

Webb County, TX

Request for Proposal (RFP)

RFP 2023-007 Audio Video Broadcasting Equipment Addendum 2 (ARPA Project No. 16)

Mr. Juan Guerrero
Webb County Purchasing Department
1110 Washington Street, Suite 101
Laredo, Texas 78040



1350 NE 56th Street, Suite 300
Ft. Lauderdale, FL 33334



Sales: (800) 834-7674
Support: (800) 715-1234



Email: info@bisdigital.com
Web: www.bisdigital.com



Proposal Information

Title of Proposal:

RFP 2023-007 Audio Video Broadcasting Equipment Addendum 2 (ARPA Project No. 16)

Proposal Total:

\$180,894.69

BIS Digital Proposal Reference ID:

P-2300207

Intended Recipient Name (Attention To):

Mr. Juan Guerrero

Contract Number:

TIPS Contract 220704 - Audio Visual Equipment, Supplies, and Services

Delivery Address:

Webb County Purchasing Department,
1110 Washington Street, Suite 101
Laredo, Texas, 78040

Submitting Organization Information

Name:

Business Information Systems, Inc. DBA: BIS Digital

Address:

1350 NE 56th Street, Suite 300
Fort Lauderdale, FL 33334

Phone:

(800) 834-7674
(954) 493-7377

Account Manager Email:

brandy.johnson@bisdigital.com

Account Manager Phone:

(800) 834-7674 x. 4553

Website:

www.bisdigital.com

Fax:

(877) 858-5611

Statement:

BIS Digital certifies that we meet or exceed all the necessary requirements outlined in this Request for Proposal (RFP). Our responses to the RFP are truthful and accurate, and our pricing remains valid for the duration of this bidding process. We are confident in our ability to fulfill the requirements of this opportunity and look forward to the opportunity to work with your organization. The authorized signer affirms the above statements upon signing below.

Account Manager:

Brandy Johnson

Date:

April 20, 2023

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About BIS Digital

BIS Digital has been in the audio and video industry since 1982 and offers a wealth of experience in providing integrated solutions for entities of all sizes. Headquartered in Ft. Lauderdale, Florida, the company has over 90 employees with direct sales and service representatives throughout the US.

Our primary business is the sale, service, and support of multi-channel digital audio/video systems and recording software for the judicial and courtroom systems; city/county governments; public safety and interview rooms; and private enterprises. Other areas of expertise include software-based enterprise room control, AV electronic hardware and software integration, video presentation technology and tv broadcast systems, and digital sound/audio reinforcement.

In addition to our comprehensive AV solutions, we provide a range of video conferencing options for remote video arraignment and other court conferencing needs, in either hosted or non-hosted formats. We also offer remote language translation connectivity and digital dictation, as well as meeting agenda automation, live streaming, web hosting, and on-demand systems. From concept to completion, we have provided these technologies to over 6,000 customers.

The strategic direction for BIS digital has been to develop solutions that operate in an open architecture environment, are user-friendly, and can be accessed on PCs, tablets, and smartphones. We work with award-winning manufacturers to design fully integrated AV capabilities for optimal workflow and efficiency. All our solutions are developed to work seamlessly with our core DCR audio and video recording software and any current case management software being utilized in the courts and other spaces today.

As such, our team has a deep understanding of the unique requirements in these settings and the importance of reliable and effective AV systems. Our priority is to work closely with our clients to ascertain their specific needs and design a system that meets them. With that said, to us, technology integration and support is more than a project. It's a partnership. It's why we also offer ongoing maintenance and support for our AV systems, as well as providing training and technical assistance to users. We strive to build long-lasting relationships with our clients and exceed their expectations at every opportunity.

Company Overview

Name:

Business Information Systems, Inc. DBA: BIS
Digital

Address:

1350 NE 56th Street, Suite 300
Fort Lauderdale, FL 33334

Website:

www.bisdigital.com

Years in Business

41

Number of Employees

90

Geographic Reach

US + 6 Countries

Office Locations

Texas, Florida, Georgia, Alabama,
Tennessee, Kentucky, Ohio, Michigan,
Arkansas, New York, New Jersey, North
Carolina, South Carolina, Washington DC

Financial Information

BIS Digital is a privately held corporation.
Submission of confidential financial
information can be delivered upon request.

