



State of West Virginia  
 Department of Administration  
 Purchasing Division  
 2019 Washington Street East  
 Post Office Box 50130  
 Charleston, WV 25305-0130

# Request for Quotation

RFQ NUMBER
EBA190

PAGE
1

ADDRESS CORRESPONDENCE TO ATTENTION OF:
SHELLY MURRAY 304-558-8801

VENDOR

**Roscor Corporation**  
 Attention: Tom Navaro  
 2868 E. Kemper Road  
 Cincinnati, OH 45241

SHIP TO

EDUCATIONAL BROADCASTING  
 AUTHORITY  
 600 CAPITOL STREET  
 CHARLESTON, WV  
 25301-1223 304-558-3400

DATE PRINTED	TERMS OF SALE	SHIP VIA	F.O.B.	FREIGHT TERMS
02/25/2009				

BID OPENING DATE: **03/12/2009** BID OPENING TIME **01:30PM**

LINE	QUANTITY	UOP	CAT. NO.	ITEM NUMBER	UNIT PRICE	AMOUNT
0001	1	LS		020-71		\$49,680.00
<p>THE WEST VIRGINIA PURCHASING DIVISION FOR THE AGENCY, THE WEST VIRGINIA EDUCATIONAL BROADCASTING AUTHORITY, IS SOLICITING BIDS FOR A HD/SD SWITCHABLE TURNKEY STATION BRANDING AND PROMO SYSTEM PER THE ATTACHED SPECIFICATIONS.</p> <p>EQUIPMENT, BROADCASTING</p> <p>CANCELLATION: THE DIRECTOR OF PURCHASING RESERVES THE RIGHT TO CANCEL THIS CONTRACT IMMEDIATELY UPON WRITTEN NOTICE TO THE VENDOR IF THE COMMODITIES AND/OR SERVICES SUPPLIED ARE OF AN INFERIOR QUALITY OR DO NOT CONFORM WITH THE SPECIFICATIONS OF THE BID AND CONTRACT HEREIN.</p> <p>BANKRUPTCY: IN THE EVENT THE VENDOR/CONTRACTOR FILES FOR BANKRUPTCY PROTECTION, THIS CONTRACT IS AUTOMATICALLY NULL AND VOID, AND IS TERMINATED WITHOUT FURTHER ORDER.</p> <p style="text-align: center;">NOTICE</p> <p>A SIGNED BID MUST BE SUBMITTED TO:</p> <p style="text-align: center;">DEPARTMENT OF ADMINISTRATION          PURCHASING DIVISION          BUILDING 15</p>						

RECEIVED

2009 MAR -9 AM 9:38

WV PURCHASING DIVISION

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

SIGNATURE <i>Mitchell Roston</i>	TELEPHONE 847-299-8080	DATE 03/05/2009
TITLE Mitchell Roston, EVP	FEIN 36-0866840	ADDRESS CHANGES TO BE NOTED ABOVE

WHEN RESPONDING TO RFQ, INSERT NAME AND ADDRESS IN SPACE ABOVE LABELED 'VENDOR'

**GENERAL TERMS & CONDITIONS  
REQUEST FOR QUOTATION (RFQ) AND REQUEST FOR PROPOSAL (RFP)**

1. Awards will be made in the best interest of the State of West Virginia.
2. The State may accept or reject in part, or in whole, any bid.
3. All quotations are governed by the *West Virginia Code* and the *Legislative Rules* of the Purchasing Division.
4. Prior to any award, the apparent successful vendor must be properly registered with the Purchasing Division and have paid the required \$125 fee.
5. All services performed or goods delivered under State Purchase Order/Contracts are to be continued for the term of the Purchase Order/Contracts, contingent upon funds being appropriated by the Legislature or otherwise being made available. In the event funds are not appropriated or otherwise available for these services or goods, this Purchase Order/Contract becomes void and of no effect after June 30.
6. Payment may only be made after the delivery and acceptance of goods or services.
7. Interest may be paid for late payment in accordance with the *West Virginia Code*.
8. Vendor preference will be granted upon written request in accordance with the *West Virginia Code*.
9. The State of West Virginia is exempt from federal and state taxes and will not pay or reimburse such taxes.
10. The Director of Purchasing may cancel any Purchase Order/Contract upon 30 days written notice to the seller.
11. The laws of the State of West Virginia and the *Legislative Rules* of the Purchasing Division shall govern all rights and duties under the Contract, including without limitation the validity of this Purchase Order/Contract.
12. Any reference to automatic renewal is hereby deleted. The Contract may be renewed only upon mutual written agreement of the parties.
13. **BANKRUPTCY:** In the event the vendor/contractor files for bankruptcy protection, this Contract may be deemed null and void, and terminated without further order.
14. **HIPAA BUSINESS ASSOCIATE ADDENDUM:** The West Virginia State Government HIPAA Business Associate Addendum (BAA), approved by the Attorney General, and available online at the Purchasing Division's web site (<http://www.state.wv.us/admin/purchase/vrc/hipaa.htm>) is hereby made part of the agreement. Provided that, the Agency meets the definition of a Cover Entity (45 CFR §160.103) and will be disclosing Protected Health Information (45 CFR §160.103) to the vendor.
15. **WEST VIRGINIA ALCOHOL & DRUG-FREE WORKPLACE ACT:** If this Contract constitutes a public improvement construction contract as set forth in Article 1D, Chapter 21 of the West Virginia Code ("The West Virginia Alcohol and Drug-Free Workplace Act"), then the following language shall hereby become part of this Contract: "The contractor and its subcontractors shall implement and maintain a written drug-free workplace policy in compliance with the West Virginia Alcohol and Drug-Free Workplace Act, as set forth in Article 1D, Chapter 21 of the West Virginia Code. The contractor and its subcontractors shall provide a sworn statement in writing, under the penalties of perjury, that they maintain a valid drug-free work place policy in compliance with the West Virginia and Drug-Free Workplace Act. It is understood and agreed that this Contract shall be cancelled by the awarding authority if the Contractor: 1) Fails to implement its drug-free workplace policy; 2) Fails to provide information regarding implementation of the contractor's drug-free workplace policy at the request of the public authority; or 3) Provides to the public authority false information regarding the contractor's drug-free workplace policy."

