



**CITY OF WASHINGTON, ILLINOIS**  
**City Council Agenda Communication**

**Meeting Date:** March 11, 2024

**Prepared By:** Jim Snider, City Administrator

**Agenda Item:** Pearl Technologies/Varwig Studios Portable Audio/Visual Meeting Streaming Proposal

**Explanation:** Members of the City Council have previously reviewed information about the costs to provide a system to begin live streaming of our regular meetings.

Pearl Technologies has provided a detailed proposal for audio/visual streaming of our meetings at Five Points (attached). The total cost as presented is \$74,846.76. Pat Venditte with Pearl Technologies will attend the March 11<sup>th</sup> Committee of the Whole meeting to answer questions.

We also have a proposal from Brady Varwig (recommended by Pearl) to set up/operate/tear down the system for each meeting. His quote is \$2000 for the first month and \$1500 per month thereafter (\$18,500 for first year).

We also will need to obtain an agreement from Five Points to allow the installation of cameras and the storage of the portable system. We also would need to confirm our use of their southernmost meeting room on a regular basis.

We currently have \$150,000 allocated in the proposed FY25 budget for this expense.

Please let me know if you have any questions before Monday's meeting.

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The Connection That Matters Most

Proposal To:

**City of Washington**

For:

**Washington City Council Portable System**

March 8, 2024

PT-2786



*The Connection That Matters Most*

Jim Snider,

The solutions within this proposal have been specifically designed to meet your needs. Should you have any questions, concerns, or to make changes to this proposal please reach out to me at any time. I am confident you will be highly satisfied with your decision to collaborate with Pearl Technology. I look forward to working with you on this project and on many more in the future.

Pat Venditte

pat.venditte@pearltechnology.com

800-500-8005

PT-2786

Washington City Council Portable System

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## BALLROOM

### SCOPE

A complete mobile wireless discussion system is provided. This will include a total of 18 wireless units (9 with voting license capability), main processor, storage cases, small mobile equipment rack, and two portable speakers. The speaker system will allow for playback to a gallery area. This proposal includes initial programming, setup, delivery, and training.

The system will be equipped with a televic conference Confidea WAP G4, a top-of-the-line mobile audio discussion system with voting functionality. This system utilizes advanced technology that facilitates group communication and decision-making activities. This station is perfect for large conferences, presentations and social events held in any type of room.

A fundamental feature of the audio-visual plan will be the Televic Conference Confidea WAP PS G4. This power supply unit is expert in maintaining the system's function without any interruptions and thus, ensures a seamless operational experience.

Additionally, the room will feature the Televic Conference Confidea FLEX G4. This system promotes interactive discussion with built-in voting. This is the perfect device for panel discussions and multi-party conferences that require voting mechanisms.

Furthermore, the configuration will incorporate Televic Conference Confidea CHT G4. It's a chairman station consisting of a microphone, integrated speaker and volume control. It also features a priority button enabling the chairperson to control the meeting decorum effectively.

Another addition to the Ballroom will be the Televic Conference L-VT. This offers the ability for nine participants to vote and receive real-time feedback.

Two JBL Professional EON One PRO will deliver high-quality, professional sound for a gallery in any type of small to medium space. The all-in-one, rechargeable PA system can fill a room with loud, clear audio for presentations, music or other audio-visual requirements.

Three 30x pan/tilt/zoom high definition camera will be permanently wall mounted with a disconnect plate. To use, patch cables from the wall to the portable rack will be provided for use. One small production video/camera switcher will allow for transition switching between cameras. One streaming/recording device will take an audio feed and camera feed and send it to a platform such as YouTube or Facebook. This device will also record. One 85-inch portable display on a cart will connect to an owner furnished laptop for presentations or to show the voting results (requires connection to voting system).

Finally, to keep all our equipment safe and functional, Gator Cases G-PROR-6U-19 along with microphone storage cases will be employed. These rugged cases will ensure all the devices stored inside are well-protected.

