the sound system may be improved with several component upgrades the overall value of such an enhancement could only be determined after installation with little or no recourse if the improvements were not acceptable Most of the critical components in the Sound System have exceeded their life expectancy and should be replaced to include a complete turnkey sound reinforcement system Currently the budget is not sufficient to completely replace the system given the stated budget priorities An enhancement to the current budget would be required or reevaluate the priorities of the project to free up funding from other replacement costs* ***Recommendation on A/V Devices*** *All above reviewed devices except the Dias speakers should be budgeted for replacement Budget permitting the Projector should be replaced given the prospects of increased performance functionality and overall value Microphone replacement should be budgeted under the scope of this enhancement project however savings should be expected with the likelihood that the existing microphones may perform as required in the new system The Document Camera should be retained if staff requests for smaller documents can be accommodated by a local A/V document camera Unless the Local Dais Speakers are found to be damaged in any way upon inspection when the new system is installed they may be retained*

Production Control System

Background The current Production Control System (Television recording equipment) which includes a remote control camera system and dubbing station was installed in 1997 by Studio Spectrum Since then certain modifications to the system have not been documented

Assessment The current recording system is centered around an aging Video Toaster system that can be characterized as an all in one production device The software support and development of the main applications have long been obsolete Its computer platform the Amiga is not compatible with present computers and no longer exists Users of the system have expressed frustration with various limitations that prevent certain basic presentations from being displayed and does not allow some common data files to be imported or exported

Cameras The current cameras being used do not provide adequate low lighting capabilities and suffer from poor dynamic response The gain adjustment that is required on each camera due to the light levels in the chambers makes the images grainy and noisy The cameras are obsolete and can not be upgraded without complete replacement

Playback System Several automated playback system technologies exist that allow for a measure of control over IP or the City s LAN Systems appropriate for this application and budget range from around $8 000 to 20 000 To add such a system to the existing Production Control room facilities would require some space in the existing racks and moderate integration between the existing recording system and the AV System

Field Production Equipment While field production equipment would provide a convenient way to cover meetings away from City Hall the type and scope of equipment proposed would not be adequate for this kind of production application Multiple cameras are required when several people seated at different angles to the camera and various distances from each other are speaking to each other While television coverage is possible under these challenging conditions with the deployment of a single camera the recordings may not meet professional standards Special conditions during field shooting would have to be met in order to forgo this post production step Furthermore field equipment usually requires some associated post

production equipment (editing equipment) to allow for graphics titling and editing of the field recorded footage (costs would be from $4 000 to 8 000) This equipment is not presently in the budget

> ***Recommendation on Video Toaster System*** *The Video Toaster should be immediately replaced with an industry standard video switcher and an independent Character Generator to provide titling and graphics of the Public Meetings being recorded and aired*
>
> ***Cameras*** *The existing cameras are obsolete and should be replaced with cameras that have better low light features and current interface technologies*
>
> ***Playback System*** *A moderately priced automated playback system should be added to the production facilities This would allow staff to remotely control playback of the recorded meetings*
>
> ***Field Production System*** *While coverage of remote events in the City may be possible with new field production equipment recording of public meetings would not be adequately covered with a single camera system A multi camera system could be rented on occasion if required or if increased off site meetings are expected a multi camera system should be budgeted for the future*

Feasibility of HDTV Implementation

With nearly 1 500 television stations broadcasting in digital in 211 markets there may be initial cause for questioning whether Municipal Cable TV markets should invest in High Definition Television Equipment or wait and risk being left with no way of putting programming on the air

The issue concerns two areas of technology that need to be differentiated (1) High Definition recording in a television production environment and (2) High Definition Television signals that are broadcast or cablecast to the viewers at home To begin with the two areas of technology are not mutually exclusive or rather one does not require the other to exist

In fact it is quite possible even common place to shoot and provide High Definition programming but broadcast/cablecast it on regular analog television or Standard Definition digital television Regardless of shooting in standard definition analog or digital the signal can still be accommodated for delivery to all viewers with standard televisions or HD televisions Principally this happens by way of conversion of the standard signal known as up converting or conversion of the HD signal known which known as down converting Such conversion can be accomplished with industry standard conversion equipment

Current analog television is broadcast in a 4 by 3 aspect ratio while High Definition TV is broadcast in 16 by 9 These aspect ratio changes can also be accommodated for in the standard conversion equipment Hundreds of television shows and films shot in the 4 by 3 aspect ratio will continue to be displayed successfully long after consumers have upgraded to 16 by 9 televisions The City of Culver City will look to their cable provider to convert any program shot in analog or standard definition television This approach (conversion equipment) for now is easier to implement and much more cost effective to provide rather than expensive HD equipment and signal paths

The cost of HD equipment is still too high for serious consideration by most local municipal governments A relevant example is to compare the price of a standard definition camera the City is considering purchasing for the Council Chambers versus a similar model offered with High Definition outputs The standard definition camera is $4 200 and the High Def camera is $28 000 As in this example High Definition equipment can currently be as much as 4 and 5 times the cost of regular production equipment

> ***Recommendation on High Definition Equipment*** *Based on the information above the City of Culver City can still invest in standard definition equipment and send signals over the air that are compatible with all the citizens of Culver City even when most of them convert to HDTV Five to six years into the future the High Definition equipment cost may be low enough for Municipal channels to begin thinking about slowly converting their equipment*

Acoustics in Chambers

As most of the audio equipment and sound levels in the Chambers were evaluated above the Acoustics in the room should also be assessed The HVAC system is producing sound levels which compete with audio amplification in the room It will be necessary to hire an HVAC firm to test the systems overall performance based on the original design specifications as well as provide service recommendations to mitigate vibration and fan noise