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**INSTRUCTIONS TO BIDDERS**

1. Use the quotation forms provided by the Purchasing Division.
2. **SPECIFICATIONS:** Items offered must be in compliance with the specifications. Any deviation from the specifications must be clearly indicated by the bidder. Alternates offered by the bidder as **EQUAL** to the specifications must be clearly defined. A bidder offering an alternate should attach complete specifications and literature to the bid. The Purchasing Division may waive minor deviations to specifications.
3. Complete all sections of the quotation form.
4. Unit prices shall prevail in case of discrepancy.
5. All quotations are considered F.O.B. destination unless alternate shipping terms are clearly identified in the quotation.
6. **BID SUBMISSION:** All quotations must be delivered by the bidder to the office listed below prior to the date and time of the bid opening. Failure of the bidder to deliver the quotations on time will result in bid disqualifications: Department of Administration, Purchasing Division, 2019 Washington Street East, P.O. Box 50130, Charleston, WV 25305-0130



State of West Virginia  
 Department of Administration  
 Purchasing Division  
 2019 Washington Street East  
 Post Office Box 50130  
 Charleston, WV 25305-0130

# Request for Quotation

RFQ NUMBER
EBA190

PAGE
2

ADDRESS CORRESPONDENCE TO ATTENTION OF
SHELLY MURRAY 304-558-8801

ROSCOR

**ROSCOR**  
**ROSCOR CORPORATION**  
 1061 Feehanville Drive  
 Mount Prospect, IL 60056-6019  
 (847) 299-8080

SHIP TO

EDUCATIONAL BROADCASTING  
 AUTHORITY  
 600 CAPITOL STREET  
 CHARLESTON, WV  
 25301-1223 304-558-3400

DATE PRINTED	TERMS OF SALE	SHIP VIA	F.O.B.	FREIGHT TERMS
02/25/2009				

BID OPENING DATE: 03/12/2009 BID OPENING TIME 01:30PM

LINE	QUANTITY	UOP	CAT NO	ITEM NUMBER	UNIT PRICE	AMOUNT
				2019 WASHINGTON STREET, EAST CHARLESTON, WV 25305-0130		
<p>THE BID SHOULD CONTAIN THIS INFORMATION ON THE FACE OF THE ENVELOPE OR THE BID MAY NOT BE CONSIDERED:</p> <p>SEALED BID</p> <p>BUYER: SHELLY MURRAY</p> <p>RFQ. NO.: EBA190</p> <p>BID OPENING DATE: 03/12/2009</p> <p>BID OPENING TIME: 1:30 PM</p> <p>PLEASE PROVIDE A FAX NUMBER IN CASE IT IS NECESSARY TO CONTACT YOU REGARDING YOUR BID: 847-299-8080</p> <p>-----</p> <p>CONTACT PERSON (PLEASE PRINT CLEARLY): Mitchell Roston</p> <p>-----</p>						

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

SIGNATURE <i>Mitchell Roston</i>	TELEPHONE 847-299-8080	DATE 03/05/2009
TITLE Mitchell Roston, EVP	FEBN 36-0866840	ADDRESS CHANGES TO BE NOTED ABOVE

WHEN RESPONDING TO RFQ, INSERT NAME AND ADDRESS IN SPACE ABOVE LABELED 'VENDOR'

## **EBA190 Request for Quotations**

West Virginia Educational Broadcasting is seeking quotations on the purchase of an HD/SD-broadcast television, switchable turnkey station branding and promo system. Playouts for branding applications include tickers, crawls and snypes.

