

Agenda Summary
April 12, 2021

Agenda Item No: 5B 2
Memorial Hall Video Conference System

Summary: Historically, the Selectboard, Development Review Board and other town boards and commissions have met in-person. With the onset of the COVID-19 Pandemic the transition was made to a fully remote forum. There are pros and cons of both in-person and remote meeting platforms. Moving forward, a hybrid model, that allows both in-person and remote participation is the most accommodating.

Casually known as “zoom rooms”, technology has rapidly developed to support this hybrid format and a software based system that provides an integrated experience for audio conferencing, screen sharing, and video conferencing to both in-person and remote attendees is proposed. With one screen and camera for board members at the end of the horseshoe of tables, and a second screen and camera facing the Memorial Hall audience, the system can voice track and screen share between board members, in-person audience members as well as individual remote participants. The system would function very similarly to the current fully-remote Zoom format, but would allow both the board and the in-person audience to participate as a group in a similar manor that an individual would in a fully-remote meeting.

Public Works has solicited pricing from REnVisioning Technology, LLC, a regional firm with a focus on installing and supporting “zoom-room” technology. Their experience spans everything from public schools to universities and towns and cities in northern New England.

With lead time on materials, it would be appx. 6-8 weeks from commitment to having the room fully operational.

Town Plan Impact: Local Planning Process Policy #1: *Opportunities for citizen input will be provided, and participation encouraged, at every stage of the planning and decision-making process and decision-making shall only occur in an open, public environment.*

Fiscal Impact: Estimated total project cost is \$20,000.00. Pricing for REnVisioning Technology is \$17,466.38 (quote attached). The Town will have to engage an electrical contractor separately to install electrical outlets and internet connections. The money would be accounted for in the administrative contingency line item which would be exceeded but staff anticipates the overall General Fund Budget to come in on-line.

Recommendation: Move to authorize the Town Manager to engage REnVisioning Technology, LLC and a to-be-determined electrical contractor to purchase and implement the video conference system in Memorial Hall.

Proposal

Town of Stowe VT

Boardroom

Prepared for Chris Jolly

Prepared by Micheal Cardoza, CTS



REnVisioning Technology, LLC



REnVisioning Technology, LLC

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Canton, MA 02021
Phone: +1 617-657-5747
Email: contactus@renvisioning.com
Web: <https://www.renvisioning.com>

Design • Integration • Service • Support

Thank you for the opportunity to present this proposal to fulfill the AV needs for the installation of the boardroom of Town of Stowe VT.

Our Story

In June 2016, REnVisioning Technology, LLC was launched focusing on one key attribute in system integration—simplicity. Whether you are an end user or operator, our goal is to make your life easier.

With a home base of a small condo, in June 2016. Business partners, Michael Cardoza and Broderic Flannery were employed full time at a local university, perfecting the craft of system integrations. Over the last decade, prior to starting REnVisioning Technology (REV-T), both Broderic and Michael had designed technology integrations for thousands of spaces, of all sizes and applications; Classroom technology, conference room technology, theatre amplification systems, theatrical lighting, projection systems, digital signage, and voice over IP to name a few.

They decided to start small and build capital for the goal of a full-service IT, AV, and entertainment system integration business. Amazon was our first sales platform selling HDMI adapter rings from Liberty AV. In 2017 we outgrew the condo and had the pleasure of upgrading to an 1897 double car garage where we started our system integration business at a part-time level, carefully selecting our clients. In February 2019, REnVisioning Technology, LLC became a full-service system integrator! It was time for a real office and loading dock. On June 1, 2019 we opened our design and experience center in Canton, MA. We are proud to be a certified small business that offers a unique white glove style service for all of our designs and integrations.

With some of the highest certifications in the AV industry, and our years of experience installing and integrating systems for customers and end users, we know the strengths and the weaknesses of the systems. With our specialized backgrounds, we can enhance your experience.

Proud member of...



Audio Visual • Unified Communication • Entertainment Technologies • Networking



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Some of the brands we have partnered with...



Client References

Harvard Business Publishing (Harvard Business Review)

John Viveiros john.viveiros@harvardbusiness.org

Annunciation Greek Orthodox Church Brockton

Father Michael Kouremetis frmichael@annunciationbrockton.org 508-559-0910

SPS New England

John Kingsley jkingsley@spsne.com

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Proposal Overview

Included in this proposal; project overview, statement of work, and quotes.

Project Overview

Installation of a Poly Studio X50 codec for video conferencing and content sharing. The X50 will be installed on a custom cabinet along with a 50" LG display facing toward the town selectman. A floor box with power and data will need to be installed at the custom cabinet location. To the right hand side of the town selectman seating will be an OFE (owner furnished equipment) of a large display on a moving cart. Installed above the display on the cart will be a Poly Eagle eye cube camera. The cart assembly will be facing towards the audience for presentation and video conferencing. At the cart location will need to be a floor box with power and passthrough to run cabling between the cart and cabinet floor boxes. Inside the cabinet will also be an assisted listening system along with 2 Shure condenser microphones mounted on the cabinet for the assisted listening system. Lastly there will be a Poly touch 8 panel to control the system and HDMI connected for laptop presentation. Both will be located at the town selectman table.