Certifications

BIS Digital is a Certified Reseller and
Authorized Support Agency for the
following manufacturers (including but not
limited to):

- ASC
- Ashly
- Atlona
- Audio-Technica
- Axis
- Biamp
- Dante
- Extron
- Philips
- QSC
- Shure
- Sony
- Televic
- Williams Sound
- WolfVision

Owner / CEO

Steve Coldren

Vice President

Kirk Ambrose

CFO

Isabel Valle

**Director
Operations**

Gary Jones

Territory Director

Marty Ybarra

Account Manager

Brandy Johnson

System Engineer

Matthew Chetcuti

Project Manager

Rosie Socolovitch

Phone:

(800)834-7674
(954) 493-7377

Account Manager Phone:

(800) 834-7674 x. 4553

Account Manger Email:

brandy.johnson@bisdigital.com

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Brandy Johnson



Audio/Video Equipment and Broadcasting Experience

BIS Digital has provided tens of thousands of clients with audio visual integration across the country. We currently have offices in 15 states but will often cross state borders to offer our services throughout the Eastern and Southern US. We primarily support Government and Courts, Law Enforcement, and Children's Advocacy Centers, providing top of the line technology to ensure flawless communication both within and outside of the room.

We have completed integration in many courts at all levels including Federal and State Courts such as the Texas Criminal Court of Appeals, as well as District, County, and Municipal Courts such as 63rd and 83rd Districts in Val Verde County, or Arlington Municipal Court in the Dallas Metroplex.

We also support many law enforcement agencies such as the Border Patrol in Laredo, TX, and have provided our Children's advocacy clients with specialized interview integration in several locations such as Harold's House in Nacogdoches, TX or The Martin House in Longview, TX.

We providing a full range of audio visual and integration services including but not limited to microphones, sound systems, video displays, video signage, video switching and routing, broadcast, hybrid video conferencing, recording, virtual court, and audio/video security features. We regularly receive referrals from Offices of Court Administration throughout the country, including Texas, for our services.

Our clients have had some wonderful things to say about us:

"Alex's training and updating our BIS software was probably one of the best sessions I have had in my very long career. His knowledge was impeccable, and patience was above and beyond."

- Rebecca V, North Texas Client

"I want to thank you for your quick response and service. You gave me a lot of patience and guidance in making the decision with Televic and Cynap. We've had a lot of comments in respect to the improvement of the audio and video system in our chambers and the Cynap/Televic system themselves and the ease with which to use them. Day and night from what we were doing before."

- Tim G, Florida Client

Price Proposal

Account Name:

Webb County, TX

Quote Name:

I - APR 2023 - Commissioners Court Full System - Commissioners Courtroom - County Courthouse
- Webb County, TX

Quote Number:

Q-8023139

Quote Amount:

\$180,894.69

Date:

4/24/23

Quote Expiration Date:

10/24/23

Account Rep:

Brandy Johnson

Account Rep Email:

brandy.johnson@bisdigital.com

Account Rep Phone:

(800) 834-7674 x4553

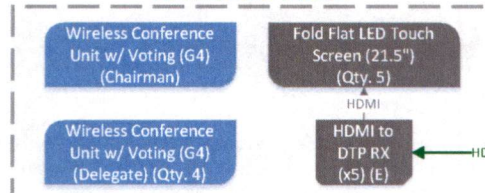
Item	Product Code	Qty	List Price	TIPS Price	Total Price
IP DVR Core License (Series 2)	BIS-IP-DVR-CS2	6.00	150.00	\$135.00	\$810.00
Conference System Wireless Conference Unit (GO-G4) Series 4	BIS-CONF-W-GO-G4-S4	11.00	1350.00	\$1,215.00	\$13,365.00
70" Commercial Display 4K	BIS-D-4K-70-C	2.00	2550.00	\$2,295.00	\$4,590.00
5.25" Indoor/Outdoor Wall Mount Speaker Pair (Black)	BIS-SP-WMB	1.00	645.00	\$580.50	\$580.50
Power Amplifier 4ch. 250W 70v Series 4	BIS-AMP-4C250-70S2	1.00	3150.00	\$2,835.00	\$2,835.00
6.5" Wall Mount Speakers - Black (Pair)	BIS-SP-WMB-6.5	4.00	930.00	\$837.00	\$3,348.00
Network Switch w/PoE 24-port (Series 8)	BIS-NS-POE-24-S8	1.00	1670.00	\$1,503.00	\$1,503.00
HDMI and SDI Cross Converter with Scaling and Frame Rate Conversion	BIS-HDMI-SDI-Converter	4.00	550.00	\$495.00	\$1,980.00
UPS 8 Outlet/1500VA 2RU	BIS-R-UPS-1500	2.00	1300.00	\$1,170.00	\$2,340.00
IP Camera Control Board	BIS-IP-CCB	1.00	1800.00	\$1,620.00	\$1,620.00
Blu-Ray Player Commercial Grade Rackmount Series 3	BIS-Blu-Ray-CS3	1.00	645.00	\$580.50	\$580.50
Fold Flat LED Touch Screen 22" (Series 4)	BIS-FD-LEDTS-22-S4	5.00	580.00	\$522.00	\$2,610.00
Duo Rackmount Broadcast Video Monitors	BIS-BSC-RCK-DMON	4.00	1400.00	\$1,260.00	\$5,040.00
HD IP PTZ Camera 4K (Series 3)	BIS-HD-IP-PTZ-4K-S3	6.00	3975.00	\$3,577.50	\$21,465.00

