EXHIBIT A - PRICING PAGE

	STATE OF THE PARTY
Lump Sum	Audio Visual System*
Unit Total	Description

^{*} Agency shall pay flat fee for all contract items, services, installation, materials, training, etc. as outlined in the Specifications.

Vendor Signature (required)

Owen S. Higgins, II, President



1325 DUNBAR AVENUE • P.O. BOX 4 • DUNBAR, WV 25064 PHONE 304-766-6277 • 800-642-5500 • FAX 304-766-6270

WV DEPARTMENT OF TRANSPORTATION

March 07, 2024 (our 77 year)

QUOTATION NO. 240307-MW2

Reference: Conference Room AV System

WE ARE PLEASED TO SUBMIT OUR QUOTATION FOR THE ABOVE PROJECT.

WV Department of Transportation Information Technology Division Video Conferencing System (98" panels)

Discounted equipment cost information to furnish audio/video system equipment and technical services: Summary of Equipment Cost Information

Notes & Exclusions:

• Owner to furnish and install 120V if needed to support new equipment.

Detailed Equipment Bill of Material as follows;

		Equipment bin of wraterial as follows;
	AV Syster	n Equipment;
	TOG	
	TSC-	
1	70TW-G2-	000 77 1 1 1 1
1	BK TGC 701	QSC 7" Touch Panel
1	TSC 701-	00000
1	G3	QSC Desktop Mount
1		QSC Digital Signal Processor (8-inputs/outputs)
-	QSC SL-	000 7 1
Ţ		QSC Deployment License
1	SL-QSE-	
1	8N-P	QSC Scripting License
2	NV-32H	QSC Encoder
	SPA-Q -	000 P 101 1/0
1	2X60	QSC Dual Channel (60-watts per channel power amplifier)
	GSM4212P	
1	-100NAS	12-port Switch
I	2-C10	Barco Video Dongles (2) (for wireless presentation)
4	ACC6T	QSC Two Way (6.5" LF & 1" HF) Ceiling Speaker
1		Sennheiser Ceiling Installed 360-degree Microphone Array
2	PTZ12X80	QSC PTZ 12X Zoom Camera
		Samsung 98" Commercial 4K Panel
2	98INQEC	
	86 Lite	Lite the Nite 86" 4K UHD interactive flat panel (includes annotation, screen recording software, 20-point
1	Touch Pro	touch, Windows 11 Pro i5 computer)
3	XTM-1U	Chief Tilt Wall Mount
1	Lot	Cable
1	Lot	Hanging Hardware and Installation Supplies
1	RM900	Welltron Line Conditioner /Surge Protector
3	WPL1199	TecNec HDMI Wall Plates

	Technical Services:						
1	Lot	Electronic Specialty technicians to install all electronics in podium, install touch panel at podium, install speakers, install cameras, install ceiling array microphone, install panels and interactive panel, pull and terminate CAT cable, speaker and video cable, program processor and test entire system.					
1	Lot	Owner training on system operation.					
1	Lot	Factory sponsored warranty of three (3) years					
1	Lot	Labor warranty of one (1) year					

Proposed Scope of Work:

- ESCOM to install equipment, terminate cables to field devices
- All work will be performed in a workmanlike manner, all trash will be removed daily, and technicians will follow safety guidelines as required and will report in and out as they perform work.
- This work will be performed during normal business hours per schedule approved in advance by the owner.

Since 1947 Electronic Specialty Company has provided quality local service for life safety & critical communication systems Authorized sales and service for Edwards Fire Alarm equipment since 1964 (now a division of UTC Fire&Security)

ELECTRONIC SPECIALTY COMPANY HAS A "SUBSTANCE DETECTION" POLICY AND A "DRUG FREE" WORKPLACE IN EFFECT.

This quotation is offered for your acceptance within 30 days



PO Box 400 1325 Dunbar Ave Dunbar, WV 25064 304-766-6277 800-642-5500 304-766-6270 fax

Electronic Specialty Company A/V References

January 8, 2024

Her are some of the recent projects Electronic Specialty Company A/V department has designed, installed and maintain:

- 1. Delaware County Courts, Delaware, Ohio 10-courtrooms, 6- hearing rooms & 2- deliberation rooms A/V/Video Conferencing (tied into Ohio Supreme Court)
- 2. US Department of Veterans Affairs 6- conference rooms, 1- training room & 1- executive conference room A/V/Video Conferencing (Huntington, WV Phase 1 complete and operational)
- 3. Belmont County Courts, St Clairsville, Ohio 4- courtrooms A/V/Video conferencing (tied into Ohio Supreme Court)
- 4. Ohio County Commission Boardroom A/V//Video Conferencing System
- 5. University of Charleston Erma Byrd Gallery A/V/Video Conferencing System
- 6. University of Charleston Geary Auditorium 24' projections screens, 13,000-lumen projectors, line array speaker system and moving lite system
- 7. Senate Judiciary Committee Room A/V/Video Conferencing System
- 8. WVU (CPAS) College of Physical Activity & Sport Video Conferencing System
- 9. Putnam County Commission Boardroom A/V/Video Conferencing System
- 10. Kanawha County Schools Boardroom A/V/Video Conferencing System
- 11. WV Department of Admin/ Division of Highways multiple Video Conferencing Rooms
- 12. WV Office of Technology Video Conferencing Portable Cart System



PO Box 400 1325 Dunbar Ave Dunbar, WV 25064 304-766-6277 800-642-5500 304-766-6270 fax

Electronic Specialty Company A/V References

1. Davis & Elkins College

McDonnel Center Pro sound systems & acoustical treatment. Harper-McNeeley Auditorium stage monitoring systems Eric Armstrong, AV Director 304-657-5338

Amcsx4@gmail.com

2. Davis & Elkins College

Myles Center for the Arts
Digital Sound and Video system (40-speakes), 9X12 video wall, 6-86" video panels
Eric Armstrong, AV Director 304-657-5338

Amcsx4@gmail.com

3. Marshall University Recreation Center

10- Sound systems, control systems and paging systems Mike Weaver, Associate Director of Facilities 304-696-2943 weaverm@marshall.edu

4. WV House of Delegates & WV Senate

Both Chambers sound & control systems
House and Senate committee rooms sound, video and AMX control systems
Steve Harrison, Clerk of the House 304-340-3224
Steve.harrison@wvhouse.gov
Lee Cassis, Clerk of Senate 304-357-7508
Lee.cassis@wvsenate.gov

5. Kanawha County Public Library

249 paging/conferencing speakers with QSC QSYS Digital Signal Processor Control

Seven active A/V/Video Conferencing rooms

Teddy T Claypool, IT Manger

123 Capitol St

Charleston, WV 25301

304-343-4646 ext. 1212

Teddy.Claypool@kcpls.org

6. American Woodmark

Cumberland, MD.