While certain common areas or positions in the Chambers where the public may be standing or sitting sound acoustically flat or with little or no echo there are certain areas flanking the concave ceiling covering the center of the room where noticeable echoing or reverberation can be heard This may or may not be of concern to the City as it was not brought to my attention initially Acoustical tests and measurements can be taken to determine the proper course of action when and if the City should decide to rectify the problem Modifications could cost between $15 000 and $40 000 dollars

The typical modifications to the room may range from simple acoustical treatments to the existing ceiling surface to acoustical tiles or baffles added just below the surfaces Either could be done in an esthetically pleasing way with the help of an Architectural firm with design experience and an Acoustical design firm with extensive knowledge in acoustical (and electro acoustical) testing and measurement

Prepared and Submitted by

Darren P Doerschel
Systems Integration Consultant
310 350 8399

CITY OF CULVER CITY

COUNCIL CHAMBERS AUDIO/VIDEO FACILITIES PROJECT

BID NO 1305

Presented By
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8

TABLE OF CONTENTS

June 2 2005

Mr Joe Susca
Project Manager/Senior Management Analyst
Culver City Public Works Department
9505 W Jefferson Boulevard
Culver City CA 90232

Dear Mr Susca

Thank you for the opportunity to provide Culver City with our submission for consideration in the upgrade project of city s council chambers audio/video facilities Based on the site review and evaluating the requirements specified in Bid Number 1305 we have prepared this proposal to implement the professional technical services requested We will address the scope of work and installation plan as well as describe who we are and how we apply our design protocols in realizing your vision of the chamber complex Our submission will also demonstrate Hoffman s involvement extends beyond the actual completion of the project as our technicians and engineers will stay on to assist the staff in understanding each part of the system operation troubleshooting and accessing after sale support

As outlined in the bid its scope is complex and more than a simple upgrade—it s the creation of a technically advanced media system that must also be very user friendly This project is exciting—to be partnered with Culver City in transforming the existing infrastructure into a vibrant public venue and effective staff workplace Hoffman has been fortunate in developing strong relationships with several municipalities over the last several years including a recent city council upgrade for the City of Long Beach earlier this year And one of our current projects is a large scale broadcast/classroom integration at LAPD s Ahmanson Recruitment Center We are a local systems integrator in our 63rd year with a significant understanding and appreciation of this endeavor We would be honored to involve our talent and expertise to revitalize the Mike Balkman Council Chambers

Sincerely

Rob Shepherd
President and Chief Operations Officer

Victoria Chaffee
General Sales Manager

Hoffman

10

Project Overview

Some of you reviewing our proposal may already know of Hoffman Video Systems We are one of Southern California s leading full service integration companies in the design procurement and installation of professional multi media broadcast video audio and software control systems We are a family owned business in our third generation with a good understanding and appreciation of a wide spectrum of clients and their applications—including municipality operations We d like to familiarize you with our philosophy and approach to the integration process and to that end we have included a detailed profile on Hoffman in subsequent sections

From our collective experience each system integration project of this sophistication is unique The challenge for the successful bidder will be multifold combining highly competitive hardware costs a fairly aggressive timetable for design and installation and a complex programming structure A well known adage in our industry is that a project can be completed fast cheap and good you get to pick two out of three The key here for the selected integration team will be assigning experienced talent who realizes the fast track nature of the work particularly in the initial hardware and software design phase An immediate comfort level between the City s PMT and the integrator will have to be established with both parties looking forward to rolling up their sleeves and getting to work For the City s part you have a strong foundation with an esteemed consultant on board a clear idea on the overall bill of materials and the inclusion of smart architecture in the software upgrade path

We agree with the City s recommendation of incorporating two phases of implementation Phase One concentrating on the A/V System and Voting System Phase Two focusing on the Production Control Systems after the first phase is fully ramped up We would provide the PMT with an extensively detailed schedule of implementation within the required fifteen days after contract award Initially we would not require daily access to the site or the PMT However in the initial start up it may require daily contact with the PMT via e mail and a scheduled timeframe for phone calls The core team will have the ability to respond quickly consistently and concisely within the group We ll set up parameters for mutual decision making submission of documentation and obtain approvals on all planned procedures

A significant portion of the project is devoted to AMX hardware and programming We are fortunate to have two fully certified AMX designer/programmers on our engineering staff Jason Gottfredson and Christian

Baker We also employ several experienced CAD operators who will assist with the design requirements and as built drawing work ups We will assign a special team responsible for design touch panel revisions and customized programming Their extensive background in this area will collaborate with the PMT in bringing proven ideas in creating attractive and easy to use touch panel sequences

In addition to AMX engineering our Technical Services Manager Jason Gottfredson is also trained in acoustical sciences and is well versed in sound system design in environments similar to the one in the council chamber One of our current projects under construction the Getty at Malibu mandates extensive acoustical testing with noise/vibration control We have included samples of our audio testing documentation in a later section of our proposal titled Quality Assurance Program We will carefully review the existing infrastructure in the council chamber ceiling make any necessary recommendations prior to actual replacement and will make sure the new speakers match cosmetically as well as acoustically

Hoffman Video Systems is well versed in clean and accurate placement of projection displays including many small space rear screen reflected configurations We will provide a very stable secure and optimized positioning of the projector resulting in the best signal output the Sanyo is capable of

We are knowledgeable in immersing the MediaMatrix audio products into the mix and have staff certified for this manufacturer s control system design We will be happy to go over the matrix in detail during the engineering phase to make sure the correct number of I/O cards and ancillary hardware has been correctly included

Later in Phase Two we will want to develop a more accessible and logical approach to the control room s rack layouts provide new cabling as needed and re harness the wiring at the rear of the racks and feeding into the conduit The movement to adding a Leightronix server system DVD recorders and a capable switcher and character generator will result in better signal quality output and duplications on a medium built for today