Item	Product Code	Qty	List Price	TIPS Price	Total Price
32" Commerical Display 4K	BIS-D-4K-32-C	1.00	1100.00	\$990.00	\$990.00
Speaker Volume Control Panel 70V (Series 3)	BIS-SP-VC-70V-S3	1.00	100.00	\$90.00	\$90.00
Professional Digital PA Mixer DANTE Capable w/8ch USB out	BIS-MX-DAN-USB8	1.00	4730.00	\$4,257.00	\$4,257.00
Conference System Charging Tray for 10 Battery Packs (G4) 19" Rack mountable Series 4	BIS-CONF-10BPCT-S4	2.00	1695.00	\$1,525.50	\$3,051.00
Conference System 16" Gooseneck Microphone for G4 system only Series 4	BIS-CONF-16GN-G4-S3	11.00	330.00	\$297.00	\$3,267.00
Conference System Wireless Conference Access Point (G4) w/ Dante Interface Series 4	BIS-CONF-WCAP-WD-S4	1.00	4995.00	\$4,495.50	\$4,495.50
Conference System Battery Pack for Wireless Conference Unit (G4) Series 4	BIS-CONF-BP-WCU-S4	11.00	250.00	\$225.00	\$2,475.00
12-bay Charging Station DigiWave Transceiver and Receiver (Series 4)	BIS-ALS-12BCS-FDTR-S4	1.00	650.00	\$585.00	\$585.00
DigiWave Transceiver (Series 4)	BIS-ALS-DWT-S4	3.00	625.00	\$562.50	\$1,687.50
Black Silicone Skin for DigiWave Transceiver and Receiver (Series 4)	BIS-ALS-BKSS-FDTR-S4	3.00	29.00	\$26.10	\$78.30
Headset Microphone for DigiWave (Mini Mic Plug, Mini Headset Plug)	BIS-ALS-HM	3.00	180.00	\$162.00	\$486.00
Conference System Audio Engine w/ Dante Card Series 3	BIS-CONF-AEWD-S3	1.00	6300.00	\$5,670.00	\$5,670.00
7" Tabletop TouchLink Room Control Panel (White)	BIS-EXTRN-TL-725T-W	2.00	2650.00	\$2,385.00	\$4,770.00
Room Control Processor 360 (Series E)	BIS-E-RCP-360	1.00	3250.00	\$2,925.00	\$2,925.00
4K/60 HDMI DTP Receiver (330ft)	BIS-EXTRN-DTP-HDMI-4K-330-RX	9.00	700.00	\$630.00	\$5,670.00
SATA 2.5" SSD 2TB	BIS-SSD-SATA-2.5-2TB	2.00	375.00	\$337.50	\$675.00
Rackmount AV 4K Recorder (Series 1)	BIS-RM-AV-4K-REC-S1	1.00	2400.00	\$2,160.00	\$2,160.00
Broadcast Switcher & Control Board 4K Pro Series 3 (HD/SD-SDI)	BIS-SW-BSCB-4K-HDSDI-S3	1.00	3600.00	\$3,240.00	\$3,240.00
4K/60 HDMI DTP Transmitter (330ft)	BIS-EXTRN-DTP-HDMI-4K-330-TX	2.00	700.00	\$630.00	\$1,260.00
4K/60 HDMI to DTP Distribution Amplifier 1x8 (330ft)	BIS-EXTRN-DTP-HD-DA-4K-330-8	1.00	4750.00	\$4,275.00	\$4,275.00
USB 3.0 to HDMI Video Output Adapter	BIS-USB3-HDMI-VOA	2.00	100.00	\$90.00	\$180.00
Annotation Presentation System w/Wireless Link (Pro)	BIS-CYNAP-PRO	1.00	8000.00	\$7,200.00	\$7,200.00

