



City of San Antonio

Agenda Memorandum

File Number:

Agenda Item Number: 5

Agenda Date: October 3, 2024

In Control: City Council A Session

DEPARTMENT: Finance Department

DEPARTMENT HEAD: Troy Elliott

COUNCIL DISTRICTS IMPACTED: Citywide

SUBJECT:

Digital Display Control Room Upgrades for Alamodome

SUMMARY:

This ordinance authorizes contracts with (A) Focus Camera, LLC, for Sony PWX-Z750 camera package in the amount of \$64,485.18; (B) Projectized Solutions, LLC, for Evertz EQX router cards in the amount of \$71,860.57; (C) LV Multimedia, LLC, for Vislink RF (Radio Frequency) camera wireless system in the amount of \$155,081.90; (D) LV Multimedia, LLC, for Evertz Dreamcatcher servers in the amount of \$174,591; and (E) I.S.I. Automation Int'l, Inc., for Ross 3D Xpression graphic machine upgrade in the amount of \$109,710.90 to provide the Convention and Sports Facilities Department (CSF), Alamodome, with equipment for an updated digital display control room for a total cost of \$575,729.55. Funding in the amount of \$575,729.55 is available from the Hotel Occupancy Tax (HOT) Improvement and Contingency Fund included in the FY 2025 - FY 2029 Capital Improvement Program.

BACKGROUND INFORMATION:

Submitted for City Council consideration and action are five (5) offers to provide CSF with Digital Display Control Room equipment upgrades for the Alamodome required for the upcoming 2025

National Collegiate Athletic Association (NCAA) Final Four Tournament scheduled in March of 2025. These upgrades to the existing equipment will also allow CSF to stay competitive with other larger venues. All the requested equipment with upgraded technology work in unison to provide the Alamodome's clients and patrons with a quality audio and visual experience.

All five (5) Request for Offer (RFO) solicitations were advertised on the City's Bidding & Contracting Opportunities website, the San Antonio e-Procurement System and email notifications were sent to potential respondents.

A. Offer submitted by Focus Camera, LLC, for the purchase of one (1) Sony camera package PWX-Z750 for CSF, Alamodome. This camera is an addition to CSF existing Sony camera equipment at the Alamodome. The Sony camera package PWX-Z750 consists of one carrying case, a color viewfinder for the camera, a wide angle zoom lens, two (2) memory cards for recording images, the card reader for those memory cards and a quick release tripod plate. This is a shoulder professional camera package that is specific to Vislink's wireless camera system components already in use at the Alamodome. The Sony camera will broadcast and record in 4K resolution, which is becoming the new standard in television. The Alamodome has its own broadcast spectrum assigned by the FCC (Federal Communications Commission). The Sony camera package will also be used for events such as press conferences and external events away from the Alamodome.

The City issued a RFO for "Sony camera package PWX-Z750 for CSF" (RFO 6100018318) on August 26, 2024, with a submission deadline of September 5, 2024. Six (6) offers were received and two (2) were deemed non-responsive for failing to provide required price schedule and signature page. Focus Camera, LLC, is recommended for contract award based on the City's published specifications and requirements.

B. Offer submitted by Projectized Solutions, LLC, for the purchase, delivery, installation and commissioning of two (2) Evertz EQX additional router cards for CSF, Alamodome. The two (2) Evertz input cards and the two (2) Evertz output cards are a way of adding more equipment to and from the Evertz magnum router that exists in the Alamodome's video control room. These electronic cards will allow CSF to upgrade with more processing capacity the existing Evertz magnum master router already in use at the Alamodome. The Evertz router is the heart of the video control room and is now at full capacity.

The City issued a RFO for "Installation of Evertz EQX router cards for Convention and Sports Facilities Department (CSF)" (RFO 6100018409) on August 28, 2024, with a submission deadline of September 9, 2024. One (1) offer was received. Projectized Solutions, LLC, is recommended for contract award based on the City's published specifications and requirements.