In regards to the robotic camera upgrade we spoke with Telemetrics and received reassurances that the proprietary 25 pin interconnecting cable will be all that is necessary for the interfacing of the pan tilt capabilities with the new Panasonic camera heads It should be noted that the Canon lenses and Panasonic camera heads will require shipment back to Telemetrics for lens modification compatibility This procedure will take a few weeks to complete and the special cable order will have a 4 6 week lead time before shipment While we are actively working on Phase One our install team will want to conduct a full

inspection of the conduit run for the camera cabling In case we discover any issues of concern we will want to address them early in the project run

With the release last week of the revised budget numbers we realized we would have to re evaluate equipment/labor bid itself Because of the constraints on the budget cap we did not include funding of the Field Production Equipment While we have included costs for the products we have specifically noted on the itemized equipment bid that this section is not included in the combined totals Looking at the equipment quote you will notice that our proposed dollar values do not fully conform with the budget guidelines given Because this is a relatively labor intensive implementation we sharpened the pencil on the hardware portion to allow sufficient coverage for the labor and programming The bottom line does come in under budget and we welcome discussions with you on our choices of dollar allocation if you have any questions We also encourage a discussion with the PMT on possible models that may benefit from value engineering thereby creating flexibility to moving any freed up funds where they might be needed most—especially if there are product unknowns we may discover in the design phase

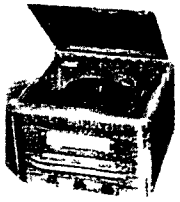
There s much work to be done collectively from the very start of the project award and we at Hoffman are up for the challenge We thank you for allowing our participation in the bid process and look forward to answering any questions and/or providing more information to the evaluation team at Culver City Lastly we extend our congratulations and best wishes as you begin this worthwhile upgrade It will be one of the highlights of 2005 for the City and how it presents and represents itself to its citizens

HOFFMAN HISTORY & BACKGROUND

The story of Hoffman begins in 1941 Los Angeles when a fluorescent light salesman stopped in on the Mission Bell Radio Corporation to collect on a past due bill In an interesting twist of fate H Leslie Hoffman ended up walking out of Mission Bell s headquarters as its new owner – and just prior to the outbreak of WWII the Hoffman Electronics Corporation began production of AM radios

The ensuing years saw Hoffman grow steadily from a small radio manufacturer into a diversified national corporation with seven divisions in multiple states The company was enormously successful due to its innovations in the fields of communications and technology

From 1941 to 1977 Hoffman made significant advances in solar power and solar cells semi conductors airborne navigation systems color television transistor radios satellite and antenna transmission radar technology and management and manufacturing processes In 1977 after 36 years in business the Board of Directors at Hoffman Electronics decided to sell off the main divisions to Gould Electronics a worldwide corporation and leading manufacturer of circuit boards and military products

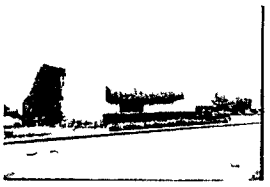


With the sale of the parent company J Kristoffer Popovich son in law of H Leslie Hoffman and Bob Jablonski a 30 year Hoffman executive intensified their focus on a new area of business that Hoffman had just begun to explore – audio visual systems integration Their partnership and interest in this relatively new field of systems integration led to the creation of Hoffman Video Systems in 1978

Mirroring the growth of the Hoffman Electronics almost 40 years earlier Hoffman Video Systems started small by selling products designing and servicing systems primarily for television and film production companies But the company maintained Les Hoffman s drive for innovation and growth and over the next thirty years began developing new systems with applications across a variety of industries and markets

Today Hoffman Video Systems is one of the nation s largest and leading integrators of audio and video components With corporate offices in Los Angeles Denver and Atlanta Hoffman has strategically positioned itself to lead the way in providing innovative visual communication solutions combining video expertise technology and service

Hoffman has completed projects in 33 states the District of Columbia and Puerto Rico And Hoffman s reputation as the leader in systems integration is not limited to the United States In recent years Hoffman has completed international projects in Japan Korea Philippines Egypt Saudi Arabia Mexico Canada and Switzerland



Hoffman s capabilities include consultation design custom fabrication installation training and service for the audio visual security networking and communication marketplaces Hoffman has been getting increased recognition recently due to our groundbreaking design and build process known as the Four Wall In (4WI[SM]) Approach exclusive to Hoffman whereby we design and install every element within the four walls of your project Hoffman s philosophy is that the proper system solution is not just the right configuration of electronic components it is the integration of electronics the surrounding environment and human factors of those who work within the four walls of the project

As Hoffman looks to the future the audio video systems integration industry continues to grow and thrive New applications for technology spring up in new industries almost daily and Hoffman stands ready to meet this new demand for Control Rooms Videoconferencing Systems Multi Media Systems Streaming Media Security Systems and Broadcast/Professional Video Systems

HOFFMAN EXECUTIVE TEAM

Chief Executive Officer – J Kristoffer Popovich

Kris founded Hoffman Video Systems in 1977 after previously working as an executive at Hoffman Electronics heading up the company s Learning & Educational Systems division Prior to joining Hoffman Popovich worked within the Ford Administration and for Bank of America Kris sits on the Boards of multiple organizations in the Los Angeles area including Childrens Hospital the YMCA of Metropolitan Los Angeles and the University of Southern California
Graduate of University of Southern California
MBA University of Southern California
President Criminal Justice Legal Foundation

President & Chief Operating Officer Robert T Shepherd

Robert became President and COO of Hoffman in 1999 Prior to joining Hoffman Shepherd held management positions in several financial services corporations including Great West Life and Manulife Financial Rob sits on the Boards of the Pasadena YMCA and San Gabriel Council of the Boy Scouts of America
Graduate of University of Washington
Member of the 1992 U S Olympic Team Rowing
Member of the Young Presidents Organization