Item	Product Code	Qty	List Price	TIPS Price	Total Price
4K/60 8x4 HDMI-DTP Matrix Switcher	BIS-EXTRN-SMX-84-HDMI-DTP	1.00	11990.00	\$10,791.00	\$10,791.00
Digital Document Camera (Gen.6)	BIS-DDC-GEN6	1.00	4600.00	\$4,140.00	\$4,140.00
24" Monitor for PC Height Adjustable w/ Speakers HDMI DP VGA	BIS-24-MON-PC-T	1.00	395.00	\$355.50	\$355.50
Speaker Wire 16AWG (Plenum) - 500ft Roll	BIS-W-SPKR-16AWG-500ft	1.00	215.00	\$193.50	\$193.50
6' Shielded CAT6 Patch Cable Plenum	BIS-CAT6-SPC-6-P	60.00	58.00	\$52.20	\$3,132.00
HDMI Cable Series 2 (6ft.)	BIS-HDMI-6FT-S2	20.00	20.00	\$18.00	\$360.00
CAT6 Cable Shielded Black 1000'	BIS-W-CAT6-SHB-1000	2.00	1325.00	\$1,192.50	\$2,385.00
HD-SDI Cable (1000ft)	BIS-HDSDI-CX	1.00	1200.00	\$1,080.00	\$1,080.00
DANTE USB I/O Adapter (2ch)	BIS-USB-DANTE-2CHIO	1.00	250.00	\$225.00	\$225.00
Raceway Wire Cover (50ft)	BIS-CBL-RWC-50	4.00	120.00	\$108.00	\$432.00
Full Motion Desk Mount (13" - 27")	BIS-MNT-DM-1327	1.00	200.00	\$180.00	\$180.00
40"-90" Commercial Grade Full Motion Wall Mount 150lbs Max	BIS-CGD-WMT-FM-40-90	2.00	799.00	\$719.10	\$1,438.20
Installation Supplies	BIS-INST-SUP	1.00	2304.15	\$2,073.74	\$2,073.74
Custom Programming (1 hour)	PRGM	1.00	385.00	\$346.50	\$346.50
On-site Setup, Installation and Training	SIT	1.00	23760.00	\$21,384.00	\$21,384.00
Shipping/Handling	S/H	1.00	11359.95	\$10,223.96	\$10,223.96
TIPS Contract 220704 - Audio Visual Equipment, Supplies, and Services	BIS-X-TIPS				