Statement of Work

- Install custom cabinet.
- Install 50" LG display on custom cabinets to face towards the selectman table.
- Install X50 on custom cabinet.
- Install OFE cart and display.
- Install Eagle Eye director camera above OFE display.
- Run necessary cabling between cabinet floor box and display cart floor box.
- Install assisted listening system in cabinet.
- Install assisted listening microphones on top of cabinet.
- Install Touch 8 control panel at selectman table.
- Install HDMI connection at table location.
- Clean Program and Test.
- Training.

Town of Stowe VT (to be ready prior to our arrival on site)

- Install floor box for custom cabinet location.
- Install floor box for display cart location.
- 2 Available active network ports at cabinet and display cart floor boxes.
- Active power connection at cabinet and display cart floor boxes.

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QUOTE #:	R21Q2625-01
DATE:	Jan 28, 2021

Prepared For:

Chris Jolly
Town of Stowe VT
67 Main St
Stowe, VT 05672

Prepared By:

Michael Cardoza
CEO, Co-founder
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P.O. Number	Payment Terms	Valid Through
		Apr 30, 2021

Zoom Room With 50" and OFE Display

Qty	Description	Part Number	Unit Price	Ext. Price
1	Poly Studio X50 for Medium Zoom Rooms - video conferencing kit with TC8	2200-86270-001	\$2,855.18	\$2,855.18
1	Polycom EagleEye CUBE 4K30 1/2.5" CMOS 4K Sensor Camera - USB Version	7230-63695-001	\$651.98	\$651.98
1	LG50" Consumer Grade	LG50	\$399.99	\$399.99
1	OFE (Owner Furnished Equipment) Display and Stand	OFE	\$0.00	\$0.00
1	Custom Confidence Monitor Wood Cabinet	REVT-Custom	\$3,770.00	\$3,770.00
1	Digitalinx HDMI HDBaseT Extension Set w/ Control	DL-HD70	\$251.24	\$251.24
1	Intelix 1x2 HDMI 2.0 Distribution Amp / Splitter	HD-12S	\$89.74	\$89.74
1	5 port PoE Network Switch	NRS5FP	\$81.20	\$81.20
1	Assistive Listening over WI-FI and RF BASE SYSTEM, 2 receivers and app	LCS-120-01	\$1,126.92	\$1,126.92

Qty	Description	Part Number	Unit Price	Ext. Price
1	Small Microphone mixer for assistive listening	BR802	\$88.93	\$88.93
2	Shure Condenser Mic for assistive listening	CVO-B/C	\$75.60	\$151.20
1	Miscellaneous items; HDMI Cables, Cat6, and more	Misc-Items	\$700.00	\$700.00
1	Training	REVT-Training	\$300.00	\$300.00
1	REnVisioning Technology, LLC Installation	REVT-Installation	\$6,500.00	\$6,500.00

Floor Boxes, Electrical, and Network to be provided by town or others

SubTotal	\$16,966.38
Tax	\$0.00
Shipping	\$500.00
TOTAL	\$17,466.38



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Warranty

We have included a 30 day labor warranty for the installation of this project. This warranty is not an extension of any manufacture warranties. We honor all manufacture warranties. The warranty starts at sign off between Town of Stowe VT and REV-T no later than 3 business days from completion of the project.

Example: If a device fails in its first 30-days, we will provide remote and/or on-site support. If needed, we will work with the manufacturer for repair or replacement. If the device is no longer under manufacturer warranty the cost of the repair, excluding REnVisioning Technology's labor, will be billed (if approved) to the owner of the failed device.

Invoicing

Equipment is invoiced at time of equipment ordering with Net 30. Labor and Services are invoiced at the project major completion milestone or prior to a punch list. Labor and Services have Net 30.

Labor Costs

All labor costs in this proposal are based on REnVisioning Technology's staff, non-union personnel. This proposal does include weekend hours. Requirement for Union rates shall be billed additionally.

Return Policy

REnVisioning Technology, LLC offers a limited return policy. All returns are subject to a 20% restocking fee. Labor and services are non-refundable, and Labor cost will be invoiced for any returns that require Labor outside of the original approved scope of work. Consumer model displays and miscellaneous items are not eligible for return. All of other items have a 14-day return policy unless marked otherwise in the quote. 14-days start the same day as commissioning the system and prior to punch list completion.

Wall and Ceiling Finish Work

The customer will assume responsibility for repairing, patching and painting all walls or ceiling finished that may be disturbed as the result of penetrations and mounting procedures.

Electrical Work

All line voltage electrical work is the responsibility of the customer and is not included in this proposal.

Approval

On behalf of Town of Stowe VT, I accept the scope of services and pricing described in this document. This proposal is valid until April 30,2021. R21Q2625-01.

Signed:

Title:

Date:

PO Number: