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**Board of Directors**

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April 24, 2023

Board of Directors  
Triunfo Water & Sanitation District  
Ventura County, California

**CONTRACT WITH WESTERN AUDIO VISUAL & SECURITY  
FOR DESIGN AND INSTALLATION OF DISTRICT OFFICE AV SYSTEM  
TWSD CONTRACT NO. T23-005**

**Update**

With reference to the Board letter being presented tonight, the following information is being provided to detail the Request for Proposals ranking process and staff's recommendation for selecting Western Audio Visual & Security for the Audio Visual (AV) System Contract, TWSD Contract No. T23-005.

The District received four (4) proposals in response to the RFP with costs ranging from \$166,400 to \$241,700. Subsequently, staff coordinated and conducted interviews on April 20, 2023. Each Contractor was then individually scored by the four interviewers (staff) based on their understanding of the District's needs and their approach to the design and installation of the AV system. The interview focused on sound reinforcement, video presentation, TV production/web streaming, AV control system, support services, warranty, and future opportunities to value engineer the design to reduce costs. Scores were totaled and a weighted average calculated which yielded the following rankings:

<u>Contractor</u>	<u>Score</u>
1) Western Audio-Visual & Security	26.3
2) EIDIM AV Technology	23.4
3) Avidex Industries, LLC	23.1
4) E-Logic IT Solutions, Inc.	22.9

The results of the interviews completes the Board letter that was included in your Board packet and identifies the selected contractor, contract amount, and term for the work.

Staff recommends the Board discuss and approve TWSD Contract No. T23-005 with Western Audio Visual & Security for a total cost of \$189,889.54 with a term to December 31, 2024.

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**CONTRACT NO. T23-005**

**AGREEMENT FOR SERVICES  
BETWEEN  
TRIUNFO WATER & SANITATION DISTRICT  
AND  
WESTERN AUDIO VISUAL & SECURITY**

THIS AGREEMENT is made and entered into this 24<sup>th</sup> day of April, 2023, by and between the TRIUNFO WATER & SANITATION DISTRICT, a public agency formed pursuant to California Health & Safety Code Section 4700 et seq., hereinafter "DISTRICT," and WESTERN AUDIO VISUAL & SECURITY, S-Corp, a California corporation, hereinafter "CONTRACTOR." Together, DISTRICT and CONTRACTOR shall be referred to herein as Parties.

**RECITALS**

A. DISTRICT has a need to engage a company for design and installation services for an audio-visual (AV) system for the District offices in Westlake Village, CA.

B. DISTRICT has selected CONTRACTOR, as best qualified, based on CONTRACTOR's response to the District's formal request for proposals. The District evaluated the firm's experience, qualifications of the project team, knowledge and experience with similar projects, and their understanding of the project.

C. CONTRACTOR represents it possesses the necessary skills and experience to perform the required services and is willing to contract with DISTRICT.

D. The parties enter into this Agreement to set forth their respective rights and obligations.

**AGREEMENT**

**ARTICLE 1: WORK STATEMENT**

A. CONTRACTOR shall furnish to the Agency all labor, materials, tools, equipment, services, and incidental and customary work necessary to fully and adequately supply the professional services necessary for the design and installation of an AV System for the District offices, hereinafter referred to as the "Project," as described in the document entitled "Scope of Work" attached as Exhibit "A" and incorporated by reference herein. In the event of any conflict between the terms of this Agreement and those contained in Exhibit "A," the terms in this Agreement shall govern.

B. CONTRACTOR shall designate a representative who shall represent CONTRACTOR and be its sole contact and agent in all consultations with DISTRICT during fulfillment of the terms of this Agreement. CONTRACTOR's representative shall be JAY SCHELLIN, Chief Financial Officer. In the event JAY SCHELLIN becomes unavailable, CONTRACTOR shall immediately designate another representative satisfactory to DISTRICT. CONTRACTOR shall use its best efforts in providing services to DISTRICT and shall cooperate with DISTRICT and provide DISTRICT with all available information and assistance in relation to the Project. Should one or more of such personnel become unavailable, CONTRACTOR may substitute other personnel of at least equal competence upon written approval of DISTRICT. The DISTRICT shall have the right to approve or disapprove the reassignment or substitution of CONTRACTOR key personnel for any reason at its sole discretion.

C. DISTRICT and CONTRACTOR shall discuss Project prior to commencing work under this Agreement. DISTRICT will provide CONTRACTOR with a written authorization to proceed. CONTRACTOR shall indicate acceptance of the Project by signing and returning a copy of the authorization to DISTRICT within five (5) days.

D. CONTRACTOR warrants that its services shall be performed, within the limits prescribed by DISTRICT, in a manner consistent with the level of care and skill ordinarily exercised by other professionals under similar circumstances at the time its services are performed.

## **ARTICLE 2: TERM OF CONTRACT**

Unless otherwise earlier terminated, this Agreement shall continue in force until the services specified herein have been fully performed. Upon execution of this Agreement by both parties, CONTRACTOR shall diligently pursue work to assure completion on a timely basis. Unless otherwise extended in writing by both parties, this contract shall automatically terminate on December 31, 2024.

## **ARTICLE 3: INDEPENDENT CONTRACTOR RELATIONSHIP**

A. It is expressly understood between the parties that no employee/employer relationship is intended, the relationship of CONTRACTOR to DISTRICT being that of an independent contractor. DISTRICT shall not be required to make any payroll deductions or provide Workers' Compensation insurance coverage or health benefits or retirement benefits to CONTRACTOR.

B. CONTRACTOR is solely responsible for selecting the means, methods and procedures for performing its services hereunder as assigned by DISTRICT and for coordinating all portions of the work so the result will be satisfactory to the DISTRICT.

C. CONTRACTOR, pursuant to this Agreement, is rendering professional services only and any payments made to it are compensation solely for such services.

## **ARTICLE 4: COMPLIANCE WITH LAWS**

CONTRACTOR shall give any notice to third parties required for CONTRACTOR's work. CONTRACTOR shall comply with all applicable laws, ordinances, rules, regulations, and lawful orders of any public authority in performing CONTRACTOR's work.

## **ARTICLE 5: CONFIDENTIAL RELATIONSHIP/TITLE TO DOCUMENTS**

CONTRACTOR agrees that all dealings of the parties under this Agreement shall be confidential and no report, data, information or communication developed, prepared or assembled by CONTRACTOR under this Agreement, or any information made available to CONTRACTOR by DISTRICT, shall be revealed, disseminated or made available by CONTRACTOR to any person or entity other than DISTRICT without the prior written consent of DISTRICT. All data, calculations, drawings, reports, manuals, and other documents developed, prepared, completed or acquired by CONTRACTOR during the performance of its services hereunder shall be turned over to DISTRICT upon termination of this Agreement.

## **ARTICLE 6: PAYMENT TO CONTRACTOR**

A. In consideration of CONTRACTOR's performance of services as described herein, DISTRICT shall pay CONTRACTOR fees for its services according to the schedule of rates set forth in Exhibit "A." On or prior to the tenth day of each calendar month after actual work is started, CONTRACTOR shall submit an invoice in sufficient detail to show the total amount of work done and materials furnished by

CONTRACTOR and incorporated into the work to the last day of the month preceding the one in which the invoice is submitted. When possible, such invoice shall include the name and title of each person performing work, date and brief description of the work performed, number and type of hours worked, and labor rate. DISTRICT shall review and approve CONTRACTOR's invoice for accuracy and agree with CONTRACTOR on any adjustments that may be appropriate. Such approvals shall not be unreasonably withheld. DISTRICT shall pay CONTRACTOR for all approved work and materials within 30 days of agreement on the amount of the invoice. In the event of disagreement with CONTRACTOR on adjustments or disallowances, said amounts and disputes shall be withheld until resolved. Upon resolution of the disagreements, payment of the approved amount shall be made within 30 days after deducting therefrom all previous payments and all sums to be retained under the terms of the agreement.

B. Total fees to be paid by DISTRICT to CONTRACTOR for CONTRACTOR's services described herein shall not exceed \$189,889.54 without written amendment hereto.

C. CONTRACTOR shall pay all wages, salaries, and other amounts due such personnel in connection with their performance of Services under this Agreement and as required by law. CONTRACTOR shall be responsible for all reports and obligations respecting such additional personnel, including, but not limited to: social security taxes, income tax withholding, unemployment insurance, disability insurance, and workers' compensation insurance.

D. No payment made under this Agreement, except the final payment, shall be conclusive evidence of CONTRACTOR's performance of the Agreement, either wholly or in part, and no payment shall be construed to be an acceptance of CONTRACTOR's services performed. DISTRICT shall provide CONTRACTOR with written documentation of completion of work along with final payment

E. Contractor shall comply with the provisions of the California Labor Code pertaining to the payment of prevailing per diem wage rates (§1720 et. seq.). Pursuant to Labor Code §1773.2, a copy of the prevailing per diem wage rates in Ventura County is on file with the District Clerk of the Board. A copy of these rates will be furnished to any interested party upon request. The Contractor shall have copies of the prevailing wage schedule at the work site.

#### **ARTICLE 7: CHANGE ORDERS**

No change to Exhibit "A" hereto, or to any other provision of this Agreement, may be made except by a written amendment signed by CONTRACTOR and DISTRICT. DISTRICT General Manager or his designee shall be authorized to approve changes to this Agreement in a manner consistent with the provisions of District's Purchasing Policies.

#### **ARTICLE 8: SUSPENSION OR TERMINATION OF CONTRACT**

All work shall be done in a diligent and professional manner to DISTRICT's satisfaction. CONTRACTOR specifically acknowledges and agrees that DISTRICT may suspend or terminate CONTRACTOR's services at any time with or without cause, regardless of whether CONTRACTOR's services or the Project are completed. Any termination or any special instructions hereunder from DISTRICT shall be made in writing. In the event of such termination or suspension exceeding three (3) months, CONTRACTOR shall have the right to expend additional time to assemble the work in progress for the particular section of work for the purpose of proper filing and closing the job. Such additional time shall not exceed ten percent of the total time expended on the section or sections of work suspended at and to the date of the notice of suspension or termination, and shall not increase CONTRACTOR's total compensation beyond the maximum stated in Article 6.

In the event suspension of services exceeds twelve (12) months in duration, CONTRACTOR may, by not less than thirty (30) days' written notice, terminate the services as they apply to the suspended portion

of the project. In the event this Agreement is terminated by either DISTRICT or CONTRACTOR, all reports, specifications and appurtenant data shall be delivered by CONTRACTOR to DISTRICT and may be used by DISTRICT.

#### **ARTICLE 9: INDEMNIFICATION AND HOLD HARMLESS**

CONTRACTOR agrees to defend, indemnify and hold harmless DISTRICT, and their officers, agents and employees, from and against any and all liability, damages, costs, losses, claims and expenses asserted against or incurred by DISTRICT to the extent arising out of, pertaining to, or relating to the negligence, recklessness or willful misconduct of CONTRACTOR. CONTRACTOR's duty to indemnify, including the duty and cost to defend shall not exceed CONTRACTOR's proportionate percentage of fault. CONTRACTOR's obligations herein shall be construed in a manner consistent with California Civil Code Section 2782.8.

Submission of insurance certificates or other proof of compliance with the insurance requirements herein shall not relieve CONTRACTOR from liability under this indemnification and hold harmless section. The obligations of this section shall apply whether or not such insurance policies shall have been determined to be applicable to any of such liability, damages, costs, losses, claims or expenses.

#### **ARTICLE 10: INSURANCE**

CONTRACTOR shall provide and keep in effect during the term of this Agreement insurance as follows:

- A. Workers' Compensation and Employer's Liability in accordance with applicable laws.
- B. Comprehensive Commercial Liability policies with combined single limit coverage of \$2,000,000 for any personal injury, death, or property damage.
- C. Comprehensive Automobile Liability policies with combined single limit coverage of \$1,000,000 for personal injury, death, or property damage.
- D. Employer's Liability: \$2,000,000 per accident for bodily injury or disease
- E. Errors and Omissions coverage with minimum limits of \$250,000 per claim in full force and effect for a period of 2 years following completion of the Project

CONTRACTOR shall provide certificates of such insurance to DISTRICT prior to the start of work. Said certificates shall specifically provide that: (1) DISTRICT is an additional insured for the coverage in Items B, C, and D above; (2) any other insurance coverage applicable to the loss shall be deemed excess coverage and CONTRACTOR's insurance shall be primary for the coverage in Items B, C, and D above; (3) in the event of CONTRACTOR's error or omission, CONTRACTOR's insurance shall respond for the coverage in Item E above; and (4) such insurance shall not be terminated or canceled without thirty (30) days' prior written notice having been given DISTRICT at its address set forth in this Agreement, except that ten (10) days' written notice shall be acceptable in the case of cancellation for nonpayment.

#### **ARTICLE 11: SUBCONTRACTORS**

This Agreement is a prime contract and the work hereunder shall not be delegated or assigned by CONTRACTOR to any person or entity without the consent of DISTRICT. Breach of this provision shall be grounds for immediate termination of this Agreement.

**ARTICLE 12: NOTICES**

All notices or other official correspondence relating to contractual matters between the parties shall be made by depositing the same as first-class, postage paid mail addressed as follows:

To CONTRACTOR: JAY SCHELLIN, Chief Financial Officer  
WESTERN AUDIO VISUAL & SECURITY  
1592 North Batavia Street, Suite 2  
Orange, CA 92867

To DISTRICT: Finance & Administration  
TRIUNFO WATER & SANITATION DISTRICT  
370 N. Westlake Blvd, Suite 100  
Westlake Village, California 91362

With a copy to: ARNOLD LAROCHELLE MATHEWS VANCONAS & ZIRBEL LLP  
300 E. Esplanade Drive, Suite 2100  
Oxnard, CA 93036

or to such other address as either party may designate hereinafter in writing delivered to the other party. All notices shall be deemed to have been received three (3) days after mailing.

**ARTICLE 13: NO WAIVER**

No failure or delay by DISTRICT in asserting any of DISTRICT's rights and remedies as to any default of CONTRACTOR shall operate as a waiver of the default, of any subsequent or other default by CONTRACTOR, or of any of DISTRICT's rights or remedies. No such delay shall deprive DISTRICT of its right to institute and maintain any action or proceeding which may be necessary to protect, assert or enforce any rights or remedies arising out of this Agreement or the performance of this Agreement.

**ARTICLE 14: PARTIAL INVALIDITY**

If any term, covenant, condition, or provision of this Agreement is found by a court of competent jurisdiction to be invalid, void, or unenforceable, the remainder of the provisions hereof shall remain in full force and effect, and shall in no way be affected, impaired, or invalidated thereby.

**ARTICLE 15: TERMS**

No alteration or variation of the terms of this Agreement shall be valid unless made in writing and signed by the parties. No oral understanding or agreement not incorporated herein shall be binding on any of the parties.

**ARTICLE 16: TERMINATION OF AGREEMENT**

Agency may, by written notice to Consultant, terminate the whole or any part of this Agreement without liability to the Agency if Consultant fails to perform or commits a substantial breach of the terms hereof. Either Party may terminate this agreement on thirty (30) days' written notice for any reason. Upon termination, Consultant shall be compensated only for those Services which have been adequately rendered to Agency, and Consultant shall be entitled to no further compensation. If the Agreement is terminated by Consultant without cause, Consultant shall reimburse Agency for additional costs to be incurred by Agency in obtaining the work from another consultant

**ARTICLE 17: INCORPORATION OF RECITALS**

The foregoing recitals are incorporated herein as though fully set forth.

**ARTICLE 18: CALIFORNIA LAW**

This Agreement shall be interpreted and construed pursuant to the laws of the State of California. The parties agree that should litigation arising from this Agreement be commenced within California, such litigation shall occur within a court of competent jurisdiction within the County of Ventura.

**ARTICLE 19: ATTORNEYS' FEES**

If either Party commences an action against the other Party, either legal, administrative or otherwise, arising out of or in connection with this Agreement, the prevailing party in such litigation shall be entitled to have and recover from the losing party reasonable attorneys' fees and all other costs of such action

**ARTICLE 20: ADDITIONAL PROVISIONS**

CONTRACTOR agrees that no regular employee of DISTRICT shall be employed by its firm during the period that this Agreement is in effect.

**ARTICLE 21: EXECUTION IN COUNTERPARTS**

This Agreement and any amendments hereto may be executed in any number of counterparts, each of which when so executed and delivered shall be deemed to be an original, but all such counterparts shall constitute one and the same Agreement, as may be amended from time to time. Delivery of an executed counterpart of a signature page to this Agreement by facsimile, PDF or other electronic means shall have the same impact and effect as original counterparts and shall be valid, enforceable and binding.

**IN WITNESS WHEREOF**, the parties hereto have executed this agreement the day and year first above written.

TRIUNFO WATER & SANITATION DISTRICT

WESTERN AUDIO VISUAL & SECURITY,  
S-Corp, a California corporation

By \_\_\_\_\_  
JANE NYE, Chair  
Board of Directors

By \_\_\_\_\_  
JAY SCHELLIN, Chief Financial Officer

APPROVED AS TO FORM:

By \_\_\_\_\_  
JOHN MATHEWS  
Legal Counsel for DISTRICT



ATTEST:

By \_\_\_\_\_  
FIDELA GARCIA  
Clerk of the Board

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IT'S  
TIME TO  
CAPTIVATE.



# Triunfo Water & Sanitation District

Request for Proposals for  
District Offices AV System Project

Attention: Tim Doyle

370 N. Westlake Blvd, Suite 100

Westlake Village, CA 91362

DUE: April 11th, 2023 by 5:00pm



April 10th, 2023

Attention: Tim Doyle  
Triunfo Water and Sanitation District  
370 N. Westlake Blvd, Suite 100  
Westlake Village, CA 91362  
[timdoyle@triunfowsd.com](mailto:timdoyle@triunfowsd.com)

**Re: District Offices Av System Project**

Dear Tim,

Thank you for the opportunity to submit our Proposal for the above referenced project based on the specification sent to all bidders. Our proposal is valid 30 days (or longer if contract negotiations are in progress) from the date of submittal.

Western A/V & Security (WAVS), an S-Corp, specializes in the design, sale, installation, and maintenance of multimedia display systems. WAVS and its' Team have been providing turnkey audiovisual system solutions to the corporate, industrial, government and educational marketplace for 30+ years. WAVS is authorized to provide and install all components specified in this Proposal. Please see the attached document titled, "Relevant Project Experience - Recent Government & Municipality Projects" as proof that WAVS has proven and qualified experience in this niche client base.

WAVS understands that the City may request a negotiating process with this proposal.

**Statement of Compliance**

The Price includes all Engineering, Project Management, Installation, Programming, Equipment, Training, as well as the inclusion of all applicable Taxes, Prevailing Wages, and Freight Charges for the following specified systems:

**1) District Offices Av System Project**

**Base Bid Price (\$189,889.54)**

Western A/V & Security's Price to furnish and install the specified sections above is **One Hundred and Eighty Nine Thousand, Eight Hundred and Eighty Nine Dollars, and Fifty Four Cents (\$189,889.54)**, including all Electronic Waste Tax, Prevailing Wages, and Freight charges as detailed in the attached Pricing Summary. Note, Sales Tax is also included in the above price.

**Extended Term Maintenance Agreement**

Per the RFP, Western AV & Security has provided an alternate for the three (3) and five (5) year Service and Preventative Maintenance Contract.

**Years 1-3= \$11,990 (Year 1 is already included in the base bid price)**

**Years 1-5= \$23,980 (Year 1 is already included in the base bid price)**

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Orange – Los Angeles County  
1592 North Batavia Street, Suite 2  
Orange, CA 92867  
Phone#: (714) 637-7272  
Fax#: (714) 637-7330

San Diego County  
445 Marine View Drive, Suite 300  
Del Mar, CA 92014  
Phone#: (760) 438-1200  
Fax#: (760) 438-0066

Arizona  
4636 E. Elwood, Suite 12  
Phoenix, AZ 85040  
Phone#: (602) 675-5575  
Support#: (602) 767-6747



April 10th, 2023

**Warranty and Preventative Maintenance**

The AV Systems are warranted against all defects of materials and workmanship, as a system, as well as individual components, for period of **1 Year** after date of acceptance, or first used (whichever comes first). If individual manufacturers, warranty their equipment for a longer period, the manufacturer's warranty will apply.

Western A/V & Security has also included the cost of four (4) additional and optional years of our Service/Preventative Maintenance Contract:

1<sup>st</sup> Year= \$ \$2,997.50 (50% Off) (INCLUDED IN BASE BID)

2<sup>nd</sup> Year= \$5,995.00

3<sup>rd</sup> Year= \$5,995.00

4<sup>th</sup> Year= \$5,995.00

5<sup>th</sup> Year= \$5,995.00

**RFP Addendum:**

Western A/V & Security agrees to, and has acknowledged the receipt of all documents, Q&A, and addenda including:

Email RFI responses received on 3/20/2023 \_\_\_\_\_ *RE* \_\_\_\_\_ (initials)

Email RFI responses received on 4/4/2023 \_\_\_\_\_ *RE* \_\_\_\_\_ (initials)

Thank you for your time and consideration and please feel free to call me if you have any questions or need further information at (714) 637-7272.

Sincerely,

**Designated Contact: Rachel Elizabeth** (Account Executive)

Cell: 909-217-1565

[rachele@wav1.com](mailto:rachele@wav1.com)

I, Rachel Elizabeth, am the Account Executive authorized to negotiate and bind Western A/V & Security contractually.

**Secondary Contact: Hailey Schellin** (Head of Sales)

Cell: 949-584-7028

[haileys@wav1.com](mailto:haileys@wav1.com)

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1592 North Batavia Street, Suite 2

Orange, CA 92867

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## Project Understanding

Western Audio/Visual & Security has become well known within the Civic and Government market. As mentioned in the cover letter, our Team has over 30 years of experience with similar types of equipment and integrated systems that are listed within the RFP for the Triunfo Water & Sanitation District District Offices AV System Project. Due to our extensive experience, we have a proven track record in providing quality and efficient system designs, installations, and repair services for our audio-visual and security systems.

The best proof of our understanding of the work to be performed is that we are the team that Consultants and Suppliers, like Crestron, come to for help with City & Municipality projects. Our Lead Engineer, Erik Wilson, has worked on more Boardrooms than any other Engineer in the Southern California area. Many vendors can succeed with a simple conference room project, but not many can succeed in the world of Boardrooms and Council Chambers. Council Chamber and Boardroom projects can truly speak to our qualified and abundance of experience, as they are known to be one of the most complex types of systems to design and integrate.

We are the team that City's come to when the low bidder did not work out. We currently have two City contracts where we are cleaning up the mistakes of an inexperienced vendor. **Our biggest compliment came from a very large Consulting Firm that asked Crestron for their 5 biggest City Project References, and all 5 Projects were WAVS Projects.**

The key to a successful installation for this type of project is prior experience and good preparation before coming on-site. Since we are typically doing large installations ranging between \$1 Million and \$3 Million in revenue, we understand more than others that attention to all the small details is critical. Our team has been doing City and County projects for over 30 years. Your project has less critical stages than most projects, but our attention to detail will still make a big difference in the final result.

It is evident that our company's resume and reputation can attest as to why we are the most qualified & competitive vendor for this RFP.

Please see the attached document titled, "Relevant Project Experience - Recent Government & Municipality Projects" which can attest to our experience in working with Government agencies like Triunfo Water & Sanitation District.