Total (Before Tax): \$180,894.69

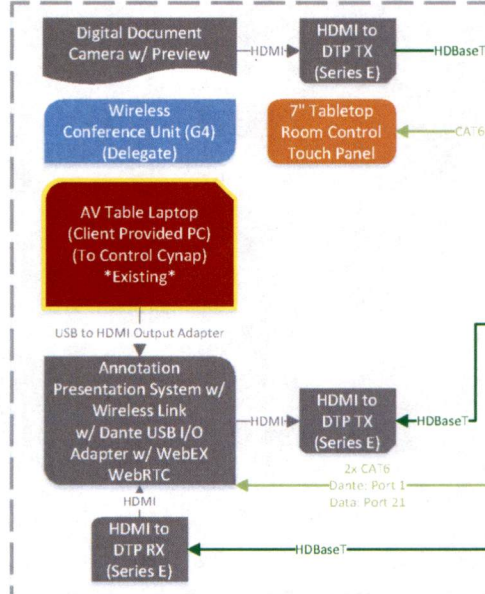
Commissioner's Bench



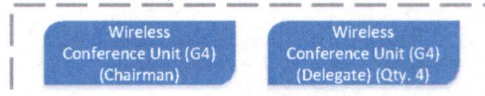
Podium



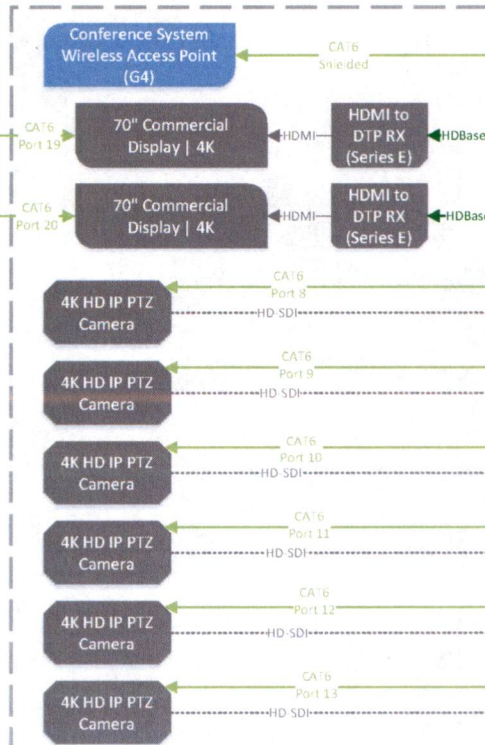
AV Table



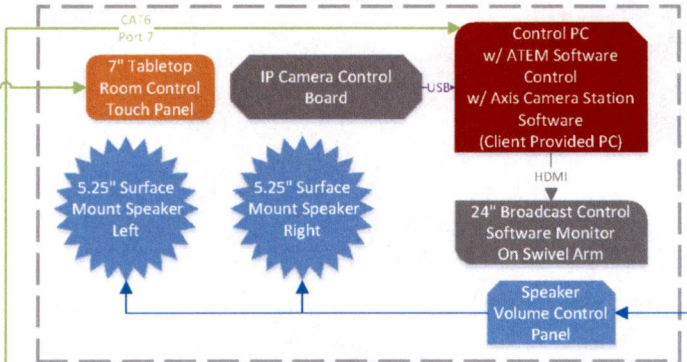
Department Heads Table



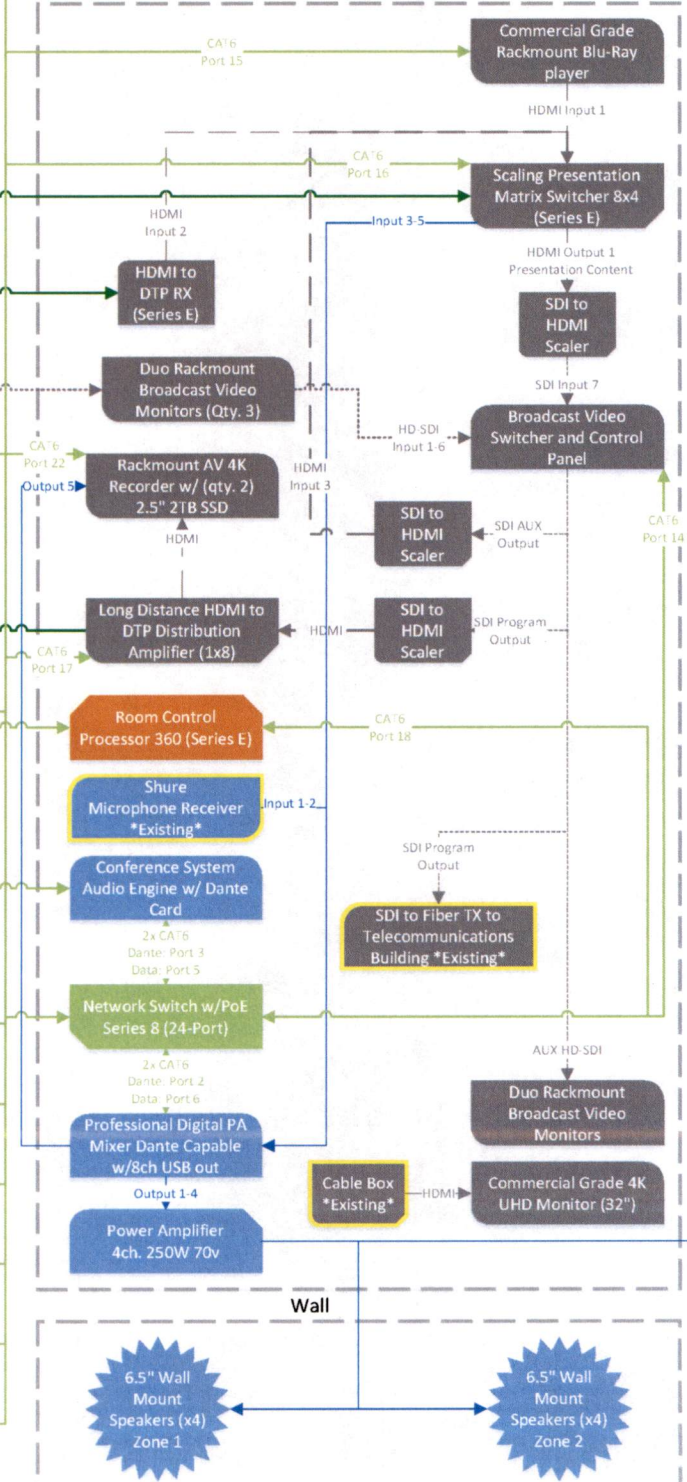
Wall



Control Room Desk



Control Room Rack



Wiring Legend:

- Audio: ————
- HDMI: ————
- VGA: - - - - -
- Composite: - - - - -
- Network: ————
- USB: ————
- HDBaseT: ————

Clients Existing Equipment

Signature: _____ Date: _____

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		AV LINE DRAWING	
AUTHOR: M.J.C	DATE: 4.14.2023	SHEET: 1 of 1	REV: A

Support and Service Overview

At BIS Digital, we are committed to meeting our customers' service and support requirements and honoring all product warranties. We also offer comprehensive maintenance programs that include on-site and remote support, service, and training in addition to warranty fulfillment. Complete details are available upon request.

We have a 24/7 toll-free service hotline staffed by experienced technical service representatives, as well as options for placing service calls directly on our website or by phone. In most cases, we can resolve issues over the phone or in a video conference, but there may be times when an on-site visit is necessary. We use hosted customer relationship management (CRM) software to track the performance of our supported systems and our customers' services. Our technicians receive service calls through our internal service coordinator, and the cost of service coverage depends on the customer's service agreement. When a service call is completed, an automated email is sent to the customer with the results.

To ensure that we're responding quickly and efficiently to our customer requests and service issues, we've also implemented a Service Level Management Escalation Policy that outlines how we handle different levels of severity and how we communicate with our customers. Sometimes, we may need to escalate issues for technical or managerial reasons. Technical escalations involve bringing in additional expertise to resolve technical problems as quickly as possible, while managerial escalations involve higher levels of decision-making authority.

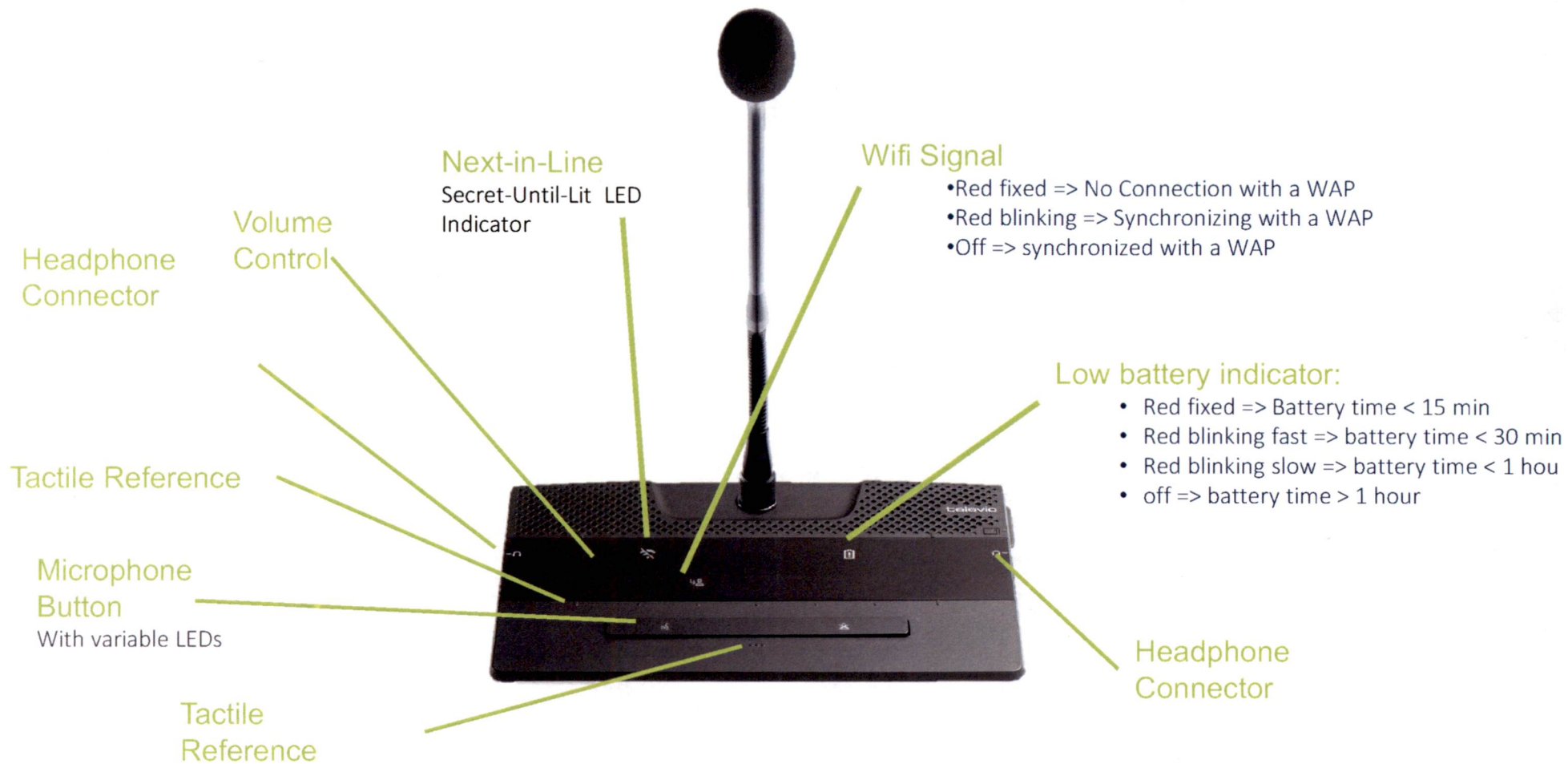
To optimize these systems, we ask every customer to contact the Technical Support Center first:

(800) 715-1234
Support@BISDigital.com

Annual support contracts are optional, are calculated as a percentage of the covered equipment, and are offered in three tiers - On-Site WITH Hardware Replacement, On-Site WITHOUT Hardware Replacement, and Remote WITHOUT Hardware Replacement. The annual pricing for these contracts as they specifically relate to the equipment included in the above price quote, pre-discount, are as follows:

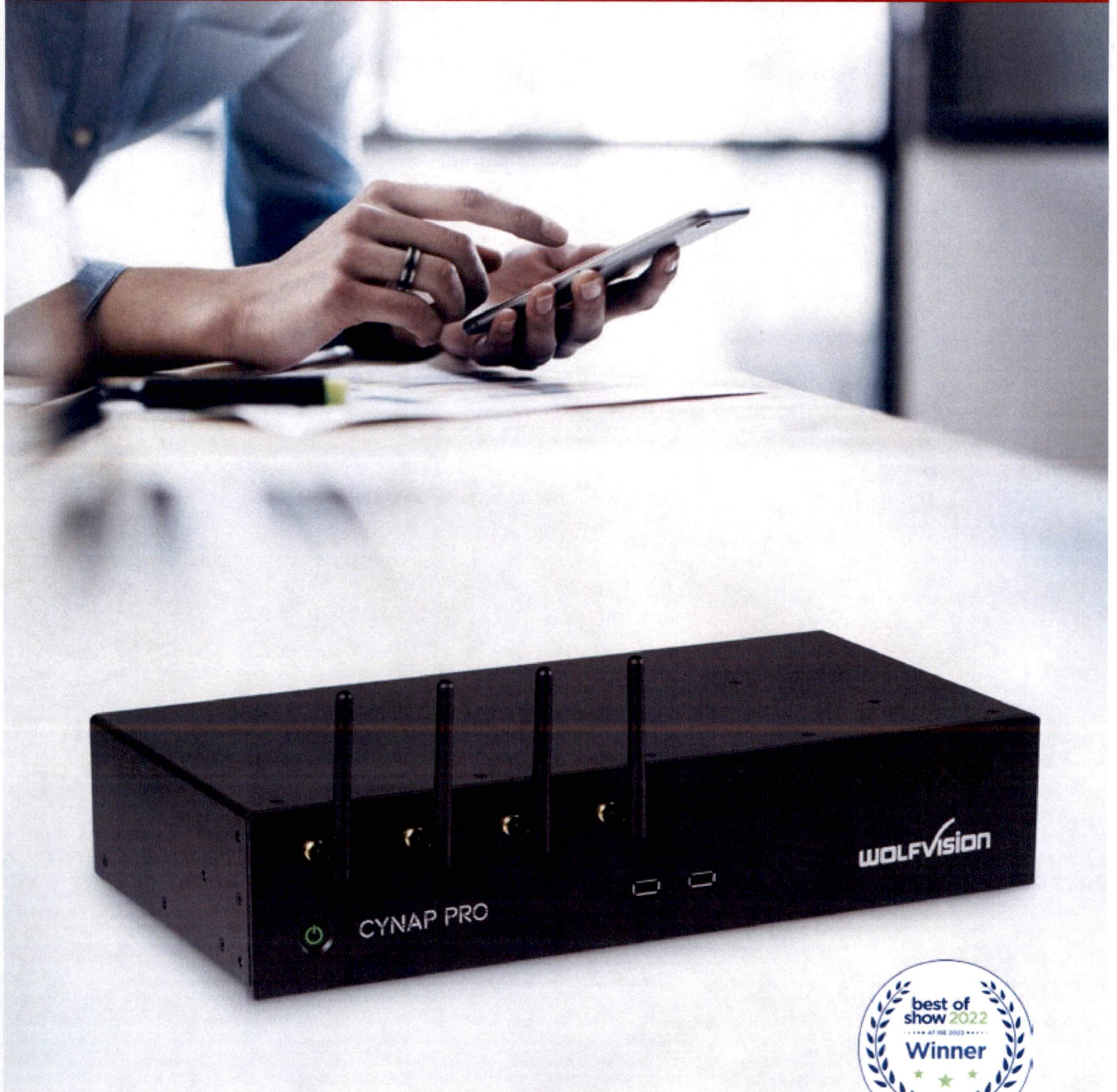
On-Site WITH Hardware Replacement:	\$22,906.80 Annually
On-Site WITHOUT Hardware Replacement:	\$19,089.00 Annually
Remote WITHOUT Hardware Replacement:	\$11,453.40 Annually

Televic Confidea GO G4



vSolution Cynap Pro

Wireless presentation, web conferencing & collaboration



Collaborative working & learning – In-person, remote and hybrid



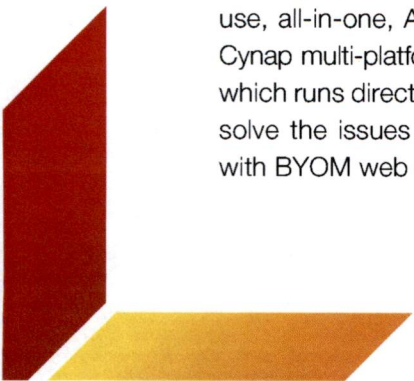
Cynap Pro is a wireless presentation, web conferencing and collaboration system, providing wireless screen sharing for all iOS, Android, Windows, macOS, and Chrome OS devices, together with a unique set of web conferencing and collaboration tools.

The ideal centrepiece for modern classrooms, meeting spaces and courtrooms, this easy-to-use, all-in-one, AV appliance includes the new Cynap multi-platform web conferencing solution, which runs directly on a Cynap. It is designed to solve the issues most commonly experienced with BYOM web conferencing systems.

Zoom, Microsoft Teams and other web conferencing sessions all benefit from the seamless inclusion of multi-screen content from Microsoft 365, the built-in media player, web browser, or whiteboard, ensuring an outstanding, flexible, consistent, collaborative working experience for all – whether participants are in-person, remote-located, or a hybrid combination of both.

Cynap Pro also acts as the 'main station' for our popular vSolution MATRIX AV over IP multi-screen collaboration solution.

Driving Knowledge Creation.



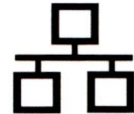
System advantages

No apps, no dongles, no cables, no hassle!



Support for AirPlay, Miracast, and Chromecast screen mirroring means no apps, buttons, dongles or extra software are needed when sharing content on-screen from any smartphone, laptop or tablet.

Implementation advantages



The ability to configure three separate networks (ie. BYOD WiFi, control and admin, and internet service, offers significant advantages when planning your working and learning environments.

Best of both worlds connectivity!



Multi-source wireless screen sharing makes working together easier than ever before. For classroom, meeting space or courtroom installations that require additional connectivity options, two HDMI In ports, are also included, ideal for connecting an in-room PC, Visualizer or camera, etc.

Display & share your files easily



Share your data on-screen easily from connected network drives, mobile devices or by using the Microsoft 365 interface. Even your laptop is no longer essential – simply bring your content on a USB stick, or download it directly from the cloud!

Webcasting: Efficient knowledge sharing



Stream content easily for live or on-demand viewing. Additionally, students or work colleagues on the same network as the presenter can receive and record a stream of on-screen content on their own mobile devices.

Remote management & administration



Our vSolution Link Pro software is supplied free of charge facilitating easy remote setup, monitoring, management, and updating of multiple systems across multiple locations.

Whiteboard and annotation

Highlight your content material using our easy-to-use annotation features, or add your own handwritten content using the built-in digital whiteboard. The whiteboard includes a collection of easy-to-use writing and drawing tools. It also includes a mind map feature, and the ability to pin content from a connected Visualizer or camera to the screen.



Staying connected in the hybrid world

Multi-platform web conferencing

Cynap Pro's multi-platform web conferencing solution runs directly on the device itself, and is designed to solve many of the issues most commonly experienced with BYOM web conferencing systems.

Complex multi-step setup, and bandwidth issues are eliminated, and Zoom, MS Teams or WebRTC-based wireless conferencing sessions are easily star-

ted and controlled, using a simple workflow, from a touchscreen, or any laptop, smartphone, or tablet.

Web conferencing sessions benefit from the easy inclusion of content from Microsoft 365, the built-in media player, web browser, or whiteboard, ensuring a flexible, consistent, hybrid working and learning working experience for all participants.

Thank you!