Warehouse Paging/Music System (500,000 SQ FT)

Programmable DSP paging and music with emergency override (65-speakers facility wide)

Jon Evans, IT

jevans@woodmark.com

304-813-9244

7. WVU Milan Puskar Stadium

Installed Quads A, B, C, & D 8-BSS 800 & 320 series Digital Signal Processors, 20- 4-channel (3,500-watt) Crown amplifiers & 282 JBL speakers. Fiber and SMPTE video paths to 200- additional HDTV's

April Messerly, Senior Manager of Athletic Facilities 304-293-3056

April.messerly@mail.wvu.edu

8. WVU Basketball Practice Facility Hall of Fame Theater and & interactive Displays, Classrooms and meeting rooms A/V systems, Conference rooms A/V systems, AMX control systems.

April Messerly, Senior Manager of Athletic Facilities

April.messerly@mail.wvu.edu

304-293-3056

9. Charleston Civic Center, WV

13- Meeting rooms A/V/Control systems, 5- parlor rooms A/V/Control systems, Grand Hall (6-zones) A/V/Control systems, Ball Room (5-zones) A/V/Control systems, Building wide sound system Victor Hodges, Assistant Manager 304-345-1500 Victor.hodges@charlestonwciviccenter.com

10. WV House of Delegates & WV Senate

Both Chambers sound & control systems

House and Senate committee rooms sound, video and AMX control systems Steve Harrison, Clerk of the House 304-340-3224

Steve.harrison@wvhouse.gov

Lee Cassis, Clerk of Senate 304-357-7508

Lee.cassis@wvsenate.gov

11. West Liberty University

14-classrooms and lecture hall A/V systems Phillip Kent, AV-IT 304-336-8851 pkent@westliberty.edu

12. Clay Center for the Preforming Arts

Charleston, WV

Performance Hall sound system, production intercom system, video system Museum paging system and building wide video control system Tom Pasinetti, TD, SM 304-304-561-3548 tpasinetti@theclaycenter.org

Football Field Sound Systems designed and installed by Electronic Specialty Company:

- 1. Chapmanville High School
- 2. Nitro High School
- 3. St. Albans High School
- 4. George Washington High School
- 5. Liberty High School
- 6. Marshall County High School
- 7. Independence High School
- 8. Richie County High School
- 9. Weir High School (Football & Soccer)
- 10. Riverside High School
- 11. Gallia County High School (Ohio)
- 12. Lincoln County High School
- 13. Laidley Field (Kanawha County & U of Charleston)
- 14. Morgan County Ohio High School
- 15. Clay County High School
- 16. WVU Tech
- 17. Marshall University

Baseball Field Sound System designed and installed by Electronic Specialty Company:

- 1. Princeton Rays Field
- 2. Beckley Minors Field
- 3. WV Power Park, Charleston, WV
- 4. Chapmanville High School
- 5. Riverside High School
- 6. Marietta College

Basketball Sound System designed and installed by Electronic Specialty Company:

- 1. Riverside High School
- 2. South Charleston High School
- 3. Davis & Elkins College Myles Center A/V
- 4. Nitro High School
- 5. Davis & Elkins College McDonnell Center
- 6. University of Charleston Gymnasium Video Production System



State of West Virginia Agency Request for Quote Audio/Video

Proc Folder:

1377817

Doc Description: AV System Conference Room 152

Reason for Modification:

Proc Type:

Agency Purchase Order

 Date Issued
 Solicitation Closes
 Solicitation No
 Version

 2024-02-16
 2024-03-07 14:30
 ARFQ 0803 DOT2400000060
 1

BID RECEIVING LOCATION

PROCUREMENT DIVISION

DIVISION OF HIGHWAYS

BLDG 6 RM 340A

1900 KANAWHA BLVD E

CHARLESTON

WV 25305

US

VENDOR

Vendor Customer Code:

000000200878

Vendor Name:

Electronic Specialty Company

Address:

Street:

1325 Dunbar Avenue

City:

Dunbar

State:

Country:

Zip: 25064

Principal Contact:

Mark Wood

Vendor Contact Phone:

304-766-6277

Extension:

FOR INFORMATION CONTACT THE BUYER

Amber J Heath 304-414-7105

amber.j.heath@wv.gov

Owen S. Higgins, II, President

Vendor

Signature X

FEIN# 55-0452548

DATE 3-7-24

All offers subject to all terms and conditions contained in this solicitation

Date Printed:

Feb 16, 2024

Page 1

FORM ID: WV-PRC-ARFQ-002 2020/05

ADDITIONAL INFORMATION

THE WEST VIRIGNIA DEPARTMENT OF TRANSPORTATION - PROCUREMENT DIVISION - SOLICITATION OF A ONE TIME PURCHASE CONTRACT FOR AN AV SYSTEM - PER THE ATTACHED DOCUMENTS.

QUESTIONS REGARDING THE SOLICITATION MUST BE SUBMITTED IN WRITING TO DOTPROCUREMENTTECHQUES@WV.GOV PRIOR TO THE QUESTION PERIOD DEADLINE CONTAINED IN THE INSTRUCTIONS TO VENDORS SUBMITTING BIDS.

*********NOTICE*******

WE DO NOT ACCEPT EMAIL BIDS

MUST USE ONE THE FOLLOWING TO SUBMIT A BID:

* UPLOAD TO OASIS

* HAND DELIVERY

* MAIL IN HARD COPY

* FAX TO 304-558-0047

MAKE SURE YOU DOWNLOAD ALL INFORMATION - THE COMPLETE SOLICITATION - PRICING PAGES - SIGN THE PAGES THAT NEED SIGNED

PLEASE NOTE THAT TO BE AWARDED THIS CONTRACT YOU WILL NEED TO BE A REGISTERED VENDOR WITH WV STATE PURCHASING, AND COMPLIANT WITH SEVERAL AGENCIES SUCH AS THE WVSOS, TAX DEPARTMENT, WORKER'S COMPENSATION, AND UNEMPLOYMENT INSURANCE.