Chief Financial Officer – Michael Gavigan

Michael joined Hoffman in May 2002 He brings more than 20 years of experience in various senior management and executive positions at Pico Macom Walt Disney ICN Pharmaceuticals and Arthur Anderson Michael is a Certified Public Accountant
Graduate of Cal Poly University
Member of American Institute of Certified Public Accountants
Member of the California Society of Certified Public Accountants

HOFFMAN PROJECT TEAM

Manager Technical Services Glendale Jason Gottfredson

Jason joined Hoffman Video Systems in 2002 Jason brings over 12 years experience in audio video and lighting applications including all aspects of production design and system engineering in the rental and installation sectors He has been responsible for engineering lighting/audio/video design installation setup programming logistics and project management
Member USITT
Associate Member AES
AMX Certified ACE Designer
Certified in Control System Design by AMX Crestron and Media Matrix

Senior Project Manager Doug Kautsky

Doug has been with Hoffman for over nine years He began his career in audio visual systems integration in 1994 with American Video Communications Doug was a Service Technician with American Video and started in a similar position when he came to Hoffman Doug s knowledge of systems integration and proficiency with design and troubleshooting led to his promotion to Project Manager As Senior Project Manager Doug has managed several large projects including Loyola Law School USC Dole Foods and Wellpoint Health Care
Manufacturer certified by AMX Electrohome Christie Extron Crestron and Altinex
Recipient of the Hoffman Transmitter Award for achieving 100% customer satisfaction rating in 2002

Project Coordinator Francis Alviso

Francis has 12 years experience in designing engineering installation and project management In his career prior to Hoffman Francis designed hotel conference facilities for Paul Alan Magil & Associates where his clients included Hyatt International Four Seasons Hotel Nikko and Intercontinental Hotels As a System Engineer for Douglas Roesch Communications Inc Francis oversaw aspects of multimedia system integration at the 1984 LA Olympics LAX Reagan Library the Nixon Library and Lockheed At Hoffman Francis oversees project schedules equipment orders and delivery He assists project engineers and represents onsite engineers coordinating all field conditions to the owner/consultant and head of office
Graduate of the Asian Institute of Electronics Degree in Electrical Engineering
Factory certified by Extron Picturetel Video Conferencing Trompeter Christie Digital and Bose among others

Engineer Chien Huang

Chien joined Hoffman as a Field Service Engineer in 1997 His career path has taken him through almost the entire spectrum of audio visual communication and electronics from computer testing and repair to assembling and calibrating medical lasers to designing prototype image capturing technology and microprocessor emulators Chien has a gift for understanding most anything electronic Chien holds the record at Hoffman for client satisfaction communications to the company President
Manufacturer certified by Tandberg Polycom AMX and others
Degree in Electrical Engineering from Cal State Long Beach
Recognized by the International Communication Industries Association (ICIA)

Field Engineer/Project Manager Al Martinez

Al joined the Hoffman team in February 2003 as a Service Technician In the past 14 years Al has held engineering positions in systems integration computer support and audio visual equipment Most recently Al worked for Innovative Design Technologies where he was responsible for project management service and installation on projects for the GAP Warner Bros Studio Stores Nike Factory Stores and Citicorp
Graduate of Phoenix Institute of Technology
Manufacturer certified by AMX Christie Crestron and Sony
Recognized by the International Communication Industries Association (CTS)

Senior Programmer Christian Baker

Christian became a member of the Hoffman team in 2004 bringing a wealth of experience in the technical areas of design protocol coding and programming of various software control systems His background experiences include a seven year career with the Church of Latter Day Saints at the Salt Lake City Temple complex as a member of their facilities management group
AMX Certified ACE Designer and AMX Control System Design

Service Coordinator Rami Fasheh

Rami handles the service on all major accounts serving as the primary contact between Hoffman and its customer after the sale Rami is responsible for monitoring and administering existing service contracts maintaining remote systems monitoring for various clients and initiating periodic service upgrades as they become available Rami developed Hoffman s Priority Response System which allows customers to have technicians on site within four hours of a service call 24/7/365 Prior to coming to Hoffman Rami was a customer service representative at Andrews Electronics where he was recognized for having a 100% satisfaction rate by his clients
Graduate of ITT Technical Institute Degree in Electrical Engineering
Hoffman s Employee of the Year 2001

General Sales Manager Vickii Chaffee

An industry veteran of over 25 years Vickii has been with Hoffman since 1998 specializing in broadcast video applications Prior to joining Hoffman her resume includes Instructional Media Producer at Long Beach City College and was a Senior District Sales Manager at Panasonic Broadcast and Televisions Systems for 17 years She also periodically teaches field production/editing at a local community college
Graduate of Long Beach State University Bachelor of Arts Degree in Radio/Television
Member of SMPTE

Sub contracting Services
PGS Services Inc /Paul Stickelmaier

PGS Services is a long established electrical and structural contractor specializing in the display and video broadcast market Hoffman Video Systems has regularly contracted with PGS over last several years with multiple projects including installations at the Film/Video Department at Orange Coast College Amgen USC Loyola Law School California Institute of the Arts and most recently a custom dual screen installation in the International Ballroom at the Beverly Hilton Hotel His expertise in millwork display structural installation and electrical integration are components that may include his involvement

HOFFMAN INTEGRATION & CONSTRUCTION STANDARDS

Hoffman maintains the highest standards and all work performed will be completed in accordance with Applicable Codes and Standards

I APPLICABLE CODES AND STANDARDS

A Codes All work performed by Hoffman will be completed in accordance with applicable requirements of governing codes rules and regulations including the following minimum standards

1	UBC	Uniform Building Code
2	NEC	National Electrical Code
3	NFPA	National Fire Protection Association
4	FCC	Federal Communications Commission

B Standards Equipment materials and associated components provided by Hoffman will conform to the current revisions of the following standards as applicable