### AUDIOVISUAL

IMAGE	QTY	DESCRIPTION
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IMAGE	QTY	DESCRIPTION
	1	Televic Conference The Wireless Access Point supports the following functions and capabilities: - Based on standard WiFi5 standard - Clean channel manager that scans for the optimal channel use - Operates in the limited access DFS channels maximizing the available spectrum - Self healing channel switching seamlessly switches to another channel when interference encountered or radar is detected on DFS channel - 3 x 2 MIMO antenna design with diversity to mitigate multipath effect resulting in robust wireless link - Omni directional radiation pattern with range of 40m - Highly secure by using WPA2 Enterprise encryption - Discovery mode button for easy deployment - Support for 128 Confidea G4 devices - Confero browser based configuration and monitoring software included - PoE+ LAN port - Dante port: 8 IN, 8 OUT - Balanced analog IN and OUT - Built-in recording capability - 2 x Plixus ports - Multi-purpose mounting plate Requires: PoE+ power. Confidea WAP G4 PS (ordered separately) or via PoE+ port of switch.
	1	Televic Conference PoE+ power adapter for Confidea WAP G4. Comes with power plug set
	18	Televic Conference The Confidea FLEX G4 is a touch enabled wireless tabletop conference unit including: - Multifunctional button for delegate, chairman and dual use - Push & Lock USB-C microphone connector - Loudspeaker - Hot swap dual battery compartment - USB-C port at back of unit - 5,2" capacitive touch screen - Tactile reference - Haptic feedback - Anti-fingerprint coating - NFC card reader - 2 x Headphone connector Comes with one Confidea BP G4 included that lasts 12h on a full charge. Additional battery can be ordered separately to: - Provide additional power to extend operating time to 24h of typical use - Enable alternating charging schemes by hot swapping batteries in the Confidea FLEX G4 dual battery compartment while keeping the units connected to the access point Mike PLM type microphone to be ordered separately. Based on licenses the unit can unlock more functionality (To be ordered separately per unit. See "Confidea FLEX" under chapter "Software".)
	2	Televic Conference Charging station for 10 batteries: - 10 battery slots with charge process indication - Charging time to full charge of only 2h - LAN port - Rack mountable - 1U rack space
	18	Televic Conference GSM immune gooseneck microphone of 40 cm with push & lock mechanism, providing consistent and high bandwidth, low equivalent noise, excellent front to back ratio and a frequency response boost around 4kHz resulting in increased clarity and augmented intelligibility. Length 400mm
	1	Televic Conference This license adds new roles for meeting control, the possibility to create a room layout, the use of meeting template with delegate information, badge identification, signage and meeting reports. The Confero 360 license is compatible with Plixus AE-R, Plixus MME and Confidea WAP G4 Requires: A Computer with web browser (Windows or Mac).
	9	Televic Conference License to activate voting functionality on Confidea FLEX and Confidea FLEX G4 units. License required / seat
	1	Shure Bodypack and Vocal Combo System with WL185 and SM58®
	2	Televic Conference Custom designed rolling SKB/Pelican case (Pelican 1620 size) to hold 10 FLEX Wired or Wireless Units, AE-R (for wired systems) or WAP G4 & G4 Battery Charging Tray (for wireless systems), plus 10 gooseneck microphones. **Not designed to accommodate in-case battery charging** Note that the tray will only accommodate up to a 40cm gooseneck.
















IMAGE	QTY	DESCRIPTION
	2	JBL Professional All-in-One portable PA system
	1	Gator Cases Pro-Series Molded Mil-Grade PE Rack Case; 6U, 19" Deep; w/ Handle & Wheels
	1	Samsung 85IN BEC Series Commercial TV Crystal UHD Display, 250 NIT, 16/7
	1	Chief 4' - 6' LFP MOBILE CART
	1	Liberty Wire & Cable HALO 18G HDMI CBL CL2 BLK 15M
	1	Epiphan Streaming/Recording Device
	3	Marshall Electronics 30x PTZ Camera IP/12GSDI/HDI/USB (White)
	3	Marshall Electronics Wall Mount (White) for CV612/CV620/CV630/CV730 cameras, Metal
	1	Marshall Electronics Broadcast IP/RS232/RS422 PTZ Camera Controller
	1	Roland Professional AV 3G-SDI Video Switcher - 4 channel SDI/HDMI
	1	Netgear M4250-10G2XF-POE++ MANAGED SWITCH
	1	Middle Atlantic 9OUT15ARCKMNT POWER CEN
	2	Gator Cases Small Padded Dual LCD Transport Bag
	2	Planar Systems 24in wide black FHD LED LCD, VGA, HDMI, narrow bezels. No VGA cable included.

