

# CITY OF BATAVIA

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**DATE**            **November 25, 2019**

**TO**                **Mayor and City Council**

**FROM:**          **Howard Chason, Information Systems Director**

**SUBJECT:**      **Resolution 19-120-R, Council Chambers Video System Upgrade.**

**CC**                **City Administrator and Department Heads**

The City Council video projectors were installed in 2008 making them over 11 years old. The resolution and brightness levels of the system makes it difficult to view presentations from many seats in the room. The recent updates to BATV's camera system produce a conflict between the resolution on our old projectors and the new cameras. BATV has been unable to broadcast a direct feed from our video system causing a less than desired video stream to our residents.

The Information System Department issued a Request for Proposal (RFP) to address the video problems in the Council Chambers. We received 6 proposals from various companies with the lowest at \$33,937 to the highest at over \$105,000. Four of the proposals came in between \$39,939 and \$45,992. After reviewing the proposals, we selected 3 companies to come in and explain their solutions. Out of the 3 companies, we recommend a solution from Fathom Media, out of Oswego, IL which best meets our needs.

Fathom will provide a solution with larger screens, higher resolutions and a brighter picture. The audience and elected officials should be able to see the information presented from anywhere in the room. A direct video feed provided to BATV will give a clearer broadcast of presentations during our public meetings. The simplicity of the solution will make the system easy to use for anyone who presents in the room. Fathom's design provides additional expandability for future screens if they are needed.

The cost of Fathom's solution is \$40,588.97. We are requesting an additional contingency of 3 percent of the project bringing the total amount to 41,807. Our projected budget for this project is \$43,000.

**Recommended Action:**

**Approval of Resolution 19-120-R, awarding the City Council Video System Upgrade project to Fathom Media Inc. of Oswego, IL with a contingency of 3% for a total cost not to exceed \$41,807.**

**CITY OF BATAVIA, ILLINOIS  
RESOLUTION 19-120-R**

**Award City Council Video Project to Fathom Media Inc, of Oswego, IL**

**WHEREAS**, the City of Batavia Council Chambers video system is over 11 years old, and

**WHEREAS**, the current Council Chamber projectors brightness levels and resolution are outdated making them hard to view during presentations, and

**WHEREAS**, the Information Systems Department released a Request for Proposal to update the video system in the Council Chambers, and

**WHEREAS**, Fathom Media provided the proposal that best met the City's needs, and

**NOW, THEREFORE, BE IT RESOLVED**, by the Mayor and City Council of the City of Batavia, Kane and DuPage Counties, Illinois, as follows:

**SECTION 1.** That the Mayor and City Council hereby award the City Council Video System Upgrade project to Fathom Media, Inc of Oswego, IL with a contingency of 3% for a total cost not to exceed \$41,807. The Proposal is herein attached as Exhibit 1.

**PRESENTED** to and **PASSED** by the City Council of the City of Batavia, Illinois, this 2<sup>nd</sup> day of December 2019.

**APPROVED** by me as Mayor of said City of Batavia, Illinois, this 2<sup>nd</sup> day of December 2019.

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Jeffery D. Schielke, Mayor

Ward	Aldermen	Ayes	Nays	Absent	Abstain	Aldermen	Ayes	Nays	Absent	Abstain
1	O'Brien					Salvati				
2	Callahan					Wolff				
3	Meitzler					Chanzit				
4	Malay					Knopp				
5	Uher					Beck				
6	Cerone					Russotto				
7	McFadden					Miller				
Mayor Schielke										
VOTE:		Ayes	Nays	Absent	Abstentions					
Total holding office:		Mayor and 14 aldermen								

ATTEST:

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Ellen Posledni, City Clerk



# Council Chambers AV System Upgrade rev 6

a proposal for

## Howard Chason

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100 North Island Avenue  
Batavia, Illinois, 60510

Prepared on  
11/22/2019 by  
Jeff Limacher



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OSWEGO, Illinois, 60543  
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## About Us

