



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  
**DCH10050**

PAGE  
**1**

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

**\*C09133832 214-365-9999**  
**MUSEUM WORKS**  
**7500 PARK LANE**  
**DALLAS TX 75225**

**DIVISION OF CULTURE & HISTORY**  
**CULTURAL CENTER**  
**1900 KANAWHA BOULEVARD, EAST**  
**CHARLESTON, WV**  
**25305-0300 558-0220**

DATE PRINTED	TERMS OF SALE	SHIP VIA	F.O.B	FREIGHT TERMS
05/24/2010				

BID OPENING DATE: **06/08/2010** BID OPENING TIME **01:30PM**

LINE	QUANTITY	UOP	CAT. NO.	ITEM NUMBER	UNIT PRICE	AMOUNT
----- ADDENDUM NO. 1 -----						
THIS ADDENDUM IS ISSUED TO ADDRESS THE QUESTIONS RECEIVED PRIOR TO THE QUESTION SUBMISSION DEADLINE OF 05/14/2010.						
ATTACHMENTS: QUESTIONS AND RESPONSES PRE-BID SIGN IN SHEET						
THE BID OPENING DATE IS EXTENDED:						
FROM: 06/03/2010						
TO : 06/08/2010						
0001	1	LS		205-66		
ASSISTIVE TECHNOLOGY SYSTEM						
EXHIBIT 10						
REQUISITION NO.: DCH10050						
ADDENDUM ACKNOWLEDGEMENT						
I HEREBY ACKNOWLEDGE RECEIPT OF THE FOLLOWING CHECKED ADDENDUM(S) AND HAVE MADE THE NECESSARY REVISIONS TO MY PROPOSAL, PLANS AND/OR SPECIFICATION, ETC.						
ADDENDUM NO.'S:						

RECEIVED  
 2010 JUN -8 AM 10:05  
 WV PURCHASING DIVISION

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

SIGNATURE	TELEPHONE	DATE
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TITLE	FEIN	ADDRESS CHANGES TO BE NOTED ABOVE
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WHEN RESPONDING TO RFQ, INSERT NAME AND ADDRESS IN SPACE ABOVE LABELED 'VENDOR'



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# Request for Quotation

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

VENDOR FOR


\*C09133832      214-365-9999  
**MUSEUM WORKS**  
**7500 PARK LANE**  
  
**DALLAS TX 75225**

SHIP TO

**DIVISION OF CULTURE & HISTORY**  
**CULTURAL CENTER**  
**1900 KANAWHA BOULEVARD, EAST**  
**CHARLESTON, WV**  
**25305-0300      558-0220**

DATE PRINTED <b>05/24/2010</b>	TERMS OF SALE	SHIP VIA	F.O.B.	FREIGHT TERMS
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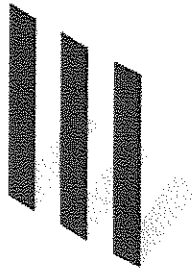
BID OPENING DATE: **06/08/2010**      BID OPENING TIME **01:30PM**

LINE	QUANTITY	UOP	CAT NO.	ITEM NUMBER	UNIT PRICE	AMOUNT
	NO. 1 .....					
	NO. 2 .....					
	NO. 3 .....					
	NO. 4 .....					
	NO. 5 .....					
<p>I UNDERSTAND THAT FAILURE TO CONFIRM THE RECEIPT OF THE ADDENDUM(S) MAY BE CAUSE FOR REJECTION OF BIDS.</p> <p>VENDOR MUST CLEARLY UNDERSTAND THAT ANY VERBAL REPRESENTATION MADE OR ASSUMED TO BE MADE DURING ANY ORAL DISCUSSION HELD BETWEEN VENDOR'S REPRESENTATIVES AND ANY STATE PERSONNEL IS NOT BINDING. ONLY THE INFORMATION ISSUED IN WRITING AND ADDED TO THE SPECIFICATIONS BY AN OFFICIAL ADDENDUM IS BINDING.</p> <p style="text-align: center;">             .....            SIGNATURE  <i>Museum Works</i>            .....            COMPANY  <i>June 7, 2010</i>            .....            DATE         </p> <p>NOTE: THIS ADDENDUM ACKNOWLEDGEMENT SHOULD BE SUBMITTED WITH THE BID.</p> <p>----- END OF ADDENDUM NO. 1 -----</p>						

SEE REVERSE SIDE FOR TERMS AND CONDITIONS

SIGNATURE	TELEPHONE	DATE
TITLE	FEIN	ADDRESS CHANGES TO BE NOTED ABOVE

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



MUSEUM  
WORKS

RFP #DCH10050

MuseumWorks Audio Tours

7500 Park Lane

Dallas Texas 75225

214-365-9999

RJ Machacek

June 3, 2010

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## **Section 1: Project Objectives**

### **Scope of Work**

MuseumWorks is pleased to respond to the RFP from the West Virginia Division of Culture and History. MuseumWorks is located in Dallas, Texas. Our experienced staff will create, produce, train and install all aspects of your audio tour and equipment 100% in-house. The overall objective of this project is to produce and install an audio tour that will enhance the museums existing tour as well as provide equipment that will enable the visually impaired, the hearing impaired and the mental impaired to appreciate the uniqueness of the museum as well as the non impaired.

The equipment MuseumWorks proposes, (Orpheo Classic Random Access Units, see attached Specification Sheet), will aid the visually impaired with Braille assistance and large tactilely accessible buttons with one of the largest LED screens in the business. Both LCD screen and buttons have programmable backlit and length of time can be programmed for customer. We are also able to provide an enjoyable experience for the hearing impaired by provided induction loops that will broadcast to the hearing aids.

Players are equipped with re-chargeable batteries. Batteries are fully charged in 2 hours and continuous play for 10 hours without charging.

MuseumWorks' equipment allows the mentally impaired to view the museum at their own pace and not be driven by a pre-timed audio content. They will have the ability to replay, rewind and pause.

MuseumWorks will install at West Virginia Division of Culture and History existing 36 points of interest tour on all players. In addition, we will create one Wayfinding/Introduction track to complement the existing tour. MuseumWorks will also

create 36 descriptive messages that will aid in the transitioning from each area to compliment the museum's existing tour. These descriptive tracks along the Show Path and the Discovery Rooms will enable the visually impaired to "feel" and sense the ambiance of the museum for a total of 37 primary tracks.

Also, in **Add/Alternative #2**, we also suggest using the Orpheo NEO II where text can be displayed or an ASL signed tour can be added.

Our audio tours include:

- All content research, including archival research, primary source research, and secondary source research conducted in concert with Customer's staff.
- One Professional Writer with up to two assistants working with Customer's staff, integrating content from written publications, archives, docent and training materials.
- Scripting of additional audio material including narration, dramatic recreations, and the creation of suitable dramas.
- Full Production Staff including one Producer, one primary Sound Engineer with up to three additional Sound Editors for the project duration.
- All professional Actors and Voice Talent for narration, reenactments and dramas.
- Recording of interviews which may include Customer's staff, eye witnesses, experts, celebrities, and/or academic authorities as agreed upon by both parties.
- Music research, artistic integration, music transitions and payment of music royalties.
- Sound Effects research, creation, and payment of sound effects royalties.
- Pre-production meetings with Customer's staff; production conference calls and production meetings.
- Revision of completed audio tracks and rough draft edits for final production and delivery.

- Professional recording studio time and use of professional recording equipment.
- Installation of audio content onto hardware.
- Testing of Audio Playback Units for performance and recharging ability.

## **Timeline**

MuseumWorks understands the timeline and can meet all requirements as we understand them at this time. However, we also understand that as the project evolves variations may be necessary, and MuseumWorks is willing to evolve the timeline if necessary.

### **Submit Proposal**

**June 8, 2010**

MuseumWorks will mail to the buyer of the West Virginia Division of Culture and History the original proposal along with 4 (four) copies of the proposal no later than June 8, 2010 at 1:00 p.m. We are also including CD's from previous projects.

### **Background Research**

**30 days after award of contract**

To date, Mr. Peck has surveyed your museum 4 times and interacted with key staff prior to the RFP being issued and the mandatory pre-bid meeting. Mr. Machacek surveyed the museum the day before the pre-bid meeting as well as the day of the meeting. Mr. Val Robinson has visited the museum on 2 other occasions; most recently during the SEMC Conference last September.

After the project is awarded continue research will be based on previous experience in your museum, and multiple experiences in similar museums (see references). After award continued interaction with staff, via email, phone and fax with a minimum of 1 research visit on-site.

### **Assess Facility/Wiring needs**

**90 days after award of contract**

Upon awarding of contract MuseumWorks will work with West Virginia Division of Culture to provide a detailed work plan for installing all IR or RF capabilities within the museum.





speakers allow the visitor to listen comfortably and 2 headphone jacks are also included for the hearing impaired. For the hearing impaired an text and/or ASL Sign Language tour can be added as well.

***Add in/Alternate #3***

In addition to the primary proposal we can also provide 30 additional Orpheo Classic Random Access players at additional costs.

***Add in/Alternate #4***

In addition to the primary proposal we can provide both multiple languages at additional costs.

**Software Installation/Training                      360 days after award of contract**

MuseumWorks will install all players, tours, and software. We will also train all relevant museum staff on the uses of all equipment and software used in production and installation. MuseumWorks is available during normal business hours for 4 hours of phone support at no additional cost to the customer.

MuseumWorks plans to provide 2 days of training at the 80% completion mark. We also plan on 2 days of training at the 100% mark based on primary proposal and **(Add in/Alternative #1, #3, and #4)**. **(Add in/Alternative #2)** will require 2 additional days of training.

Orpheo Desk Manager will give the West Virginia Division of Culture and History the ability to collect information on what points of interest along the tour patrons select drill downs as well as when they skip a point of interest.

## **Warranty**

MuseumWorks has a 2 year warranty on all players and a 1 year warranty on all batteries. MuseumWorks will provide battery timers to encourage proper battery charging practices. The normal turnaround time for units to be repaired is 3 weeks. After we have repaired the unit our repair technicians do a thorough battery conditioning that takes 10 business days to complete.

MuseumWorks can meet the 5 day turnaround time required by West Virginia Division of Culture and History; however the battery reconditioning will need to be done by museum staff. See technical sheet in appendix for more detail.

## **Section 2: Vendor Experience**

MuseumWorks has experience producing audio tours for art museums, historic museums, historical homes, historical sites, railway museums, military museums, aeronautical museums, the Smithsonian and many others. We produce all tours in-house 100% with an extensive collection of actors, voice talent, sound effects and music. MuseumWorks has completed 42 tours in various museums and facilities across the United States. We currently have 8 tours in production.

Our experienced staff tailors audio tours for institutions that blend the right music, sound effects and voice talents to bring energy and vibrancy to exhibits. We provide personal service from start to finish, including: audio content, production, and equipment.

MuseumWorks creates affordable audio tours and multimedia for museums, tourist attractions, cultural institutions, heritage and historical sites all over the United States. Our tours provide dynamic methods of communication that enhances the educational and entertainment value of their collections.

MuseumWorks is an authorized dealer of Orpheo Products in the United States.

## **Museum Work References**

### **Arkansas National Guard**

Col Steve Rucker  
Lloyd England Hall – Camp Joseph T. Robinson  
North Little Rock, AR 72199-9600  
501-212-5215

### **Cathedral of the Assumption**

Barbara Stein  
433 S 5th Street  
Louisville KY 40202  
502-582-2971 X5212

### **Frasier International Museum of History**

Craig Mooney,  
VP Operations & Finance  
829 West Main Street  
Louisville, KY 40202  
502-412-2040

### **International Quilt Study Center**

Carolyn Ducey  
Curator of Collections  
1523 North 33rd Street  
Lincoln, NE 68653  
402-472-6301

### **Ocean Star Offshore Drilling Rig and Museum**

Lisa Lisinicchia  
Operations Director  
Pier 19  
Galveston TX 77553  
409-766-7827



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## **The Oklahoma State Firefighter's Museum**

Mike Billingsley  
Director  
2716 North East 50th Street  
Oklahoma City, Oklahoma 73111  
405-424-1452

## **Section 3: Meet our Staff**

Our staff includes Project Director, recording technicians, producers, executive producers, technical producers, production team and repair technicians. Co-owners Scott Peck and RJ Machacek have combined over 60 years in the media industry. Each bringing unique their gifts and talents to create MuseumWorks.

### **RJ Machacek**

He worked in the media and events industry for 33 years as owner, writer, director and executive producer over regional and national commercial and cultural productions. He studied communications at the University of Texas at Arlington and the University of North Carolina at Greensboro. He has extensive experience with museum organizations, assisting them with media operations. He is currently co-owner of Park Lane Group and DBA Museum Works, a company specializing in meeting museum needs (media, marketing and operations) across the U.S. He is also currently Co-Director of the MBA Museum In Dallas Texas.

### **Museum Audio Tour Projects**

- Co-Producer, Executive Editor, Technical Director – Audio Tour for the Allen R. Hite Art Institute at Allen R. Hite Art Institute, University of Louisville.
- Co-Producer, Executive Editor, Technical Director – Audio Tour for Arkansas National Guard Camp Robinson at Arkansas National Guard Museum in North Little Rock Arkansas.
- Co-Producer, Executive Editor, Technical Director – Audio Tour for Cathedral of the Assumption in Louisville, Kentucky.
- Co-Producer, Executive Editor, Technical Director – Audio Tour for the Depot Museum in Henderson, Texas.
- Co-Producer, Executive Editor, Technical Director – Audio Tour of “American Quilts in the Modern Age, 1870-1940 at International Quilt Study Center, University of Nebraska, Lincoln, Lincoln, Nebraska.

- Co-Producer, Executive Editor, Technical Director – Audio Tour of “Chintz Appliqué: From Imitation to Icon” at International Quilt Study Center, University of Nebraska, Lincoln, Lincoln, Nebraska.
- Co-Producer, Executive Editor, Technical Director – Audio Tour of “Traveling Exhibition: “Quilts in Common: Quilting Around the Globe and Across the Centuries” at International Quilt Study Center, University of Nebraska, Lincoln, Lincoln, Nebraska.
- Co-Producer, Executive Editor, Technical Director – Audio Tour for the Kentucky Railway Museum in New Haven, Kentucky
- Co-Producer, Executive Editor, Technical Director – Audio Tour for Museum of Fur Trade in Charden, Nebraska.
- Co-Producer, Executive Editor, Technical Director – Audio Tour for Ocean Star Offshore Drilling Rig and Museum in Galveston, Texas.
- Co-Producer, Executive Editor, Technical Director – Audio Tour for The Oklahoma State Firefighter’s Museum in Oklahoma City, Oklahoma.
- Co-Producer, Executive Editor, Technical Director – Audio Tour for Smithsonian National Museum of American History, in Washington, D.C.
- Co-Producer, Executive Editor, Technical Director – Audio Tour of Underground Railroad for Kelton House Museum and Gardens, in Columbus, Ohio.
- Co-Producer, Executive Editor, Technical Director – Audio Tour of “American Quilts in the Modern Age, 1870-1940 at International Quilt Study Center, University of Nebraska, Lincoln, Lincoln, Nebraska.
- Co-Producer, Executive Editor, Technical Director – Audio Tour for the Spindletop/Gladys City Museum in Beaumont, Texas.
- Co-Producer, Executive Editor, Technical Director – Audio Tour for the Planes of Fame Museum in Chino, California.

- Co-Producer, Executive Editor, Technical Director – Audio Tour of ‘How the West is One’ The Reinstallation of the Permanent Art Collection at New Mexico Museum of Art, Santa Fe, NM.
- Co-Producer, Executive Editor, Technical Director – Audio of The Permanent Collection Audio Tour at The Women’s Museum in Dallas, TX.
- Co-Producer, Executive Editor, Technical Director – Audio Tour of the First Floor History of Texas at The Star of Texas Museum, Washington-on-the-Brazos, TX.
- Co-Producer, Executive Editor, Technical Director – Audio Tour of American History and The American Arms Collection at The Frazier Historic Arms Museum in Louisville, KY.
- Co-Producer, Executive Editor, Technical Director – Outdoor Audio Tour the Washington State Historic Site, Texas Parks and Wild Life, Washington-on-the-Brazos, TX.
- Co-Producer, Executive Editor, Technical Director – Audio Environment of The Living Lab at The Heard Natural Science Museum in McKinney, TX.
- Co-Producer, Executive Editor, Technical Director – Marilyn Monroe: Exhibited and Exploited for The State Fair of Texas at The Women’s Museum in Dallas, TX.
- Co-Producer, Executive Editor, Technical Director – Audio Tour of The British Royal Armory and The Frazier Historic Arms Museum in Louisville, KY. August 2005.
- Co-Producer, Executive Editor, Technical Director – The Art of Norman Rockwell Audio Tour at the Norman Rockwell Art Gallery in the National Scouting Museum, Irving, TX.
- Co-Producer, Executive Editor, Technical Director – Audio Tour – Talmud: The Art of Marc Chagall and Ben-Zion at The Biblical Arts Center/The Museum of Biblical Art, Dallas, TX.
- Co-Producer, Executive Editor, Technical Director – Audio Tour: Oskar Schindler at The Biblical Arts Center/The Museum of Biblical Art, Dallas, TX.



