

AWARD OF BIDS/RFPs/CO-OPS/SINGLE SOURCES (cont.)

RFP #6644 SUMMARY: AUDIO-VISUAL

HIGHLIGHTS AT A GLANCE
2021 Expenditures = \$175,000*
2022-2023 Estimate = \$1,800,000**

*Note: The previous contract was only for a one (1) year term.

**Note: The initial two (2) year contract estimate of \$1,800,000 includes \$1,500,000 for the Zoo Gorilla expansion project.

Background

Currently, Information Technology Services (ITS) utilizes outside audio-visual vendors to install a wide variety of media related equipment including the servicing and programming of said equipment.

This recommendation is to select a list of vendors for which Cleveland Metroparks can choose the appropriate vendor for the purpose of audio-visual services. This competitive process allows Cleveland Metroparks to select the best vendor for the required project(s) while maintaining financial objectivity. Therefore, the vendors listed below were selected to provide a variety of audio-visual services. Depending on the type of project, a vendor from the list may be selected based on skill set, previous work, or a combination of factors (state-term contract, previous programming knowledge, previous work experience, etc.). For projects in which multiple vendors can perform, the highest ranked companies will be selected first to provide quotations.

The proposal looked at various vendors examining five (5) criteria including: 1. Statement of capability (experience, biographies); 2. Average pricing; 3. Prior work history and overall company (previous related projects, work with government agencies); 4. Location (local presence); and, 5. Core values. All of this concluded with an overall score highlighting the awarded vendors below.

Anticipated Vendors (include, but are not limited to the following):

Vendor	Statement of Capability/ Experience/ Biographies (30)	Pricing (30)	Prior Work History (20)	Location (15)	Core Values (5)	Total
Audio Visual Innovations	25	30	20	15	5	95
Zenith Systems	30	16	20	15	5	86
Allelon Systems	20	30	15	15	5	85
Root Integrated Systems	15	28	15	15	5	78
Crescent Digital	0	28	0	15	5	48
iVideo Technologies	5	4	15	15	0	39

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Please note other vendors/consultants may be chosen throughout the contract period through the State of Ohio Cooperative Contract or another cooperative agreement available to government municipalities.

Cleveland Metroparks reserves the right to not award any contracts to any of the vendors listed above.

Contracted services from the vendors listed above will be provided on an “as needed” basis for a two (2) year contract beginning May 1, 2022 through April 30, 2024, with an option to renew for up to two (2) additional one (1) year periods at the discretion of Cleveland Metroparks.

RECOMMENDED ACTION:

That the Board authorize the Chief Executive Officer to enter into an agreement, in a form approved by the Chief Legal & Ethics Officer, between Cleveland Metroparks and **various vendors listed** and summarized above, and maintained in the proposal file for RFP #6644, for a two (2) year contract beginning May 1, 2022 through April 30, 2024, with an option to renew for up to two (2) additional one (1) year periods, for a **total two (2) year cost not to exceed \$1,800,000 and a total four (4) year cost not to exceed \$3,600,000**. In the event the log of consumption approaches 90 percent of the estimate, an action item will be presented to the Board requesting an increase.