INVOICE TO		SHIP TO	
DEPT. OF TRANSPORTA	ATION	DEPT. OF TRANSPORTATION	
1900 KANAWHA BLVD E BLD. 5 RM-720	:,	1900 KANAWHA BLVD E, BLD. 5 RM-720	
CHARLESTON US	WV	CHARLESTON WV US	

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
1	AV System	1			58,915.00

Comm Code	Manufacturer	Specification	Model #	
86141702				

Extended Description:

AV System - Conf Room 152

Includes all equipment, labor, installation materials, programming/testing, training and warranties.

SCHEDULE OF EVENTS

<u>Line</u>	<u>Event</u>	Event Date
1	PRE-BID MEETING AT 1:30PM ET	2024-02-27
2	TECHNICAL QUESTION DUE AT 10:00AM ET	2024-03-01

	Document Phase	Document Description	Page 3
DOT2400000060	Final	AV System Conference Room 152	

ADDITIONAL TERMS AND CONDITIONS

See attached document(s) for additional Terms and Conditions



State of West Virginia Agency Request for Quote Audio/Video

Proc Folder: 1377817

Doc Description: AV System Conference Room 152

Reason for Modification:

Proc Type:

Agency Purchase Order

Date Issued Solicitation Closes Solicitation No Version

BID RECEIVING LOCATION

PROCUREMENT DIVISION

DIVISION OF HIGHWAYS

BLDG 6 RM 340A

1900 KANAWHA BLVD E

CHARLESTON WV 25305

US

VENDOR

Vendor Customer Code: 000000200878

Vendor Name : Electronic Specialty Company

Address:

Street: 1325 Dunbar Avenue

City: Dunbar

State: Country: Zip: 25064

Principal Contact: Mark Wood

Vendor Contact Phone: 304-766-6277 Extension:

FOR INFORMATION CONTACT THE BUYER

Amber J Heath 304-414-7105

amber.j.heath@wv.gov

Owen S. Higgins, II, President

Vendor Signature X

DATE 3-7-2024

FORM ID: WV-PRC-ARFQ-002 2020/05

All offers subject to all terms and conditions contained in this solicitation

Date Printed: Feb 16, 2024 Page 1

ADDITIONAL INFORMATION

THE WEST VIRIGNIA DEPARTMENT OF TRANSPORTATION - PROCUREMENT DIVISION - SOLICITATION OF A ONE TIME PURCHASE CONTRACT FOR AN AV SYSTEM - PER THE ATTACHED DOCUMENTS. QUESTIONS REGARDING THE SOLICITATION MUST BE SUBMITTED IN WRITING TO DOTPROCUREMENTTECHQUES@WV.GOV PRIOR TO THE QUESTION PERIOD DEADLINE CONTAINED IN THE INSTRUCTIONS TO VENDORS SUBMITTING BIDS.

*********NOTICE*******

WE DO NOT ACCEPT EMAIL BIDS

MUST USE ONE THE FOLLOWING TO SUBMIT A BID:

* UPLOAD TO OASIS

* HAND DELIVERY

* MAIL IN HARD COPY

* FAX TO 304-558-0047

MAKE SURE YOU DOWNLOAD ALL INFORMATION - THE COMPLETE SOLICITATION - PRICING PAGES - SIGN THE PAGES THAT NEED SIGNED

PLEASE NOTE THAT TO BE AWARDED THIS CONTRACT YOU WILL NEED TO BE A REGISTERED VENDOR WITH WV STATE PURCHASING, AND COMPLIANT WITH SEVERAL AGENCIES SUCH AS THE WVSOS, TAX DEPARTMENT, WORKER'S COMPENSATION, AND UNEMPLOYMENT INSURANCE.

INVOICE TO		SHIP TO
DEPT. OF TRANSPORTATI	ON	DEPT. OF TRANSPORTATION
1900 KANAWHA BLVD E, BLD. 5 RM-720		1900 KANAWHA BLVD E, BLD. 5 RM-720
CHARLESTON US	WV	CHARLESTON WV US

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
1	AV System	1			58,915.00

Comm Code	Manufacturer	Specification	Model #	
86141702				

Extended Description:

AV System - Conf Room 152

Includes all equipment, labor, installation materials, programming/testing, training and warranties.

SCHEDULE OF EVENTS

Line	Event	Event Date
1	PRE-BID MEETING AT 1:30PM ET	2024-02-27
2	TECHNICAL QUESTION DUE AT 10:00AM ET	2024-03-01

	Document Phase	Document Description	Page 3
DOT2400000060	Final	AV System Conference Room 152	

ADDITIONAL TERMS AND CONDITIONS

See attached document(s) for additional Terms and Conditions

SPECIFICATIONS

1. **PURPOSE AND SCOPE:** The West Virginia Department of Transportation is soliciting bids to establish a contract for the following:

Provide a turn-key audiovisual system (AV), supplying equipment, labor, installation materials, programming/testing and training as described in this documentation for Conference Room 164 at the West Virginia Capitol Complex, Building 5.

The vendor shall furnish all materials, labor and equipment necessary to complete the delivery and installation of the AV system. The vendor shall provide any incidental work, materials, labor, and equipment that are necessary for the AV system, even if such incidental work is not explicitly included in these Specifications.

- **2. DEFINITIONS:** The terms listed below shall have the meanings assigned to them below. Additional definitions can be found in section 2 of the General Terms and Conditions.
 - 2.1 "AV" means Audio Visual.
 - 2.2 "Contract Item" means list of items identified in Section 5 below.
 - 2.3 "HD" means High-Definition.
 - **2.4** "HDMI" means High-Definition Multimedia Interface.
 - 2.5 "LED" means Light-Emitting Diode.
 - 2.6 "Pricing Page" means the page, contained in wvOASIS or attached as Exhibit A, upon which the vendor shall list its proposed price for the Contract Items.
 - 2.7 "PTZ" means Pan, Tilt, Zoom.
 - **2.8** "Solicitation" means the official notice of an opportunity to supply the State with goods or services that is published by the Purchasing Division or Department of Transportation.
- **3. QUALIFICATIONS:** Vendor, or vendor's staff if requirements are inherently limited to individuals rather than corporate entities, shall have the following minimum qualifications:
 - 3.1 Experience: Vendor, or vendor's supervisory staff assigned to this project, must have successfully completed at least twenty (20) projects that involved work similar to that described in these specifications. Compliance with this experience requirement will be determined prior to contract award by the State through references provided by the vendor upon request, through knowledge or documentation of the vendor's past projects, through confirmation of experience requirements from the architect assisting the State in this project, or some other method that the State determines to be acceptable. The vendor must provide any documentation requested by the State to assist in confirmation of compliance with this provision. References, documentation, or other information to confirm compliance with this experience requirement may be requested after bid opening and prior to contract award.

4. MANDATORY AV SYSTEM REQUIREMENTS:

- **4.1** AV system must be comprised of equipment and components that meet the following:
 - **4.1.1** Seamless system integration with the flexibility to scale for future use.
 - **4.1.2** Turn-key and user-friendly operation, requiring minimal training to use AV system effectively.
 - **4.1.3** Compatible with Google Meet, Microsoft Teams, GoToMeeting, Zoom, Skype and Cisco Webex.
- 5. MANDATORY CONTRACT ITEM: Each Contract Item must meet or exceed the mandatory requirements listed below.
 - **5.1** Quantity of one (1) 86" LiteTouch Pro Interactive Panel (86LTouchProD) or Equal. Vendor must provide a product with the following minimum features:
 - 5.1.1 Active screen size of 86" with Active IR Touch or equal
 - **5.1.2** Anti-glare LCD display with Ultra HD 4K (3840 x 2160 resolution) interactive touchscreen
 - **5.1.3** Capable of responding up to 20 simultaneous points of touch with a response time less than nine (9) milliseconds.
 - 5.1.4 Allow trainer/users to use the screen as a traditional writing board with the help of board markers but also does not limit the users to work in isolation. Must allow multiple users to write, draw and erase on the screen simultaneously.
 - **5.1.5** LitePen Software or equal allowing screen annotation and recording
 - **5.1.6** Input Connections three (3) HDMI, one (1) Display Port, one (1) 15-Pin VGA, and Ethernet.
 - **5.1.7** Output Connections one (1) HDMI, RCA Composite, SPDIF
 - **5.1.8** Integrated Wi-Fi and Bluetooth.
 - **5.1.9** Integrated PC with a minimum Intel Core i5, 8GB DDR4, 500GB Solid State Drive.
 - **5.1.10** Vendor shall provide a compatible tilt wall mount.
 - **5.1.11** Vendor shall install and mount the Interactive Panel. Refer to Exhibit B Section 10, Conference Room Diagram for placement.
 - 5.2 Quantity of two (2) Samsung 98" Commercial 4K Panels (QE98C) or Equal.

Vendor must provide a product with the following minimum features:

- **5.2.1** Display screen diagonal size of 98"
- **5.2.2** Resolution of 3840 x 2160 with brightness of 450 Nit
- **5.2.3** Capable of a response time of eight (8) milliseconds.
- 5.2.4 Connections: four (4) HDMI In, two (2) USB, Wi-Fi and Bluetooth.
- **5.2.5** Vendor shall provide compatible tilt wall mount for each panel.
- **5.2.6** Vendor shall install and mount each panel. Refer to Exhibit B Section 10, Conference Room Diagram for placement.

- 5.3 Quantity of two (2) QSC PTZ Conferencing Cameras (PTZ NC 12x80) or Equal.
 - Vendor must provide a product with the following minimum features:
 - 5.3.1 12x optical zoom, 80 degrees horizontal field of view
 - 5.3.2 Motorized pan, tilt and zoom capability
 5.3.2.1 Pan: +/- 170 degrees rotation
 5.3.2.2 Tilt: -30 degrees to +90 degrees rotation
 - **5.3.3** Video resolution up to 1080p
 - **5.3.4** Auto focus, auto exposure and auto white balance
 - **5.3.5** Wall mountable
 - 5.3.6 Vendor to mount and install both PTZ cameras one (1) on wall with the Interactive Panel and one (1) on wall with both 98" panels. Refer to Exhibit B Section 10, Conference Room Diagram for placement.
- 5.4 Quantity of four (4) QSC Two-way 6.5-inch Ceiling Speakers (AC-C6T) or Equal.

Vendor must provide a product with the minimum following features:

- **5.4.1** Low-saturation 70V/100V transformers with 8-ohm bypass
- **5.4.2** Frequency range of 65 Hz to 20kHz
- **5.4.3** Vendor to install all four (4) ceiling speakers.
- 5.5 Quantity of one (1) QSC Touch Screen Controller (TSC-70-G3) or Equal.

Vendor must provide a product with the following minimum features:

- **5.5.1** LCD touch surface with in-plane switching technology
- 5.5.2 High resolution display: 1280x800 pixels with 400 Nits
- **5.5.3** Viewable screen dimensions: minimum of 7 inches
- **5.5.4** Vendor shall provide compatible tabletop or desk mount.
- **5.5.5** To be housed with the existing podium and securely bolted.
- **5.6** Quantity of two (2) QSC Q-SYS Network Video Endpoint (NV-32-H) or Equal.

Vendor must provide a product with the minimum following features:

- **5.6.1** Offer two (2) distinct operating modes: core and peripheral
 - **5.6.1.1** Core mode must fully integrate audio, video and control features, enable in-room users to easily shar presentations or video content from laptops or other sources.
 - **5.6.1.2** Peripheral mode must provide high-quality, low latency video streaming with resolutions up to 4K@60hz 4:4:4 over a standard gigabit network.
 - **5.6.1.3** Peripheral mode must be a single device solution configurable as an encoder or decoder.
 - **5.6.1.4** Peripheral mode must have simultaneous streaming with three (3) HDMI inputs and two (2) HDMI outputs
 - **5.6.1.5** Core and Peripheral modes must have native integration and control over software to add native devices, to system design and route anywhere on the network with simple drag-and-drop components.

- 5.6.1.6 Core and Peripheral modes must have audio integration that allows audio feeds connected from video sources to be routed natively, along with video stream, to any other endpoint on the network or by using the HDMI output as a LAN audio destination for sourcing.
- 5.6.1.7 Core and Peripheral modes must have USB HID Routing over IP. This will allow users to connect keyboard, mouse or touchscreen and route signals over the network.
- **5.6.2** To be housed in the existing podium's equipment rack, securely bolted.
- 5.7 Quantity of one (1) QSC Q-SYS Core 8 Flex Processor or Equal.

Vendor must provide a product with the minimum following features:

- 5.7.1 64 x 64 networked audio channels (Q-LAN / AES67)
- **5.7.2** Eight (8) on-board Flex Channels and GPIO
- **5.7.3** Eight (8) Acoustic Echo Cancellation processors
- **5.7.4** Eight (8) Dante Audio Channels
- **5.7.5** USB AV bridging
- 5.7.6 External USB audio device host
- 5.7.7 To be housed in the existing podium's equipment rack, securely bolted.
- **5.8** Quantity of one (1) QSC Dual Channel Network Amplifier (SPA-Q 60x2) or Equal.

Vendor must provide a product with the minimum following features:

- **5.8.1** Two (2) output channels at 60W per channel
- **5.8.2** Configurable channel assignments
- **5.8.3** To be housed in the existing podium's equipment rack, securely bolted.
- **5.9** Quantity of one (1) NETGEAR AV Line 12-Port Switch (M4250-10G2F-PoE+ [GSM4212P]) or Equal. Vendor must provide a product with the minimum following features:
 - **5.9.1** 8-port 10/100/1000BASE-T (RJ45) PoE+ with 125W PoE budget
 - **5.9.2** 2-port 10/100/1000BASE-T (RJ45)
 - **5.9.3** 2-port 1000BASE-X (SFP)
 - **5.9.4** Pre-configured for standard audio and video signals.
 - **5.9.5** Support audio streams and video streams distribution, simultaneously within the same VLAN without manual configurations.
 - **5.9.6** Allow for intelligent management automatically managing multicast AV traffic on the network.
 - **5.9.7** To be housed in the existing podium's equipment rack, securely bolted.
- **5.10** Quantity of one (1) Sennheiser TeamConnect Ceiling 2 Microphone, Color White (Article No. 507488) or Equal. Vendor must provide a product with the minimum following features:

- **5.10.1** Automatic speaker position detection and dynamic beamforming.
- **5.10.2** Analog and digital audio outputs for easy connectivity to video and audio conference systems
- 5.10.3 Open Media control Protocol
- **5.10.4** Vendor to mount and install using Sennheiser flush-mount kit SL CM EB 625 (Article No. 508290) or Equal. Refer to Exhibit B Section 10, Conference Room Diagram for placement.
- 5.11 Quantity of one (1) Barco ClickShare C-10 Gen2 Interactive Wireless Presentation System, 2 button (R9861611USB2) or Equal. Vendor must provide a product with the minimum following features:
 - **5.11.1** Interactive features: touchback, annotation and blackboarding
 - 5.11.2 Allows collaboration with 2 Sources on Screen
 - **5.11.3** 4K UHD Video Output and HDMI Audio Output
- **5.12** Quantity of one (1) each of the following QSC AV Platform Software Licenses or Equal:
 - **5.12.1** Q-SYS UCI Deployment (SLQUD-8N-P) or Equal to deploy User Control Interfaces to the Q-SYS touchscreen controller or other hardware targets.
 - **5.12.2** Q-SYS Scripting Engine (SLQSE-8N-P) or Equal to allow for script writing and use plugins.

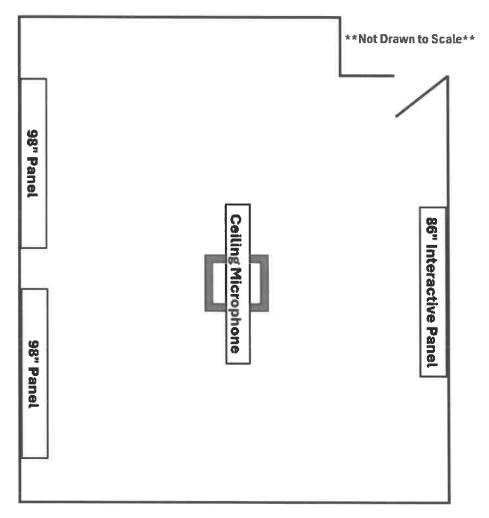
6. ALTERNATE BIDS

- 6.1 Alternate bids that are equal to, meet, or exceed the specifications and requirements listed are invited. The use of brand name or equal specifications is for describing the minimum standard of quality, technical performance and installation characteristics required and is not intended to limit or restrict competition.
- 6.2 To receive full consideration, sufficient descriptive literature and/or samples of alternate items should be included with the bid submission to allow for a complete evaluation. If not able to include the literature with the bid, the vendor must submit all literature required within three (3) working days after the date in which the vendor's bid was submitted.
- 7. INSTALLATION: Vendor shall perform and provide the following services for the AV system:
 - 7.1 Install, inclusive of mounting where applicable, all mandatory contract items.
 - 7.2 Connect and program, where necessary, all mandatory contract items and a PC desktop or Laptop (to be supplied by WVDOT) to function as one turn-key AV system, allowing same audio/video information to be viewed on all three (3) conference room panels.
 - 7.3 Provide all necessary cables, wiring and installation supplies for the AV system to function properly.

- 7.4 Conduct a walk-through session with Agency representatives prior to project completion.

 During this walk-through, the vendor must demonstrate the functionality of the AV system provided. Any deficiencies in the installation and/or equipment operation will be documented by the Agency and will be corrected by the vendor.
- **8.** TRAINING SERVICES: Vendor shall provide onsite training for use of the AV system equipment; inclusive of trouble shooting potential technical issues.
 - 8.1 Initial training: The vendor will provide a maximum total of four (4) hours of initial training session for WVDOT personnel and the WV Office of Technology (WVOT).
 - **8.1.1** After the contract is awarded, each Agency will contact the vendor via email or by phone to schedule the training sessions, post installation completion.
 - **8.1.1.1** WVDOT Personnel may include, but not limited to:
 - **8.1.1.1.1** One (1) Assistant Director
 - **8.1.1.1.2** One (1) Administration Manager
 - **8.1.1.1.3** Two (2) Administrative Staff
 - **8.1.1.1.4** Two (2) Human Resources Trainers
 - **8.1.1.1.5** Two (2) Information Technology Division Specialists
 - 8.1.1.2 WVOT Personnel: One (1) Field Tech
 - **8.1.2** The initial training provided will be an instructor-led walk-through with the designated Agency personnel members responsible for troubleshooting the equipment.
 - 8.2 On-going training: The vendor shall provide unlimited on-site training, upon request by the Agency. This will ensure any new personnel are trained on the use of the AV system.
 - **8.3** The vendor shall provide operating manuals and configuration guides, in English language, for all equipment installed in the Conference Room.
- 9. WARRANTIES / SERVICE AGREEMENTS: Vendor shall provide the following warranties and/or service agreements, which begin at the date of project completion:
 - 9.1 Equipment Warranty length of three (3) years
 - 9.2 Labor Warranty length of one (1) year
 - 9.3 Equipment Service agreement minimum length of four (4) years and must include:
 - 9.3.1 Technical support: either on-site, email or phone consulting
 - 9.3.2 Response time: within twenty-four (24) hours after notification
 - 9.3.3 Next business day advance parts replacement

- 10. CONFERENCE ROOM DIAGRAM: Vendor shall refer to the diagram below for installation placement of the mandatory contract items:
 - 10.1 One (1) 86" LiteTouch Pro Interactive Panel (86LTouchProD) or Equal
 - 10.2 Two (2) 98" Samsung Panels (QE98C) or Equal
 - 10.3 One (1) Sennheiser TeamConnect Ceiling 2 Microphone (Article No. 507488) or Equal



11. PROJECT CLOSEOUT: Project Closeout shall include the following:

- 11.1 Final Cleanup: Vendor shall perform the final cleanup activities listed below, along with any other final cleanup activities normally associated with the work performed under this Contract, prior to final inspection:
 - 11.1.1 Removal or cleanup of trash and debris generated in performance of this contract. This includes left over screws, dust, boxes, or other debris left by Vendor's employees.
- 11.2 Final Inspection: Vendor shall participate in a final inspection with the Agency's project manager. The purpose of the final inspection will be to identify deficiencies that need to be remedied prior to the Agency's final acceptance of the work. Vendor shall at all times be

obligated to perform in accordance with the Contract and must take all actions necessary to ensure that work complies with requirements of Contract prior to final acceptance. Final acceptance does not waive or release Vendor from its obligation to ensure that work complies with the Contract requirements. Vendor shall submit any warranty documents to the Agency project manager at final inspection.

12. TRAVEL: Vendor shall be responsible for all mileage and travel costs, including travel time, associated with performance of this Contract. Any anticipated mileage or travel costs may be included in the flat fee or hourly rate listed on vendor's bid, but such costs will not be paid by the Agency separately.

13. DELIVERY AND RETURN:

- **13.1 Shipment and Delivery:** Vendor shall ship the Contract Items immediately after being awarded this Contract and receiving a purchase order or notice to proceed.
 - **13.1.1** Vendor shall deliver, install and conduct training no later than sixteen (16) weeks after receiving a purchase order or notice to proceed.
 - **13.1.2** Delivery Address: 1900 Kanawha Blvd East, Building 5, Room 164, Charleston, WV 25305. Attention: Information Technology Division.
 - **13.1.3** Vendor shall notify the Agency at least twenty-four (24) hours in advance of the intended delivery date for the contract items.
- 13.2 Late Delivery: The Agency placing the order under this Contract must be notified in writing if the shipment of the Contract Items will be delayed for any reason. Any delay in delivery that could cause harm to the Agency will be grounds for cancellation of the Contract.
- **13.3 Delivery Payment/Risk of Loss:** Vendor shall deliver the Contract Items F.O.B. destinations to the Agency's location.
- 13.4 Return of Unacceptable Items: If the Agency deems the Contract Items to be unacceptable, the Contract Items shall be returned to vendor at the vendor's expense with no restocking charge. The vendor shall either make arrangements for the return within five (5) days pf being notified that items are unacceptable or permit the Agency to arrange for the return and reimburse Agency for delivery expenses. If the original packaging cannot be utilized for the return, vendor will supply the Agency with appropriate return packaging upon request. All returns of unacceptable items shall be F.O.B. the Agency's location. The returned product shall either be replaced, or the Agency shall receive full credit or refund for the purchase price, at the Agency's discretion.

13.5 Return due to Agency Error: Items ordered in error by the Agency will be returned for credit within 30 days of receipt, F.O.B. vendor's location. Vendor shall not charge a restocking fee if returned product(s) are in resalable condition. Items shall be deemed to be in resalable condition if they are unused and in the original packaging. Any restocking fee for items not in a resalable condition shall be the lower of the vendor's customary restocking fee or 5% of the total invoices value of the returned items.

14. CONTRACT AWARD:

- **14.1 Contract Award:** The Contract is intended to provide Agencies with a purchase price for the Contract Items. The Contract shall be awarded to the vendor that provides the Contract Items meeting the required specifications for the lowest overall total cost as shown on the Pricing Page.
- 14.2 Pricing Page: Vendor shall complete the Pricing Page by providing a total cost for the Contract Items and Services being requested. Failure to complete the Pricing Page in full or in its entirety may result in vendor's bid being disqualified. The Pricing Page contains a list of the Contract Items and purchase quantity per item.

The vendor should type or electronically enter the information into the Pricing Page to prevent errors in the evaluation.

15. PAYMENT:

- 15.1 The vendor shall accept payment in accordance with the payment procedures of the State of West Virginia.
- 15.2 The Agency shall pay a flat fee as shown on the Exhibit A Pricing Page, for all Contract Items and Services performed and accepted under this Contract.

16. VENDOR DEFAULT:

- 16.1 The following shall be considered a vendor default under this Contract
 - **16.1.1** Failure to provide Contract Items in accordance with the requirements contained herein.
 - **16.1.2** Failure to comply with other specifications and requirements contained herein.
 - **16.1.3** Failure to comply with any laws, rules, and ordinances applicable to the Contract Services provided under this Contract.
 - **16.1.4** Failure to remedy deficient performance upon request.
- 16.2 The following remedies shall be available to the Agency upon default.
 - **16.2.1** Immediate cancellation of the Contract.
 - **16.2.2** Immediate cancellation of one or more release orders issued under this Contract.
 - **16.2.3** Any other remedies available in law or equity.

17. CONTRACT MANAGER: During its performance of this Contract, Vendor must designate and maintain a primary contract manager responsible for overseeing Vendor's responsibilities under this Contract. The Contract manager must be available during normal business hours to address any customer service or other issues related to this Contract. Vendor should list its Contract manager and his or her contact information below.