The system must have the capability of integrating its real-time video and audio, graphics effects system, with automation systems.

When not used in an automation system, the system must be capable of being used as a standalone branding device.

Accurate and quick real-time operator playout control must be possible through the use of user-designed control panels.

The branding system shall be a Chyron Channel Box SA, or equivalent, according to the specifications listed below.

### **I. General**

#### **HD/SD Character Generator / Channel Branding**

- The system shall be an HD/SD switchable channel branding system
- The system shall have a customizable automation interface layer
- The system must contain On-line/Off-line template layout design tools, and shall be capable of direct integration with Lyric graphics
- The system shall be capable of clip playout with an optional clip player
- The system shall have audio playout with gain control and routing
- The system must be capable of producing rich text-based rolls and crawls
- The system must have HD/SDI input and output

## II. System Configuration

Specifications must be equal to or exceed items listed below.

Qty	Description
2	<b>Chyron Channel Box SA or equivalent</b> Standard system includes: 4 RU rackmount chassis with 2.4 GHz Duo Core CPU, redundant PSU, Windows XP Pro, (1) 320 GB system drive and a 500GB SATA drive for media, 2GB SD RAM, N/Vidia GPU card, DVD-RW drive,
1	<b>Channel Box Clip Player w/dual 320GB striped drives or equivalent</b>
1	<b>Channel Box or equivalent GPI/O board</b>
1	<b>Channel Box or equivalent bypass option</b>
1	<b>Lyric Pro Offline or equivalent advanced animation software</b> *for authoring scenes requiring advanced transitions and interacting with persistent messages
1	<b>Channel Box Scene Creation or equivalent offline software (PC)</b> Offline software to allow creation of Channel Box or equivalent content and user control panels on a standalone user supplied PC.
1	<b>Channel Box or equivalent 3 day web based training</b>

## III. Service/Support

24 hour toll free technical support must be provided through vendor or manufacturer

## IV. Warranty

All items must be covered by a minimum one year parts and labor warranty

**V. Shipping**

Delivery shall be FOB destination

Deliver to:

WV Public Broadcasting  
Attention: Mike Fizer  
124 Industrial Park Drive,  
Beaver, WV, 25813

**VI. Invoicing**

Send invoice to:

West Virginia Public Broadcasting  
Attention: Steve Chapman  
600 Capitol St.  
Charleston, WV 25301

EBA190  
PRICING PAGE

<u>Quantity</u>	<u>Description</u>	<u>Unit Price</u>	<u>Extended</u>
2	Chyron Channel Box SA or equivalent	\$ <u>17648</u>	\$ <u>35296</u>
1	Channel Box Clip Player w/dual 320GB striped drives or equivalent	\$ <u>6177</u>	\$ <u>6177</u>
1	Channel Box or equivalent GPI/O board	\$ <u>353</u>	\$ <u>353</u>
1	Channel Box or equivalent bypass option	\$ <u>1765</u>	\$ <u>1765</u>
1	Lyric Pro Offline or equivalent advanced animation software	\$ <u>1324</u>	\$ <u>1324</u>
1	Channel Box Scene Creation or equivalent offline software (PC)	\$ <u>1765</u>	\$ <u>1765</u>
1	Channel Box or equivalent 3 day web based training	\$ <u>3000</u>	\$ <u>3000</u>
<u>TOTAL</u>			\$ <u>49680</u>



**QUOTATION**

Date: March 3, 2009

Page: 1 of 2

To

Shelly Murray  
West Virginia Public Television  
600 Capitol Street  
Charleston WV 25301  
Phone: (304) 558-3400 Fax:

Quote: TN35-3490  
Sales Rep: Tom Navaro  
Payment Terms: Net 30  
Freight Terms: FOB Destination  
Valid For: 30 Days

Quotation Summary: RFP# EBA190

Item	P/N	Description	Qty	Unit Price	Ext. Price
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**Section 1:**

1.1	<b>Chyron 7A00320</b> Channel Box - SA 525/NTSC	2	\$ 17,648.00	\$ 35,296.00
Channel Box is a HD/SD switchable turnkey branding and automated promo system featuring 2D/3D design and play out for branding applications. The systems real time video, graphics effects, clips and audio can be integrated with automation systems or used as a standalone branding device. User designed control panels enable quick and accurate, real-time operator play out control.				
1.2	<b>Chyron 5A21481</b> Clip Option. Includes (2) striped drives (minimum capacity (2) 250GB Drives) SATA drives.	1	\$ 6,177.00	\$ 6,177.00
1.3	<b>Chyron 5A01531</b> GPI/O Option. (Utilizes PCI slot)	1	\$ 353.00	\$ 353.00
1.4	<b>Chyron 7A00312</b> Channel Box Bypass Panel	1	\$ 1,765.00	\$ 1,765.00
Channel Box is a HD/SD switchable turnkey branding and automated promo system featuring 2D/3D design and play out for branding applications. The systems real time video, graphics effects, clips and audio can be integrated with automation systems or used as a standalone branding device. User designed control panels enable quick and accurate, real-time operator play out control.				
1.5	<b>Chyron 5A11295-6OL</b> Lyric PRO Off-line	1	\$ 1,324.00	\$ 1,324.00
Includes Lyric and Lyric PRO Off-line with dongle. Seats 1 and 2; price per seat.				
1.6	<b>Chyron 5A01527</b> Channel Box Offline.	1	\$ 1,765.00	\$ 1,765.00
Offline software to allow creation of Channel Box content and user control panels on a standalone PC. Please Note: Not currently available for use with Microsoft Vista software. Channel Box is a HD/SD switchable turnkey branding and automated promo system featuring 2D/3D design and play out for branding applications. The systems real time video, graphics effects, clips and audio can be integrated with automation systems or used as a standalone branding device. User designed control panels enable quick and accurate, real-time operator play out control.				



<i>Item</i>	<i>P/N</i>	<i>Description</i>	<i>Qty</i>	<i>Unit Price</i>	<i>Ext. Price</i>
1.7	Chyron WEBXCHN	WEBX Training. Three Day Channel Box Pricing is per session.	1	\$ 3,000.00	\$ 3,000.00

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*Section Total:* \$ 49,680.00

All prices quoted in U.S. Dollars

*Total:* \$ 49,680.00

All Sales are subject to our Standard Terms & Conditions.

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*Quote Total:* \$ 49,680.00



## Roscor Corporation's Quality Policy

### An ISO 9001:2000 Certified Company

*With the support and contribution of all of our employees, we will endeavor to exceed our customer's highest expectations through continual improvement in quality, delivery and service.*

Roscor has made the company-wide commitment to become ISO 9001:2000 certified. This is a commitment that not only affects the management team; but every employee within our organization. It is the commitment and dedication of all our employees that have allowed us to attain this prestigious certification and maintain it since our original certification on 4/25/2003. ISO 9001:2000 is a series of quality management system standards created by the International Organization of Standardization (ISO), a federation of 132 national standards bodies based in Geneva, Switzerland.

The ISO 9001:2000 standards include Design, Manufacturing and, most importantly, Customer Focus. There are five major clauses and numerous elements within these standards. Roscor has developed policies and procedures to which all of our employees are dedicated and have been made accountable.

- ❖ A company-wide Quality Management System
- ❖ Definitions of Management Responsibility
- ❖ Resource Management System
- ❖ Product Realization Definitions
- ❖ Measurement, Analysis and Improvement

The various elements include company procedures for:

- |   |  |
|---|--|
| ❖ Control of Documents                  | ❖ Control of Records                               |
| ❖ Customer Related Processes            | ❖ Purchasing                                       |
| ❖ Systems Integration Engineering       | ❖ Control of Production and Service Provision      |
| ❖ Customer Property                     | ❖ Preservation and Identification of Product       |
| ❖ Customer Satisfaction                 | ❖ Internal Audits                                  |
| ❖ Analysis of Data                      | ❖ Continual Improvement                            |
| ❖ Corrective and Preventive Actions     | ❖ Control of Monitoring & Measuring Devices        |
| ❖ Monitoring and Measurement of Product | ❖ Control of Nonconformity (Processes and Product) |

As a means of monitoring and ensuring conformance to our own procedures and to ensure we are meeting our Quality Objectives of *On-Time Performance* and *Zero System Rework*, Roscor conducts internal audits every six months. In addition to the internal audits, we are also audited by an outside source, our Certification Registrar, every six months. These audits are conducted at our headquarters location in Mount Prospect, IL and satellite offices in Michigan, Ohio and Wisconsin. The audits incorporate the review and evaluation of each of our procedures and the gathering of objective evidence to ensure we are adhering to the rigorous ISO 9001:2000 standards.

Customer Satisfaction is one of our major focuses and is taken very seriously. We have developed a process by which each and every one of our customers has an avenue to share with us their feedback regarding the service we have provided. This entire process is tracked, reviewed and evaluated. By monitoring this process, it allows us to identify areas for Continual Improvement.

On a quarterly basis, Roscor brings together the entire management staff for our Management Review Meeting. This again gives us an opportunity to review our goals and objectives as a means of Continual Improvement to our Quality Management System. We are dedicated to the growing needs of our customers and through the constant review and training of our own employees, are able to work with our customers to not only meet but exceed their expectations.