IMAGE	QTY	DESCRIPTION
	1	Pearl Technology Miscellaneous Parts, Cable, & Various other required...
	1	Pearl Technology Per Scope Engineering, Project Management, Installation, Programming, Commissioning, etc...

EQUIPMENT TOTAL	\$64,932.05
LABOR TOTAL	\$9,135.50
<b>BALLROOM TOTAL</b>	<b>\$74,846.76</b>

## Project Schedule and Timeline



Recent global supply issues and shortages have caused Pearl Technology to reduce our estimation from 12-16 weeks to a shorter 4-8 weeks allow for acquisition of equipment. Pearl Technology will complete installation and commissioning once the products have been procured, as quickly as possible without sacrificing the quality of work our clients have come to expect. Substitutions may be needed based on availability to ensure timely installation. All major substitutions will be sent to our clients for approval. Should comparable and available equipment increase the cost significantly a change order to the original contract amount may occur with client approval.

## Warranty & Service



Pearl Technology warrants that all new installation labor by Pearl Technology will operate in accordance with this proposal and other documentation provided by Pearl Technology to the client for a period of one-year from the earlier of the date of substantial completion or acceptance of commissioning documentation. This limited warranty specifically excludes all owner furnished and third party manufactured equipment, and all pre-existing field equipment and wiring. The limited warranty also excludes coverage for damage that results from neglect, abuse misuse negligence, or acts of God. Pearl Technology does not provide a warranty on equipment purchased from third parties for installation at client sites.

Pearl Technology does agree to honor, pass through, and assign all manufacturers' warranties to the end client. except as provided herein, Pearl Technology disclaims all express and implied warranties, including without limitation warranties of fitness for particular purpose and of merchantability.

All claims for warranty work must be submitted within the warranty period. To report or schedule warranty work, call Pearl Technology at 800-500-8005 or visit [www.pearltechnology.com](http://www.pearltechnology.com). All warranty and service work shall be provided by certified technicians during normal business hours: Monday through Friday, 8am to 5pm. Warranty work performed outside of these times or as after hour emergency calls is not covered by the limited warranty and may be billable. In the event that Pearl Technology determines that repair or replacement of an item or service under warranty is not feasible, then in lieu of performing such repair or replacement Pearl Technology May in its discretion refund the client the amounts paid relative to the relevant item or service.

Extended Warranties for both equipment and labor are available, including yearly performance and maintenance plans, Silver SLA maintenance is included in the first year. A discount for additional years as well as upgrades to other plans (Gold/Platinum) are available. These plans vary by solution. For pricing contact your account representative.

## Training



Training shall be provided by Pearl Technology team members familiar with the design specifications of your system. Although our systems are designed to be as simple and intuitive as possible, we will work one on one with the lead facility personnel to ensure they fully understand how to operate the systems provided. The system documentation including schematics, manuals, specifications, source code and functional user guides shall be provided at the time of training. In conjunction with training this will prepare your lead employees to use the system as well as train others for years to come.



**Acceptance**

**Financial**

Payment Schedule See Below	Equipment Total	\$64,932.05
	Labor Total	\$9,135.50
	Freight And Shipping	\$779.21
	<b>Subtotal</b>	<b>\$74,846.76</b>
	<b>Total Tax</b>	<b>\$0.00</b>
	<b>Project Total</b>	<b>\$74,846.76</b>

**Terms**

The client hereby agrees to all of the terms set forth in this document (both above and following this signature page). Upon execution of this document pursuant to the terms herein, the client understands that this document becomes a binding and enforceable agreement. This agreement contains the entire agreement between and among the parties relating to the subject matter hereof, and may not be modified except by a written instrument signed by all Parties. This agreement is executed without reliance upon any representation by any party or any representative thereof, except as expressly stated herein. The client warrants and represents that it is full authorized and empowered to enter into and execute this agreement, and that no further authorization, whether individual or corporate, is necessary or required. the individual who signs this agreement represents and warrants that he or she has fully authority to bind the client. I understand that this Proposal, when signed below, constitutes an Addendum to the Master Services Agreement between Pearl Technology and the client, and is subject to the terms and conditions set forth therein, except as expressly modified in this Proposal.