1	UL	Underwriters Laboratories
2	ANSI	American National Standards Institute
3	NEMA	National Electrical Manufacturer s Association
4	SMPTE	Society of Motion Picture and Television Engineers
5	ISO	International Standards Organization
6	AES	Audio Engineering Society

II CABLE PULLS AND INFRASTRUCTURE

The heart of the project is the cabling infrastructure and connection plates that provide access to and distribution for the A/V systems Hoffman Video Systems follows industry accepted and proven standards for cable run sheets labels cable management termination and testing

Hoffman will provide and build the following

A Provide permanent identification of run destination at all raceway terminations

B All wire and cable shall be continuous and splice free for the entire length of the run between designated connections or terminations

C All shielded cables shall be insulated Do not permit shields to contact conduit raceway boxes panels or equipment enclosures

D Verify that all new raceway have been de burred and properly joined coupled and terminated prior to installation of cables Verify that all raceways are clear of foreign matter and substances prior to installation of wire or cable

E Inspect all conduit bends to verify proper radius Comply with relevant Code for minimum permissible radius and maximum permissible deformation

F Apply a chemically inert lubricant to all wire and cable prior to pulling in conduit Hoffman will not subject wire and cable to tension greater than that recommended by the manufacturer Use multi spool rollers where cable is pulled in place around bends Reverse bends are not allowed

G Secure all wire and cable run vertically for continuous distances greater than thirty (30) feet Secure robust non coaxial cables with screw flange nylon cable ties or similar approved devices appropriate to cable weight For all other cables provide symmetrical conforming nonmetallic bushings or woven cable grips appropriate to cable weight

III WIRING PRACTICE

A Land all non coaxial field wiring entering each AV equipment rack at specified terminal devices prior to connection to any equipment or devices within racks Terminals will be located in the equipment racks or in the terminal cabinets provided

B Identify all wire and cable clearly with permanent labels wrapped about the full circumference within one (1) inch of each connection Indicate the number designated on the associated field or shop drawing or run sheet as applicable Assign consistent wire or cable designations throughout a given system Each wire or cable shall carry the same labeled designation over its entire run regardless of intermediate terminations

C Apply all crimp connectors only with manufacturer s recommended ratchet type tooling and correct crimp dies for connector and wire size

D Coordinate insulation displacement (quick connect) terminal devices with wire size and type Comply with manufacturer s recommendations Make connections with automatic impact type tooling set to recommended force

E Make all connections to screw type barrier blocks with insulated crimp type spade lugs Provide permanent designation strips designed for use with the terminal blocks provided

F Dress lace or harness all wire and cable to prevent mechanical stress on electrical connections Provide service loops where harnesses of different classes cross or where hinged panels are to be interconnected

III ASSEMBLY AND FABRICATION

The equipment racks and components will be built in the rack rooms at a Hoffman office The end user is welcome to view the progress of their project at our facility at any time throughout the process This portion of the installation includes the unpacking and testing of all major pieces of equipment prior to rack building HVS builds programs and tests each system before the rack is bubble wrapped and delivered to the site

IV PROGRAMMING
HVS s control systems programmers will develop code for the system to function as specified The code will be uploaded into the system and tested after all the required A/V components are installed and have been wired to the control system HVS will perform continual in house and on site testing of the system to ensure that it meets the project specifications

V SYSTEM TESTING AND ADJUSTMENTS
Prior to the notification of system completion each sub system will be thoroughly tested and adjusted This will include confirming remote controls for video and audio inputs and outputs setting and equalizing normal level controls for video audio and adjusting physical installation parameters Hoffman Video Systems complies with industry standard specifications including SMPTE IEEE NCAC and ASTM

Prior to the sign off of the system Hoffman will perform a series of systems tests with the end user(s) Additionally all functions of the system will be demonstrated Following the approval of this demonstration the A/V systems submittals

V I ACCEPTANCE TESTING REQUIREMENTS

A HVS shall perform acceptance tests to validate the requirements of these specifications and to verify the operation of the installed systems Any equipment and/or materials necessary to complete these tests will be provided by HVS for the duration of the testing period

B Acceptance test procedures shall be prepared by HVS and submitted to OWNER for their review and approval 15 days prior to the scheduled start of any tests Test procedures will be printed in sufficient detail to verify the functionality of each individual sub system

C HVS will coordinate all testing with OWNER and shall conduct the testing in the presence of OWNER S designate Upon completion of the testing the contractor shall publish a complete test report itemizing the individual tests and the results of each action

VI CLOSEOUT

Upon completion of installation and testing activities HVS shall prepare a list identifying any aspects of the project which have not been completed in their entirety These items will be considered the Punch List Items on the punch list will for the most part be cosmetic in nature or not related to the function of the systems This list will be presented to OWNER for approval and upon approval shall be the contract close out document

VI i TECHNICAL MANUALS AND SYSTEM DOCUMENTATION

A HVS provides complete sets of installation and user s manuals for each piece of equipment provided under the contract This document set includes the entire set of audio visual as built
plans an operator and a user manual for all equipment pieces and a copy of the warranty information for each item

B In addition to the above HVS will generate a complete systems operator manual for this project This manual will include a step by step instruction manual for the multi media control system Each button press on the control panel will be detailed in this manual and a description of the action taken and expected results will be provided
This manual will contain any required power on sequences and a detailed listing of common problems and their resolutions The goal of this manual is for a qualified OWNER representative to be able to manipulate the system and adjust the displays to their requirement

C HVS provides a set of system functional diagrams and a list of power on steps to follow adjacent to each set of equipment racks Both items will be provided in a sturdy frame with clear glass or non scratching plastic cover Provide permanent non fading media

VI ii TRAINING

Operator training is an essential component of the audio visual industry A comprehensive training session will be provided The three main categories of training are Operations Technical and Management A training session will commence at the earliest possible date in each category and could be conducted

throughout the installation process to avoid delays Training for the completed system will be at the convenience of the OWNER Training sessions for Operations will cover the operational philosophy of the system