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## Relevant Project Experience - Recent Government & Municipality Projects

### City Projects:

1. [City of Aliso Viejo\\*](#) (\$119k)
2. [City of Anaheim\\*](#) (\$886k)
3. [City of Azusa](#) (\$106k)
4. [City of Banning\\*](#) (\$211k)
5. [City of Barstow\\*](#) (\$212k)
6. [City of Beaumont\\*](#) (\$10k)
7. [City of Big Bear Lake\\*](#) (\$175k)
8. [City of Brea](#) (\$643k)
9. [City of Bishop\\*](#) (\$81k)
10. [City of Buena Park\\*](#) (\$596k)
11. [City of Carlsbad](#) (\$616k)
12. [City of Cerritos\\*](#) (\$501k)
13. [City of Chino\\*](#) (\$739k)
14. [City of Chino Hills\\*](#) (\$225k)
15. [City of Chula Vista\\*](#) (\$558k)
16. [City of Colton\\*](#) (\$200k)
17. [City of Corona\\*](#) (\$1.0M)
18. [City of Coronado](#) (\$30k)
19. [City of Costa Mesa](#) (\$210k)
20. [City of Covina\\*](#) (\$166k)
21. [City of Cypress\\*](#) (\$290k)
22. [City of Del Mar\\*](#) (\$105k)
23. [City of Diamond Bar](#) (\$67k)
24. [City of Downey\\*](#) (\$137k)
25. [City of Eastvale](#) (\$4k)
26. [City of El Monte](#) (\$31k)
27. [City of El Segundo](#) (\$34k)
28. [City of Encinitas\\*](#) (\$447k)
29. [City of Fontana\\*](#) (\$97k)
30. [City of Fullerton](#) (\$217k)
31. [City of Glendora\\*](#) (\$438k)
32. [City of Goleta\\*](#) (\$214k)
33. [City of Hawaiian Gardens\\*](#) (\$200k)
34. [City of Hemet](#) (\$6k)
35. [City of Hesperia\\*](#) (\$609k)
36. [City of Hermosa Beach](#) (\$190k)
37. [City of Huntington Park\\*](#) (\$7k)
38. [City of Imperial Beach\\*](#) (\$270k)
39. [City of Irvine\\*](#) (\$152k)
40. [City of Irwindale\\*](#) (\$121k)
41. [City of La Habra\\*](#) (\$303k)
42. [City of La Mesa\\*](#) (224K)
43. [City of La Puente](#) (\$34k)
44. [City of Laguna Beach\\*](#) (\$170k)
45. [City of Lomita\\*](#) (\$10k)
46. [City of Manhattan Beach\\*](#) (\$393k)
47. [City of Mission Viejo\\*](#) (\$747k)
48. [City of Moreno Valley](#) (\$11k)
49. [City of Murrieta](#) (\$816k)
50. [City of National City\\*](#) (\$98k)
51. [City of Ojai\\*](#) (\$25k)
52. [City of Ontario](#) (\$321k)
53. [City of Orange](#) (\$540k)
54. [City of Oxnard\\*](#) (\$147k)
55. [City of Perris\\*](#) (\$131k)
56. [City of Placentia](#) (\$59k)
57. [City of Pomona\\*](#) (\$194k)
58. [City of Port Hueneme\\*](#) (\$217k)
59. [City of Rancho Mirage\\*](#) (\$228k)
60. [City of Rancho Palos Verdes\\*](#) (\$100k)
61. [City of Redlands](#) (\$20k)
62. [City of Redondo Beach](#) (\$38k)
63. [City of Riverside\\*](#) (\$225k)
64. [City of Rolling Hills Estates\\*](#) (\$156k)
65. [City of San Clemente\\*](#) (\$28k)
66. [City of San Fernando\\*](#) (\$25k)
67. [City of San Juan Capistrano\\*](#) (\$136k)
68. [City of San Marcos\\*](#) (\$399k)
69. [City of San Marino](#) (\$2k)
70. [City of Santa Clarita\\*](#) (\$67k)
71. [City of Santa Ana](#) (\$542k)
72. [City of Santa Barbara](#) (\$779k)
73. [City of Santa Fe Springs\\*](#) (\$130k)
74. [City of Santee\\*](#) (\$575k)
75. [City of Signal Hill](#) (\$6k)
76. [City of Simi Valley\\*](#) (\$272k)
77. [City of Solana Beach\\*](#) (\$109k)
78. [City of Temecula\\*](#) (\$1.5M)
79. [City of Tustin\\*](#) (\$607k)
80. [City of Upland\\*](#) (\$115k)
81. [City of Ventura\\*](#) (\$305k)

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- 82. City of Victorville \* (\$1.6M)
- 83. City of Villa Park\* (\$82k)
- 84. **City of Vista** (\$89k)
- 85. City of Walnut \* (\$214k)
- 86. City of West Covina (\$54k)
- 87. **City of West Hollywood** (\$991k)
- 88. **City of Westminster** (\$135k)

- 89. **City of Whittier\*** (\$355k)
- 90. City of Yorba Linda\* (\$208k)

**County & District Projects:**

- 1. **Civil Rights Institute\*** (436k)
- 2. Columbia Space Center\* (\$200k)
- 3. **Coachella Valley Water District\*** (\$711k)
- 4. **County of Inyo\*** (\$94k)
- 5. County of Los Angeles (\$300k)
- 6. **County of Orange\*** (\$227k)
- 7. County of Riverside\* (\$245k)
- 8. **County of San Bernardino\*** (\$1.2M)
- 9. County of San Diego\* (\$250k)
- 10. **Eastern Municipal Water District\*** (\$344k)
- 11. **El Toro Water District\*** (\$90k)
- 12. **First 5 - San Bernardino\*** (\$97k)
- 13. **Desert Water Agency\*** (\$150K)
- 14. **Inland Empire Utilities Agency\*** (\$570k)
- 15. **Irvine Ranch Water District\*** (\$300k)
- 16. Jurupa Community Services District\* (\$8k)
- 17. **Long Beach Water** (\$12k)
- 18. **Los Angeles County Bar Assoc.** (\$345k)
- 19. **Los Angeles Fire Police Pension** (\$200k)
- 20. **Omnitrans\*** (\$73k)
- 21. **Orange County Fire Authority\*** (\$559k)
- 22. **Orange County Sanitation District\*** (\$148k)
- 23. **Otay Water District** (\$153k)
- 24. **Port of Los Angeles\*** (250k)
- 25. **Rancho California Water District\*** (\$27k)
- 26. Reg. County OCC Center \* (\$120k)
- 27. **SBCERA\*** (\$110k)
- 28. **San Bernardino Valley Municipal Water District\*** (\$206k)
- 29. **SDCERS\*** (\$250k)
- 30. **San Diego District Attorney\*** (\$244k)

- 31. **San Diego Medical Examiner\*** (\$375k)
- 32. **Santa Margarita Water District\*** (\$50k)
- 33. **South Orange Community College District\*** (\$153k)
- 34. The Toll Roads\* (\$25k)
- 35. Vallecitos Water District (\$93k)
- 36. **Victor Valley Transit Authority\*** (\$41k)
- 37. **Vistra Moss Landing** (\$21k)
- 38. **Yorba Linda Water District\*** (\$153k)

**Blue indicates projects in progress**  
**Red indicates maintenance contracts**  
**\* indicates design/build**

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Arizona  
 4636 E. Elwood, Suite 12  
 Phoenix, AZ 85040  
 Phone#: (602) 675-5575  
 Support#: (602) 767-6747





## Resumes

As a means to not exceed the required page limit, but provide the necessary information, Western A/V & Security has attached the document titled, "Project Team and Key Personnel" as an Appendix/Exhibit.

In addition, Western A/V & Security has attached a one page document showing an Organizational Chart for the WAVS Team designated to this project as an Appendix/Exhibit.

### Sub-Consultants:

Please see link below for the resume of the Sub-Consultant we have included in our bid for the electrical needs, South Coast Electric. Western A/V & Security has worked with them on numerous jobs and has had nothing but positive experiences with them and their team.

<https://scfacilityservices.com/who-we-are/team/>

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## Cost Proposal and Rate Schedule

As a means to not exceed the required page limit, but provide the necessary information, Western A/V & Security has attached our Project Pricing as an Appendix/Exhibit.

In addition, Western A/V & Security has answered each of the following questions in red font.

**Cost Proposal and Rate Schedule.** The Bidder shall provide a cost estimate for the work and the most current rate schedule, including the rates for all staff that may be assigned to this contract. Bidder's proposed bid amounts shall have a detailed breakdown of each aspect of the project. Include the following information with the bid submittal:

- a. The total contract price. **Please see attached Audio Visual Investment Summary shown as an Appendix/Exhibit.**
- b. The total price for any add or deduct alternates. **Please see attached Audio Visual Investment Summary shown as an Appendix/Exhibit.**
- c. An itemized equipment list with quantities and unit pricing. **Please see attached Audio Visual Investment Summary shown as an Appendix/Exhibit.**
- d. In the event of changes to the project scope, a guaranteed equipment markup rate and labor rates.
  - a. **Equipment markup rates will not change in comparison to base bid submission.**
  - b. **Labor Rates:**
    - i. **Engineering: \$159/hour**
    - ii. **Control Programming: \$267/hour**
    - iii. **Project Management: \$142/hour**
    - iv. **Staging & Assembly: \$125/hour**
    - v. **Installation & Testing: \$142/hour**
    - vi. **Training, Closing, & Commissioning: \$142/hour**
    - vii. **G&A: Varies.****Please Note: These rates include prevailing wage rates.**
- e. Provide alternate line item pricing for:
  - a. An extended term maintenance agreement (three- and five-year options). **Please see attached Audio Visual Investment Summary shown as an Appendix/Exhibit. The final page shows the Service/Preventative Maintenance contract costs for years 1 through 5. Please note, year one (1) is included in the base bid price.**
  - b. Warranty support, including a rapid response time for service calls.
    - i. One-hour phone response from 7:00 am to 5:00 pm during normal business days. **Western A/V & Security offers a standard Service/Preventative Maintenance contract to all of our clients. Please see attached Service/Preventative Maintenance contract as an appendix/exhibit within this proposal. Our Standard Service/Preventative Maintenance Contract outlines our response times, as well as our hours of operation (8:00am-5:00pm, M-F).**

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- ii. Options for EMERGENCY response to the District. **Western A/V & Security offers a standard Service/Preventative Maintenance contract to all of our clients. Please see attached Service/Preventative Maintenance contract as an appendix/exhibit within this proposal. Our Standard Service/Preventative Maintenance Contract outlines our response times. As with all of our Municipality Clients, Western A/V & Security will work with Triunfo to install a remote viewing application, known as TeamViewer, as a means for Engineers/Technicians to remote into the system in the event of an emergency response.**
- iii. Regular inspections of the system to ensure the most recent firmware/software updates are completed in a timely manner and testing is completed on all equipment to ensure it is in proper working condition. **As part of all of our Service/Preventative Maintenance contracts, WAVS includes four (4) preventative maintenance visits a year. Therefore, this item is already included within the optional Contract Costs shown for Years 1 through 5 of our Service/Preventative Maintenance Contract.**

f. All work shall be in accordance with local, state, and federal, standards. All contract work must be paid according to the State of California's Department of Industrial Relations Prevailing Wage regulations. **Western A/V & Security has no issue complying with local, state, and federal standards. Western A/V & Security has included Prevailing Wage Rates within this proposal.**

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## References

Per the RFP requirements, Western A/V & Security has provided the following three references for projects that we have recently completed with many similarities to the AV Upgrade Project mentioned within the RFP for Triunfo Water.

1. San Bernardino Valley Municipal Water District  
380 E Vanderbilt Way, San Bernardino, CA 92408  
Melissa Zoba  
Chief Information Officer  
909-307-9228  
[melissaz@sbfmwd.com](mailto:melissaz@sbfmwd.com)
2. City of Simi Valley  
2929 Tapo Canyon Rd, Simi Valley, CA 93063  
Garry Boswell  
Deputy Director Information Services  
805-583-6330  
[gboswell@simivalley.org](mailto:gboswell@simivalley.org)
3. Eastern Municipal Water District  
2270 Trumble Rd, Perris, CA 92570  
Mike Malone  
Senior Director of Information Systems  
951-355-4427  
[malonem@emwd.org](mailto:malonem@emwd.org)

As a means to not exceed the required page limit, but provide additional details and pictures about these three projects, Western A/V & Security attached these three references as additional Appendices/Exhibits.

