



**Washington
Professional
Systems**

**11242 Grandview Ave
Wheaton, MD 20902
Ph: 301-942-6800**

www.wpsworld.com



**State of West Virginia
Department of Administration, Purchasing Division
c/o Stephanie Gale, Senior Buyer
2019 Washington Street, East
Charleston, WV 25305-0130**

RECEIVED

2019 MAR 27 AM 9:55

WV PURCHASING
DIVISION

Presents:

**Commerce TV Studio in a Box – Bid Response
Solicitation# CRFP-0432-DCH1900000001**

**Due Date: March 28, 2019
Opening Time: 1:30pm**

ORIGINAL

**Provided by:
Dominic Cappelletti
Director of Broadcast Sales**

Table of Contents

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March 22, 2019
Stephanie Gale, Senior Buyer
Department of Administration, Purchasing Division
2019 Washington Street, East
Charleston, WV 25305-0130
(304) 558-8801
Stephanie.L.Gale@wv.gov

RE: Commerce TV Studio in a Box
Solicitation# CRFP-0432-DCH1900000001
State of West Virginia

Dear Ms. Gale:

Thank you for your interest in Washington Professional Systems (WPS) and the opportunity to be involved in the State of WV Council Broadcast System. Enclosed is the Washington Professional Systems response to your request. Our response is based on the information during our in-house product demonstration.

Please review our response and contact us with any questions.

Respectfully,



Brett S, Schneider
CFO/Secretary
Washington Professional Systems, Inc.



Purchasing Division
 2019 Washington Street East
 Post Office Box 50130
 Charleston, WV 25305-0130

State of West Virginia
 Request for Proposal
 04 - AudioNideo

Proc Folder: 560060

Doc Description: CulCent:Commerce TV Studio In a Box

Proc Type: Central Purchase Order

Date Issued	Solicitation Closes	Solicitation No	version
2019-03-12	2019-03-26 13:30:00	CRFP 0432 DCH1900000001	1

BIO CLERK

DEPARTMENT OF ADMINISTRATION

PURCHASING DIVISION

2019 WASHINGTON STE

CHARLESTON

US

Due Date changed to: 3-28-19 per addendum

WV 25305

Vendor Name, Address and Telephone Number:

WASHINGTON PROFESSIONAL SYSTEMS
 11242 GRANDVIEW AVENUE
 WHEATON, MD 20902
 PH: 301-942-6800



Washington
 Professional
 Systems

www.wpsworld.com

11242 Grandview Ave
 Wheaton, MD 20902
 Ph: 301-942-6800



FOR INFORMATION CONTACT THE BUYER

Stephanie L Gaie
 (304) 558-8801
 stephanle.l.gale@wv.gov

Signaturex

FEIN# 52-1482558

DATE 3-26-19

All offers subject to all terms and conditions contained in this solicitation

PROPOSAL INFORMATION

Request for Proposal
(Video Production Studio In a Box)

The West Virginia Purchasing Division for the Agency, The West Virginia Department of Arts, Culture and History, is soliciting proposals to secure a provider of a video production studio in a box and supporting studio equipment needed to establish a video production studio per the Specifications, Requirements and Terms & Conditions as attached hereto.

• On-Line submissions of Request for Proposals are Prohibited*

RECEIVING DEPARTMENT DIVISION OF CULTURE & HISTORY CULTURAL CENTER 1900 KANAWHA BLVD E CHARLESTON WV25305-0300 US	RECEIVING DEPARTMENT DIVISION OF CULTURE & HISTORY CULTURAL CENTER 1900 KANAWHA BLVD E CHARLESTON WV 25305-0300 US
--	---

Line	Commln Desc	Qty	Unit Issue	Unit Price	Total Price
1	CulCent: Commerce TV Studio	1.00000	EA		

Comm Code	Manufacturer	Specification	Model#
43200000			

Extended Description :

Design & Fabricate an Integrated, **Mobile**, Television Studio package per specification using Attachment A Cost Sheet as attached.