**Acceptance**

City of Washington

\_\_\_\_\_  
Signed

\_\_\_\_\_  
Date

\_\_\_\_\_  
Print Name

\_\_\_\_\_  
Title

Pearl Technology

\_\_\_\_\_  
Signed

\_\_\_\_\_  
Date

\_\_\_\_\_  
Print Name

\_\_\_\_\_  
Title

#### *Payment Terms*

- All Material, Equipment, and associated labor shall be progress billed throughout the duration of the project. A certificate of insurance, photos, serial numbers, and packing slips for stored equipment at Pearl Technology warehouse facilities shall be provided as required or upon request. Equipment stored on site at client facilities is the responsibility of the client and will be delivered upon request or as required to satisfy these payment terms.
- All amounts due under this agreement will be paid within 30 days from the date of the relevant invoice.
- Any project that includes the use of direct view LED technology, as required by the manufacturer, a minimum down payment equal to 50% of the cost of the video wall is due upon ordering and acceptance of this proposal. The remainder of the product shall be billed prior to shipment.
- Quoted prices are good for a period of seven (7) days from the date of this proposal.
- A tax-exempt certificate must be provided with purchase order if tax exempt. Non-Exempt clients will be charged additional sales tax at current rate. Tax outlined on this proposal is estimated based on current rate. Final applicable sales tax will be added to invoices accordingly.
- Standard shipping and freight charges are included. Expedited shipping or custom requests may result in additional charges.
- Credit card purchases are subject to a 3% transaction fee.
- Any amounts not paid when due are subject to interest in the amount of 1.5% per month until paid in full. In the event that Pearl Technology is required to engage legal assistance to collect any amount due under this agreement, Pearl Technology may also collect its reasonable attorneys' fees and costs incurred relative to collection.

#### *Assumptions (unless otherwise noted)*

- Project Schedule as agreed upon by Pearl Technology and the client will establish the milestones, dates, and period of performance.
- All work to be performed during regular business hours (Monday-Friday, 8am-5pm).
- All workspaces will be continuously available as scheduled.
- All workspaces will be unobstructed, clean, and dust free by the dates as defined by the project schedule and deployment plan
- All documentation provided by the client such as CAD drawings or building plans are accurate. This includes but is not limited to plan views, reflected ceiling plans, elevations, conduit risers, electrical, millwork details, specific mounting details, etc.
- All necessary technical infrastructure will be available and functional as required. This includes appropriate IP, server, DNS, gateway, and SPID information for any WAN, LAN, or ISDN connection that is part of the system as well as conduit, cable tray, power, grounding, and HVAC.
- All owner furnished equipment and cabling will be available and functional as defined by the project schedule and deployment plan.
- All electrical and low voltage services will be available and functional as required. This includes but is not limited to AC Power, J boxes, conduit/cable pathways, cable trays, grounding wires or rods, floor boxes, wall boxes, etc.
- All structural supports or blocking as required to safely support AV equipment to walls or ceilings will be provided and in place based on requirements.
- All necessary ceiling trim work, drywall, woodwork, millwork painting, etc., will be in place as required.
- All user furnished sources will be available during system commissioning and training including laptops, computers, satellite/cable feeds, etc.
- Building access through front doors, loading docks, elevators, etc. as required for large equipment and installation load in will be provided.
- Any necessary keys, security badges, clearance, etc. will be provided as needed for the course and duration of each project.
- Parking will be provided within a reasonable distance of each job site.
- All necessary test equipment will be allowed on site with no restrictions.
- Appropriate client representatives will be available during the project and any scheduled training sessions.
- Any changes in the above assumptions must be approved by Pearl Technology and the client following the prescribed change management process and the ramifications clearly communicated.
- All displays with drop shipping directly to the client must be inspected for damage and tested upon arrival. Any damage must be reported to Pearl Technology within 24 hours of receipt with serial numbers and photos of boxes or other damage.

#### *Pearl Technology Responsibilities (unless otherwise noted)*

- Weekly project status reports
- Communicate proposed changes in writing as soon as they arise and follow a change management process expeditiously.
- A complete audiovisual system delivery, installation, and testing as defined within this proposal and functional scope.
- Training provided after completion of system installation.
- Clean up work area at the end of each work day.