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# AUDIO VISUAL SYSTEM: MILESTONE SCHEDULE

**Client:** Triunfo Water & Sanitation District

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**Prepared by:** Rachel Elizabeth

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**Date:** 4/10/2023

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	MILESTONE	DATE
1.	Project Awarded – Notice to Proceed	5/15/23
2.	Project Team Kick Off Meeting	5/30/23
3.	Engineering Team Meeting On-Site	5/30/23
4.	Audio Visual Drawings	6/20/23
5.	AV Equipment – Long Lead Procurement	6/13/23
6.	Touch Panel Build / Prep	6/20/23
7.	AV Equipment Procurement	6/20/23
8.	AV Cabling	8/14/23
9.	Install Displays	8/21/23
10.	On-Site Rack Fabrication	8/23/23
11.	Install AV Devices	8/25/23
12.	AV Terminations & Wiring Devices	8/25/23
13.	WAVS Equipment Set-Up & Updates	8/28/23
14.	On-Site Programming	8/29/23
15.	WAVS Testing & Troubleshooting	8/31/23
16.	Project Substantial Completion	9/1/23
17.	Training	9/6/23
18.	Audio Visual Closeouts & Documentation Delivery	9/7/23
19.	Project 100% Complete	9/7/23

**PLEASE NOTE:**

1.	With the consent of Western AVS & <i>Triunfo Water and Sanitation District</i> , this schedule can be adjusted.
2.	This schedule is based on Western AVS' current workload. Western AVS cannot guarantee these dates until a contract or PO has been issued.
3.	This schedule is based on typical equipment lead time orders. This schedule does NOT indicate any backordered equipment items. If there are equipment items that are backordered, this schedule will need to be revised.
4.	This schedule does NOT include any work done by subcontractors or the Facilities Department. This schedule will need to be revised based on the subcontractors lead times on equipment and install schedule.



## Appendices/Exhibits

As a means to not exceed the required page limit, but provide the necessary information, Western A/V & Security has attached the following documents as Appendices/Exhibits:

- Project Team and Key Personnel
- Project Team – Organizational Chart
- Audio Visual Investment Summary
- Standard Service/Preventative Maintenance Contract
- San Bernardino Valley Municipal Water District
- City of Simi Valley
- Eastern Municipal Water District

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### Orange – Los Angeles County

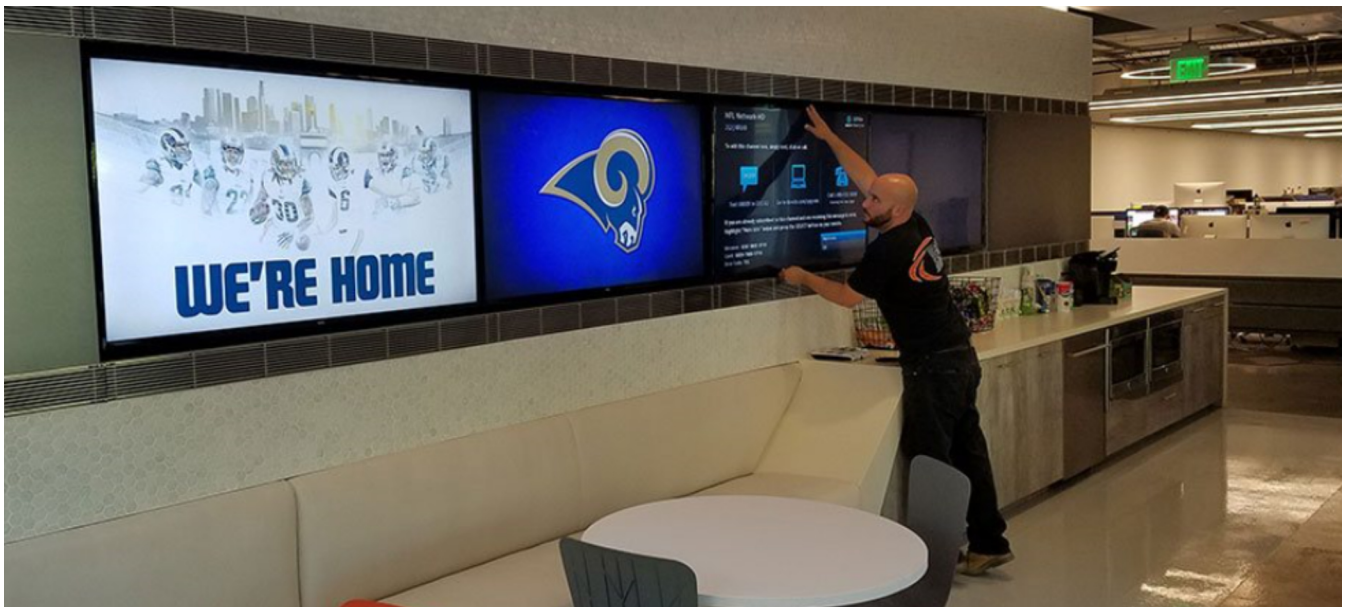
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# PROJECT TEAM & KEY PERSONNEL



# PROJECT TEAM: KEY PERSONNEL

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## **JAY SCHELLIN,** *General Manager*

Jay has over 38 years of experience in the audiovisual industry. In 1986, Jay started J.O.S. Projection Systems, Inc. which provided integrated system solutions to a diverse clientele. Some of these clients included: NASA, JPL, Intel, Hughes, Motorola, Northrop, Charles Schwab, as well as all branches of the military. With offices in Los Angeles, San Diego and Phoenix, J.O.S. primarily served the Southwestern U.S. In 1998, J.O.S. was acquired by the largest audiovisual company in the U.S. to transition them into the System Integration business. As part of the sale, Jay remained on board until 2001 as Vice-President of Systems Integration Group. In 2005, Jay started Western Audio Visual where several employees followed, due to Jay's loyalty and leadership skills. Upon building a reputable name in the AV industry with Western Audio Visual, Jay expanded the company by acquiring a security business as well, where Western Audio Visual & Security is now well-known among both industries. Jay is an alumni of Pepperdine University, where in his senior year, he was drafted by the Oakland Athletics. His career with the A's lasted three years at which time he began his career outside of baseball in the mainframe division of National Semiconductor.

## **ERIK WILSON,** *Design Engineer, CTS-D, DMC-E, DMC-D, BE2, Biamp Tesira*

Erik has over 30 years of experience in the audiovisual industry and is considered by many in the AV industry as one of the top engineers in the country. Erik started his career in the audiovisual industry with Ampro in Florida before moving to California and working with J.O.S. Projection Systems. He has also traveled all over the world for British Petroleum designing and fine-tuning Control Room Displays utilizing edge blending. He has performed many different jobs in the audiovisual world including, Final Setup Technician for CRT projectors, Service Technician, Project Manager, System Designer, System Sales, Engineer and is now currently a Design Engineer at Western Audio Visual & Security. He has an AA degree in Electronics and many certifications including those from Biamp, Crestron, Christie, AMX, Panasonic and more. Erik also holds a CTS-D certification from AVIXA and DMC-E from Crestron Electronics. He has designed many high-profile projects including: Eastern Municipal Water District, City of Glendora, City of Anaheim, Fandango, City of Temecula, Viasat, Intuit, Too Faced, Children's Hospital of Orange County, City of San Marcos and City of Brea. He specializes in projects ranging from \$750,000 to \$2,000,000+.





# PROJECT TEAM: SALES

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## **STEVE HOLLINGSWORTH**, Account Manager, DMC-D

Steve has over 30 years of experience in the audiovisual industry. Steve started out with J.O.S. Projection Systems in 1994 and was part of the group that was acquired by MCSi in 1998. While there, he ran the most successful region in the company. He has worked as a System Designer, Salesperson, Project Manager and Regional Manager in the AV industry. His experience working on large, high-profile projects has impressed industry peers as well as clients. Due to his broad technical knowledge, Steve has the ability to solve complex integration challenges. The key phrase "Experience is Golden" certainly applies to him, and gives his clients the greatest benefit of all. Steve graduated with a Business Administration degree from San Diego State University and began his career with the San Diego Padres as a Project Manager in the Stadium Operations Department. Steve's client list includes, but is not limited to: Northrop Grumman, Viasat, Intuit, Children's Hospital of Los Angeles, University of California Riverside and County of San Diego.

## **JENNIFER BROWN**, Account Manager

Jennifer has over 30 years of experience in the audiovisual industry. Her extensive career includes positions as a Senior Account Manager, Senior Sales Engineer, and Senior Sales Consultant with prominent AV integrators. She holds a Bachelor of Arts from the University of California at Santa Barbara, and has completed numerous AV manufacturer training courses. Jennifer takes great pride in working closely with her clients to provide and implement high quality, highly effective AV solutions to a wide range of customers and markets. Jennifer also sits on the Los Angeles based non-profit Bresee Foundation Board of Directors and Blind Children's Center Board of Directors.

## **STEPHEN WISNER**, Account Manager, DMC-D, DMC-D-4k, Biamp, Cisco, Listen, Polygom, Mersive

Stephen has over 29 years of experience in the audiovisual industry. Stephen has worked as an Installer, Programmer, Project Manager and Sales Representative in the AV market, providing audio/video integration services and consulting to end-users. Because of his work ethic and detailed approach to project design and integration, Stephen has an excellent reputation in the industry. Stephen puts a strong emphasis on customer service which is why he has a long record of successfully guiding local and national clients with their audiovisual desires and needs. Stephen's passion for low voltage integration and his focus on audiovisual design trends provides a welcomed approach on projects by project professionals and clients alike. Stephen holds multiple certifications including with Crestron, Biamp, Cisco, Listen, Polygom and Mersive.

## **HAILEY SCHELLIN**, Account Manager

Hailey has worked in the audiovisual industry for 10 years as an Account Executive for Western Audio Visual & Security. While at Western, she has become the expert in government contracts and has contracted with over 120 municipalities. Hailey stands out in the industry because of the relationships she garners with her clients and how she oversees the client is receiving exactly what they want from start to finish of each project. Hailey specializes in Council Chambers, Boardrooms, Traffic Management Centers and Emergency Operations Centers. Some of Hailey's key accounts include: City of Anaheim, City of Ventura, Coachella Valley Water District, City of Buena Park and Orange Police Department. Hailey graduated from the University of Arizona with a Bachelor's degree in Communications and a minor in Business.



# PROJECT TEAM: ENGINEERING

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## **PHIL ALDERSON**, **Director of Engineering**, CTS-I, CCNA, DMC-D, DMC-T, BE2, DM-NVX, CTI-CSD, CTS, Biamp Tesira

Phil has over 20 years of experience in the audiovisual industry. Over his 20+ years of experience in the audiovisual industry, Phil has had many different job functions including Installation Supervisor, Project Manager, Field Engineer and Sales Engineer. Because of his significant experience, Phil continued to work his way up in the industry, where he is now the acting Director of Engineering at Western Audio Visual & Security. Phil is known around the office for his “can-do” attitude and his willingness to offer his expertise on especially challenging projects. Phil has multiple certifications including: Clearone, Lutron, AMX, Biamp, SVSi, QSC, Scala and Polycom. He has been a part of projects ranging from corporate, government, higher education, as well as performing arts. Some high-profile projects Phil has headed include: Taco Bell, Herbalife, New York Life, Too Faced Cosmetics and various colleges throughout southern California.

## **KEVIN LAYMON**, **Engineer**, DMC-D, Biamp Tesira

Kevin has over 10 years of experience in the audiovisual industry. Kevin started in the industry in 2014 working as an Installation Technician and was quickly promoted to Lead Technician. His attention to detail and communication skills led to yet another promotion as Project Closer. He now works as a Sales Engineer for Western Audio Visual & Security, a position he continues to excel at. Kevin is responsible for trouble shooting, testing and configuring the audio visual system for final sign-off by the customer and/or the consultant. Kevin is best known for his attention to the client, and has been known to drop what he is doing in order to help clients when they are in a pinch or in need of immediate troubleshooting or assistance. He is both Biamp and DMC-D certified. Kevin has worked on many high-profile projects including: Taco Bell corporate headquarters, Claremont McKenna College, City of Goleta, City of Ventura, City of Brea, City of Santa Barbara, New York Life, Intuit and Children’s Hospital Los Angeles.

## **RANDI ELLIS**, **CAD Engineer**, CTS

Randi has over 30 years of experience in the audiovisual industry. Randi is well-known amongst the industry for her expertise, but is also known because she was the first female in the audiovisual industry to earn the CTS certification. She started in the industry in 1995 as a sales support specialist at Extron Electronics where she managed all GSA sales to the U.S. as well as sales and training to the Northeast region. Since 2002, she has worked for large integration companies as a CAD Engineer developing system design package standards. Before becoming a CAD Engineer, she performed functions in systems integration such as Systems Integration Coordinator and Service Dept. Coordinator. Because Randi had knowledge in audiovisual systems before learning AutoCad, it gives her a unique advantage in being able to understand projects thoroughly. Because of this advantage, Randi can create drawing packages from as little as a list of equipment.



# PROJECT TEAM: ENGINEERING

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## **JAY P. SCHELLIN**, Sales Engineer, DMC-D-4K, CTI-CTF, CTI-P301, CTI-FUSION-P, CCI-CCT

Jay has over 10 years in the audiovisual industry. Jay started his career in the AV industry as an installer, working his way up to become a field engineer and programmer. Jay has an AA degree in biological and physical sciences and mathematics and has experience programming for Crestron, AMX, Biamp, Q-SYS, Shure and more. Jay approaches every project with an upbeat attitude and has experience working on projects ranging from corporate, to military to city council chambers. While working at Western Audio Visual & Security, several customers have reached out to Jay's managers to compliment Jay's responsive and professional nature. Jay was also responsible for upgrading the NATO Response capabilities of Northrop Grumman, the Emergency Operation Center for the City of Orange Police Department, John Wayne Airport, and the City of Murrieta. Jay has also worked heavily on council chamber programming and commissioning including 35+ city and county chambers some of which are: County of San Bernardino, City of Ventura, City of Chula Vista, City of Temecula, City of Orange and more.

## **EDGAR CARRILLO**, Design Engineer, DMC-4K-E, Biamp Tesira, QSC, NVX-N, Extron

Edgar has over eight years of experience in the audiovisual industry. Edgar started his career in the audiovisual industry as a technician at Western Audio Visual & Security and has performed multiple roles since his start. Edgar has experience in the roles of Project Superintendent, Service Technician, Closer, Field Engineer and, to his current position, as a Design Engineer. Edgar has a BS degree in Mechatronic Engineering and holds certifications with Crestron, Biamp, QSC-SYS, NVX and Extron. Edgar brings a hardworking persistence and attention to detail to every project he works on due to his experience working in multiple facets of the AV industry. Edgar has worked on many high-profile projects throughout his career with Western Audio Visual & Security, including several council chamber projects. Some projects to note include: Fandango, New York Life, San Bernardino Valley Municipal Water District, City of Goleta, City of Temecula, Claremont McKenna College, and more.

## **GEO CORONA**, Programmer, CTS, CTI-P 201, DMC-T, DMC-D, DMC-E

Geo has 18 years of experience in the audiovisual industry. Geo began his career in the audiovisual industry while working 13 years in residential AV where he then transitioned into commercial AV. Prior to coming to Western Audio Visual & Security, Geo worked for two years as the lead installer and foreman for U.S. embassy projects. After working in installation for many years, Geo worked his way up into programming and technician work. Geo has multiple certifications including: a CTS, CTI-P 201 and smart graphics certifications, DMC-T, DMC-D, and DMC-E for digital media, and is an Extron Control Specialist.



# PROJECT TEAM: PROJECT MANAGEMENT

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## **SHELBY TOAL**, Senior Project Manager, PMP, DMC-D

Shelby has over 25 years of experience in the audiovisual industry. He started his career at MCSi and has worked for a couple other large integration companies before arriving at Western Audio Visual & Security in 2010. He is Western's Senior Project Manager designated as the training coordinator for all new hires. Before joining the audiovisual industry, Shelby was a Sergeant in the Marine Corps for six years. His experience covers a full range of projects starting with simple systems and then, in the past 10 years, spent fully on large-scale projects. Some of these projects include: Herbalife - LA Live (\$1.5 million), Taco Bell (\$1 million), UCLA Medical Center, USC Medical Center, Mayo Hospital, City of Hope, UC Irvine, Claremont McKenna College and Intuit.

## **GARRETT SMITH**, Project Manager

Garrett has over three years of experience in the audiovisual industry. Garrett started his career at Western Audio Visual & Security as an installation technician, while attending college at Concordia University, Irvine. After graduating from Concordia University with a Bachelor's degree in Communication, Garrett returned to Western Audio Visual & Security to work full time, and has worked his way up into a Project Manager position. Prior to Garrett arriving at Western Audio Visual & Security, he was a Corporal in the Marine Corps for four years. During his service, he provided logistics and operational planning for electrical systems. He has worked on many high-profile projects ranging from corporate to education including: Cal State Fullerton, AZTEC Engineering, EA Sports, Arizona Sports Foundation and more.



# PROJECT TEAM: SERVICE

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## **KEVIN MAHKORN**, **Service Manager**, DMC-D

Kevin has over 17 years of experience in the audiovisual industry. Kevin started in the industry in 2007 working as a Project Coordinator. He worked directly with the project management and engineering teams on all new and existing projects. His attention to detail, knowledge of installation requirements in the field and coordination with end users made Kevin an integral part of the technical services department. In 2009, Kevin was promoted to Service Manager where he was tasked with building and maintaining a fully functioning service department - something he has done nothing but excel and exceed expectations with. Kevin has received great praise from clients and colleges due to his constant and outstanding customer service and support. He has a loyal following of customers and is recognized by many of our industry suppliers as the top in his field. Suppliers continue to steer their service business Kevin's way since it has had such a positive effect on their business. Kevin has worked on many high-profile projects such as: Taco Bell corporate headquarters, Herbalife LA Live, Metlife, WATG, Intuit, Children's Hospital Los Angeles, Citrus College, Cerritos College and Bank of America.

## **KEITH HOWARD**, **Senior Service Technician Programmer**, CTS, DMC-D, DMC-E, DMC-T, BE2, QSC, Q-SYS Certified

Keith has over 24 years of experience in the audiovisual industry. Keith started in the audiovisual industry in 1999 as an Applications Engineer for Samsung Electronics. In 2008, he moved to Crestron Electronics where he worked as an Instructor for Certified Programming and DigitalMedia Certifications. He joined Western Audio Visual & Security in 2015 as a Senior Service Technician. Keith holds multiple certifications including certifications for Crestron Programming, Crestron DigitalMedia, QSC, Q-SYS and DSP Product Line. Keith's vast audiovisual knowledge and experience make him a valuable asset in the field for, not only our service department, but for our integration department as well. Having Keith on our team gives us an advantage because we have the flexibility to make programming changes immediately rather than having our client wait for a programmer to be available.

## **RAY STEVENS**, **Service Technician**, DMC-D, BE2

Ray has over 25 years of experience in the audiovisual industry. Ray started in the audiovisual industry in 1998 as an engineering assistant. He has performed many job functions over the past 18 years including Installation Technician, Service Coordinator, Inside Sales and Project Management. Ray holds certifications for Crestron Programming, Crestron DMC-D, Hilti and OSHA. Some of his clients include: Intuit, American Career College, Citrus College, Children's Hospital of Los Angeles and Irvine Ranch Water District.



# PROJECT TEAM: SECURITY

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## **JEREMY DAVIS**, *Director of Security, PSP, ACD, ACE*

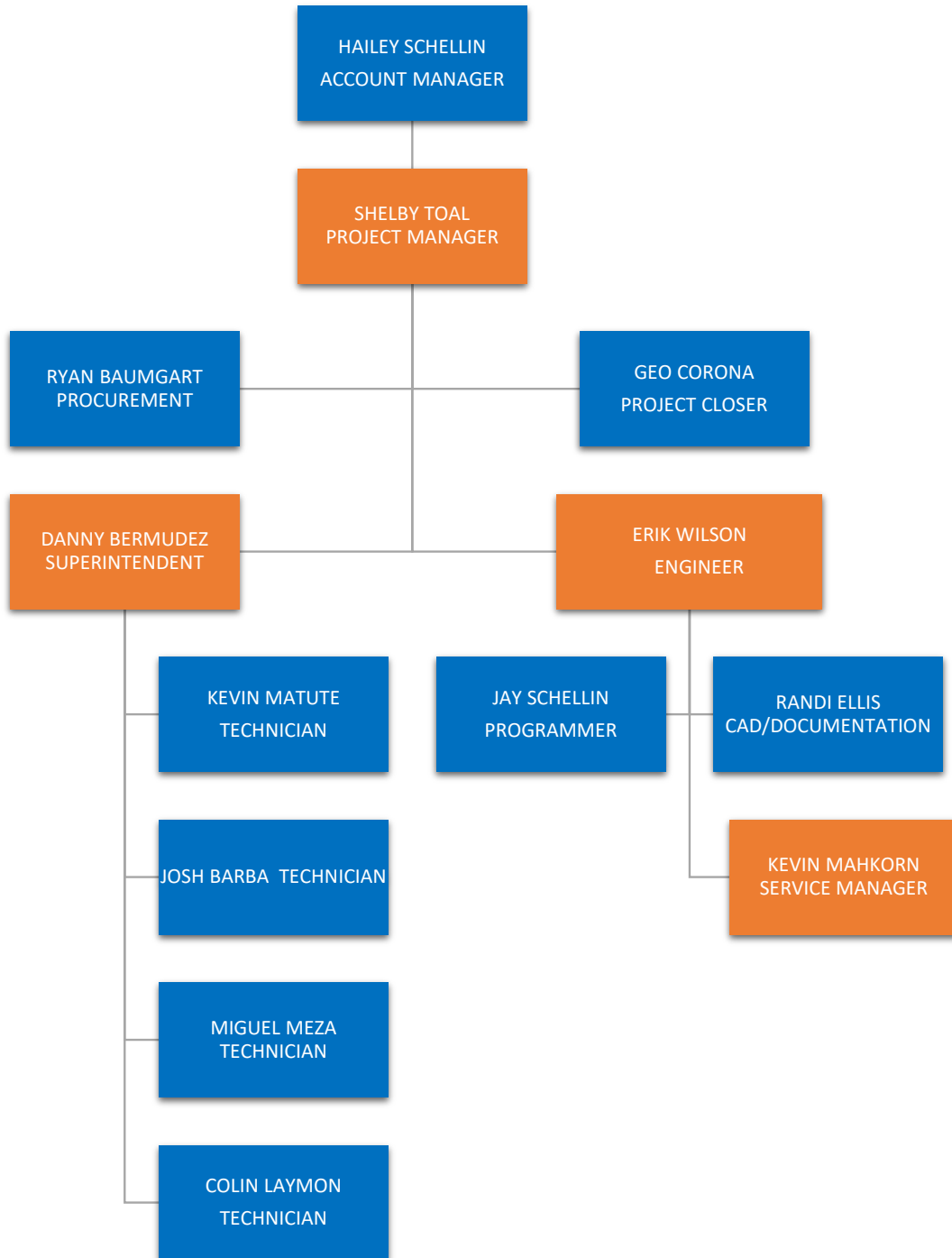
Jeremy has over 20 years of experience in the Security Integration business. During that time, he has assisted some of the area's largest businesses in securing their facilities from both internal and external threats. As part of a design-build firm, he learned early on the importance of attention to detail, properly aligning client expectations, and the importance of excellent customer service. His approach to the physical security needs of his clients is that of a partner, and not simply an installation contractor. Jeremy has developed a client-centric, service-based approach, ensuring clients' needs are continuously met long after the initial sale. With the ever-changing technology in the security industry, he has remained committed to professional growth and technical knowledge through manufacturer certifications and proficiency on industry best practices. Since joining Western Audio Visual & Security, Jeremy has continued to apply a client-focused, service-oriented approach to identifying and meeting all our clients' security needs.

## **JESSE MARTINEZ**, *Security Operation Manager*

Jesse has over 19 years of experience in the audiovisual and electrical business. He has been working in the low voltage industry since 2005. He started out in structured cabling, pulling wire and building out server rooms for large companies like Western Digital, UCLA, Monster and Gensler. In 2009, Jesse moved to the audiovisual department installing TVs, ceiling speakers, wireless microphones, video conferencing, media walls and building out AV racks in residential and commercial properties. Jesse jumped into the security sector headfirst in 2011 and has been passionate about it ever since. He has worked in many different environments including hospitals, hotels, commercial high-rise buildings, residential high-rise buildings, government buildings, television production companies, retail stores and banks. He has experience in installation, on-field engineering, project management, programming and customer service skills. Jesse believes the customer should get a clean, professional installation and is always looking to close each project with 100% satisfaction.



# Triunfo Water & Sanitation District Proposed Project Team





Triunfo Water & Sanitation District  
District Offices AV System Project

Representative Hailey Schellin  
Mobile 949.584.7028  
Office 714.637.7557  
Email HaileyS@wav1.com  
Revision 4/10/2023

**Boardroom**  
Typical of 1 - Proposal Includes 1

Item	Quantity	Manufacturer	Model	Description	Unit Price	Ext Price
<b>Display System</b>						
	3	Samsung	QB85R-B	85" Commercial 4K UHD Display, 350 nits	\$ 2,169.00	\$ 6,507.00
	3	Chief	XTM1U	Extra-Large Fusion® Micro-Adjustable Tilt Wall Mount	\$ 289.00	\$ 867.00
	10	Beetronics	15HD7	15" LCD Monitor, 1920 x 1080 (Dais Monitors)	\$ 444.00	\$ 4,440.00
<b>Signal Distribution and Switching System</b>						
	6	Visionary Solutions	E4100	PacketAV Encoder (Sources Listed Below)	\$ 662.00	\$ 3,972.00
	6	Visionary Solutions	D4100	PacketAV Decoder (2 Front Displays, 1 Rear Display, 2 Dais, 1 Broadcast Feed & Audio De-Embedder)	\$ 662.00	\$ 3,972.00
	2	Kramer Electronics	VM-8H	1:8 HDMI Distribution Amplifier (Video Distribution at each Dais)	\$ 685.00	\$ 1,370.00
<b>Sources</b>						
	1	Barco	R9861511US	(3) PC Connections (HDMI Only) Control Room Web Conferencing PC (HDMI Only) C-10 Wireless Presentation Gateway Broadcast Feed	\$ 1,252.00	\$ 1,252.00
<b>Owner Furnished Control Room PC/Laptop for Web Conferencing</b>						
<b>Audio System</b>						
	10	Shure	MX418D/C	18" Desktop Microphone, LED Indicator, Programmable Mute Switch, Cardioid	\$ 266.00	\$ 2,660.00
	1	Audio Technica	ESW-R4180DAN	ES Wireless 8C channel receiver with Dante network output	\$ 1,666.00	\$ 1,666.00
	6	Audio Technica	ESW-T4107/925C15	ES Wireless Desk Stand Transmitter with ES925 mic featuring 15 inch gooseneck and cardioid condenser element	\$ 833.00	\$ 4,998.00
	1	Audio Technica	ESW-T4101 /831cH	BP Transmitter with AT831cH Cardioid Lapel Microphone	\$ 608.00	\$ 608.00
	1	Audio Technica	ESW-T4102/C510	ES Wireless Handheld Transmitter with AEW-C510 cardioid dynamic capsule	\$ 541.00	\$ 541.00
	1	Audio Technica	ESW-CHG4AD	ES Wireless 2-Bay charging station. Compatible with ESW Handheld and/or Bodypack Transmitters. Includes link plate and link cable. Bundle includes AC adapter.	\$ 475.00	\$ 475.00
	1	Audio Technica	ESW-CHG5AD	ES Wireless 4-Bay charging station. Compatible with ESW Deskstand and/or Boundary Transmitters. Includes link plate and link cable. Bundle includes AC adapter.	\$ 891.00	\$ 891.00
	1	Audio Technica	ESW-CHG5	ES Wireless 4-Bay charging station. Compatible with ESW Deskstand and/or Boundary Transmitters. Includes link plate and link cable.	\$ 833.00	\$ 833.00
	1	Biamp	TesiraFORTÉ DAN VT	Fixed I/O DSP with 12 analog inputs, 8 analog outputs, 8 channels configurable USB audio, 32 x 32 channels of Dante, AEC technology (all 12 inputs), 2 channel VoIP, and standard FXO telephone interface	\$ 2,612.00	\$ 2,612.00
	1	Biamp	TesiraFORTÉ DAN CI	Fixed I/O DSP with 12 analog inputs, 8 analog outputs, 8 channels configurable USB audio, 32 x 32 channels of Dante, and AEC technology (all 12 inputs)	\$ 2,389.00	\$ 2,389.00
	2	Biamp	Tesira EX-LOGIC	PoE controller with 16 logic GPIO	\$ 429.00	\$ 858.00
	10	Biamp	Desono D6	6.5-inch two-way coaxial ceiling loudspeaker, 8 ohm or 70V/100V operation, max SPL 114 dB (4 Dais, 6 Audience)	\$ 162.00	\$ 1,620.00
	1	LEA	CONNECT 164D	4 Channel x 160 watt @ 4Ω, 8Ω, 70V and 100V per channel. Internal DSP w/ Crossovers and Dante, IoT Device with built in WiFi Hotspot, Wifi or FAST Ethernet connectivity and Highly Efficient Power Supply with Class D Output Stage	\$ 1,742.00	\$ 1,742.00
	1	Listen Technologies	LS-31-072	Listen IDSP Essentials Level 2 Stationary RF System (72 MHz)	\$ 1,134.00	\$ 1,134.00
<b>Broadcast &amp; Web Conferencing System</b>						
	4	PTZ Optics	PT20X-SDI-WH-G2	20x-SDI Gen2 Live Streaming Camera (White)	\$ 1,503.00	\$ 6,012.00
	4	PTZ Optics	HCM-1-WH	Wall Mount Bracket, white	\$ 80.00	\$ 320.00
	1	PTZ Optics	PT-SUPERJOY-G1	SuperJoy NDI HX IP & Serial PTZ Camera Joystick Controller	\$ 795.00	\$ 795.00
	1	Blackmagic Design	SWATEMSCN2/1ME1/HD	ATEM 1 M/E Constellation HD Live Production Switcher	\$ 984.00	\$ 984.00
	1	Blackmagic Design	CONVMSDIDA4K	Mini Converter SDI Distribution 4K	\$ 312.00	\$ 312.00
	1	Blackmagic Design	HYPERD/ST/DAHM	HyperDeck Studio HD Mini	\$ 490.00	\$ 490.00
	2	Blackmagic Design	CONVNTRM/YA/RSH	Teranex Mini Rack Shelf	\$ 110.00	\$ 220.00
	2	Blackmagic Design	BDLKWEBPTRPRO	Web Presenter HD (Web PC & Streaming)	\$ 509.00	\$ 1,018.00
	2	Blackmagic Design	CONVMUDCSTD/HD	Mini Converter UpDownCross HD (Presentation & Multiview)	\$ 158.00	\$ 316.00
	1	Blackmagic Design	CONVMSYNC	Sync Generator	\$ 213.00	\$ 213.00
	1	Samung	QM32R-B	32" Commercial Display (Multiview)	\$ 530.00	\$ 530.00
	1	Chief	TS318TU	Medium THINSTALL Dual Swing Arm Wall Display Mount	\$ 317.00	\$ 317.00
	1	HP	6C123UT#ABA	HP Z2 Mini G9 Workstation - Wolf Pro Security Edition Windows 10 Pro (available through downgrade rights from Windows 11 Pro) •Intel® Core™ i5-12500 (up to 4.6 GHz with Intel® Turbo Boost Technology, 18 MB L3 cache, 6 cores, 12 threads)[6,7] •Integrated: Intel® UHD Graphics 770 •16 GB DDR5-4800 MHz RAM (2 x 8 GB) •256 GB PCIe® M.2 SSD •Intel® Wi-Fi 6E AX211 (2x2) and Bluetooth® 5.2 combo (Supporting Gigabit data rate) •Side:1 headphone/microphone combo; 1 SuperSpeed USB Type-A 10Gbps signaling rate (1 charging); 2 SuperSpeed USB Type-C® 20Gbps signaling rate Rear:1 RJ-45; 2 DisplayPort™ 1.4; 3 SuperSpeed USB Type-A 10Gbps signaling rate (Engineering PC)	\$ 1,344.00	\$ 1,344.00
	2	Planar	997-8286-00	PCT2235 Multitouch Monitor (Engineering PC)	\$ 278.00	\$ 556.00
	2	SanDisk	SDSDXXD-256G-ANCIN	256GB Extreme PRO UHS-I SDXC Memory Card	\$ 44.00	\$ 88.00
	1	Fostex	RM-3	Rackmount 20W Speaker System	\$ 667.00	\$ 667.00





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Revision 4/10/2023

**Boardroom**  
Typical of 1 - Proposal Includes 1

Item	Quantity	Manufacturer	Model	Description	Unit Price	Ext Price
<b>Control System</b>						
1	1	Beetronics	15HD7	15" LCD Monitor, 1920 x 1080 (Secretary's Touchscreen)	\$ 444.00	\$ 444.00
1	1	Crestron	CP4N	4-Series™ Control System	\$ 1,712.00	\$ 1,712.00
1	1	Crestron	DGE-100	Digital Graphics Engine 100 (Secretary's Touchscreen)	\$ 1,223.00	\$ 1,223.00
<b>Miscellaneous Components</b>						
1	1	Omirax	PSJR-MF	ProStation Junior Audio / Video Editing Workstation - Black Melamine with Mahogany HPL Worksurfaces	\$ 2,042.00	\$ 2,042.00
1	1	Middle Atlantic	UPS-2200R	Premium Series UPSRackmount Power 8 Outlet, 2150VA/1650W	\$ 1,413.00	\$ 1,413.00
1	1	Middle Atlantic	ERK-2725LRD	27 RU ERK Series Rack, 25 Inches Deep without Rear Door	\$ 570.00	\$ 570.00
6	6	FSR	TB-CHRG-BLK	Table Box with 2-AC, 2-USB Charge	\$ 227.00	\$ 1,362.00
1	1	Netgear	GSM4248P-100NAS	AV Line Managed Switch - 40 Ports - Manageable - 3 Layer Supported - Modular - 8 SFP Slots - 59.50 W Power Consumption - 480 W PoE Budget	\$ 1,907.00	\$ 1,907.00
<b>Boardroom Equipment Sub-Total:</b>						<b>\$ 70,262.00</b>

<b>Miscellaneous Materials</b>	
Cable & Connectors	\$ 1,580.00
Installation Hardware & Accessories	\$ 790.00
Equipment Rack Hardware (Lacing Bars, Blanks, Vents, etc.)	\$ 593.00
<b>Miscellaneous Materials Sub-Total</b>	
	<b>\$ 2,963.00</b>

<b>Integration Labor</b>	
Engineering & Drafting	\$ 6,334.00
Control Programming	\$ 10,667.00
Project Management	\$ 3,400.00
Staging & Assembly	\$ 2,000.00
Installation & Testing	\$ 37,117.00
Training, Closing, & Commissioning	\$ 8,217.00
Travel	\$ 6,761.00
Sub-Contract	\$ 3,463.00
G & A	\$ 1,222.00
<b>Integration Labor Sub-Total</b>	
	<b>\$ 79,181.00</b>

<b>Extended Warranty &amp; Maintenance Agreement</b>		Years	Price
Extended Service Plan	1	\$	2,324.50
<b>Service Sub-Total</b>			<b>\$ 2,324.50</b>

<b>Boardroom Totals</b>	
Total Equipment	\$ 73,225.00
Total Labor	\$ 79,181.00
Equipment and Labor Subtotal	\$ 152,406.00
Total Shipping and Handling	\$ 2,164.00
Additional Shipping for Overnight or Large Items	\$ -
Subtotal	\$ 154,570.00
Sales Tax	9.50% \$ 7,161.96
Electronic Waste Fee 4" - 14" (\$4.00)	QTY: 0 \$ -
Electronic Waste Fee 15" - 34" (\$5.00)	QTY: 14 \$ 70.00
Electronic Waste Fee 35" and Greater (\$6.00)	QTY: 3 \$ 18.00
Electronic Waste Fee Total	\$ 88.00
Total Service Agreement	\$ 2,324.50
Bond (if required)	\$ -
<b>Total</b>	
	<b>\$ 164,144.46</b>



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 Revision 4/10/2023

Conference Room  
 Typical of 1 - Proposal Includes 1

Item	Quantity	Manufacturer	Model	Description	Unit Price	Ext Price
<b>Display System</b>						
1	Samsung	QB65B	65" Commercial 4K UHD Display, 350 nits	\$	899.00	\$ 899.00
1	Chief	LTM1U	Large Fusion® Micro-Adjustable Tilt Wall Mount	\$	244.00	\$ 244.00
<b>Signal Distribution and Switching System</b>						
1	Logitech	960-001225	Rally Plus Web Conferencing System, Includes Camera, Table Microphones, and Speakers.	\$	2,599.00	\$ 2,599.00
1	Logitech	939-001644	Rally Plus Mounting Kit	\$	149.99	\$ 149.99
<b>Conference Room Equipment Sub-Total:</b>						<b>\$ 3,891.99</b>
<b>Miscellaneous Materials</b>						
					Cable & Connectors	\$ 157.00
					Installation Hardware & Accessories	\$ 94.00
					Equipment Rack Hardware (Lacing Bars, Blanks, Vents, etc.)	\$ -
<b>Miscellaneous Materials Sub-Total:</b>						<b>\$ 251.00</b>
<b>Integration Labor</b>						
					Engineering & Drafting	\$ 634.00
					Control Programming	\$ -
					Project Management	\$ 567.00
					Staging & Assembly	\$ 250.00
					Installation & Testing	\$ 3,967.00
					Training, Closing, & Commissioning	\$ 850.00
					Travel	\$ 383.00
					Sub-Contract	\$ 1,155.00
					G & A	\$ 70.00
<b>Integration Labor Sub-Total:</b>						<b>\$ 7,876.00</b>
<b>Extended Warranty &amp; Maintenance Agreement</b>						
				Years	Price	
				Extended Service Plan	1	\$ 338.00
<b>Service Sub-Total:</b>						<b>\$ 338.00</b>
<b>Conference Room Totals</b>						
					Total Equipment	\$ 4,142.99
					Total Labor	\$ 7,876.00
					Equipment and Labor Subtotal	\$ 12,018.99
					Total Shipping and Handling	\$ 121.00
					Additional Shipping for Overnight or Large Items	\$ -
					Subtotal	\$ 12,139.99
					Sales Tax	9.50% \$ 405.08
					Electronic Waste Fee 4" - 14" (\$4.00)	QTY: 0 \$ -
					Electronic Waste Fee 15" - 34" (\$5.00)	QTY: 0 \$ -
					Electronic Waste Fee 35" and Greater (\$6.00)	QTY: 1 \$ 6.00
					Electronic Waste Fee Total	\$ 6.00
					Total Service Agreement	\$ 338.00
					Bond (if required)	\$ -
<b>Total:</b>						<b>\$ 12,889.07</b>



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Revision 4/10/2023

**Lobbys**  
Typical of 1 - Proposal Includes 1

Item	Quantity	Manufacturer	Model	Description	Unit Price	Ext Price
<b>Display System</b>						
2	Samsung	QB65B	65" Commercial 4K UHD Display, 350 nits		\$ 899.00	\$ 1,798.00
2	Chief	LTM1U	Large Fusion® Micro-Adjustable Tilt Wall Mount		\$ 244.00	\$ 488.00
<b>Signal Distribution and Switching System</b>						
2	Blackmagic Design	CONVMUDCSTD/HD	Mini Converter UpDownCross HD		\$ 158.00	\$ 316.00

**Sources**

Each Display to Receive Live Feed from Boardroom. Displays can also be used for Digital Signage (**Requires MagicInfo Server provided by Client**)

Lobbys Equipment Sub-Total: \$ 2,602.00

**Miscellaneous Materials**

Cable & Connectors	\$ 157.00
Installation Hardware & Accessories	\$ 94.00
Equipment Rack Hardware (Lacing Bars, Blanks, Vents, etc.)	\$ -
<b>Miscellaneous Materials Sub-Total</b>	<b>\$ 251.00</b>

**Integration Labor**

Engineering & Drafting	\$ 634.00
Control Programming	\$ -
Project Management	\$ 567.00
Staging & Assembly	\$ 250.00
Installation & Testing	\$ 4,534.00
Training, Closing, & Commissioning	\$ 567.00
Travel	\$ 383.00
Sub-Contract	\$ 2,309.00
G & A	\$ 49.00
<b>Integration Labor Sub-Total</b>	<b>\$ 9,293.00</b>

**Extended Warranty & Maintenance Agreement**

	Years	Price
Extended Service Plan	1	\$ 335.00
<b>Service Sub-Total</b>		<b>\$ 335.00</b>

**Lobbys Totals**

Total Equipment	\$ 2,853.00
Total Labor	\$ 9,293.00
Equipment and Labor Subtotal	\$ 12,146.00
Total Shipping and Handling	\$ 84.00
Additional Shipping for Overnight or Large Items	\$ -
Subtotal	\$ 12,230.00
Sales Tax	9.50% \$ 279.02
Electronic Waste Fee 4" - 14" (\$4.00)	QTY: 0 \$ -
Electronic Waste Fee 15" - 34" (\$5.00)	QTY: 0 \$ -
Electronic Waste Fee 35" and Greater (\$6.00)	QTY: 2 \$ 12.00
Electronic Waste Fee Total	\$ 12.00
Total Service Agreement	\$ 335.00
Bond (if required)	\$ -
<b>Total</b>	<b>\$ 12,856.02</b>



**Client** Triunfo Water & Sanitation District  
**Project Name** District Offices AV System Project

**Representative** Hailey Schellin  
**Mobile** 949.584.7028  
**Office** 714.637.7557  
**Email** [HaileyS@wav1.com](mailto:HaileyS@wav1.com)  
**Date** 4/10/2023

**Project Contact**  
**Contact** Timothy Doyle  
**Address** 370 N. Westlake Blvd, Suite 100  
**City, State, Zip** Westlake Village, CA 91362  
**Phone** (805) 658-4606  
**Mobile**  
**Email** [timdoyle@trunfowsd.com](mailto:timdoyle@trunfowsd.com)

**Audio Visual Investment Summary**

Room	Room Qty	Equipment	Shipping and Handling	Sales Tax	eWaste	Labor	Maintenance (1st year)	Bond	Cost Per Room	TOTAL
Boardroom	1	\$ 73,225.00	\$ 2,164.00	\$ 7,161.96	\$ 88.00	\$ 79,181.00	\$ 2,324.50	\$ -	\$ 164,144.46	\$ 164,144.46
Conference Room	1	\$ 4,142.99	\$ 121.00	\$ 405.08	\$ 6.00	\$ 7,876.00	\$ 338.00	\$ -	\$ 12,889.07	\$ 12,889.07
Lobbys	1	\$ 2,853.00	\$ 84.00	\$ 279.02	\$ 12.00	\$ 9,293.00	\$ 335.00	\$ -	\$ 12,856.02	\$ 12,856.02
<b>Base Project Total</b>										<b>\$ 189,889.54</b>

**EXTENDED WARRANTY & MAINTENANCE RENEWAL SCHEDULE**

STANDARD RENEWAL RATE		\$5,995.00				
	Year 1	Year 2	Year 3	Year 4	Year 5	
<b>Rate</b>	\$2,997.50	\$5,995.00	\$5,995.00	\$5,995.00	\$5,995.00	
<b>Discount</b>	50%	0%	0%	0%	0%	

**PROJECT TOTAL: \$189,889.54**

**NOTES:**

This proposal includes prevailing wage rates.

**Billing Terms:**

**100% Equipment Upon Order, Progress Billing for Labor**

Client Authorized Signature \_\_\_\_\_ Printed Name & Title \_\_\_\_\_ Date \_\_\_\_\_

This quote is valid for 30 days. The sales tax is subject to change—in the event of an increase, the client agrees to pay the current sales tax rate. This proposal is not to be copied, reproduced or forward to any third party as its contents are the property of Western Audio Visual.

Billing Inquiries:  
 Western Audio Visual | 1592 North Batavia Street, Suite 2, Orange, CA 92867 | P 714 637 7272



## CLARIFICATIONS AND ASSUMPTIONS

Our proposal is based on the following assumptions:

- Any owner-furnished Equipment (OFE) is in good working order and is covered under separate warranty or service contract.
- Work will take place during normal business hours, Monday through Friday and excluding Western Audio Visual holidays.
- Shipping charges are for standard ground shipping and DO NOT include expedited shipping charges

## EXCLUSIONS

The following is NOT included in Western Audio Visual's scope of work:

- All conduit, high voltage wiring panels, breakers, relays, boxes, receptacles, etc. o Backing for wall mounted displays.
- Concrete saw cutting and / or core drilling.
- Fire wall, ceiling, roof and floor penetration.
- Necessary sheet rock replacement and or repair.
- Necessary ceiling tile or T-bar modifications, replacement and/or repair.
- Any and all millwork (moldings, trim, etc.).
- Painting and patching.
- Permits (unless specifically provided for elsewhere in the contract).
- HVAC and plumbing relocation.
- Firestopping.

## PRE-INSTALLATION REQUIREMENTS (Responsibility of Owner)

Room ready conditions (must be met prior to installation of electronic equipment). The following items constitute a room ready condition:

- 120V Line-Voltage Power
- All Conduits in Place
- Sheetrock and Painting complete
- Furniture & Millwork Installed
- Floor Surfaces Installed
- T-Bar Ceilings Installed
- Ensure Security for AV installation areas o Phone Lines Activated.
- Satellite or Cable Television Receivers Installed by Provider.

**IMPORTANT:** These conditions have a DIRECT impact on our ability to perform work onsite. Owner acknowledges that ensuring room ready conditions are out of Western Audio Visual's control and that any delays in meeting these conditions will push back the scheduled AV completion date. Western Audio Visual will not be required to work outside of normal business hours, holidays or weekends to make up time for such delays. At the Owner's request Western Audio Visual will provide a separate price quote for overtime, holiday or weekend work if feasible.



## SYSTEM IMPLEMENTATION

Western Audio Visual will provide a turnkey multimedia system to include equipment, implementation and warranty. Our Installation includes engineering, coordination and labor for display, video, audio, smart control systems and related equipment to include required plates, connectors and cables.

### **System Engineering**, including:

- Preparation of system functional interconnection diagrams, circuit details, and system functional as-built drawings.
- Facility and equipment location drawings.

