



August 16, 2021

Jason Ratliff
Director of Information Systems
City of Jonesboro
300 S Church Street
Jonesboro, AR 72401

Mr. Ratliff,

Thank you for the opportunity to present you with a proposal for your upcoming project. Described below you will find a scope of work for the project we have discussed and an overall price for the project. A more detailed bill of materials can be provided, along with information about several key components. If possible, I would enjoy the opportunity to discuss the details and equipment in this proposal with you further and answer any questions you may have.

In general, this proposal will provide significant upgrades to all aspects of the technology systems available in the Jonesboro City Council Chambers. While all systems will receive upgrades, additional functionality in the way of web conferencing, specifically via Zoom, will be addressed. Providing a more streamlined workflow for all the audio and video platforms will be heavily focused upon in this project. Details about upgrades to each of the subsystems can be found below.

Display Systems

A new high-lumen, high-resolution laser projector will be installed to replace the existing projector. This should provide many years of maintenance free operation. Many of the existing displays within the system are still functioning well. The existing motorized projection screen, council member monitors, and preview monitor in the AV production room will all remain.

Two 82" residential grade televisions will be installed to the left and right of the projector screen. This will provide the ability to show Zoom participants on these displays, while showing content on the projector display. ***Please note that these displays will require electrical needs not included this proposal.***

Video Systems

One of the major points of concern for the existing system stem back to the video system routing, both in terms of reliability, resolution, and flexibility of use. All those areas have been addressed to provide video outputs simultaneously to the local room projector, 82" displays, Zoom, Facebook, Suddenlink, Granicus, an FTP server, and hard disk recording. To accomplish this, many of the components will be reused and new components will be added to allow additional inputs and outputs, and a more streamlined signal flow.

A new video capture device is included that provides the ability to record video locally, record to an FTP server, and stream out to Facebook from the same device. Specifically related to video conferencing, devices are also included that will allow the best possible audio and video stream to be received by the existing NUC being used for Zoom.

The existing SDI infrastructure will be cleaned up, but not fully replaced. The budget that was included in the original revision has been removed. Work will need to be done with Suddenlink to identify if their infrastructure allows for a higher resolution feed for them. If they allow an IP stream to be fed to them, the video capture device described above can be used for this purpose. A new digital signage system (BrightSign) has been included to replace the existing Cablecast system. This will simplify the video infrastructure and allow much of the SDI infrastructure and converters to be removed. ***It needs to be confirmed that this is an acceptable change and that the BrightSign system will allow for all needed signage functionality.***

All new cameras and a PTZ controller are included that will upgrade the quality of the video streams. A full production matrix mix system is not provided as a part of this proposal revision. This will create a more manual workflow for the control operator and remove some of the previously provided graphics and processing capabilities.

Audio Systems

The audio digital signal processor (DSP), speakers, and amplifier will remain in the system, but all other components in the audio system will be replaced or upgraded. A gooseneck microphone will replace the handheld mic at the podium. In addition, a new wireless microphone with a distributed antenna system will be provided that can be housed in the rack. A wired microphone is included for the AV room that will allow the production operator to make announcements, if needed.

The existing assisted listening system will be incorporated into the system. *The auto-captioning system has been removed and captioning that can be generated by Zoom and Facebook will be relied upon for this system. It is assumed that Suddenlink is currently or has the capabilities to add close captioning to the cable feed.*

Four on-air signs will be included in the Chamber, which will allow the council members and audience members to easily identify when production is live. The existing audio recorder will continue to be used in this system.

Delegate Microphone System

The existing gooseneck microphones will be replaced with a delegate microphone system. This system will serve as the microphone for council members and allow the ability to vote direct from a 5-button voting unit. The results would be available on a computer and need to be displayed manually, if necessary. Several more features are available and details can be found by visiting <https://www.shure.com/en-US/products/conference-discussion/mxc>.

The current delegate microphone system does not allow for a chairman to remotely control other delegates microphones, but an upgraded system can allow for this and other features for an additional \$7500.

Control Systems

The control system and user interface will be modified and upgraded to allow for all new and upgraded features to be simply controlled from the main interface. New POE networking switches are included that will provide hardwired data and power to all devices that need it. As a result of these upgrades, many of the tasks that are being performed manually can be programmed to happen automatically. Control system changes will also provide a significantly more reliable and simpler workflow for using and positioning cameras.

This proposal revisions includes swapping out the existing processor for a new processor and providing a new 21.5" tabletop touchscreen as the control interface.

Except where called out above, all necessary labor is included to provide a turnkey system. This includes project management, engineering, signal flow drawings, demo, cabling, equipment installation, rack teardown, rack buildout, DSP programming, control systems programming, touch panel layout, commissioning, and training.

Total Project Price (without delegate mic add-on option): **\$111,300.00 (plus any applicable taxes)**

Total Project Price (WITH delegate mic add-on option): **\$118,800.00 (plus any applicable taxes)**

After reviewing the scope of work, I would very much like to sit down with the bill of materials and specifics on many of the main components to be used and discuss the details of this proposal, including any questions you have. Our goal is to find a solution that fits your project goals and budget. We hope this proposal is successful in doing that, but if it misses the mark in any way, please give us the opportunity to review and revise if necessary.

Thank you again for the opportunity and your time.

Sincerely,



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