WPDS Washington Professional Systems
 11242 Grandview Ave
 Wheaton, MD 20982
 Ph: 301-942-6800
www.wpsworld.com


**ADDENDUM ACKNOWLEDGEMENT FORM
SOLICITATION NO.:**

Instructions: Please acknowledge receipt of all addenda issued with this solicitation by completing this addendum acknowledgment form. Check the box next to each addendum received and sign below. Failure to acknowledge addenda may result in bid disqualification.

Acknowledgment: I hereby acknowledge receipt of the following addenda and have made the necessary revisions to my proposal, plans and/or specification, etc.

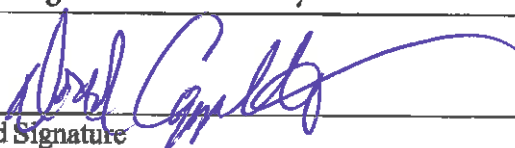
Addendum Numbers Received:
(Check the box next to each addendum received)

- | | |
|--|--|
| <input checked="" type="checkbox"/> Addendum No. 1 | <input type="checkbox"/> Addendum No. 6 |
| <input checked="" type="checkbox"/> Addendum No. 2 | <input type="checkbox"/> Addendum No. 7 |
| <input checked="" type="checkbox"/> Addendum No. 3 | <input type="checkbox"/> Addendum No. 8 |
| <input checked="" type="checkbox"/> Addendum No. 4 | <input type="checkbox"/> Addendum No. 9 |
| <input type="checkbox"/> Addendum No. 5 | <input type="checkbox"/> Addendum No. 10 |

I understand that failure to confirm the receipt of addenda may be cause for rejection of this bid. I further 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.

Washington Professional Systems

 Company



 Authorized Signature

3-26-19

 Date

NOTE: This addendum acknowledgment should be submitted with the bid to expedite document processing.



Purchasing Division
 2019 Washington Street East
 Post Office Box 50130
 Charleston, WV 25305-0130

State of West Virginia
 Request for Proposal
 04 - Audio/Video

Proc Folder: 560080

Doc Description: Addendum #1 CulCent:Commerce TV Studio in a Box

Proc Type: Central Purchase Order

Date Issued	Solicitation Closes	Solicitation No	Version
2019-03-20	2019-03-26 13:30:00	CRFP 0432 DCH1900000001	2

BID RECEIVING LOCATION

BID CLERK
 DEPARTMENT OF ADMINISTRATION
 PURCHASING DIVISION
 2019 WASHINGTON ST E
 CHARLESTON
 US

WV 25305

VENDOR

Vendor Name, Address and Telephone Number:

Washington Professional Systems
 11242 Grandview Ave
 Wheaton, MD 20902
 ph: 301-942-6800



11242 Grandview Ave
 Wheaton, MD 20902
 Ph: 301-942-6800

Washington
 Professional
 Systems

www.wpsworld.com



FOR INFORMATION CONTACT THE BUYER

Stephanie L Gale
 (304) 558-8801
 stephanie.l.gale@wv.gov

Signature X

FEIN #

52-1482558

DATE

3-25-19

All offers subject to all terms and conditions contained in this solicitation



Purchasing Division
 2019 Washington Street East
 Post Office Box 50130
 Charleston, WV 25305-0130

State of West Virginia
 Request for Proposal
 04 - Audio/Video

Addendum# 2 (noted
 incorrectly)

Proc Folder: 560060

Doc Description: Addendum #1 CulCent:Commerce TV Studio in a Box

Proc Type: Central Purchase Order

Date Issued	Solicitation Closes	Solicitation No	Version
2019-03-21	2019-03-28 13:30:00	CRFP 0432 DCH1900000001	3

BID RECEIVING LOCATION

BID CLERK
 DEPARTMENT OF ADMINISTRATION
 PURCHASING DIVISION
 2019 WASHINGTON ST E
 CHARLESTON WV 25305
 US

VENDOR

Vendor Name, Address and Telephone Number:

Washington Professional Systems
 11242 Grandview Ave
 Wheaton, MD 20902
 ph: 301-942-6800



11242 Grandview Ave
 Wheaton, MD 20902
 Ph: 301-942-6800

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FOR INFORMATION CONTACT THE BUYER