- Co-Producer, Executive Editor, Technical Director – Holocaust Exhibit Audio Tour: Varian Frey at The Biblical Arts Center/The Museum of Biblical Art, Dallas, TX. Co-Producer, Executive Editor – Holocaust Exhibit Audio Tour: Dead Sea Scrolls at The Biblical Arts Center/The Museum of Biblical Art, Dallas, TX.

### **Recent Lectures**

- ‘Creating Income Strategies for Museums’ Educational Seminar for The Texas Association of Museums, Austin, TX Spring 2007.
- ‘Disaster Recovery and Prevention for Museums’ Educational Seminar for The Texas Association of Museums in Austin TX Spring 2007.
- ‘Sound and The Museum: Museum Audio Tours and More’ Educational Seminar for The Texas Association of Museums in Beaumont Spring 2006.

## Scott Peck

Scott has Undergraduate Degrees from Indiana University, a Business degree and B.A. in Economics. Scott also has studied Art and Museum Education and Training at the University of Texas at Dallas where he completed a Master's Degree in Aesthetics as a part of their Museum Studies Program. He also completed a Master's thesis on Albrecht Durer and the 15<sup>th</sup> 16<sup>th</sup> century prints. Scott has also studied Art with an emphasis on Early Modernism and Impressionism.

### **Museum Audio Tour Projects:**

- Historian, Writer and Co-Co-Producer – Audio Tour for the Allen R. Hite Art Institute at Allen R. Hite Art Institute, University of Louisville.
- Historian, Writer and Co-Co-Producer – Audio Tour for Arkansas National Guard Camp Robinson at Arkansas National Guard Museum in North Little Rock Arkansas.
- Historian, Writer and Co-Co-Producer – Audio Tour for Cathedral of the Assumption in Louisville, Kentucky.
- Historian, Writer and Co-Co-Producer – Audio Tour for the Depot Museum in Henderson, Texas.
- Historian, Writer and Co-Co-Producer – Audio Tour of “American Quilts in the Modern Age, 1870-1940 at International Quilt Study Center, University of Nebraska, Lincoln, Lincoln, Nebraska.
- Historian, Writer and Co-Co-Producer – Audio Tour of “Chintz Appliqué: From Imitation to Icon” at International Quilt Study Center, University of Nebraska, Lincoln, Lincoln, Nebraska.
- Historian, Writer and Co-Co-Producer – Audio Tour of “Traveling Exhibition: “Quilts in Common: Quilting Around the Globe and Across the Centuries” at International Quilt Study Center, University of Nebraska, Lincoln, Lincoln, Nebraska.
- Historian, Writer and Co-Co-Producer – Audio Tour for the Kentucky Railway Museum in New Haven, Kentucky

- Historian, Writer and Co-Co-Producer – Audio Tour for Museum of Fur Trade in Charden, Nebraska.
- Historian, Writer and Co-Co-Producer – Audio Tour for Ocean Star Offshore Drilling Rig and Museum in Galveston, Texas.
- Historian, Writer and Co-Co-Producer – Audio Tour for The Oklahoma State Firefighter’s Museum in Oklahoma City, Oklahoma.
- Historian, Writer and Co-Co-Producer – Audio Tour for Smithsonian National Museum of American History, in Washington, D.C.
- Historian, Writer and Co-Co-Producer – Audio Tour of Underground Railroad for Kelton House Museum and Gardens, in Columbus, Ohio.
- Historian, Writer and Co-Co-Producer – Audio Tour of “American Quilts in the Modern Age, 1870-1940 at International Quilt Study Center, University of Nebraska, Lincoln, Lincoln, Nebraska.
- Historian, Writer and Co-Co-Producer – Audio Tour for the Spindletop/Gladys City Museum in Beaumont, Texas.
- Historian, Writer and Co-Co-Producer – Audio Tour for the Planes of Fame Museum in Chino, California.
- Art Historian, Writer, Co-Co-Producer - Audio Tour of ‘How the West is One’ The Reinstallation of the Permanent Art Collection at The Santa Fe Museum of Fine Arts, Santa Fe, NM. Opens July 2, 2007.
- Writer and Co-Co-Producer – Audio of The Permanent Collection Audio Tour at The Women’s Museum in Dallas, TX.
- Historian, Writer, and Co-Co-Producer – Audio Tour of the First Floor History of Texas at The Star of Texas Museum, Washington-on-the-Brazos, TX.
- Historian, Writer and Co-Co-Producer – Audio Tour of American History and The American Arms Collection at The Frazier Historic Arms Museum in Louisville, KY.
- Historian, Writer, and Co-Co-Producer – Outdoor Audio Tour the Washington State Historic Site, Texas Parks and Wild Life, Washington-on-the-Brazos, TX.

- Historian, Writer, and Co-Co-Producer – Audio Environment of The Living Lab at The Heard Natural Science Museum in McKinney, TX.
- Historian, Writer and Co-Co-Producer – Marilyn Monroe: Exhibited and Exploited for The State Fair of Texas at The Women’s Museum in Dallas, TX.
- Historian, Writer and Co-Co-Producer – Audio Tour of The British Royal Armory and The Frazier Historic Arms Museum in Louisville, KY. August 2005.
- Art Historian, Writer, and Co-Co-Producer of The Art of Norman Rockwell Audio Tour at the Norman Rockwell Art Gallery in the National Scouting Museum, Irving, TX.
- Art Historian, Writer, and Co-Co-Producer of Audio Tour - Talmud: The Art of Marc Chagall and Ben-Zion at The Biblical Arts Center/The Museum of Biblical Art, Dallas, TX.
- Historian, Writer, and Co-Co-Producer of Holocaust Exhibit Audio Tour: Oskar Schindler at The Biblical Arts Center/The Museum of Biblical Art, Dallas, TX.
- Historian, Writer, and Co-Co-Producer of Holocaust Exhibit Audio Tour: Varian Frey at The Biblical Arts Center/The Museum of Biblical Art, Dallas, TX.

**Art Museum Video Projects:**

- Art Historian, Academic Consultant for the 6 Hour/12 Session Video Series ‘Museum Masterpieces at The Louvre’ produced by The Teaching Company, Chantilly VA. Released July 2006.
- Art Historian, Academic Consultant for the 12 Hour/24 Session Video Series ‘Art in the Metropolitan Museum of Art, New York’ produced by The Teaching Company, Chantilly, VA. Anticipated release September 2007.
- Art Historian, Academic Consultant for the 12 Hour/24 Session Video Series ‘The New York Art Museums: The Guggenheim, The Whitney, The Frick, The Cooper-Hewitt, The Morgan Library, and MOMA The Museum of Modern Art’ produced by The Teaching Company, Chantilly, VA. Anticipated release March 2008.

### **Academic Instruction**

- Currently Guest Lecturer in Art History and Research Assistant in Art History under the direction of Dr. Richard Brettell at The University of Texas at Dallas.
- Formerly on the faculty at the Center for Non-Profit Management and taught seminars for museum personnel and non-profit professionals in Dallas.

### **Public School/Private School Audio Visual Publishing Credits**

Involved in producing many historical and educational films and videos, writing curriculums for public schools including: The Emmy Award winning video series 'In Search of the Heroes', The Harriet Tubman Story, George Washington Carver, Sam Houston Man of Honor, William Barrett Travis and the Alamo, Mark Twain, For All Mankind: Thomas Edison, Susan B. Anthony and the Women's Right to Vote and the Award Winning Anne Frank Story.

### **Lectures and Speaking Engagements**

- 'Early Modernism and the Influence of the Japanese Woodcut: Monet, Degas, and Cassatt' at The Crow Asian Art Museum, Dallas Texas.
- 'The Art of Norman Rockwell and the American Image' at Thanksgiving Square and the Phillip Johnson Chapel, Dallas, TX.
- 'Creating Income Strategies for Museums' Educational Seminar for The Texas Association of Museums, Austin, TX Spring 2007.
- 'Disaster Recovery and Prevention for Museums' Educational Seminar for The Texas Association of Museums in Austin TX Spring 2007.
- 'Sound and The Museum: Museum Audio Tours and More' Educational Seminar for The Texas Association of Museums in Beaumont Spring 2006.
- 'Jewish Ceremonial Art and the Museum' for Jewish Theological Seminary at the Luce Program in Jewish Ceremonial Art. Scheduled Upcoming for October 2007.
- Museum Fundraising North Texas Museum Association Fall 2008.

- Museum Media Arkansas Museum Association Spring 2009.
- “Winslow Homer: American Artist” Longview Museum of Fine Arts Fall 2009.

## **Kathy Nickel**

Kathy is the Project Director for MuseumWorks. Kathy has over 20 year's administrative and project management experience. Her extensive knowledge and ability to manage projects effectively helps her in the daily role of Project Director. She interfaces with the client and directs all projects including the overall management and quality of audio tours. Kathy also handles client communication and service issues. Other duties include overseeing the work of the team and developing the project goals and timetables; assisting, defining and initiating projects; managing cost, scheduling, and performance of component projects to ensure the ultimate success and acceptance of the program. Kathy also serves as a liaison between the other MuseumWorks departments in the resolution of day-to-day administrative and operational problems, including scheduling and coordinating meetings, interviews and travel.

### **Projects**

- Project Director for summer productions involving coordination of volunteers, staff, events, entertainment, and decorations for 14 years.
- Project Director – Audio Tour for Arkansas National Guard Camp Robinson at Arkansas National Guard Museum in North Little Rock Arkansas.
- Project Director – Audio Tour for National Frontier Trails Museum in Lincoln, Nebraska.
- Project Director – Audio Tour Historic Arkansas Museum in Little Rock, Arkansas.
- Project Director – Audio Tour for Jekyll Island, Museum in Jekyll Island, Georgia.
- Project Director – Audio Tour for Kelton House Museum and Gardens, in Columbus, OH.

## **Dr. Valentine “Val” Robinson**

Val graduated from Jacksonville Theological Seminary with a doctorate degree. He also has a Masters of Divinity from New Orleans Baptist Theological Seminary. Val did undergraduate work at William Carey College. Val brings many unique gifts and talents to MuseumWorks.

Val has 5 years experience as the Assistant Director of a museum. Val also has 9 years experience in the film and video industry where he oversaw educational audio visual products for schools.

Val coordinated seminar audio visuals presentation for museum events at American Association of Museums, and Southwest Museum Conference, Texas Association of Museums, Oklahoma Museum Association, Southeastern Museum Conference, and Mountain Plains Museum Association.

As Sales Director Val oversees Marketing, scheduling, and staff management. Val also handles some client communication and service issues.



## **Section 4 – Work Plan**

MuseumWorks will use museum quality Orpheo Classic Random Access players for this project. MuseumWorks is an authorized distributor and is authorized to repair the units.

### **30 Days After Award**

MuseumWorks will contact West Virginia Division of Culture and History via conference call to set a timeline and begin working on project. During this call parameters will be set for on-site research visit, recordings of any museum staff, docents, historians, etc that will be used in the creation of the additional 36 tracks and one Wayfinding/Introduction track for a total of 37 primary tracks.

At this time MuseumWorks will also prefer to acquire all files, audio files from existing tour. IR locations and specifications will also be noted at this time.

### **90 Days After Award**

MuseumWorks will coordinate with museum staff any needs for wiring.

MuseumWorks will audition narrators and submit 3 candidates for the museum's approval. When the narrator has been chosen then MuseumWorks will begin assembling the new tracks.

### **300 Days After Award**

MuseumWorks will send, via email, completed tracks for the customers to critique.

MuseumWorks will deliver and install equipment and software, install IR, and as well as first 2 days of training.

## **360 Days After Award**

MuseumWorks will deliver audio tour with 36 existing tracks, 36 transition tracks as well as one Wayfinding/Introduction track.

MuseumWorks will also install the editing Software and train the museum staff.

## **Section 5: Cost**

Detailed pricing provided in sealed envelope.

You will find that we take an unusual approach in the museum audio tour business, in price, ownership of copyright (client owned), and flexible equipment relationships (any audio company can load our equipment). While our quality is some of the best in the business our price is all inclusive: drama, sound effects, music, and production.

MuseumWorks offers a competitive pricing structure for your audio tour and equipment needs.

# ARKANSAS NATIONAL GUARD MUSEUM

Lloyd England Hall – Camp Joseph T. Robinson

North Little Rock, Arkansas 72199-9600



May 27, 2010

To Whom It May Concern

The Arkansas National Guard Museum purchased an audio tour system from MuseumWorks in late 2009. We received the system in early 2010 and have been very pleased with the system.

We looked at a variety of audio systems from several vendors and chose MuseumWorks for several reasons. They offered a complete package from one vendor, not equipment from one and program audio from another. Their prices, for the entire package, were very competitive. Based on the samples we listened to, the quality of the audio was excellent. And, most importantly for us, we owned the finished product and would be free to incorporate it in our web site and include the audio for any purpose we felt appropriate.

Our expectations were exceeded. The finished product is much more that we envisioned. Rather than replacing the text panels and labels in the museum, the audio tour adds layers of depth to each stop and has proven to be very popular with our visitors.

A handwritten signature in black ink, appearing to read "SR", written over a horizontal line.

Steve Rucker  
Director



CATHEDRAL OF THE ASSUMPTION  
433 South Fifth Street  
Louisville, KY 40202

---

June 2, 2010

To Whom It May Concern:

I am happy to write a letter of reference for Museum Works Audio Tours. We chose your company to produce the audio tour for the Cathedral of the Assumption and are extremely pleased with our finished product. The Museum Works staff that we dealt with in Dallas and those that conducted the interviews on site were extremely professional and easy to work with. The Orpheo playback units have been very easy to use and maintenance free. The Cathedral of the Assumption audio tour has been well received and will be enjoyed by many for years to come.

Sincerely,

Barbara Stein  
*Communications & Public Relations*

May 27, 2010

To Whom It May Concern:

I have had the pleasure of working with MuseumWorks on two audio tour projects for exhibitions at the International Quilt Study Center & Museum at the University of Nebraska-Lincoln. As Curator of Collections I worked closely with Scott Peck and R.J. Machacek, who were professional, accessible and skilled. They provided leadership and inspiration as the material on the audio was developed and for the actual taping of the audio. They, along with the staff of MuseumWorks, were available for questions, responded quickly to edits and last minute changes and were unfailingly enthusiastic throughout the project. They produced a well-crafted audio tour that was balanced with intriguing information and anecdotes. Our audience was entertained and educated by the tour.

MuseumWorks has my recommendation. I would enjoy working with the team again.

Sincerely



Carolyn Ducey  
Curator of Collections  
402-472-6301  
cducey1@unl.edu



## **OCEAN STAR OFFSHORE DRILLING RIG & MUSEUM**

P.O. Box 2040 ★ Galveston, TX 77553

Phone: (409)766-7827 ★ Fax: (409)766-1242

Website: [www.OceanStarOEC.com](http://www.OceanStarOEC.com) ★ Email: [osmuseum@aol.com](mailto:osmuseum@aol.com)

Museum Works  
7500 Park Lane  
Dallas, TX 75225

This is letter of recommendation for the products and services offered by MuseumWorks, whom we contracted to produce an audio tour in 2008. Their staff was professional in presentation, very helpful in answering our questions, open in their negotiations, and conscientious about the process without an overly aggressive sales pitch. We had already decided to pursue an audio tour at our facility before choosing MuseumWorks and have been thoroughly pleased with the finished product and continual customer service.

Scott and RJ were delightful to work with and walked us through the recorded interview process in less than ideal physical settings. They managed to take a highly technical topic and piece together a very user friendly, anecdotal and genuinely interesting tour. The equipment they suggested has proven easy to use and even though we have required repairs after they sat "idle" for months due to Hurricane Ike, MuseumWorks has consistently been willing and prompt in their service agreement. Our experience has been overwhelmingly positive and we will continue to work with this company on future upgrades and expansion to the existing audio tour.