Specializing in the development and implementation of technology strategies, Fathom Media offers a wide array of products and services that are geared toward our customers' growth and success. With thousands of top brand products from the industry's leading manufacturer's we offer quality products and services that are backed by our outstanding customer service. Fathom Media began serving Chicago and its surrounding areas in 2008, primarily as a provider of classroom technology and interactive whiteboard solutions. As a family owned business, the Fathom Media team brings years of sales and technology experience to the table with the personal touch of a partner based approach to every customer. Over the past 10 years Fathom Media has expanded into sophisticated audio visual solutions for higher education, corporate facilities, house of worship and custom residential systems. With dedicated specialists in each field, we offer our expertise in designing, implementing and supporting every project to ensure your success.

# Project Description

The proposed AV system is designed with the presenter and audience in mind. Two larger, 16:9 aspect motorized screens will replace the existing 4:3 screens. The existing projectors will be upgraded to 8000 lumen WUXGA high definition LCD Lamp projectors. One 65" monitor mounted in the center ceiling in front of the audience per customer request. A new 15.6" monitor with lay flat mount will be installed on the podium so the presenter can bring the monitor into view or move it out of the way when the monitor isn't needed. A simplified control system will allow the user to easily engage with the system's intuitive control options.

**Video distribution:** The video distribution elements will use HDBaseT standards to transmit High Definition HDMI signals from the User's device (laptop or PC) to the projectors and monitors throughout the room. At the column near the podium there will be two signal transmitters. One will be a dedicated HDMI over HDBaseT transmitter for the owner PC, and a dual input (HDMI, VGA w/ 3.5mm audio) scaler, transmitter. The HDBaseT cables will be routed to a 5 input (2 x HDBaseT, 3 x HDMI) switcher with HDBaseT and Mirrored HDMI outputs. The switcher allows up to 5 inputs that can be selected for output. The HDBaseT output will be reserved for future use. The HDMI output will route to a 1:8 HDMI to HDBaseT distribution amplifier (8HDBT DA). The 8HDBT DA broadcasts the signal from the HDMI input to all 8 of the HDBaseT outputs as well as the Mirrored HDMI output. Outputs 1 and 2 will be routed to the projectors and connect directly into the projectors' HDBaseT inputs. Outputs 3 and 4 will route to HDBaseT receivers located behind the monitor and in the podium to feed the 15.6" monitor. The HDBaseT receivers also provide control, and all HDBaseT transmitters and receivers will be remotely powered by the HDBaseT distribution amp via PoH/PoE. The audio out of the 5-input switcher will replace the current audio from video input in the existing audio system and will provide Audio Follows Video with volume control. The HDMI passthrough output from the HDBaseT distribution amp will route to an HDMI to HD-SDI converter with SDI routed to the existing BATV system. A Blu-ray will serve as one of the sources.










**Control:** The control system will be an Atlona Velocity control system connected to the components through a standalone AV Control Network. IP commands will be transmitted to each respective device and converted to the appropriate control medium (TCP/IP, RS-232, Relay, IR) The User Control Interface (UCI) will be a 8" touch panel that will provide the following controls:














- Turn the system on – Projectors and displays turn on, screens lower
- Select sources – PC, Laptop VGA, Laptop HDMI, Blu-Ray
- Blu-Ray transport protocols
- Turn the system off – Projectors and displays turn off, screens raise

This proposal also includes the removal of the existing audio video cabling.

# Areas & Items


## Council Chambers

Items		Unit Sell	Total
	<b>Da Lite</b> <b>38794LS</b> CONTOUR TNSD 133D HD.9 65x116	Qty: 2	
	<b>NEC</b> <b>NP-PA803U-41ZL</b> WUXGA LCD 8000 Lumen Proj 10w spk,HDBaseT input,with NP41ZL Lens - White	Qty: 1	
	<b>NEC</b> <b>NP-PA803U</b> WUXGA LCD 8000 Lumen Proj 10w spk,HDBaseT input,dual HDMI - White	Qty: 1	
	<b>NEC</b> <b>NP40ZL</b> ZOOM LENS 0.79-1.1:1 for PA653U/PA803U/PA853W/PA903X	Qty: 1	
	<b>Philips</b> <b>65BDL3010Q</b> 65" Prosumer (18/7 Landscape & 12/7 Portrait) Display, UHD (3840x2160), 350 cd/m2, USB, 3 Year Advanced Exchange Warranty	Qty: 1	
	<b>Strong</b> <b>SM-T-L</b> Strong™ Mount   Tilt - 36-80" Displays	Qty: 1	
	<b>FMI</b> <b>FAB-MOD-C</b> FABRICATED, CEILING MODIFICATION MOUNT BRACKET	Qty: 1	
	<b>Atlona</b> <b>AT-UHD-SW-5000ED</b> 5 x 1 Switcher (2 HDBaseT + 3 HDMI to HDBaseT/HDMI)	Qty: 1	
	<b>Atlona</b> <b>UHD-CAT-8</b> 4K 8 Out HDMI to HDBaseT Amp	Qty: 1	
	<b>Atlona</b> <b>AT-UHD-EX-70C-RX</b> Atlona HDMI Receiver w/IR and RS232	Qty: 2	
	<b>Atlona</b> <b>AT-HDVS-200-TX-WP</b> HDMI (2 input) plus VGA Switcher, Control, and HDBaseT Output (100 m) Decora Wall Plate	Qty: 1	

Items		Unit Sell	Total
	<b>Atлона AT-UHD-EX-70C-TX</b> Atлона HDMI Transmitter w/IR and RS232	Qty: 1	
	<b>Atлона AT-VGW-250</b> Atлона Velocity Gateway	Qty: 1	
	<b>Atлона AT-VTP-800-BL</b> Black 8Velocity Control Touch Panel	Qty: 1	
	<b>Atлона AT-VCC-RELAY-KIT</b> Atлона Velocity Control Converter POE with Contact Closure and Sensor Dongle for Velocity Gateway	Qty: 1	
	<b>Araknis Networks AN-110-SW-C-16P</b> Araknis Networks® 110-series PoE Powered 16-port Unmanaged+ Gigabit Switch with Compact Design	Qty: 1	
	<b>Whirlwind BNCRG59HD-025</b> Cable - BNC, RG59 HD/SDI, 75 Ohm, Belden 1505, 25'	Qty: 1	
	<b>Blackmagic Design BMD-CONVMBHS24K6G</b> Mini Converter - HDMI to SDI 6G	Qty: 1	
	<b>Liberty AV 24-4P-L6SH-BLK</b> Black Category 6 F/UTP EN series 23 AWG 4 pair shielded cable	Qty: 1	
	<b>Structured Cable Products (SCP) 940-6</b> 2M/6.5FT - ULTRA SLIM 4K ULTRA HD HDMI CABLE- HIGH SPEED w/ETHERNET- ULTRA SLIM CABLE/CONNECTOR, 4K@60 2160p, 18 Gbps, HDR, HDCP 2.2, CL2 PVC JKT- BLACK	Qty: 7	
	<b>Liberty AV 24-4P-L5-EN-ORG</b> Orange Category 5e U/UTP EN series 24 AWG 4 pair unshielded cable	Qty: 1	
	<b>Proscan PLED1526A</b> Proscan PLED1526A Proscan PLED1526A 15.6-Inch 720p 60Hz LED TV	Qty: 1	
	<b>Wearson B071RMD3M3</b> 90 degree to 0 monitor mount	Qty: 1	
	<b>LG UBKM9</b> LG Electronics UBKM9 4K Ultra-HD Blu-Ray Player with Streaming Services and Built-in Wi-Fi®	Qty: 1	



Items

			Unit Sell	Total
	Labor	Installation, Programming	\$9,267.00 Qty: 1	<b>\$9,267.00</b>
	FMI	2001	Qty: 1	
	Estimated Shipping Costs			
	Tax Exempt			

**Council Chambers Total : \$40,588.97**

# Financial Summary

Parts Total \$31,321.97

Labor Total \$9,267.00

Total \$40,588.97

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**Grand Total \$40,588.97**

# Payment Schedule

\$19,000.00 due upon delivery of product. Balance due 30 days from substantial completion.