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*Client Responsibilities (unless otherwise noted)*

- Assign a single point of contact authorized to sign off on all project deliverables.
- Communicate proposed changes to any scope, assumptions, or schedule as soon as they arise and follow a change management process expeditiously.
- Help prevent equipment damage from dust or other contaminants during the project.
- Provide relevant architectural changes to the facility to accommodate the integration of equipment supplied by Pearl Technology. This includes rough openings for projection screens, ceiling finish work for projection screens, painting requirements for rear projection rooms, window treatments, lighting control, and lighting changes.
- Identify third-party contractors such as electrical contractors, architects, and other construction personnel and determine the client coordinator.
- Provide clean and secure project area during the installation period. If the space is not clean or secure during installation, Pearl Technology will only deliver equipment that is signed for and the client assumes risk for loss or damage to equipment.
- Ensure all larger screen displays and projectors are turned off after use to prevent image burn. Pearl Technology is not responsible for and will not cover under warranty image burn caused by static images displayed over an extended period.
- Preparation of furniture such as the cutting of holes into table tops for easy mounting of audiovisual boxes by Pearl Technology.
- Additional compensation to Pearl Technology for any preparation work required and not completed prior to installation by Pearl Technology or changes outside of the standard room installation. This includes but is not limited to infrastructure requirements, verified data drops with connectivity, IP coordination, and preparation of furniture. This will be billed on an hourly basis based upon standard regional rates.
- Rooms with challenging acoustics including significant reverberation times or flutter echoes may require testing or acoustical treatment. Cost for absorption or testing is not included in this scope and will be the responsibility of the client.

*Project Schedules*

- A project schedule will be provided as needed at the beginning of each projected system deployment and rollout. This schedule includes milestones, design, equipment procurement, programming, on-site work, delivery, and training. This schedule will be based on the assumptions listed above.

*General Notes*

- Pearl Technology utilizes non-union labor. Union labor requirements will be the responsibility of the client or billed additionally. Prevailing Wage for on-site work is paid when required.
- Pearl Technology is not a high voltage contractor and as such will undertake no high voltage installation work in the fulfillment of this project.
- Job scope provides proprietary information developed by Pearl Technology for defining this specific project. This information may not be used by the client or other contractors without the written consent of Pearl Technology.
- Completion and warranty engagement are reached when the items listed on this document are substantially completed. This includes testing, commissioning, and training on fully operational and integrated systems. Large multi-room project deployments may require that rooms be brought online in a pre-determined schedule for warranty, service, or maintenance.
- Proposed changes to this document or additional labor charges resulting from changes to scope, assumptions, or schedule are subject to a Change Order according to the prescribed change management process and *may* result in additional charges or credits.
- Control system or programming source code shall be provided by Pearl Technology to the client in an unlocked and editable format.
- All required permits or additional fees are the responsibility of the client and will be billed additionally.
- If any responsibilities or assumptions are not met as required additional charges may apply.

### Audiovisual Support Offerings

Pearl Technology offers a variety of service and maintenance plans to fit any budget and maximize this audiovisual system investment. Our Silver SLA maintenance is included during the first year. Discounts for additional years as well as upgrades to other plans (Gold/Platinum) are available. Examples are outlined here but pricing will be custom tailored to meet each client’s requirements. Plans include but are not limited to:

- Pre-Paid Discounted Service Labor
- Recurring System Checkup and Tuning
- Extended Warranties
- Emergency Service Plans

### Example Support Offerings

Pearl Technology is a service provider for all major manufactures in the audiovisual industry. The manufactures specified support requirements are always provided as a portion of our managed services offering. Pearl Technology offers multiple levels of coverage for professional audiovisual systems and is detailed on the supplementary chart below:

- *Silver SLA*– Includes Remote Phone Support, hardware replacement labor (included 1st Year – See Supplementary Service Agreement Upon Order)
- *Gold SLA* – Includes Remote Phone Support, hardware replacement labor, prioritized response times, and preventative maintenance
- *Platinum SLA* – Includes all silver and gold services along with managed services and consumables replacement. The “Worry-Free” support option.