Contract Manager: _	Mark Wood	
Telephone Number: _	304-766-6277	
Fax Number:	n/a	
Email Address:	mark@electronicspecialty.com	

EXHIBIT A - PRICING PAGE

Revised 2/28/24

	DOT Audio Visual System - Buildi	Ť	
Specifications Reference	Description	Quantity	Cost
410.	Audio Visual System*	1	\$58,915.00
1			\$58,915.00

^{*} Agency shall pay flat fee for all contract items, services, installation, materials, training, etc. as outlined in Exhibit B Specifications.

Owen S. Higgins, II, President

Vendo Signature (required)

CONTRACTOR LICENSE



CONTRACTOR LICENSING NUMBER:

BOARD

WEST VIRGINIA

WV010229

CLASSIFICATION:

ELECTRICAL SPECIALTY LOW VOLTAGE SYSTEMS COMMUNICATION & SOUND

> ELECTRONIC SPECIALTY COMPANY DBA ELECTRONIC SPECIALTY COMPANY PO BOX 400 DUNBAR, WV 25064-0400

DATE ISSUED

EXPIRATION DATE

SEPTEMBER 26, 2023 SEPTEMBER 26, 2024

Authorized Signature

Chair, West Virginia Contractor Licensing Board



A copy of this license must be readily available for inspection by the Board on every job site where contracting work is being performed. This license number must appear in all advertisements, on all bid submissions, and on all fully executed and binding contracts. This license is non-transferable. This license is being issued under the provisions of West Virginia Code, Chapter 30, Article 42.

EXHIBIT A - PRICING PAGE

Revised 2/28/24

Specifications Reference	Description	Quantity	Cost
410.	Audio Visual System*	1	\$58,915.00

^{*} Agency shall pay flat fee for all contract items, services, installation, materials, training, etc. as outlined in Exhibit B Specifications.

Owen S. Higgins, II, President Vendor Signature (required)



State of West Virginia **Agency Request for Quote** Audio/Video

Proc Folder: 1377817

Doc Description: AV System Conference Room 1

Reason for Modification:

Addendum 1

Proc Type:

Agency Purchase Order

Date Issued

Solicitation Closes Solicitation No

2024-03-05

2024-03-07 14:30 ARFQ 0803

DOT2400000060

Version

2

BID RECEIVING LOCATION

PROCUREMENT DIVISION

DIVISION OF HIGHWAYS

BLDG 6 RM 340A

1900 KANAWHA BLVD E

CHARLESTON

WV 25305

US

VENDOR

Vendor Customer Code:

000000200878

Vendor Name:

Electronic Specialty Company

Address:

Street:

1325 Dunbar Avenue

City:

Dunbar

State:

WV

Country:

Zip: 25064

Principal Contact:

Mark Wood

Vendor Contact Phone:

304-766-6277

Extension:

FOR INFORMATION CONTACT THE BUYER

Amber J Heath 304-414-7105

amber.j.heath@wv.gov

Owen S. Higgins, II, President

Vendor

Signature X

55-0452548 FEIN#

DATE 3-7-2024

All offers subject to all terms and conditions contained in this solicitation

Date Printed: Mar 5, 2024

Page 1

FORM ID: WV-PRC-ARFQ-002 2020/05

ADDITIONAL INFORMATION

THE WEST VIRIGNIA DEPARTMENT OF TRANSPORTATION - PROCUREMENT DIVISION - SOLICITATION OF A ONE TIME PURCHASE CONTRACT FOR AN AV SYSTEM - PER THE ATTACHED DOCUMENTS.

QUESTIONS REGARDING THE SOLICITATION MUST BE SUBMITTED IN WRITING TO DOTPROCUREMENTTECHQUES@WV.GOV PRIOR TO THE QUESTION PERIOD DEADLINE CONTAINED IN THE INSTRUCTIONS TO VENDORS SUBMITTING BIDS.

*********NOTICE********

WE DO NOT ACCEPT EMAIL BIDS

MUST USE ONE THE FOLLOWING TO SUBMIT A BID:

* UPLOAD TO OASIS

* HAND DELIVERY

* MAIL IN HARD COPY

* FAX TO 304-558-0047

MAKE SURE YOU DOWNLOAD ALL INFORMATION - THE COMPLETE SOLICITATION - PRICING PAGES - SIGN THE PAGES THAT NEED SIGNED

PLEASE NOTE THAT TO BE AWARDED THIS CONTRACT YOU WILL NEED TO BE A REGISTERED VENDOR WITH WV STATE PURCHASING, AND COMPLIANT WITH SEVERAL AGENCIES SUCH AS THE WVSOS, TAX DEPARTMENT, WORKER'S COMPENSATION, AND UNEMPLOYMENT INSURANCE.

INVOICE TO		SHIP TO	
DEPT. OF TRANSPORTATION	N	DEPT. OF TRANSPORTATION	
1900 KANAWHA BLVD E, BLD. 5 RM-720		1900 KANAWHA BLVD E, BLD. 5 RM-720	
CHARLESTON US	WV	CHARLESTON US	WV

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
1	AV System	1			58,915.00

Comm Code	Manufacturer	Specification	Model#	
86141702				

Extended Description:

AV System - Conf Room 152

Includes all equipment, labor, installation materials, programming/testing, training and warranties.

SCHEDULE OF EVENTS

<u>Line</u>	<u>Event</u>	Event Date
1	PRE-BID MEETING AT 1:30PM ET	2024-02-27
2	TECHNICAL QUESTION DUE AT 10:00AM ET	2024-03-01

SOLICITATION NUMBER: ARFQ DOT2400000060 Addendum Number: 1

The purpose of this addendum is to modify the solicitation identified as ("Solicitation") to reflect the change(s) identified and described below.

	[]	Modify bid opening date and time
x	·	Modify specifications of product or service being sought
	[x]	Attachment of vendor questions and responses
	[🗸]	Attachment of pre-bid sign-in sheet
	[]	Correction of error
	1 1	Other

Description of Modification to Solicitation:

Applicable Addendum Category:

Addendum 1 is issued for the following reason:

1. To attach the Pre-bid Sign in sheet. 2. To revised Specification and Pricing Page No other changes

Additional Documentation: Documentation related to this Addendum (if any) has been included herewith as Attachment A and is specifically incorporated herein by reference.

