

**Caroline County
Board of Supervisors Agenda
Executive Summary**

Meeting Date: February 11, 2020

Title: New Business – Proposed Upgrade of Audio/Visual Components in the EOC

(Check Mark)

<input type="checkbox"/> Consent	<input type="checkbox"/> Closed Meeting
<input checked="" type="checkbox"/> Action	<input type="checkbox"/> Public Hearing
<input type="checkbox"/> No Action (Information Only)	<input type="checkbox"/> Ordinance
<input type="checkbox"/> Resolution	<input type="checkbox"/> PowerPoint Presentation

Summary: Attached is a memorandum from Fire-EMS Chief Jason Loftus requesting approval from the Board of Supervisors to complete \$59,451.36 in audio/visual upgrades to the EOC (Emergency Operations Center) at the Community Services Center. The system is mission critical during EOC activations and is used heavily for training and public meetings. The current system is at the end of its useful life and replacement parts are no longer available.

After a thorough evaluation, Chief Loftus recommends purchasing a new system from DALY by utilizing the state purchasing contract.

Budget Impact: The proposed source of funds for the required \$59,451.36 is: 1) the County's Local Emergency Management Performance Grant (\$12,115.71 is available); and 2) the County's Dominion Power Grant (\$51,000 is available).

Requested Action from Board of Supervisors: Approve purchase of two bids from DALY as outlined in the attached memorandum from Chief Loftus



County of Caroline
Department of Fire-Rescue & Emergency Management

Date: February 3, 2020
To: Charles Culley, County Administrator
Caroline County Board of Supervisors
From: Jason R. Loftus, Chief
Subject: Request to upgrade Audio/Visual Components in the EOC

The Department of Fire – Rescue and Emergency Management is seeking permission to upgrade the current analog audio/visual (A/V) system in the County’s Emergency Operations Center (EOC). This A/V system is utilized during EOC activations to display critical situational awareness information to help key decision makers develop and formulate decisions. Outside of EOC activations, this A/V system sees heavy use; supporting a wide variety of training programs and public meetings.

Caroline’s current system is 10 years old. It was originally purchased by the Department utilizing homeland security grant funds. The system has reached the end of its operational life. Many of the core system replacement parts are no longer in production. Additionally, and most critical, several of the I/O inputs in our Extron switcher controller have failed. This prevents us from displaying presentations on some screens. This part is no longer in production and repair cannot be guaranteed.

The Department has consulted with our Director of Information Technology on this upgrade project. We have selected DALY as a preferred vendor for this project, purchasing all hardware and services under state contract. For reference, we did also speak locally with Bealenet, who did not wish to bid on the project due to the complexity of the system controllers. We also spoke with Whitlock Inc. who installed the existing equipment. Their pricing was cost prohibitive.

This upgrade would utilize the existing wall mounted televisions, A/V rack, projector screens, ceiling speakers, Blu-ray player, and TV tuners. It would convert us to 4K digital capabilities by replacing our ceiling projectors, wall plates (allowing for HDMI inputs), wall controllers, microphones, digital switches, controllers, and the master core. These changes will allow for sharper presentations and future technological growth as needed. Training will be provided for staff at no cost.

There are two bids.

Bid #1- This bid covers the cost of the replacement ceiling projectors at a cost of \$12,115.71. We are recommending this be paid by our LEMPG grant (\$12,120 available).

Bid #2 - This bid would cover the remainder of the system upgrade hardware and labor at a cost of \$47,335.65. We are recommending this be paid by our Dominion Power Grant (\$51,000).

Recommended Action:

- 1.) Motion to approved Bids 1 & 2 from Daley(state contract) for the necessary AV upgrades at the Emergency operations Center.



County of Caroline
Department of Fire-Rescue & Emergency Management

Links to Major Components

Link to 16x16 DigitalMedia™ Switcher - <https://www.crestron.com/en-US/Products/Video/DigitalMedia-Modular-Matrix/Switcher-Chassis/DM-MD16X16-CPU3>

Link to Wall Plate (DigitalMedia 8G+® Transmitter 200) - <https://www.crestron.com/en-US/Products/Video/DigitalMedia-Endpoints/Transmitters/DM-TX-200-C-2G-B-T>

Link to Sound Audio Core - <https://www.qsc.com/systems/products/q-sys-ecosystem/products-peripherals-accessories/q-sys-cores/core-110f/>

Corporate Headquarters
22521 Gateway Center Drive
Clarksburg, MD 20871
Tel: 301-670-0381 800-955-3259
Fax: 301-963-1516 www.daly.com

**Contract Number
VA-160519-DALY**

Quotation #: SQ0389566
Quotation Date: 1/27/2020
Quoted By: Diane Gasper-Jones
Phone: 301-670-0381 Ext: 358
Project: VA37
Sales Team: Virginia
Customer Number: 15536

VA-CAROLINE COUNTY GOVT
PO BOX 447
BOWLING GREEN, VA 22427

Contact:
Email:
Phone:

This Quote Is Valid For 30 Days

Item no	MFG Code	Description	Qty	Unit Price	Extended Price
ROOM #1					
DM-TX-200-C-2G-B-T	CREST	CRESTRON, WALL PLATE DIGITAL MEDIA 8G+ TRANSMITTER 200	1	936.00	936.00
DM-RMC-4KZ-SCALER-C	CREST	CRESTRON DIGITALMEDIA 8G+ 4K60 4:4:4 HDR RECEIVER & ROOM CON	1	1,203.00	1,203.00
MP2G2LLA	PROD	IPAD 32GB SILVER APPLE	1	394.00	394.00
70703	PROD	IPOINT SURFACE MOUNT BEZEL BLACK W/IPAD	1	462.00	462.00
70718	PROD	IPOINT POE SPLITTER WORKS WITH ALL BEZELS	1	169.00	169.00
ODC-100	PROD	TV MOUNT	1	384.00	384.00
ROOM #2					
DM-TX-200-C-2G-B-T	CREST	CRESTRON, WALL PLATE DIGITAL MEDIA 8G+ TRANSMITTER 200	1	805.00	805.00
DM-RMC-4KZ-SCALER-C	CREST	CRESTRON DIGITALMEDIA 8G+ 4K60 4:4:4 HDR RECEIVER & ROOM CON	1	1,203.00	1,203.00
MP2G2LLA	PROD	IPAD 32GB SILVER APPLE	1	394.00	394.00
70703	PROD	IPOINT SURFACE MOUNT BEZEL BLACK W/IPAD	1	462.00	462.00
70718	PROD	IPOINT POE SPLITTER WORKS WITH ALL BEZELS	1	169.00	169.00
ODC-100	PROD	TV MOUNT	1	384.00	384.00
ROOM #3					
DM-MD16X16-CPU3	PROD	CRESTRON 16X16 DIGITAL MEDIA SWITCHER	1	5,749.00	5,749.00
CP3N	CREST	3-Series Control System	1	1,738.00	1,738.00

DMC-4KZ-CO-HD	CREST	2-Channel DigitalMedia 8G+@ 4K60 4:4:4 HDR Output Card	4	869.00	3,476.00
DMC-4KZ-C	CREST	DigitalMedia 8G+@ 4K60 4:4:4 HDR Input Card	3	736.00	2,208.00
DMC-4KZ-HD-DSP	PROD	HDMI 4K60 4:4:4 HDR INPUT CAR W/DOWNMIXING DM SWITCHERS	5	669.00	3,345.00
RKSHELF-2U-C	MAP	VENTED RACK SHELF 2U	1	43.15	43.15
RKDRAWER-2U-LK	PROD	RACK DRAWER 2U LOCKING	1	94.00	94.00
DMC-HDO	CREST	2 channel HDMI output card	2	468.00	936.00
CORE 110f	DTH	Unified Core with 24 local audio I/O Channels	1	2,740.00	2,740.00
QLXD14/85-G50	SHU	Shure QLXD14/85-G50 WL185 Lavalier Microphone System	1	1,576.00	1,576.00
CEN-IO-COM-102	CREST	Wired Ethernet Module with 2 COM Ports	2	248.00	496.00
CEN-IO-IR-104	CREST	Wired Ethernet Module w/4IR Ports	1	248.00	248.00
IRP2	CREST	IR EMITTER PROBE W/TERMINAL BLOCK CONNECTOR	4	33.50	134.00
DM-TX-200-C-2G-B-T	CREST	CRESTRON, WALL PLATE DIGITAL MEDIA 8G+ TRANSMITTER 200	1	936.00	936.00
DM-RMC-4KZ-SCALER-C	CREST	CRESTRON DIGITALMEDIA 8G+ 4K60 4:4:4 HDR RECEIVER & ROOM CON	2	1,204.00	2,408.00
CEN-UPS1250-BTP	CREST	INTERNAL BATTERY PACK	1	161.00	161.00
UND6IO-BT-C	ATT	4X2 CHANNEL 2 GANG US WALL PLATE	1	793.00	793.00
MP2G2LLA	PROD	IPAD 32GB SILVER APPLE	1	394.00	394.00
16569	EXR	210-24P-GE2 24PT POE+ 2 1GBE SFP PT	1	636.50	636.50
70703	PROD	IPOINT SURFACE MOUNT BEZEL BLACK W/IPAD	1	462.00	462.00
70718	PROD	IPOINT POE SPLITTER WORKS WITH ALL BEZELS	1	169.00	169.00
ODC-100	PROD	TV MOUNT	1	1,421.00	1,421.00
LABOR	PROD	LABOR & INTEGRATION	1	10,207.00	10,207.00

Total \$47,335.65

Accepted By: _____

Date: _____

**Windows 7 support ends on 01/14/2020 Windows Server 2008 support ends on 01/14/2020.
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original contents and packing material must be returned. There must be no markings or writing on the manufacturer's packaging. The Return Authorization Number must be clearly marked on the shipping label only. All products including the manufacturer carton(s) should be packed into an additional carton to help prevent damage while in transit.

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Phone/credit card orders will not be accepted without a signed quote being returned to Daly via fax, or digital PDF format. Thank you.

Corporate Headquarters
22521 Gateway Center Drive
Clarksburg, MD 20871
Tel: 301-670-0381 800-955-3259
Fax: 301-963-1516 www.daly.com

**Contract Number
VA-160519-DALY**

Quotation #: SQ0387348
Quotation Date: 12/18/2019
Quoted By: Steven Carter
Phone: Ext:
Project: VA37
Sales Team: Virginia
Customer Number: 15536

VA-CAROLINE COUNTY GOVT

Contact: MARK GARNETT
Email: MGARNETT@CO.CAROLINE.VA.US
Phone: 804-633-9831

This Quote Is Valid For 30 Days

Item no	MFG Code	Description	Qty	Unit Price	Extended Price
PT-VMZ50U	PAN	PT-VMZ50U LCD PROJ 5000L WUXGA3000000:1 HDMI	3	2,302.09	6,906.27
LABOR	PROD	LABOR AND PROJECTOR INSTALL FOR ROOMS 1 AND 2 OF CAROLINE COUNTY EOC	2	2,604.72	5,209.44
				Total	\$12,115.71

Accepted By: _____

Date: _____

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