The Offshore Energy Center (OEC), a 501(c) (3) nonprofit established in 1988, is dedicated to expanding awareness of the vast energy resources available beneath the world's oceans and to chronicle the unique heritage and technological accomplishments of an industry that discovers, produces and delivers these resources to mankind in a safe and environmentally responsible way.

The *Ocean Star*, a retired jack up rig, was acquired by the OEC, completely refurbished, moved to Pier 19 in Galveston, and opened as a museum about the offshore energy industry in 1997. Three floors of more than 70 hands-on learning activities and educational exhibits related to the offshore energy topics of earth science, environmental science, seismology, math, engineering, technology and history await student field trips, teachers and educators, industry tours, Boy and Girl Scout troops, families, and the general public. To date, more than 300,000 visitors have toured the *Ocean Star* and experienced the offshore energy industry first hand.

Kind regards,

*Lisa Lisinicchia,*

Operations Director



Frazier  
International  
History Museum

829 West Main Street • Louisville, KY 40202-2619 • (502) 412-2280 • (866) 886-7103

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To Whom It May Concern:

My name is Craig Mooney and I am the VP of Operations and Finance at the Fraizer International History Museum in Louisville, Kentucky. We have been in business with MuseumWorks since January 2005; we have purchased the Random Classic Units. The Random Classic Units are very durable, easy to maintain, excellent sound quality and easy to use by the museum patrons.

The audio tour that MuseumWorks provided for our museum was able to bring our exhibits to life. MuseumWorks was able to incorporate sound effects, music, drama as well as narration. Our revenue stream increased as well as our attendance numbers. MuseumWorks provides personal service from start to finish including audio content, production and equipment. The price for the audio tour was reasonable and it now serves as an income stream. MuseumWorks offers outstanding service, commitment and respect to their clients. I am very impressed with the quality of service and the pride they take in making sure you are happy with the finished product. If you are looking for better service at a better price and quality isn't compromised, I would recommend Museum Works.

Sincerely,

Craig Mooney,

VP Operations & Finance  
Frazier International History Museum  
502-412-2040  
[www.fraziermuseum.org](http://www.fraziermuseum.org)

*Where History is Happening!*  
[www.fraziermuseum.org](http://www.fraziermuseum.org)

# ACORD CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY)

05/26/2010

PRODUCER (972) 581-4800 FAX (972) 581-4850  
**Beil Insurance Agency**  
 16980 Dallas Parkway  
 Dallas, TX 75248  
 Candy Goehring

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW.

INSURED **Miracle of Pentecost Foundation, Inc.**  
 DBA: dba Biblical Arts Center  
 P. O. Box 12727  
 Dallas, TX 75225

**INSURERS AFFORDING COVERAGE**

NAIC #

INSURER A: **Federal Ins. Co.**

INSURER B:

INSURER C:

INSURER D:

INSURER E:

**COVERAGES**

THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. AGGREGATE LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

INSR ADD'L LTR	INSRD	TYPE OF INSURANCE	POLICY NUMBER	POLICY EFFECTIVE DATE (MM/DD/YY)	POLICY EXPIRATION DATE (MM/DD/YY)	LIMITS	
A		<b>GENERAL LIABILITY</b> <input checked="" type="checkbox"/> COMMERCIAL GENERAL LIABILITY <input type="checkbox"/> CLAIMS MADE <input checked="" type="checkbox"/> OCCUR GEN'L AGGREGATE LIMIT APPLIES PER: <input type="checkbox"/> POLICY <input type="checkbox"/> PRO-JECT <input type="checkbox"/> LOC	35909626	05/04/2010	05/04/2011	EACH OCCURRENCE	\$ 1,000,000
						DAMAGE TO RENTED PREMISES (Ea occurrence)	\$ 1,000,000
						MED EXP (Any one person)	\$ 10,000
						PERSONAL & ADV INJURY	\$ 1,000,000
						GENERAL AGGREGATE	\$ 2,000,000
						PRODUCTS - COMP/OP AGG	\$ 2,000,000
A		<b>AUTOMOBILE LIABILITY</b> <input checked="" type="checkbox"/> ANY AUTO <input type="checkbox"/> ALL OWNED AUTOS <input type="checkbox"/> SCHEDULED AUTOS <input checked="" type="checkbox"/> HIRED AUTOS <input checked="" type="checkbox"/> NON-OWNED AUTOS	73562021	05/04/2010	05/04/2011	COMBINED SINGLE LIMIT (Ea accident)	\$ 1,000,000
						BODILY INJURY (Per person)	\$
						BODILY INJURY (Per accident)	\$
						PROPERTY DAMAGE (Per accident)	\$
		<b>GARAGE LIABILITY</b> <input type="checkbox"/> ANY AUTO				AUTO ONLY - EA ACCIDENT	\$
						OTHER THAN AUTO ONLY: EA ACC	\$
						AGG	\$
A		<b>EXCESS/UMBRELLA LIABILITY</b> <input checked="" type="checkbox"/> OCCUR <input type="checkbox"/> CLAIMS MADE DEDUCTIBLE RETENTION \$	79880818	05/04/2010	05/04/2011	EACH OCCURRENCE	\$ 5,000,000
						AGGREGATE	\$ 5,000,000
							\$
							\$
A		<b>WORKERS COMPENSATION AND EMPLOYERS' LIABILITY</b> ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? if yes, describe under SPECIAL PROVISIONS below	71739149	05/04/2010	05/04/2011	<input checked="" type="checkbox"/> WC STATUTORY LIMITS <input type="checkbox"/> OTHER	
						E.L. EACH ACCIDENT	\$ 1,000,000
						E.L. DISEASE - EA EMPLOYEE	\$ 1,000,000
						E.L. DISEASE - POLICY LIMIT	\$ 1,000,000
A		<b>OTHER Equipment Floater</b>	35909626	05/04/2010	05/04/2011	\$3,400 Big Box Trailer	

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES / EXCLUSIONS ADDED BY ENDORSEMENT / SPECIAL PROVISIONS

**CERTIFICATE HOLDER**

**CANCELLATION**

Park Lane Group  
 7500 Park Lane  
 Dallas, TX 75225

SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, THE ISSUING INSURER WILL ENDEAVOR TO MAIL \_\_\_\_\_ DAYS WRITTEN NOTICE TO THE CERTIFICATE HOLDER NAMED TO THE LEFT, BUT FAILURE TO MAIL SUCH NOTICE SHALL IMPOSE NO OBLIGATION OR LIABILITY OF ANY KIND UPON THE INSURER, ITS AGENTS OR REPRESENTATIVES.

AUTHORIZED REPRESENTATIVE



## **IMPORTANT**

If the certificate holder is an **ADDITIONAL INSURED**, the policy(ies) must be endorsed. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).

If **SUBROGATION IS WAIVED**, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).

## **DISCLAIMER**

The Certificate of Insurance on the reverse side of this form does not constitute a contract between the issuing insurer(s), authorized representative or producer, and the certificate holder, nor does it affirmatively or negatively amend, extend or alter the coverage afforded by the policies listed thereon.

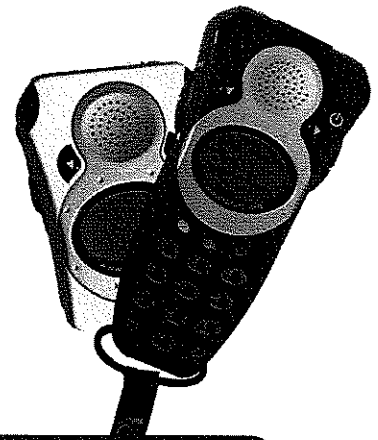
# Orpheo

They provide complete Audioguide solutions. Over 70,000 of our audioguides are currently installed in more than 600 sites.