Stephanie L Gale
 (304) 558-8801
 stephanie.l.gale@wv.gov

Signature X

FEIN #

52-1482558

DATE

3-25-19

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Purchasing Division
 2018 Washington Street East
 Post Office Box 50130
 Charleston, WV 25305-0130

State of West Virginia
 Request for Proposal
 04 - Audio/Video

Proc Folder: 580060

Doc Description: Addendum #3 TV Studio in a Box

Proc Type: Central Purchase Order

Date Issued	Solicitation Closes	Solicitation No	Version
2019-03-25	2019-03-28 13:30:00	CRFP 0432 DCH1900000001	4

BID RECEIVING LOCATION

BID CLERK
 DEPARTMENT OF ADMINISTRATION
 PURCHASING DIVISION
 2019 WASHINGTON ST E
 CHARLESTON WV 25305
 US

VENDOR

Vendor Name, Address and Telephone Number:
 Washington Professional Systems
 11242 Grandview Ave
 Wheaton, MD 20902
 ph: 301-942-6800



11242 Grandview Ave
 Wheaton, MD 20902
 Ph: 301-942-6800

Washington
 Professional
 Systems

www.wpsworld.com



FOR INFORMATION CONTACT THE BUYER

Stephanie L Gale
 (304) 558-8801
 stephanie.l.gale@wv.gov

Signature X

FEIN #

52-1482558

DATE

3-25-19

All offers subject to all terms and conditions contained in this solicitation



Purchasing Division
2019 Washington Street East
Post Office Box 50130
Charleston, WV 25305-0130

State of West Virginia
Request for Proposal
04 – Audio/Video

Proc Folder: 560060

Doc Description: Addendum #4 TV Studio in a Box

Proc Type: Central Purchase Order

Date Issued	Solicitation Closes	Solicitation No	Version
2019-03-25	2019-03-28 13:30:00	CRFP 0432 DCH1900000001	4

BID RECEIVING LOCATION

BID CLERK
DEPARTMENT OF ADMINISTRATION
PURCHASING DIVISION
2019 WASHINGTON ST E
CHARLESTON
US

WV 25305

VENDOR

Vendor Name, Address and Telephone Number:

Washington Professional Systems
11242 Grandview Ave
Wheaton, MD 20902
ph: 301-942-6800



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FOR INFORMATION CONTACT THE BUYER

Stephanie L Gale
(304) 558-8801
stephanie.l.gale@wv.gov

Signature X

FEIN #

52-1482558

DATE

3-25-19

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ADDITIONAL INFORMATION:

Addendum

Addendum #3 is being issued to publish and distribute the following information to the vendor community.

Provide responses to vendor questions.

No other Changes.

INVOICE TO		SHIP TO	
RECEIVING DEPARTMENT DIVISION OF CULTURE & HISTORY CULTURAL CENTER 1900 KANAWHA BLVD E CHARLESTON WV25305-0300 US		RECEIVING DEPARTMENT DIVISION OF CULTURE & HISTORY CULTURAL CENTER 1900 KANAWHA BLVD E CHARLESTON WV 25305-0300 US	

Line	Comm Ln Desc	Qty	Unit Issue	Unit Price	Total Price
1	CulCent: Commerce TV Studio	1.00000	EA		

Comm Code	Manufacturer	Specification	Model #
43200000			

Extended Description :

Design & Fabricate an Integrated, Mobile, Television Studio package per specification using Attachment A Cost Sheet as attached.



Washington Professional Systems
www.wpsworld.com

11242 Grandview Ave
Wheaton, MD 20902
Ph: 301-942-6600



NewTek
ELITE PARTNER

Executive Summary

The State of West Virginia has requested a custom Design and Integration of a broadcast High Definition Digital TV Production System to include a Portable Control Room System, HD Robotic Cameras and various audio technologies.

The system design is centered on a NewTek TC-Series production system with Panasonic HE40 Robotic cameras with NewTek NDI Camera upgrade. The production system provides the most current technology deployment NDI (Network Device Interface) allowing typical video signals to be shared over an IP infrastructure. TV production switcher effects (SEG), Character Generator (CG) capability, Recording and Live Streaming.

We have also included a copy of the WPS Technical and Managerial Outline. It provides a description of our Design and Integration process as well as other pertinent WPS company information, job references and a partial list of completed projects. Please be advised that WPS has installed numerous TriCaster systems in the past several years into a variety of customer locations to include: the Baltimore County Public Schools, Charles County Government, Howard County Council and Anne Arundel County Public Schools, Prince George's County School Board Center and City of Annapolis. We should note that WPS currently holds multiple county public school and local government contracts to provide products for design/installation. Coupled with these contracts are Maintenance Support Agreements.

Please feel free to contact for any additional information. We look forward to your review.

Technical Response

State of West Virginia

Video Production Studio In A Box

WPS Proposal for Design & Integration Services

Date of Submission

March 22, 2019

Firm

Washington Professional Systems, Inc. (WPS)
11242 Grandview Avenue
Wheaton, Maryland 20902-4632
(301) 942-6800 voice
(301) 946-3241 facsimile

Primary Contacts:

Jeremy Morris
Chief Broadcast Engineer
(301) 942-6800 Ext. 151

Dominic M. Cappelletti
Director of Broadcast Sales
(301) 942-6800 Ext. 121

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Technical Section

WPS Technical Proposal - Statement of Work

Background

WPS has been requested to provide a proposal for a studio system suitable for production based on the published RFP.

Our solution is to treat the project as a Design/Build solution with WPS under contract. In this case, we offer the following:

WPS will employ our 5-Phase Design & Integration Project Schedule to include:

- Phase I - Design & Engineering
- Phase II - Construction Document Approval
- Phase III - System Procurement
- Phase IV - System Integration
- Phase V - System Test & Acceptance/Closeout

WPS Scope of Work & System Performance

WPS is proposing a complete NewTek infrastructure centered around the TC1 product to support the video production needs of the office. The TC1 allows for switching up to 16 video inputs, recoding live video, and streaming to a variety of content delivery websites. This hardware utilizes NDI (Network Device Interface), a network video transport protocol developed by NewTek. This integrates HDSDI cabling with network-based video. The bidirectional nature allows for remote access and viewing on a far simpler network as well as the flexibility of locating cameras and displays throughout the space. The NDI workflow also allows for multiple computer sources without the need for extra cabling and parts & pieces scattered throughout. These computer sources can be used for content on the displays as well as lower third graphics for the broadcast. The fact that it is a network-based video workflow allows for content creators and operators to be located wherever it is beneficial. WPS is proposing NewTek Premium Access service to link up the various systems currently in use for editing and content creation. This service leverages the Adobe Creative Suite into a seamless video production workflow that is decentralized over a purpose-built network infrastructure. It is the intent of WPS to create a standalone production network utilizing hardware of our own specification. This network will be used for video production and streaming. WPS will coordinate connectivity with State IT staff if and when necessary during installation.

WPS is proposing four Panasonic AW-HE400 HD robotic PTZ cameras. These are single-chip MOS sensor cameras that have fantastic video quality. The cameras are NDI enabled to allow for a single Cat6 cable connection for power, control, and video output. This greatly improves the ability to locate PTZ cameras wherever they are needed with a significant reduction in cabling. The cameras will be connected to the TriCaster primarily via HDSDI. The NDI output from the cameras will serve as redundant connectivity as well as feeds to other areas of the space as needed to maximize the flexibility of the system. WPS is including the cost of two teleprompter systems from PrompterPeople to be used in conjunction with the Panasonic cameras. Software for the teleprompter is included in the package. No computer is specified, but a laptop with an HDMI output provided by the State will suffice.

The TC1 has two channels of Skype TX built in. This satisfies the need for events where Skype integration to the space is required. This will allow for high-quality participant calls to be made and transmitted for broadcast. The NewTek NDI technology seamlessly integrates with those offerings, such as Skype, Go-to-Meeting, Zoom, Microsoft Lync, etc. For expanded Skype capabilities, the NewTek TalkShow 4000 is specified. This unit can be used for up to four additional Skype calls to be used in the production, bringing a total number of calls to be used at once to six. The TalkShow gives the ability to do separate calls at other times while the TC1 is in operation. The interface allows for the control and management of the two channels in the TC1, making it a nice clean interface.

WPS is proposing a dedicated external audio mixer and microphones for production. While the TC1 does have internal audio capabilities, an external mixer allows for greater control of microphone signals as well as flexibility on the number of inputs. We are proposing dedicated hard-wired lavalier microphones and wireless lavalier mics to expand production versatility. A telephone hybrid interface and headphones for the operator are included in the proposal.

WPS is proposing a portable all-in-one rack configuration as a turn-key option for the control room. This will consist of installing all pertinent equipment into a BigFoot branded case custom designed and built for video production with the TC1. Production monitors will be attached to the cart and moveable for ease of operation and viewing angles. This will prevent the need for extensive construction of a control room space in the building mentioned. The self-contained portable nature of the BigFoot Mobile system allows for easy transport if the production needs to relocate quickly.

A major concern for us how the Office intends to distribute the streaming content, especially in the case of captioning. It is now an FCC mandate that all live streams be captioned. If the Office is intending to stream live over common carriers such as YouTube Live, Facebook Live, Vimeo, etc, those content delivery systems can add captioning, just not always in real-time. They are getting better. We have included a captioning encoder system from EEG that uses network-based auto-caption so there is no need to pay a captioning service. This will then allow you to send out content already captioned. Dedicated Internet service will be required for this to operate smoothly. WPS will need to coordinate with IT staff to make sure infrastructure and security policies are set up and executed properly.

WPS is proposing a basic studio lighting package with a portable green screen. This free-standing lighting system will have adequate coverage for up to four adults on set. This also means no extensive construction or rigging work is needed. A video validation monitor, and studio speaker have been added to the proposal as requested.

It is our professional opinion that the proposal we have created meets and exceeds all

requirements set forth under section 4.2 of the RFP published. Subsections of 4.2 regarding installation and training are addressed and priced accordingly in the WPS Pricing Proposal. WPS has included key personnel biographies and previous projects to comply with section 4.3. WPS also feels that this proposal has complied with all questions listed in Addendum 1.

Work by Others

Attachment B has identified the space to be used for production as an existing cubical office floor. Many factors need to be considered with this install. The RFP indicates portable chroma-key backgrounds and lighting which leads us to believe this location is not permanent. However, new electric circuits may be needed to isolate any lighting fixtures for production work from the standard office task lighting currently in place. WPS recommends using modern LED studio lights. They greatly reduce power consumption and heat output and add so much flexibility in lighting color and brightness levels. We recommend two 20-amp circuits be installed to accommodate a wide variety of potential fixtures. It is also our recommendation that the studio space be sound isolated from the control room space and all other working locations as much as possible.

All high voltage electrical work required for the spaces is to be provided by others. WPS recommends at a minimum two 20-amp circuits for the studio lighting and one 20-amp circuit for the control room equipment. These circuits should be on the same phase in the main breaker panel with isolated grounds separate from any task or "dirty" power. This would include overhead lights, HVAC systems, or anything else where motor driven equipment would be powered. WPS has not included any costs for low voltage permits. Any costs will be factored in to system installation and considered a change-order.

Please note that from a reliability standpoint, WPS does NOT recommend consumer equipment in commercial applications. Once under contract, as part of our solution, WPS will develop and submit for Approval: AutoCAD System Drawings for Client Review & Approval, Construction Documents with Architectural elements for space plan configuration, conduits paths (Power/Network/AV), Equipment Rack Elevation, Design & Fabrication of custom AV Track: Power/Network, and AV interface boxes as required. As-Built CAD drawings, DSP site files, Control Code & GUI files are delivered to client upon Closeout.

In conclusion, our 5-Phase process is modeled around a traditional Construction Project and conforms to ANSI/InfoComm/AVIXA Best Practices. Employing such an approach ensures project success in that Stakeholders are engaged throughout the process for concurrence and approvals.