#### Service Level Coverage

Description	Silver	Gold	Platinum
Technical Phone Support (Business Hours within 4 Hours)	X		
Technical Phone Support (Business Hours within 2 hours)		X	
Technical Phone Support (24/7 within 2 hours)			X
On-Site Service Response (48 Business Hours)	X		
On-Site Service Response (36 Business Hours)		X	
Priority On-Site Service Response (24 Business Hours)			X
Advanced Replacement Parts*	X	X	X
Standard Parts Repair/Replacement Labor	X	X	
All Parts Repair/Replacement Labor (Including Consumables)			X
Parts Cost of Repair/Replacement			
On-Site Software/Firmware Updates and Upgrades			X
Remote Troubleshooting and Diagnostics**			X
Semi-Annual Preventative Maintenance		X	X

\*Advanced replacement parts and warranty repair subject to manufacturer policies and programs

\*\*Requires remote VPN access by Pearl to building audiovisual VLA



## Our Story



In 2021, IAS Technology, a leader in audiovisual systems integration since 1993 was acquired by Pearl Technology. Pearl Technology serves as the comprehensive IT and av solutions provider for your business. We serve a wide variety of markets including corporate enterprise, higher education, medical simulation, command and control centers, conference and training rooms, house of worship, tour guide and any other facility with audiovisual systems. Although our central Illinois headquarters gives us the advantage to have a quick response time to regional clients.

Pearl Technology provides *worldwide* conferencing and system solutions with our strategic APEX global partners. Pearl Technology will standardize solutions and the user experience locally to ensure quality while managing and implementing integrated solutions across the country and throughout the world. The Pearl Technology has a team of certified design and installation professionals who follow all AVIXA International Standards, and we have been designated as an Audiovisual and Integrated Experience Association APEX (Audiovisual Provider of Excellence) company.

## Our Passion



Pearl Technology provides a unique experience to our clients. One that focuses primarily on client satisfaction. We understand that finding an audiovisual solution for complex problems can be a daunting task. Our goal is to develop world class solutions using quality equipment, professional installation, and intuitive system operation.

At Pearl Technology, our mission is simple: make technology an asset for your business or organization and not a problem. We strive to make technology integrate seamlessly with your business to help you spend more time on your business. Pearl Technology has worked directly with a wide variety of clients small and large including several Fortune 100's.

Our desire at is to provide a friendly, fair, creative, rewarding, and profitable work environment for our team. This includes not only quality of life and benefits, but a continued investment in the education and training of each team member. Our belief is that our team of skilled professionals is our most important asset and what makes Pearl Technology successful.

## Industry & Certification



Pearl Technology supports and seeks to elevate the audiovisual industry worldwide. For this reason, we are heavily involved with Audiovisual and Integrated Experience Association (AVIXA) including all standards, education, and certification. We follow all industry standards as detailed in the following websites:

[www.avixa.org](http://www.avixa.org)

[www.aqav.org](http://www.aqav.org)

[www.nasca.org](http://www.nasca.org)







Pearl Technology will meet one on one to understand our client's challenges, needs and desires. This is the most important part of the process as it will help us to determine the nature of the AV system, infrastructure, budget, and the impact of AV related expenses on the building. Once a solution has been designed our team will deliver a clear and understandable proposal. Our goal is to create cost conscious solutions for each one of our clients. Each system we create will enhance the user experience and minimize setup or down time. Pearl Technology will be your audiovisual partner providing audiovisual sales and services.



## Design

Our team of design engineers hold and maintain a variety of manufacturer and industry certifications including AVIXA CTS-D. Special attention is taken to ensure the system and components meet our clients' needs and budget while maintaining quality and ease of operation.



## Staging

Our staging technicians will build each system in shop prior to installation onsite. This process allows for full system testing and to ensure it meets design specifications. This will minimize on-site installation time, reducing the amount of room down time and cost.



## Installation

Our entire professional installation team holds all the top manufacturer and industry certifications including the AVIXA CTS-I. Our technicians pay special attention to detail and ensure a system is installed and operating to the design team and client's specifications.

## Commissioning



The commissioning process will allow Pearl Technology to perform a complete system analysis utilizing yearly calibrated audiovisual testing equipment. This will objectively confirm the system is operating as intended and designed. By testing all audio, video and control connections and parameters we can ensure a quality result. This result is then printed in document form and given to our clients. Pearl Technology follows systems performance and verification standards set forth by the Audiovisual and Integrated Experience Association (AVIXA) as well as the Association for Quality in AV Technology (AQAV). Our commissioning technicians are CQT and CTS-I certified.

# INTEGRATION PROCESS