## Project Terms

This SOW includes understanding of scope, responsibilities, deliverables, and assumptions. In this regard, FMI will provide the Services and Deliverables that are detailed as defined herein.

Fathom Media Standard Terms and Conditions This Statement of Work and the services to be provided hereunder shall be subject to Customer's terms stated above

- Invoices are due upon receipt.
- Travel expenses, taxes and shipping are NOT INCLUDED as part of FMI proposals and are an additional billable cost to the customer.
- All hours for installation are assumed to be between 8am and 5pm (normal business hours) unless specified in this proposal. Request for work outside of normal business hours may be subject to increased hourly labor rates.
- All labor for installation is presumed to be at FMI standard non-union rates. Request for work in union controlled environments or under a prevailing wage contract will be subject to increased rates. Note: Labor is priced at regular rates and do not reflect overtime. The labor and services quoted can be performed with adequate notice to proceed and with access to the site. Substantial delays in our start date, or delays in site preparation, causing us additional trips, after hours or weekend work, or the need to work overtime to complete the project, will result in additional labor charges. FMI will provide new labor quotation, for approval, if these delays occur. FMI reserves the right to correct any clerical or typographical errors, as well as any errors in omission, commission, or misstatement by any Fathom Media representative, consistent with good business practices. Additionally, some items quoted herein are offered with special pricing pursuant to manufacturer promotional pricing. Some promotions are time sensitive and have an expiration date. Should a promotion expire before FMI has received a signed proposal and Terms Payment, the customer will be responsible for the cost of the product at non-promotional pricing.

FMI Responsibilities *where applicable*:

- FMI will provide all of the equipment detailed in the Equipment List. Final system functionality will be as described in the "Deliverables" section of this document.
- FMI will provide installation or installation supervision and quality control during all phases of the system installation.
- FMI will provide cable pulls as well as final equipment installation, mounting, rack build outs, system "turn up", programming, and configuration. At the conclusion of the project, FMI will provide system demonstration and training.
- Installation of electrical box cover plates (i.e. grommet cover plates and electronic interfaces) and cable sleeves as applicable.
- Equipment rack assembly, installation, and Non-OFE cable terminations.
- All connector terminations associated with the audio-visual systems, including but not limited to monitors, projectors, audio-visual equipment racks, wall interfaces, floor interfaces, and table interfaces.
- Surface mounted cable conveyance where required, i.e. Wiremold.

Customer Responsibilities *where applicable*.

Any Functionality, Features, or Equipment not included in this Statement of Work ("SOW") and functionality statement MUST be addressed via written submittal prior to acceptance and authorization of the project. All infrastructure and Owner Furnished Equipment ("OFE") shall be complete and accessible at the inception of the Project.

- All conduit and raceway or rough-in adapters as required by local code.
- All 120V Electrical provisions

- All network drop provisions, network provisioning, and all necessary firewall traversal per Unified Video Communications requirements.
- The Customer shall provide an environment that is "Clean and Ready" to receive the equipment and services described herein. The environment shall be secure and free of dust, debris, and conditions that might prove detrimental to the equipment provided or personnel on site.
- Customer shall provide electric lights as well as reasonable protection from extreme climate conditions (i.e. heat during winter months).
- Conveyance (pathway) for A/V cabling – includes any core drilling or structural modifications. These included conduit paths originating at demarcation points indicated on wall elevations and floor plans (Specifications and call-outs will be provided by FMI after acceptance of the Proposal).
- Custom millwork, construction and trim. Includes ceiling, plaster/sheetrock, floor covering, floor and structural amendments or repairs (table drilling or credenza ventilation).
- Required Local permits and/or plan approvals as well as required local inspection and compliance procedures.
- Custom furniture and furniture accessories (unless specifically defined by FMI) required by the A/V interfaces (i.e. custom table troughs, pop-ups, connection panels or floor boxes).
- Hazardous Material Discovery and /or Abatement.
- Providing adequate ventilation of equipment storage cabinets, credenzas, rooms or closets.
- Removal of built-in devices and furniture as well as subsequent cosmetic repairs required after removal.
- Customer shall provide RF drops, located where specified by FMI, third party television signal tuners as well as RF infrastructure support devices required to support TV devices, (i.e. satellite receivers, dishes, antennas, distribution amplifiers, multi-switches, etc...).
- Customer shall provide secure receiving and storage of equipment shipped to the location for the project.
- Customer shall provide access to the loading dock and elevator, during regular business hours, to facilitate the delivery of parts and materials as well as the removal of trash and refuse.
- Customer shall provide, or make available, replacement ceiling tiles or t-rail in situations where FMI is providing alterations or modifications to the Customer's existing finished ceiling tile system.
- Customer is responsible to close all areas to foot traffic where overhead work is being performed, and to provide an adequate alternate route.