Schedule of Work

WPS assumes that the Project Schedule could take 60-90 days from time of award. Phases I, II, and III listed above should take the least amount of time for this project. WPS has had preliminary discussions with the various manufacturers involved in this proposal to establish product lead times. WPS will work with State staff to establish a realistic installation schedule to minimize down time and any negative impact on the space. It is our belief that a potential time frame to start would be late May of 2019 for off-site work with a potential on-site completion date of July 1, 2019. All scheduling is subject to change based upon contract award time and final scope agreement. WPS would like to emphasize that separating the various project scope elements to other vendors can have a negative impact on installation schedule and cost, as well as equipment performance and compatibility. WPS cannot warranty and support any equipment or wiring installed by others.

Any potential changes to the project should happen within Phase II. Once all parties have agreed to the products and manner of connectivity, the Procurement Phase (III) will begin. Phase IV of the project will commence as soon as all products that have been procured arrive at WPS. We will assemble, wire and test all gear installed into the BigFoot case at our Maryland office. We will then deliver all equipment and set up on-site. Estimated on-site schedule for all work combined is one full business week. Work to be performed at the studio location in the basement of the museum. WPS assumes normal working hours are between 9:00 AM and 5:00PM daily. Any off-hour work will need to be discussed and priced accordingly.

At the conclusion of Phase IV, will be WPS system alignment and testing and a client Test & Acceptance period (Phase V) with WPS Integration and State staff. Subsequent to System Acceptance will be End-user training. A training schedule will need to be discussed and set in place towards the end of the installation phase. At the conclusion of Project Closeout, the WPS Warranty will commence (one year). WPS typically provides 8x5 NBD on-call support from our Technical Support Team.

Warranty

WPS is an industry-leading authorized dealer for all supplied new equipment in this proposal. In the case of NewTek, WPS is the top Elite dealer in the country. WPS agrees to warranty all supplied new equipment for a minimum of one (1) year or longer as provided by the manufacturers. WPS warranties the quality of our workmanship for one year from date of acceptance. Optional support can be negotiated as well as any additional extended warranties on existing equipment that WPS is a dealer for.

WPS Sales Team

KEY PERSONNEL INFORMATION FORM

CONTRACTOR NAME: Washington Professional Systems, Inc.

INDIVIDUAL'S NAME: Dominic Cappelletti

ROLE ON THIS PROJECT: Director of Broadcast Sales

TOTAL YEARS EXPERIENCE IN AV: 32

BACKGROUND & TRAINING:

32 years of Broadcast Engineering & Professional Video/Audio Experience
Current - WPS Director of Broadcast Sales

Various Manufacturers Training & Certification Programs to include:
NewTek Certified, AJA, Extron, Compix Media, Chyron, NEC Display and Video Wall
Solutions Certified, Panasonic IP Certified, Atlona Certified, XDCAM-HD/AnyCast Certified,
and Christie Digital Systems Certified.

WPS Engineering & Integration Team

KEY PERSONNEL INFORMATION FORM

CONTRACTOR NAME: Washington Professional Systems, Inc.

INDIVIDUAL'S NAME: Jeremy Morris

ROLE ON THIS PROJECT: Chief Broadcast Engineer

TOTAL YEARS EXPERIENCE IN AV: 24

BACKGROUND & TRAINING:

Butler University – Bachelor of Science, Telecommunications Arts

InfoComm CTS, NewTek Certified TriCaster Operator & Demo Artist, NewTek (TriCaster) Factory Training, ProMAX Certified Technical Specialist, Dante Certified, Q-SYS Certified, Extron AV Associate, Avid ACSR, Crestron DMC-E-4K, various other manufacturer training and certifications

CONTRACTOR NAME: Washington Professional Systems, Inc.

INDIVIDUAL'S NAME: Dean Sumwalt

ROLE ON THIS PROJECT: AutoCAD System Design & Documentation

TOTAL YEARS EXPERIENCE IN AV: 15

BACKGROUND & TRAINING:

Sheffield Institute for the Recording Arts Audio Program.

InfoComm Audio-Video & Control System Networking course

InfoComm CTS

AutoCAD Certificate (multiple)

Various Manufacturer Training & Certifications including but not limited to:
ClearOne, Christie Digital, Extron, SHURE, QSC, Audinate (DANTE)

KEY PERSONNEL INFORMATION FORM

CONTRACTOR NAME: Washington Professional Systems, Inc.