Terms and Conditions:

- 1. All provisions of the Solicitation and other addenda not modified herein shall remain in full force and effect.
- 2. Vendor should acknowledge receipt of all addenda issued for this Solicitation by completing an Addendum Acknowledgment, a copy of which is included herewith. Failure to acknowledge addenda may result in bid disqualification. The addendum acknowledgement should be submitted with the bid to expedite document processing.

ADDENDUM ACKNOWLEDGEMENT FORM SOLICITATION NO.: ARFQ DOT2400000060

Instructions: Please acknowledge receipt of all addenda issued with this solicitation by completing this addendum acknowledgment form. Check the box next to each addendum received and sign below. Failure to acknowledge addenda may result in bid disqualification.

Acknowledgment: I hereby acknowledge receipt of the following addenda and have made the necessary revisions to my proposal, plans and/or specification, etc.

Addendum Numbers Received: (Check the box next to each addendum received)
✓ Addendum No. 1 ☐ Addendum No. 6 ☐ Addendum No. 2 ☐ Addendum No. 7 ☐ Addendum No. 3 ☐ Addendum No. 8 ☐ Addendum No. 4 ☐ Addendum No. 9 ☐ Addendum No. 5 ☐ Addendum No. 10
I understand that failure to confirm the receipt of addenda may be cause for rejection of this bid. I further understand that any verbal representation made or assumed to be made during any oral discussion held between Vendor's representatives and any state personnel is not binding. Only the information issued in writing and added to the specifications by an official addendum is binding.
Electronic Specialty Company
Owen S. Higgins, II, President
Authorized Signature
3-7-2024 Date
NOTE: This addendum acknowledgement should be submitted with the bid to expedite

document processing.

Pre-Bid Sign-In Sheet

Solicitation Number: ARFQ 0803 DOT240000060

Date of Pre-Bid Meeting: 02/27/2024, 1:30 ET

Location of Prebid Meeting: Capitol Complex, Bldg 5, Rm 152

Please Note:

Failure to legibly sign in may be grounds for declaring a vendor ineligible to bid. Vendors must sign-in on this sheet to verify attendance at the Pre-Bid meeting. For further verification, please also provide a business card if possible.

		ner	Search of the se			
<u>Email:</u>	dusty.j. Smit	Thomas Loethmuch	MANKE SECTION SINKEINETY CON	bill.w.brogen@wv.gov	JACK.W. GARRISON	JA.OLIVER & M. 60V
Fax #:						
Telephone #:	4529 hih	304-141-426	304-766	304-414- 7100	304-414	804-Hr- 1119
Firm Address:	Blg 6	To sad Byme 3 Dans G. Wu Humane, Wu Humane, Wu	125 DUNBAR 304-766	Bldg S, Rm 720 304-414-	JACK GARRISO BLOB 5 ROW 720 304-414	JR OLIVER BLOG 5 RM 720 304-44-7119
Rep Name (Printed):	Dusty Smith	To sed Byme	MARK	Bill Brogan Blag	JACK GARRISO	JR OLIVER
Firm Represented:*	www	Lee Harman	3 ELECTIONS X	TOO AM	N/00 T	TOGIM
		ES CO.	1			

*One Vendor Per Representative - No one individual is permitted to represent more than one vendor at the pre-bid meeting. Any individual that does attempt to represent two or more vendors will be required to select one vendor to which the individual's attendance will be attributed. The vendors not selected will be deemed to have not attended the pre-bid meeting unless another individual attended on their behalf.



Electronic Needs

TODD BYRNE AV DESIGNER & PROJECT MANAGER

3 Davis Ct. Hurricane, WV 25526

Cell 304-741-4592 Fax 304-397-4101

tbyrne@leehartman.com

. *



State of West Virginia Agency Request for Quote Audio/Video

Proc Folder: 1377817

Doc Description: AV System Conference Room 1

Reason for Modification:

Addendum 1

Proc Type:

Agency Purchase Order

Date Issued Solicitation Closes Solicitation No

Version

2024-03-05

2024-03-07 14:30

ARFQ 0803

DOT2400000060

2

BID RECEIVING LOCATION

PROCUREMENT DIVISION

DIVISION OF HIGHWAYS

BLDG 6 RM 340A

1900 KANAWHA BLVD E

CHARLESTON

WV 25305

US

VENDOR

Vendor Customer Code: 000000200878

Vendor Name:

Electronic Specialty Company

Address:

Street: 1325 Dunbar Avenue

City:

Dunbar

State:

WV

Country:

Zip: 25064

Principal Contact:

Mark Wood

Vendor Contact Phone:

304-766-6277

Extension:

FOR INFORMATION CONTACT THE BUYER

Amber J Heath 304-414-7105

amber.j.heath@wv.gov

Owen S. Higgins, II, President

Vendor

Signature X

FEIN# 55-0452548

DATE 3-7-2024

FORM ID: WV-PRC-ARFQ-002 2020/05

All offers subject to all terms and conditions contained in this solicitation

Date Printed: Mar 5, 2024 Page 1

ADDITIONAL INFORMATION

Addendum 1 is issued for the following reason:

- 1. To attach the Pre-bid Sign in sheet.
 - 2. To revised the Specifications
 - 3. To revised the Pricing Pages

No other changes

INVOICE TO		SHIP TO	
DEPT. OF TRANSPORTATION	l	DEPT. OF TRANSPORTATION	1
1900 KANAWHA BLVD E, BLD. 5 RM-720		1900 KANAWHA BLVD E, BLD. 5 RM-720	
CHARLESTON US	WV	CHARLESTON US	WV

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
1	AV System	1			58,915.00

omm Code	Manufacturer	Specification	Model #	
5141702				

Extended Description:

AV System - Conf Room 152

Includes all equipment, labor, installation materials, programming/testing, training and warranties.

SCHEDULE OF EVENTS

<u>Line</u>	Event	Event Date
1	PRE-BID MEETING AT 1:30PM ET	2024-02-27
2	TECHNICAL QUESTION DUE AT 10:00AM ET	2024-03-01

	Document Phase	Document Description	Page 3
DOT2400000060	Final	AV System Conference Room 1	

ADDITIONAL TERMS AND CONDITIONS

See attached document(s) for additional Terms and Conditions