## Orpheo References - USA

- 4 Eyes Media (NJ)
- Arkansas National Guard Museum (AR)
- Bostonian Society (MA)
- Brighter Images
- Cathedral of the Assumption (KY)
- Coleman Vision–Laser Eye Surgery (NM)
- Coors Millers Brewery (CO)
- Course Companion (WI)
- Dayton Art Institute (OH)
- Diving Museum (FL)
- Dixon Gallery and Gardens
- Dr Pepper Museum (TX)
- DTE Energy – Power Plant (MI)
- Empire State Building (NY)
- Fantasy of Flight (FL)Villa Zorayda (FL)
- Florida Museum of Air (FL)
- Fort Necessity Battelfield (PA)
- Frazier International Arms Museum (KY)
- Frederic Remington Art Museum (NY)
- Green Builder
- Hancock Shaker Village (MA)
- Hydroplane & Raceboat Museum (WA)
- Intel Museum Heckacher Museum
- International Quilt Study Center (NE)
- Intrepid Sea Air & Space Museum (NY)
- Jimmy Stewart Museum
- Kelton House (MO)
- Kentucky Railway Museum (KY)
- Kivunim (New York)
- Manitowoc County Historical Society (WI)
- Manitowoc County Historical Society (WI)
- Milan Historical Museum (OH)
- Missouri Secretary of State (MO)
- Missouri State Park (MO)
- Montshire Museum of Science (VT)
- Morris Museum of Art

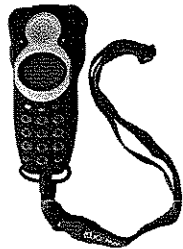
- Museum of Fine Arts (NM)
- Museum Of Latin American Art
- Museum of Natural History (Cleveland)
- Museum of the City of New York (NY)
- Museum of the Fur Trade (NE)
- Museum of the Rockies (MT)
- Naper Settlement
- National Portrait Gallery (CA)
- National Quilt Museum (KY)
- New York Historical Society (NY)
- Noble Maritime Collection of Staten Island (NY)
- Oak Park Convention & Visitors Bureau (IL)
- Ocean Star Offshore Drilling Rig and Museum (TX)
- Oklahoma Firefighter Museum (OK)
- Paris Gibson Square Museum of Art (MT)
- Pfizer (formerly Wyeth)
- Planes of Fame Air Museum (CA)
- Pratt and Whitney
- Rhode Island School of Design
- San Francisco Coit Tower and Japanese Tea Garden (currently installing)
- Science Museum of Minnesota (MN)
- Seattle Asian Art Museum (WA)
- Sedona Historical Society (FL)
- Sisters of Providence (IN)
- Smithsonian American Art Museum (DC)
- Southern Visions (GA) University of Louisville (KY)
- Sunwatch Indian Village Archaeological Park (OH)
- SW Florida Holocaust Museum (FL)
- TCU Fort Worth
- Tech Museum (Silicon Valley)
- The Chapin School (New York City)
- The Freer Collection-Smithsonian (DC)
- The Georgia O'Keeffe Museum (NM)
- The Library of Congress (WA)
- The Penn Museum (PA)
- UnderWater World-Tumon Aquarium(Guam)
- University of Wisconsin (WI)
- Villa Zorayda Museum (FL)
- Women's Museum (TX)
- World Golf Hall of Fame



# Orpheo CLASSIC/COMPACT

The Orpheo line was designed to meet the specific needs of the Museum and Cultural sector

**Open architecture**  
Unrivalled Reliability  
Intuitive and User-friendly  
Solid and Shockproof  
Digital Sound Quality  
Progressive Price Structure  
Automatic Triggering &  
Video Synchronisation  
(IR and/or RF)  
Group Conference Mode  
Localisation (RFID, GPS)



### Orpheo CLASSIC

Designed for tours with manual or automatic triggering  
Dedicated color keys for creating thematic tours and/or for providing deeper layer of information  
Dual listening capability via the loudspeaker or headphones (2 headset jacks)  
All keys are customizable

### SPECIFICATIONS

#### Sound

MP3, WMA, AAC mono / stereo with 2 headset jacks

#### Keypad

Backlit soft touch keypad  
12 keys with raised markers for the visually impaired  
3 fast-access programmable keys

#### Display screen

Backlit LCD  
Battery level indicator  
Fully customizable on-screen instructions  
A picture/video can be linked to each text

#### Casing

Fire retardent material  
Shock resistant ABS plastic  
Rainproof

#### Built-in antitheft system

#### Integrated sync system

Facility to edit the tracks and organize your own audio tours with our free Orpheo™ Manager software

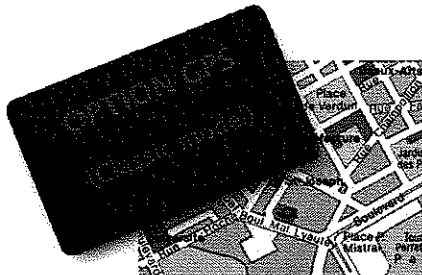
On-screen messages correspond to the selected language

### Orpheo COMPACT

Designed for visitor attractions and linear visits

Contains 2 headphone jacks and a high quality loudspeaker that enables use without headphones as well

Automatic or manual triggering



With more than 70,000 devices installed around the world, we have the experience to create top-of-the-line audio tour solutions

## TECHNICAL SPECIFICATIONS

**AUDIO FORMAT**  
MP3, AAC, WMA, PCM Wave

**CAPACITY**  
Flexible capacity: from 4 hours (stereo, high bitrate) to virtually hundreds of hours

**VISIT/TOUR TYPE**  
Linear, Interactive, Automatic, GPS triggered etc.

**NUMBER OF TOURS**  
Unlimited (only memory capacity dependent)

**AUDIO MESSAGES**  
Unlimited multi-lingual audio content  
(up to 65,000 messages per language)

**USER INTERFACE**  
Graphic Display Screen, fully customizable  
Can display every language (Unicode standards)

**PROGRAMMING INTERFACE**  
User Friendly Orpheo™ Manager Software

**DISPLAY**  
100 x 64 Graphic Display  
Backlighting

**KEYPAD**  
Fully Customizable  
3 Dedicated Keys (yellow, green, red)  
Backlighting

**ACCESSIBILITY**  
Keypad with raised markers for the visually impaired  
Hearing Aid Compatibility using Induction Loops  
Ergonomic Design  
Comfortable, break-away neck strap

**SPEAKERS**  
1 integrated high quality loudspeaker

**CHARGING**  
Fully charged in 2 hours (NiMH batteries)

**POWER SAVING**  
User Definable  
Entering standby mode after 20 seconds of inactivity (default setting)  
Instantly available when exiting standby

**AUTONOMY**  
Continuous play for 10 hours without charging

**CHARGING/PC INTERFACE RACKS**  
Available for 10 or 20 units  
Stand-alone or can be wall, cabinet or rack mounted  
Flight case charging rack also available

**VOLUME**  
User Adjustable

**REMOTE TRIGGERING**  
Infrared  
Radio Frequency (optional)  
GPS (Classic model, optional)

**SYNCHRONISATION**  
Synchronisation with video (triggering, lip sync, etc.) and show control systems (optional)

**STATISTICS/USAGE**  
Comprehensive Data Collection  
MS EXCEL™ Export Filter

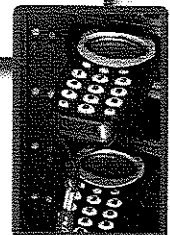
**ALARM**  
Built-in Antitheft System

**COLORS**  
Dark Blue/Bronze  
Custom Colors are available upon request

DIMENSIONS	COMPACT	CLASSIQUE	MINI	NEO2
LENGTH	10 cm	15,5 cm	11,3 cm	14,2 cm
WIDTH	7,5 cm	5,5 cm	7,5 cm	7,7 cm
DEPTH	3,5 cm	3,5 cm	1,8 cm	2,1 cm
WEIGHT	198g	235g	160g	207g

### CHARGING MODULE

48,2 cm  
31 cm  
5,7 cm



PARIS

BERLIN

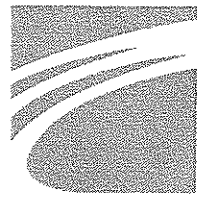
NEW YORK

BEIJING

TOKYO

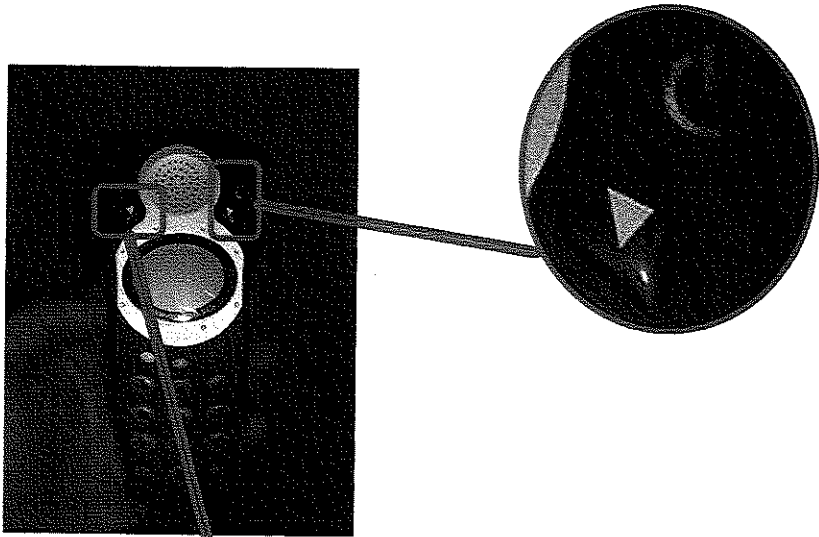
### OPHRYS Systèmes

6, rue Valérien Perrin – 38170 Seyssinet-Pariset – FRANCE  
tél : +33 (0)4 38 12 40 60 – fax : +33 (0)4 76 96 22 34  
www.orpheogroup.com – e-mail : info@orpheogroup.com



# orpheo

## HOW TO USE YOUR CLASSIC UNIT



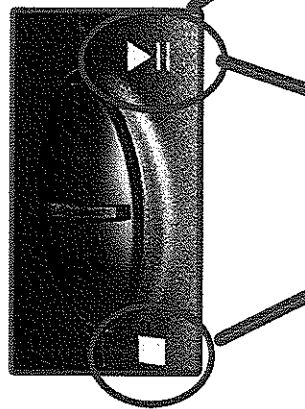
This Button is used to Turn On your Unit and Scroll to the Next Track.



This Button is to Scroll to the Previous Track



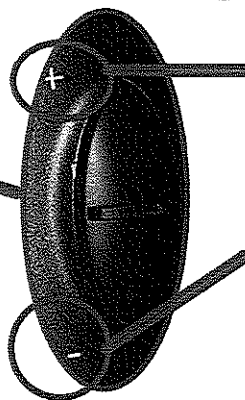
This Button is to Play and Pause



This Button is to Stop.



This Button is to Increase the Volume.



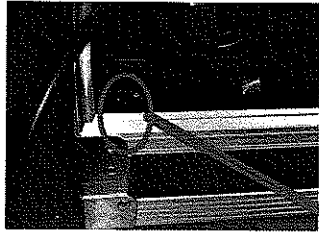
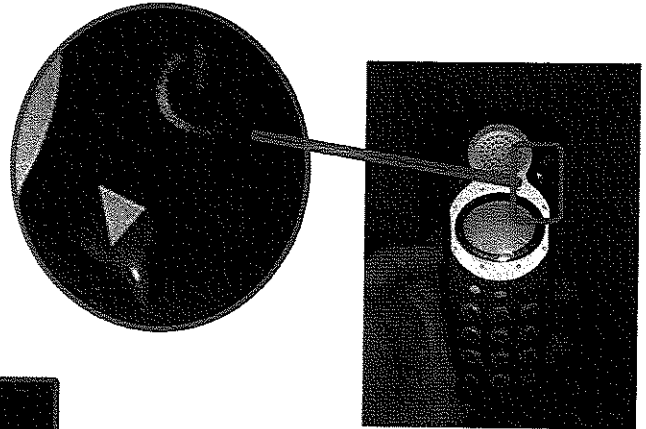
This Button is to Decrease the Volume.



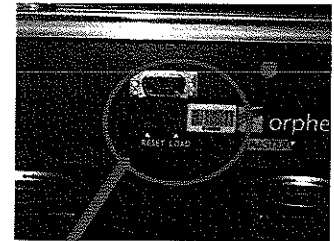
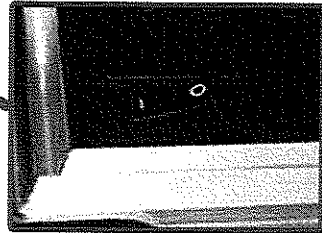
# orpheo

## HOW TO CHARGE YOUR UNITS

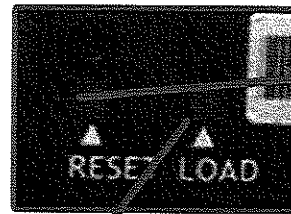
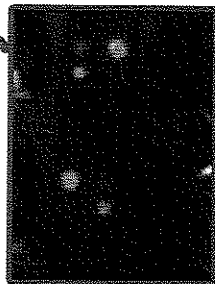
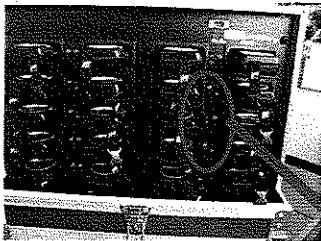
Hold Down the Right Arrow Key for approximately 2 – 3 seconds to see if Battery is Fully Charged.



This Button Turns Rack On and Off.

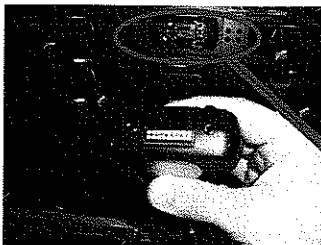


When Light Turns Green Unit is Fully Charged.  
When Light is Red Unit is Dead.



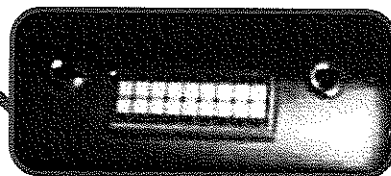
To Reset an audio guide simply place it in the charger (make sure the charger is ON) and press the "Reset" button.)

The "Load" button is used on when uploading audio content to the audio guides and is not used during normal tour operation.



This Part of Unit needs to Snap into Rack.

**\* Make sure pins make contact.\***





NEW!  
GPS - WIFI  
TRANSFLECTIVE DISPLAY



# Orpheo NEO II

Audio visual guide, multimedia guide, visual guide, visitor PDA, visitor digital assistant, electronic guide... there are not enough words to describe all the features that the Orpheo NEO II offers

Video guide, multimedia pocket guide, electronic visitor assistant, and so much more...  
Discover Version II of our Multimedia Guide: the Orpheo NEO

### For users

The Orpheo NEO II is equipped with a large, color touch screen that provides videos, photos, text and scrolling menus.

Finger touch navigation enables users to select from many different screen layouts and eliminates the need for a stylus.

Two amplified loudspeakers allow the visitor to listen comfortably and 2 integrated headphone jacks allow visitors to share a device if desired (can be very useful during peak hours).

The built-in GPS and IR/RFID receivers allow automatic positioning and triggering for indoor and outdoor use. The player can also display a colorful and legible map of the site.

Robust, shockproof material casing and a lanyard protect the device from damage in high usage environments.

### For site personnel

The charging rack system enables the charging of 10 up to hundreds of devices simultaneously. Its communication system updates content when the devices are stored and content can also be updated over the internet.

Very rich content is possible due to 32 GB of allowable storage capacity.

The 10 year product life is unprecedented in the current market of commercial PDA's.

Multimedia software is available to enable the creation and update of multimedia programs. The resulting content can be played on commercial PDAs as well.

Distribution management software provides real time statistics over the internet.

The Orpheo NEO II is available in custom colors.

GPS and IR receivers for automatic triggering are built-in.



## NAVIPOCKET BUILD YOUR OWN MULTIMEDIA TOURS!

This complete software package consists of an Editor, a Simulator and a runtime license, which enables the creation of multimedia applications on PDA devices.

Its open architecture makes it simple to learn and use.



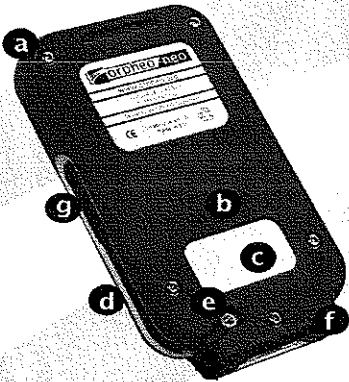
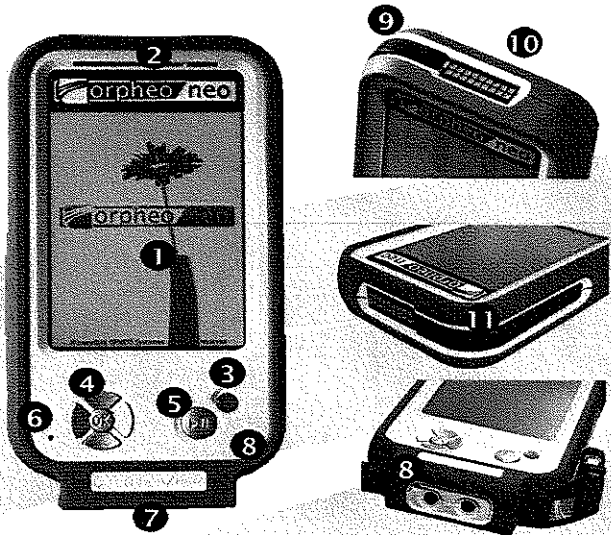
With more than 70,000 devices installed around the world, we have the experience to create top-of-the-line audio tour solutions.





## TECHNICAL SPECIFICATIONS

- 1** Color touch screen: finger touch navigation (no stylus required)  
Portrait or landscape viewing
- 2** Two loudspeakers for high quality sound which contain a special aperture for rain resistance
- 3** Standby button: If the device is not being used, it will enter standby mode automatically to save power. Pressing the red button restores all active functions.
- 4** "Joystick" control: keys that enable the device to be used without the touch screen. Useful for visually impaired persons who wish to use the device as an audio assistant.
- 5** Quick access PLAY button
- 6** Integrated microphone
- 7** Rugged and lightweight casing with rubber trim to protect the player and the touch screen
- 8** GPS antenna is mounted inside.
- 9** Transparent IR panel enables the receipt of signals for automatic triggering video synchronisation.
- 10** Waterproof connector for recharging the device and downloading content. Several devices can be connected simultaneously.
- 11** SD flash card is protected by a cover only accessible by removing a non-standard screw.



- a** Non-standard screws are used for security purposes.
- b** The back and sides of the case are made with two kinds of plastic; one is ABS/PC plastic to provide strength and the other is rubber to provide shock absorption.
- c** An electronic password is programmed into the operating system to deter theft. An RFID tag can be mounted in this spot. The location reserved for the antenna is situated underneath this panel.
- d** Emergency power connector enables the user to plug in an emergency battery in case of low power.
- e** Connector to plug in an external GPS antenna if necessary; useful in vehicles
- f** Two headphone jacks and attachment for neck strap; our headset jacks are hearing loop compatible for users with hearing aids.
- g** Volume adjustment keys. It is possible to set a limit for the volume of the loudspeaker.

Display 3.5" color Transflective LCD,

LED Backlight / Resolution 240x320, 65K colors 16dpi

Memory 64 MB SDRAM (Flash Memory 1 GB)

Communication USBII - RFID / GPS Receiver with built-in antenna

SD Card up to 32 GB

Wifi Extension 802.11g

DIMENSIONS	MINI	COMPACT	CLASSIQUE	NEO2
LENGTH	3.9"	3.9"	6.3"	5.6"
WIDTH	3.0"	3.0"	3.0"	3.0"
DEPTH	0.75"	1.4"	1.4"	0.8"
WEIGHT	5.7 oz.	6.98 oz.	7.8 oz.	7.3 oz.

CHARGE MODULE
19"
12.2"
5.7"

PARIS

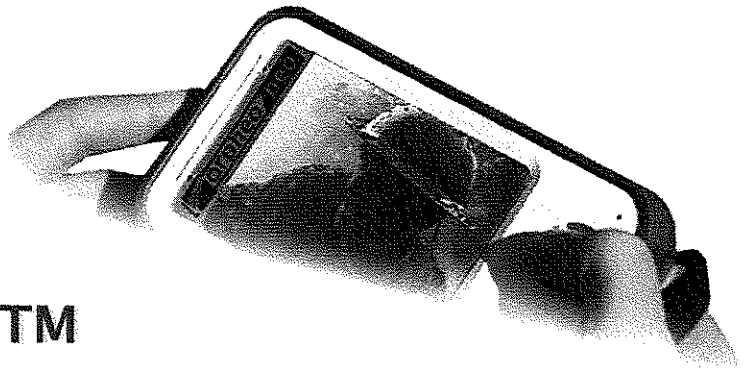
BERLIN

NEW YORK

BEIJING

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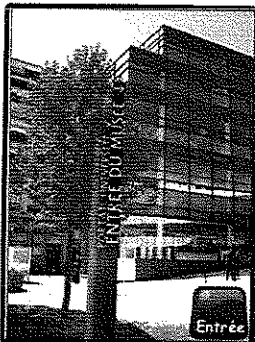


# NAVIPOCKET™

**BUILD YOUR OWN SELF GUIDED MULTIMEDIA TOURS!**

NAVIPOCKET software was conceived to respond to the specific needs of Museums, Theme & Leisure Parks (gardens, zoos, aquariums, etc.), Tourist Offices and other Cultural sites

NAVIPOCKET is a complete software package designed to create multimedia programs for portable systems such as PDA's, VDA's, and Tablet PC's  
 The current version works with Microsoft Windows CE  
 The NAVIPOCKET Runtime license is included with purchase of our Orpheo NEO player  
 The NAVIPOCKET software package consists of an Editor, a Simulator and a Runtime license, which permits the design and creation of multimedia applications on hand-held devices  
 The open architecture makes it simple and easy to use



Example of a tour menu created with NAVIPOCKET Software. You can choose the type of visitor interface: menu format, touch screen keypad, or a map.

Possibility to integrate video sequences



### ACCESSIBILITY

NAVIPOCKET software offers the possibility to design sign language tours



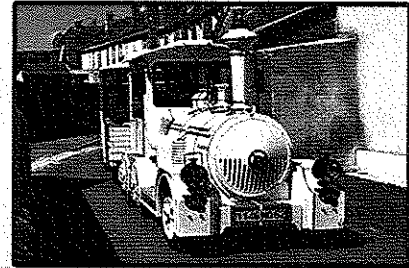
With more than 70,000 devices installed around the world, we have the experience to create top-of-the-line audio tour solutions



**FREE EVALUATION VERSION**  
upon request

## NAVIPOCKET GPS

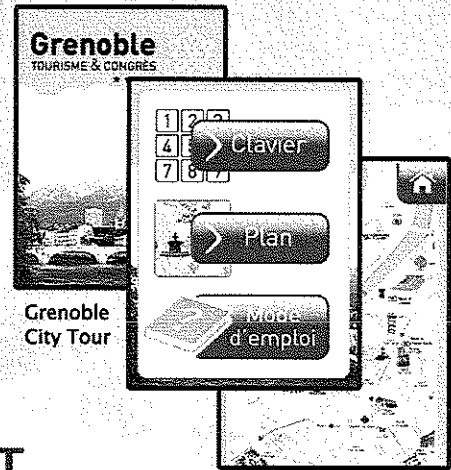
The GPS coordinates for each interest point are programmed such that when a vehicle such as a car, bus, train, or boat enters a defined zone, the audio tour commentary begins playing automatically. Using the Orpheo Neo multimedia guide, audio tour commentary can include video and audio enriched by photos, maps, etc.



Langres City Tour Train

## CITY TOURS

Coupled with our multimedia player, the Orpheo Neo, NAVIPOCKET is used more and more for interactive city tours thanks to the GPS functionality. The update and download function via the Internet enables visitors to receive the most current and up-to-date information.



Grenoble City Tour

## OTHER REFERENCES

Quai Branly Museum, Paris  
Civilisation Museum, Quebec  
Thyssen Museum, Picasso Exposition, Madrid  
Saint Denis Basilica, France  
Avranches Scriptorium, France  
Bavay Archeological Museum, France  
City Tour of Langres, France  
Grenoble Tourist Train, France  
Old Harbor Tourist Train, Montreal  
Montpellier Tourist Train, France  
City Tour of Athens, Greece  
The Greatest Pterosaur Exhibition; Tokyo [...]

## NAVIPOCKET FOR GAMES AND QUIZZES



How can a Museum captivate an audience more interested in video games than Culture? The Civilization Museum of Quebec used Navipocket to design a quiz game specifically for their teenage visitors. This innovative application resulted in an extremely unique and successful exhibition!

## TECHNICAL CHARACTERISTICS

NaviPocket Editor : Windows 95, 98, XP, VISTA written in C++

The content can be downloaded via the Internet with a security system

NAVIPOCKET Simulator: Windows 95,98,NT,XP; written in C++

The license system consists of the following:

NAVIPOCKET (Runtime): Windows CE., written in C++

- 1 license for the editor and simulator

- 1 license for each Runtime

PARIS

BERLIN

NEW YORK

BEIJING

TOKYO

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