INDIVIDUAL'S NAME: Steven Weinkam

ROLE ON THIS PROJECT: Audio Engineer

TOTAL YEARS EXPERIENCE IN AV: 22

BACKGROUND & TRAINING:

Degree work and specialized courses in technology-related fields as well as training programs and certifications by manufacturers or professional associations

Full Sail Center for the Recording Arts,
INFOCOMM - CTS

Various manufacturer training courses, including: Christie Digital, Extron, Crestron, Bose, BiAmp, ClearOne, SMART Technology, QSC, SHURE, Audinate (DANTE)

CONTRACTOR NAME: Washington Professional Systems, Inc.

INDIVIDUAL'S NAME: Scott Lerner

ROLE ON THIS PROJECT: Site Supervisor

TOTAL YEARS EXPERIENCE IN AV: 15

BACKGROUND & TRAINING:

InfoComm - Certified Technology Specialist CTS,
Analog Way Edge Blending Training. Christie Micro Tiles Training, Green AV course
InfoComm, Symetrix Training, RPV Visuals, Shure, QSC, Audinate (DANTE)
Other various manufacturers training

KEY PERSONNEL INFORMATION FORM

CONTRACTOR NAME: Washington Professional Systems, Inc.

INDIVIDUAL'S NAME: Jason Lapp

ROLE ON THIS PROJECT: Sr. Broadcast & Network Engineer

TOTAL YEARS EXPERIENCE IN AV: 25

BACKGROUND & TRAINING:

MCSE, Avid Elite ACSR, various other manufacturer training and certifications

Technical Section

References

REFERENCE 1 – Howard County Council HD TV Production Control Room: Design/Build Project

Name of Client: The Howard County Council Chambers

Name of Contact: Ms. Donna Richardson

Address: George Howard Building, Ellicott City, MD 21045

Phone Number: (410) 313-0669

Dollar Value of Contract: \$325,000.00 plus with Amendments – Contract# PA13-201

Start Date: October 2014

Completion Date: January 2015

Brief Description: The Howard County Project is a redesign/upgrade of an original analog standard definition solution. WPS was contracted to design an HD version of the original solution. The solution provided a TriCaster with Panasonic HE-120 cameras.

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WASHINGTON PROFESSIONAL SYSTEMS**

Technical Section

References

REFERENCE 2 – Charles County Government Television – HD Facility Upgrade & TV Control Room

Project

Name of Client: Charles County Government Center – County Council Chambers - CCGTV

Name of Contact: Ms. Kim Hicks-Dye

Address: 200 Baltimore Street La Plata, MD 20646

Phone Number: (301) 645-0728

Dollar Value of Contract: \$178,000.00 - plus

Start Date: February 2016

Completion Date: On-Going work

Brief Description: WPS was awarded a contract to provide consultative, design and integration services to the CCGTV in La Plata Maryland. The intent of the project was to develop a phase-in approach to replace all existing aged County Council Chamber and studio control room center from analog to HD digital video. The ultimate goal is to provide a HD/SDI infrastructure from Council Chamber the Studio Center and On-Air Control Room. Charles County leveraged a rider for these products and services from our project at the Howard County Council Chambers.

Phase I of the project was completed with the installation of a TriCaster 8000 Switcher with 8 channels of HD video recording and a new Panasonic HD Robotic AW-HE130 series cameras. In addition to a complete rewiring of the Control Room and phasing in of new control system monitors. Phase 2 included five (5) additional cameras to replace older ones. Phase 3 added a TriCaster TC1 to a separate board room with five (5) Panasonic HE-40 PTZ cameras. The two rooms were connected via a dedicated fiber network to both control cameras and go live from either space to the PEG channel.

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Technical Section

References

REFERENCE 3 – City of Annapolis

Name of Client: City of Annapolis

Name of Contact: Mr. Mark Hildebrand

Address: 160 Duke of Gloucester, Annapolis MD 21401

Phone Number: (410) 263-7997 ext. 7737

Dollar Value of Contract: \$189,000.00 – City Council Chambers HD Rebuild

Brief Description: Contract# 20190898-00 WPS was awarded a Sole-Provider Contract with the City of Annapolis to provide all Audio and Video Productions, consultation, design and integration of HD Camera, Switcher, Network and Digital Audio for the Council Chambers and Studio Control Room center. Installed system consisting of a TriCaster TC1, Panasonic HN40 & HN38 NDI PTZ cameras, and a QSC Q-SYS audio DSP provides live broadcast in full HD video over TelVue Video Server network.