### **Project Management**, including:

- Attendance at construction / coordination meetings with the client's technical representatives and construction team.
- Development of project schedule and oversight of the Western Audio Visual team.
- Logistical oversight of equipment procurement, staging and onsite delivery.
- System implementation monitoring.
- Assure final punch list items are completed.
- Submit closeout documentation, including: customized control system operations manuals and source code (if applicable), equipment operations manuals, as-built wiring diagrams and final equipment list.
- Coordinate end-user training on systems operation.

### **Installation Shop Labor**, including:

- Building of all custom cables.
- Assembling equipment rack.
- Mounting equipment within rack and wiring interconnects within rack.
- Testing components within rack for proper operation and fabrication of custom wall plates and/or custom electronic devices, etc.

### **Field Labor**, including:

- Pull, label, and bundle cables within the rooms.
- Terminating of all cable
- Mounting and terminating wall plates.
- Installing structural systems for multimedia equipment.
- Mounting equipment in millwork, walls, floors and ceilings. o System level testing and de-bugging.
- Site clean up and rubbish disposal.

### **Field Engineering**, including services required after the installation is complete including the following:

- Adjusting and balancing audio gain settings on rack equipment.
- Upload and test control system code.
- Performing thorough test and create punch list for project manager.
- Mark and record final settings.
- Assure that the finished system meets the design criteria and functions per the developed concept. o Provide end-user training on proper operation of system.



## STANDARD WARRANTY

Western Audio Visual warrants the Audiovisual System furnished to be free from defects in workmanship (i.e. cables, connections, structures) failure for a period of 1 Year from the date of acceptance or first beneficial use, whichever occurs first. Warranty service for such defects will be handled in a reasonable and timely manner from the time of notification to Western Audio Visual by the Owner or their agent.

Manufacturer's equipment warranties are of varying lengths (usually 90 days to 1 year). Western Audio Visual will warranty this equipment for the term established by the manufacturer on a depot basis only.

Warranty does not apply to any product that has been subject to misuse, neglect, accident or operational error.

## EXTENDED WARRANTY & MAINTENANCE AGREEMENT

### **Preventative Maintenance**

An Western Audio Visual qualified technician shall perform pro-actively scheduled preventative maintenance for the Covered Equipment. All of the Covered Equipment will be cleaned, tested, adjusted, and aligned for optimum system performance. A written document shall be provided detailing all services performed, observations, new settings created, any recommendations for equipment replacement and/or upgrades, and any malfunctions found with our recommended solution upon completion of each such visit.

### **E-mail & Telephone Response Times**

Requests for service & support submitted either via e-mail and/or telephone will receive a response or call-back within the response time guaranteed by the Program Level.

### **Telephone Technical Support**

An Western Audio Visual qualified technician shall be available for telephone technical support during the normal business hours (PPM\*\*) of Monday - Friday, 8:00 am - 5:00 pm.

### **On-site Technical Support Responses**

For reported issues that cannot be resolved via technical telephone support, an Western Audio Visual qualified technician shall be available as required for an on-site technical response.

Responses requested by the Client outside of normal business hours (Non-PPM\*\*\*) shall be charged at \$180.00 per technician, per hour. There is a 3-hour minimum for each response outside of normal business hours.



## EXTENDED WARRANTY & MAINTENANCE AGREEMENT (Continued...)

### **Complete Equipment Repair and/or Replacement\***

If malfunctioning equipment is found to be the cause of a failure in the system, the equipment shall be repaired and/or replaced to keep the system in good working condition. In addition, all labor for the repair and/or replacement of the covered equipment is included. There shall be no charge for shipping to and from the manufacturer if shipped using standard ground shipping; the cost for expedited shipments shall be charged to Client at actual cost.

### **Manufacturer Software Updates/Upgrades**

Manufacturer updates released to optimize equipment performance are installed and updated during either a technical support visit or regularly scheduled preventative maintenance visit.

Please note that Polycom & Cisco video-conferencing products require that an additional manufacturer support program be purchased for each product specifically in order to have full access to all software updates released. Software updates for such products will be chargeable if they are not covered under the additional manufacturer support program.

### **Optional User System Training**

At client's request, Western Audio Visual will perform a basic system operation training to retrain core users, or educate new users. The trainings included are either annually or bi-annually, and are a 1-hour session each.

### **Manufacturer Repair Case Management**

Western Audio Visual shall facilitate the repair and/or replacement of the equipment with the appropriate manufacturer.

### **Systems Operator**

At client's request, Western Audio Visual will provide a knowledgeable technician familiar with the installed system to serve as a systems operator. The cost shall be at a discounted rate of \$95.00 per technician, per hour during the normal business hours (PPM\*\*) of Monday – Friday, 8:00 am - 5:00 pm, and/or \$125 per technician, per hour outside of normal business hours (Non-PPM\*\*\*). Labor for Projector Lamp Replacement

At client's request, Western Audio Visual will perform projector lamp replacements to ensure proper installation and exchange per the manufacturer's recommendations. The lamp life must be in excess of 90% the rated lamp life, or a lamp warning indication must be displayed. Lamp filters will be cleaned and lamp life timers will be reset as well. The customer is responsible for the cost and/or providing the replacement lamp.

### **Labor for Projector Lamp Replacement**

At client's request, Western Audio Visual will perform projector lamp replacements to ensure proper installation and exchange per the manufacturer's recommendations. The lamp life must be in excess of 90% the rated lamp life, or a lamp warning indication must be displayed. Lamp filters will be cleaned and lamp life timers will be reset as well. The customer is responsible for the cost and/or providing the replacement lamp.

### **Notes:**

\*Some restrictions may apply, please see the exclusions for additional information.

\*\*Principle Period of Maintenance (PPM): Defined as the normal business hours of Monday – Friday, 8:00 am – 5:00 pm (PST), excluding Western Audio Visual holidays.

\*\*\*Non-Principle Period of Maintenance (Non-PPM): Defined as all hours outside of normal business hours, Monday – Friday, Saturdays, & Sundays.

For additional sites, rooms, and/or equipment that are not covered an Western Audio Visual service contract, a minimum fee of \$210.00 will apply. This fee includes 2-hours of labor and travel. Each additional hour thereafter will be charged at \$95.00.



# EXTENDED WARRANTY PLANS

## SERVICE PLUS BENEFITS

PROACTIVE PREVENTATIVE MAINTENANCE VISITS	UP TO FOUR (4) VISITS PER YEAR
EMAIL & TELEPHONE RESPONSE TIMES (PRINCIPLE PERIOD OF MAINTENANCE**)	RESPONSE WITHIN FOUR (4) HOURS
TELEPHONE TECHNICAL SUPPORT (PRINCIPLE PERIOD OF MAINTENANCE**)	INCLUDED
ON-SITE TECHNICAL SUPPORT RESPONSES (PRINCIPLE PERIOD OF MAINTENANCE***)	12 BUSINESS HOURS
ON-SITE TECHNICAL SUPPORT RESPONSES (NON-PRINCIPLE PERIOD OF MAINTENANCE***)	\$120.00 PER TECH/HOUR, 3-HOUR MINIMUM, \$180.00 AFTER HOURS, \$240.00 SAT. & SUN.
COMPLETE EQUIPMENT REPAIR AND/OR REPLACEMENT	INCLUDED
GROUND SHIPMENT	INCLUDED
EXPEDITED SHIPMENT MANUFACTURER	ACTUAL COST
SOFTWARE UPDATES/UPGRADES OPTIONAL USER	INCLUDED
SYSTEM TRAINING	INCLUDED, TWO (2) SESSIONS
PRIORITY SERVICE STATUS	INCLUDED
MANUFACTURER REPAIR CASE MANAGEMENT	INCLUDED
SYSTEMS OPERATOR	\$95.00 PER TECH/HOUR
LABOR FOR PROJECTOR LAMP REPLACEMENT	INCLUDED
DISCOUNTED PURCHASE ON PROJECTOR LAMPS	15% Discount



# San Bernardino Valley Municipal Water District

San Bernardino, CA

## Project Highlights:

- Four (4) 82" Displays
- Six (6) 22" Monitors
- Six (6) Gooseneck Microphones
- Web Presenter and Broadcast Switcher
- 10.1" Touch-Panel
- 8.7" Touch-Panel
- Four (4) PTZ Optics Cameras
- PTZ Optics Camera Controller
- Streamer/Recorder



## Project Summary:

Western Audio Visual & Security was awarded the design/build project for the boardroom AV system at San Bernardino Valley Municipal Water District. WAVS installed Samsung displays throughout the Boardroom while each dais position received monitors and microphones. The backbone of this system utilizes an AV over IP based solution. The system is controlled by two touch panels. WAVS also installed PTZ cameras throughout the Boardroom which are switched through a broadcast switcher and controlled through a camera controller. Recording, streaming and video conferencing capabilities are all available. In addition, SBVMWD staff can utilize the system for recording, streaming and video conferencing capabilities. WAVS also provided a technician's console where advanced control functions are available. SBVMWD purchased three years upfront of WAVS Service & Preventative Maintenance Contract.



**Completion Date:** April 2021

**Contract Amount:** \$177,000

**Reference:** Melissa Zoba

**Phone:** 909-307-9228

**Email:** [melissaz@sbvmwd.com](mailto:melissaz@sbvmwd.com)



# City of Simi Valley

## Council Chamber

### Project Highlights:

- Panasonic DLP 7200 Lumen Projector
- Samsung 65" Displays
- HP 21.5" Monitors
- Crestron 5" Touchscreen
- Broadcast System
- Samsung 55" High Brightness Display
- Shure 18" Gooseneck Microphones
- Panasonic PTZ Cameras



### Project Summary:

The City of Simi Valley awarded Western Audio Visual and Security the design-build project for their Council Chamber, Broadcast Control Room, and adjoined Community Meeting Room. Western AVS reused the existing Stewart projection screen, but installed a new Panasonic DLP 7200 lumen projector.

Western AVS installed three Samsung 65" displays in various locations. One is located in the chamber for audience viewing, one is located in the community room for overflow, and one is mounted on a rolling cart so that the city can bring it out on an as-needed basis. Western AVS also installed a Samsung 55" high brightness display within the lobby. This display is mounted closely to a window facing the outdoors, so that the general public can see any announcements or the live feed of the meeting in the council chamber.

Western AVS installed 21.5" HP monitors on ergonomic mounts at each of the seven dais positions, along with a new 18" gooseneck Shure microphone and a 5" Crestron touch-screen. Each Crestron touch screen is custom programmed by Western AVS and is utilized as part of the voting system as well as request to speak. Western AVS installed four Panasonic PTZ cameras throughout the Council Chamber.

Western AVS provided and installed a new editing desk for the broadcast control room, as well as all necessary controllers and preview monitors necessary to control the broadcast operation. The City of Simi Valley purchased six years of Western AVS' Service and preventative maintenance contract upfront.



**Completion Date:**

**January 2021**

**Contract Amount:**

**\$287,000**

**Designed by:**

**Western AVS**

**Reference: Garry Boswell**

**Phone: 805-583-6330**

**Email: gboswell@simivalley.org**

# Eastern Municipal Water District

## Chamber Boardroom



### Project Highlights:

- Signal Distribution System
- Upgraded DSP & Audio System
- HD PTZ Cameras
- 27" Gooseneck Microphones
- Custom Programmed Control System
- Streaming/Recording System



### Project Summary:

Western Audio Visual & Security was awarded the design-build project for the Eastern Municipal Water District boardroom upgrade. As part of this upgrade, Western AVS upgraded the Signal Distribution System, Audio System, Control System, and Streaming/Recording System.

Western AVS installed new 27" gooseneck microphones at the dais to drastically improve the audio quality for those speaking at the dais. An upgraded DSP system was installed to control these microphones while custom programming allows mix-minus in the system, increasing overall system performance.

A 10.1" Crestron touch panel located at the Board Secretary's position, controls all room functions. Western AVS installed two HD Pan/Tilt/Zoom cameras that are used for recording and streaming.



**Reference: Mike Malone**  
**Phone: 951-355-4427**  
**Email: malonem@emwd.org**

**Completion Date: October 2020**  
**Contract Amount: \$106,000**