FOR CEILING MOUNTING: CUSTOMER IS RESPONSIBLE TO PROVIDE FMI WITH A WRITTEN STATEMENT THAT THE SUPPORTING STRUCTURE IS ADEQUATE TO SUPPORT 5 X THE LOAD OF THE CEILING MOUNTED/FLOWN ITEMS. WHEN IN QUESTION, THE CUSTOMER SHOULD CONSULT A QUALIFIED STRUCTURAL ENGINEER.

Key Assumptions, Risks, Issues • Customer is to provide any equipment designated as OFE as shown on the included system design documents, or as stated in this SOW.

- The Customer is providing this equipment with the full understanding that should any technical difficulties arise directly or indirectly from the use of the OFE equipment, the Customer is responsible for any service to those devices that may be necessary.
- The Customer understands that where structural backing and structural provisions are required that if the Customer is unable or unwilling to provide the required and/or recommended remediation(s), the Customer assumes all risks and liabilities surrounding any damages or injuries that result from not performing those required and/or recommended remediation(s).

#### Delivery

Projection screens will be drop shipped directly to the customer. The customer is responsible to inspect the product for any damages and to sign for the product as damaged and to notify Fathom Media the same business day if there are any damages.

All Equipment will be delivered to the Customer F.O.B. Origin. Irrespective of the Customer's freight payment terms with FMI, the risk of loss shall pass to the customer when the equipment is delivered to the carrier, and FMI is not responsible for any loss or damages to the equipment during shipment. FMI will use its best efforts to meet the delivery time stated but does not, under any circumstances, guarantee delivery by the

stated time and is not responsible for any damages caused by the failure to meet the stated delivery time.

Time Line: it is understood that the customer would like to complete the installation as soon as possible. FMI has communicated to the customer all pertinent product lead times. FMI is not responsible for any product ordered without the necessary lead time.

#### Warranty Statement

Fathom Media warrants the system or system it designs, sells and installs to be free of defects in workmanship for a period of 1 YEAR from date of delivery. All materials contained in this system come with complete manufacturer's warranties against defects in parts and workmanship. Typical manufacturer's warranties for equipment are usually one year. The basic one year warranties cover all hardware on a "Return to Factory" basis. If the system fails to perform based on a failure in the equipment that requires a warranty exchange, Fathom Media will facilitate a warranty replacement through the manufacturer, however, all labor required and involved in replacing such items will be invoiced as a service charge unless otherwise included in an AdvanceCare SLA service package. A copy of all manufacturers' warranties will be included in the User's Manual. Fathom Media will not be responsible for the condition or functionality of existing equipment during the above installation process. Should existing equipment fail or not work properly with the new system design, Fathom Media will make recommendations for replacements and will have to revise original estimated labor for the project. Fathom Media will not be responsible for "image burn" as a result of prolonged periods of static images being displayed on certain devices.

Optional AdvanceCare SLA maintenance and Service Agreements are available for continuing system and product support.

Proposal Accepted by:

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Jeffery D. Schielke, Mayor                      Date

ATTEST:

\_\_\_\_\_  
Ellen Posledni, City Clerk                      Date

Fathom Media, Inc.

\_\_\_\_\_  
Jeffery Limacher                                  Date