The project extension with WPS is ongoing to include the Cities Emergency Operations Center in July of 2019 and will include similar product as well as the ability to have the City PEG center take control via their control room over their City fiber network. All WPS Labor, Engineering and Support to Broadcast back to the City HD Channel for all emergency messages and live broadcasts. Ability to also have live streaming EOC meetings for staff will further their ability to communicate across all networks.

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Technical Section

References

REFERENCE 4 – Anne Arundel County Schools TV Production Project

Name of Client: Anne Arundel County

Name of Contact: Mr. Chris Koawl

Address: Riva Road, Annapolis, MD 21401

Phone Number: (410) 222-5100

Dollar Value of Contract: \$300,000.00 - Contract No. 162894-000-OG & plus Blanket Contract No. 5105-000-OB

Brief Description: WPS was awarded a Design and Integration Contract with Anne Arundel County Public Schools to provide consultation, design and integration of a new (upgraded) HD TV Control room with a HD digital router, Production Switcher, and HD-SDI cameras. The system provides live In-Studio TV Production and interfaces to the various Non-Linear Edit Systems and other distribution points. There is also a ProMax (Network Storage Solution) for edit storage and archive. The typical audio, video, intercom, and display solutions we provided as part of the design solution. This project was recently completed in March 2017. Additionally, WPS was provided a Blanket Contract (5105-000-OB) for the entire County Government, Schools etc. to include (i.e., Labor, Engineering, Maintenance, Support Services).

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WPS Company Information Section

Total Employees

Currently, WPS has 49 full time employees divided between the main office in Wheaton, Maryland and Mount Laurel, New Jersey.

Additionally, WPS has contractual agreements in place with 32 plus sub-contractors to provide specialized labor (fiber, computer networks, licensed electrician, carpentry, HVAC) for installation projects when required.

Principals

Washington Professional Systems is a privately held company incorporated in the state of Maryland.

Alan Levin -- President

Brett Schneider - Chief Financial Officer/Secretary

Years in Business

Washington Professional Systems was founded in 1986. WPS has Bonding Capacity in excess of ten million dollars (\$10,000,000.00). The WPS DUNS Number is: 15-363-0694.

Staff with Security Clearances

This project team has all been security cleared into various U.S. Government facilities to include: FEMA, the White House, Capitol Hill, CIA, JHU APL, FBI, DIA, NSA, The Pentagon, NIMA, NIST and NDU.

WPS is sensitive to the proprietary information of its clients and respects the value of corporate intellectual property. Any requests for information about the project are cleared with the client prior to dissemination.

Exceptions and Clarifications

1. WPS policy is to sell and support our product line and warranty our system installations. This policy requires WPS to sell only our product line in bid situations. To be compliant with a bid, WPS only suggests an alternate item that is “functionally and operationally equivalent.” WPS may also suggest options and additions to the bid list. This is done in the customer’s interest to improve system operation and/or performance. WPS assumes that any provided equipment list is incomplete and certain items and quantities may vary. Our Design and Integration process identifies a complete working system on paper and the customer approves the design before installation is started.
2. WPS honors all warranty claims for equipment installed. This does not include “Loaner Equipment” unless available from the manufacturer or WPS Demo Pool.
3. WPS adheres to standard industry cabling practices and will only use cables and materials that meet high industry standards. All cables are labeled and neatly bound within each rack. AutoCAD documents reflect as-built conditions and are supplied to the customer after completion.
4. All funds quoted in this Response are in U.S. Dollars (\$1.00).
5. With acknowledgment of the above clarifications and noted within, WPS takes no exceptions to the RFP requirements.
6. It is our opinion that the Project is a Design/Build one. We respectfully request the State review the 5-Phase Project Life Cycle discussed in our Technical and Managerial Outline.

Please see the following WPS Price Proposal Submission document.