Technical training sessions will cover the operational philosophy of the system and how the signals flow from area to area Specific maintenance/support instruction on each major piece of equipment will be tailored to the needs of the maintenance staff and their experience level System timing integrity of the electronic pathways technical adjustments and troubleshooting will be addressed as they relate to the specific sub systems Diagnostics training as well as support lines will be addressed to provide the technical staff with assistance should their troubleshooting efforts not provide the desired results

Operator training will focus on the set up of inputs and outputs control and manipulation of the media and resources and the overall functional operation of the control system usage for operations and technical adjustments and basic rules of presentation in an A/V system learning environment

Management training emphasis will identify the appropriate overall view of the systems any sub systems designated for presentations and the briefing / demonstrations of the system

VII STANDARD WARRANTY SERVICE

HVS will warrant all of the Work to be free from defects in materials and workmanship for a period of twelve (12) months from the date of OWNER acceptance of the work of this section

A First year service and maintenance will include telephone support and Depot Level Service
B HVS offers a variety of On Site Service Contracts ranging from time and materials to Platinum Level of On Site 24/7 Service
C HVS will warrant all of the Work to be free from defects in materials and workmanship for a period of twelve (12) months from the date of OWNER acceptance of the work of this section

Our team will always be certified have decades of audio visual experience be professional and courteous on site be responsive to the customer and they will barring extraordinary circumstances finish the project on schedule

Throughout the installation we will continuously solicit input from the client report on our progress adapt designs as necessary test all components before during and after installation to ensure proper operation test and re test the entire system and finally train all client staff on the operation of the system

With our continuing service we will ensure the following client staff is trained to handle/troubleshoot minor problems HVS will respond to all calls for service HVS will offer on site service and HVS will continue to provide ongoing training to the client as necessary

Some services may incur service charges or require the purchase of a service contract Warranties will only cover service up to a certain point

The ultimate responsibility of the Quality Assurance Program resides with Hoffman s Chief Operating Officer He will monitor the results of all systems testing select the implementation team for your project and be actively involved in soliciting feedback The COO will make sure that system is installed on time on budget and meets both Hoffman s and the client s functional standards

The Hoffman Process

- Find out what they want
- Find out when they want it
- Make it happen

Find out what they want

- HVS Management Acknowledges Order
  - Meet the customer
  - Review Purchase Order
  - Review Project Manager
  - Establish schedule for delivery identify milestones Review Change Order Process
  - Review Invoice and Payment Process
  - Review Extended Warranty Program

- Customer Advocacy Program
  - Hoffman s Sales Rep is Customer Advocate
  - Sales Rep acts as customer s agent within Hoffman
  - Discuss progress ask if we re meeting customer expectations

Find out when they want it

- Establish Schedule
  - Define customer s milestones
  - Monitor the schedule
- Review schedule with PM and purchasing
- Discuss project with suppliers
  - Get suppliers to believe in our jobs

Make it happen

- System Engineering
  - Prove system design
  - Value engineer the system if necessary
  - Revise equipment list
- Review and revise rack requirements after on site review
- Identify deliverables
  - Submittals
  - Riser diagram
  - M&E drawings
  - Acknowledge importance of submittal process
- Purchasing
  - Just in time delivery
    - Careful coordination between Project Manager and Purchasing Agent
  - Volume purchasing
  - Attention to delivery fees schedule and storage
- Site meetings
  - Regular attendance
  - Visit the site to assess progress
    - Count conduit verify size and continuity
    - Make sure pull boxes are where we asked them to be placed
    - Make sure they re taking no shortcuts

Verify availability of loading dock freight elevators make sure racks and equipment will fit inside elevator

- Establish relationships with other vendors
  - Carefully explain the AV systems impact to other contractors
    Review heat loads size shape of equipment
    Make a huge fuss when subcontractors don t pay attention to our requirements
  - Sort out site problems make sure the AV stuff does not delay other contractors

- In house Installation
  - Racks and sub assemblies
    Documented procedures for wiring termination
  - Testing and Quality Control

- On site Installation
  - Documented procedures for shipping and delivery
  - Project management
    Clean and tidy personnel
    Adherence to safety procedures
    Respect for Building Code local rules

- Project Meetings at HVS
  - Delivery based on customer approval milestones
  - Internal Audit
    Weekly progress reporting
    Punch list
    - Operational deficiencies
    - Site problems
    - Equipment malfunctions
  - Correcting problems to be a cooperative effort
  - Share punch list information with customer advocate

- Manage Change Orders
  - Qualify the requirement
  - Present and approve paperwork

- Training
  - Earliest possible date
  - System philosophy
  - Control & manipulation

- Functional operation

- Customer Complaints
  - Project manager to Investigate and Correct
  - All complaints reported to senior management for review
  - Complaint analysis and revaluation
    - Eliminate problem
    - Satisfy customer
    - Establish new procedures

(VF E F I

Voting and A/V Control

Item #	Qty	Part Number	Description	Unit	Ext
			Voting System		
1	1	FG070 516	AMX NSS VOTE Software Solution Vote	$6 540 00	$6 540 00
2	1	FG2253 61V	AMX NXD1500VGV Modero VG series 15 Touch Panel Flush mount	$7 074 00	$7 074 00
3	3	FG2251 61V	AMX NXD1200VG Modero VG series 12 Touch Panel Flush mount	$5 232 00	$15 696 00
4	4	FG2258 02K	AMX NXD CV7 Modero 7 Touch Panel Flush mount voting stations	$2 071 00	$8 284 00
5	5	FG423-41	AMX PSN6 5 12V 6 5A Power supply	$250 00	$1 250 00
6	1	FG2275 01	AMX NXP TPI/4 NexLinx Touch Panel Interface 4	$3 264 00	$3 264 00
			AV Control System		
7	1	FG2105	AMX NI 4000 NetLinx Integrated Master controller 8 IR 8 I/O 7 RS 422	$1 907 00	$1 907 00
8	6	FG2020	AMX NXC REL 10 Relay card (10) channels	$218 00	$1 308 00
9	1	FG2024	AMX NXC VOL4 volume control card	$381 00	$381 00
10	3	FG2009 10	AMX NXS NMS NetModule Shell chassis for control card	$109 00	$327 00
11	5	FG423 45	AMX PSN4 4 13 5V 4 4A Power supply CV7 Modero	$82 00	$410 00
12	3	FG515	AMX AC RK Rack Mount Accessory (1H)	$44 00	$132 00
13	1	FG517	AMX CSB Cable Supoport Bracket (Netlinx)	$28 00	$28 00
14	1	FG10 000 11	AMX CC NIRC IR Emitter Cable	N/C	N/C
15	1	MTRLS	Installation materials connections cabling etc		$1 500 00
			Professional Services and Installation Labor		
16	1	PS7000	System Commissioning (required) Project Management		$3 360 00
17	1	PS2000	Touch Panel GUI Design		$2 520 00
18	1	PS3000	Control System Design (button by button Axwire)		2 520 00
19	1	PS1000	Control System Programming		$11 234 00
20	1	INSTALL	Labor on Cable runs connections material install millwork		$3 000 00
			Vote System Total		$42 108 00
			AV Control System Total		$5 993 00
			Subtotal		$48 101 00
			System Commissioning and Professional Services Labor total		$22 634 00
			TAX 8 25 /		$3 968 33
			Total		$74 703 33

A/V Devices

Item #	Qty	Part Number	Description	Unit	Ext
			Projector Equipment		
1	1	PLC XF35NL	Sanyo XGA Digital Multimedia Projector 5200 ANSI Lumens	$8 718 00	$8 718 00
2	1	LNS W02Z	Sanyo On Axis Short zoom1 35 1 8 1 Lens	$2 398 00	$2 398 00
3	1	POA MD04VGA	Sanyo D Sub 15 VGA/RGBHV Input Module	$185 00	$185 00
4	1	POA MD13NET	Sanyo Advanced Network Control and Image Transfer	$382 00	$382 00
5	1	Bracket	Mounting Bracket for projector in ear screen mirror/frame	$300 00	$300 00
			Other A/V Devices		
6	1	HV 110XG	Elmo Visual High Resolution Mobile Presenter digital mac or doc camera	$709 00	$709 00
7	1	AG VP310	Panasonic DVD/VHS VCR	$185 00	$185 00
8	1	VS 402XL	Kramer 4 X 2 A/V Switcher w/RS 232 control	$596 00	$596 00
			Subtotal		$13 473 00
			TAX 8 25 /		$1 111 52
			Total		$14 584 52

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Sound Reinforcement System

The A/V Integrato shall se the ex st ng design (see fac lity audio drawings Exh b t I) the spec ficat o s f d n the RFB a id the guidline below to propose a complete turnkey system replacing most of the equipment in the Exhib t I w th new equipment
The proposed system may be a ge e al p p sal of the des gn w th a l mp sum cost (see belo)
A final detailed des gn ll be requ red upon award of a contract to the successful b dder
At that ti ne a deta led equipment l st shall be created by the A/V I tegrator w th assisstance from the PMT

It m #	Qty	P rt Numbe	D sc pt	Unit S ll	E t
			Audio Equipment		
1	1	N3	Pea ey Med aMatr x NION Hardware and Nware Software		
2	3	NIO 8ML	Peavey MediaMatrix NION Mic/Line input cards		
3	1	NIO 8o	Peavey MediaMat x NION output cards		
4	1	V RD151-4/KVM	RackMount Flip up LCD Monitor w/4 input KVM w/tradit onal mouse		
5	1	TBD	PC W do Rackmo ntable CPU		
6	4	MB 15	Rolls aud o solat on transformer bi d rect o al balanced/u nbala c d		
7	20	CMS 6 TDC	Tannoy Ce ling Speaker for Council Chambers only (o adjace t ooms)		
8	1	05146560 5501	Powerware PW5115 1000 Uninterrupted Power Supply		
9	14	AT857MLa	Aud o Technica M crophone w/AT8416 Shockmount		
10	4	AT857MLa	Aud o Technica M c ophone w/table top stand model AT8615		
			Additional Equipment		
			(A/V Integrato to add eq pme t as n cessary to above equ pment to complete proposed des g)		
11					
12	1	MTRLS	Wiring connectors supplies cabling		
13	1	U124M/BETA87A	Shure W reless Transm tting Microphone System		
14	4	QSC CX168	Power Ampl fe s (8 channels) 5 channels driving 20 Speake s n chambers		
15			(90 watts per channel)		
			Audio Equipment		$27 823 00
			Materials		$2 500 00
			(Lump Sum) Subtotal		$30 323 00
			Labor (d gE g g fS d dP g mm g fGUI f)		$7 800 00
			TAX 8 25 /	2	$2 501 65
			Total		$40 624 65

Production Control System

It m #	Qty	P Nur be	D scnption	U S ll	E
			Robotic Camera Control and Cameras		
1	3	AW E650	Panasonic AW E650 1/2 Cameras	$3 888 00	$11 664 00
2	3	YH19x6 7 KTS	Canon Lenses mounted to camera	$4 131 00	$12 393 00
3	CFE	PT CP 9252327C	Telemetr cs Robotic PAN/T lt Head	$0 00	$0 00
4	4	CA CP 250	D 25 te connect cable to Pan T lt Head 250ft	$630 00	$2 520 00
5	6	BL 1505A 500	Belden Cable 500ft spools of Coa cable for V deo Out and Genlock	$110 00	$660 00
			Sound Re nforcem nt Equ pment		
6	1	AG MX70	Panason c Switcher	$5 641 00	$5 641 00
7	1	I CG 5000R	Comp Character Generator	$4 897 00	$4 897 00
8	1	PRV LX1DW	Pioneer DVD Harddrive Recorder/Player only d al HD a a lable	$5 329 00	$5 329 00
9	2	DMR T6070	Panasonic Hardrive Recorder/Player w/ FEC rackmount	$796 00	$796 00
10	1	AP41 SP U	Hot o c Vdeo Sych onize /Processor	$1 145 00	$1 145 00
11	2	V R53P	Marshall Tr ple 5 Mo tor Pa el	$1 688 00	$3 376 00
			Automated Playback System		
12	1	Ne u Serv r	Le ghtroni Nexus Controller/Server Sy t m lc d ng P o buss ports	$5 718 00	$5 718 00
13	1	LGX USBHD400	Seagate USB med a H d D es f Serve	$499 00	$499 00
14	1	DVP CX777ES	Sony 400 D sc DVD Cha qer	$594 00	$594 00
			Install		
15	1	Lot Mate als	Cable Co nectors misc etc	$1 100 00	$1 100 00
16	1	Labor	Installation Labor nclud ng P og amn ng cable runs wir ng acks etc	$4 670 00	$4 670 00
			Robotic Camera Control and Cameras		$27 237 00
			Production Recording Equipment		$21 184 00
			Playback System		$6 811 00
			Mater als Connectors etc		$1 100 00
			Subtotal		$56 332 00
			Labor total		$4 710 00
			TAX 8 25 /		$4 647 39
			Total		$65 774 39

C IAV F I

Field Production Equipment Future Purchase Only

It m#	Qty	Part N mbe	D cr pt	U t S ll	E t
			Came a System		
1	1	DSRPD170	Sony DVCAM Camcorder Package	$3 220 00	$3 220 00
2	1	ACC PD1 0	DVCAM Accessories Lens Adapt Case Charger Extra Battery	$404 00	$404 00
3	1	DV6 0611	Sachtler DV 6/2D system Tripod 12 3 LBS	$1 758 00	$1 758 00
4	2	UCR201/UH400	Lectrosonic UHF UCR 201 Rece ve UH 400 T a sm tte W eless M cs	$2 168 00	$2 168 00
5	1	V LCD56 KIT	Marshall V 5 6 LCD M onitor with Speaker	$304 00	$304 00
6	1	PAG 6 Kit	PAG Pagl ght sun gun l ght with batteries and accessories	$409 00	$409 00
7	1	EV RE50	Electra Voice hand held microphone	$272 00	$272 00
			Lighting		
8	1	ARRI D3 KIT	ARRI Soft back D3 Kit th e tra Soft l ght k t	$1 944 00	$1 944 00
			Cabl ng & Materials		
9	1	ACC PKG	XLR mic cables Video cables Fire wire cables extra bulbs etc	$250 00	$250 00

Camera System	$8 535 00
Lighting	$1 994 00
Materials	$250 00
Subtotal	$10 779 00
TAX 8 25 /	$889 27
Total (exclusive of bid total below)	$11 668 27

Equipment Materials and Labor Bid Totals

D ptio		Ext
Bid cost summary		
Equipment Totals (excluding Field Production Equ pment)		$144 629 00
Mate als supplies		$3 600 00
Labor Totals		$35 144 00
Warranty Serv ce One Year		$9 250 00
TAX 8 25 /		$12 228 89
Bid Total (Not to Exceed Bid amount)		$204 851 89

OPTIONAL LINE ITEMS		E t
Extended Service Maintenance Agreements Available		
for 2nd 3rd and 4th Year After First Year Warranty Service		
Custom Platinum Gold Silver and Bronze Level Options		
(See attached sample agreements)		
TAX 8 25 /		
Total of optional t ms		

STATE OF CALIFORNIA

BIDDER S AFFIDAVIT

COUNTY OF LOS ANGELES

Michael Gavigan being first duly sworn deposes and says

1 That he/she is the Vice Pres & CFO of Hoffman Video Systems
(Title of Office) (Name of Company)

hereinafter called Bidder who has submitted to the City of Culver City a bid for **Design and Installation of the Culver City A/V Facilities (AVF) Project**

2 That the bid is genuine that the same is not sham that all statements of fact in the bid are true

3 That the bid was not made in the interest or behalf of any person partnership company association organization or corporation not named or disclosed

4 That the Bidder did not directly or indirectly induce solicit or agree with anyone else to submit a false or sham bid to refrain from proposing or to withdraw his bid to raise or fix the bid price of the Bidder or of anyone else or to raise or fix any overhead profit or cost element of the Bidder's price or the price of anyone else and did not attempt to induce action prejudicial to the interest of the City of Culver City or of any other Bidder or anyone else interested in the proposed purchase order

5 That the Bidder has not in any other manner sought by collusion to secure for itself an advantage over any other Bidder or to induce action prejudicial to the interests of the City of Culver City or of any other Bidder or of anyone else interested in the proposed purchase order

6 That the Bidder has not accepted any bid from any subpurchase order or materialman through any bid depository the bylaws rules or regulations of which prohibit or prevent the Bidder from considering any bid from any subpurchase order or materialman which is not processed through that bid depository or which prevent any subpurchase order or materialman from proposing to any purchase order or who does not use the facilities of or accept bids from or through such bid depository

7 That the Bidder did not directly or indirectly submit the Bidder s bid price or any breakdown thereof or the contents thereof or divulge information or data relative thereto to any corporation partnership company association organization bid depository or to any member or agent thereof or to any individual or group of individuals except to the City of Culver City or to any person or persons who have a partnership or other financial interest with said Bidder in its business

8 That the Bidder has not been debarred from participation in any state federal or public works project

Dated this 27 day of May, 20 05

_____
(Bidder Signature)

_____
(Title)