C. Offer submitted by LV Multimedia, LLC, for the purchase, delivery, and installation of one (1) Vislink RF camera wireless system for CSF, Alamodome. The Vislink RF camera wireless system consists of the encoder, transmitter, a transmission license, antennas and cable assemblies. This is an addition and upgrade to the current existing Vislink wireless camera system that is located at the Alamodome. The components of this system will enable the Sony shoulder professional camera to be converted into a wireless camera. The Vislink upgrade will come with a portable antenna

system that can be used where Alamodome existing antennas do not reach, such as Monster Jam and events occurring on the H-E-B Plaza.

The City issued a RFO for “Vislink RF camera wireless system for the Convention and Sports Facilities Department (CSF)” (RFO 6100018421) on August 28, 2024, with a submission deadline of September 6, 2024. Two (2) offers were received. LV Multimedia, LLC, is recommended for contract award based on the City’s published specifications and requirements.

D. Offer submitted by LV Multimedia, LLC, for the purchase, delivery, installation and commissioning of two (2) Evertz Dreamcatcher servers for CSF, Alamodome. These servers are to be integrated to the existing video control system at the Alamodome to increase capacity for memory replay during the sporting events. The Evertz Dreamcatcher replay system will be networked together so passing of files between both replay systems will be fast and seamless. This is necessary during a fast-paced sporting event to have multiple replays ready during a stop in action. This new system will be utilized for events such as the Valero Alamo Bowl, all college football games and major league soccer events. The current Evertz Dreamcatcher replay system has reached its useful life.

The City issued a RFO for “Evertz Dreamcatcher servers for Convention and Sports Facilities Department (CSF);” (RFO 6100018424) on August 28, 2024, with a submission deadline of September 9, 2024. Two (2) offers were received. LV Multimedia, LLC, is recommended for contract award based on the City’s published specifications and requirements.

E. Offer submitted by I.S.I. Automation Int’l Inc. for the purchase of one (1) Ross 3D Xpression graphic machine to include the purchase, installation, delivery and commissioning of the equipment for the CSF, Alamodome. This upgraded graphic machine is an addition to CSF existing equipment. The Ross Xpression network is a real-time 3D graphic system which is used to display digital content and overlay digital content over live video that is routed to the digital video displays located throughout the Alamodome. This new device will produce video graphical data that meets the current NCAA requirements. Inside of the Alamodome there are (4) four large corner video screens and a (4) four-sided center hung video screen. With the addition of a new Ross Xpression machine and the existing machines on hand, the Alamodome will be able to display different graphics to all (8) screens simultaneously.

The City issued a RFO for “Ross 3D Xpression graphic machine for Convention and Sports Facilities Department (CSF); (RFO 6100018461) on August 29, 2024, with a submission of September 6, 2024. One (1) offer was received. I.S.I Automation Int’l, Inc., is recommended for contract award based on the based on the City’s published specifications and requirements.

These purchases are made utilizing a competitive public health or safety, sole brand exemption to allow CSF to procure brand specific equipment to be compatible with the existing equipment at the Alamodome and for timely delivery and installation in preparation of large upcoming events, such as the Final Four Tournament scheduled in March 2025. The specific brands were requested for equipment consistency and upgrade to match the current brand of equipment already installed and utilized at the Alamodome. All five (5) solicitations were issued competitively to multiple vendors, as there are no cooperative vendors that can provide these sole brand specific equipment

and technology.

The term of the five (5) contracts will be upon award by City Council and will terminate upon purchase, delivery, installation and commissioning of all goods ordered.

ISSUE:

These contracts will provide for the purchase, delivery, installation and commissioning, where applicable, for one (1) Sony PXW-Z750 camera package shoulder-mount camcorder, two (2) Evertz input and output router cards, one (1) Vislink RF wireless camera system, two (2) Dreamcatcher network replay servers and one (1) ROSS 3D graphic machine.

The Sony PXW-Z750 Camera package, Evertz input/output cards and the Ross 3D graphic machine all come with a one (1) year manufacturer warranty. The Vislink RF wireless system comes with a two (2) year manufacturer warranty. Extended, individual, five (5) year warranties were requested with the Vislink RF wireless camera system for the L3025, L1282/92, Fibre extender, Focal Point Set, HCAM, Quantum RX, and Quantum HW Demodulator Module. The Evertz Dreamcatcher replay system has a three (3) year manufacturer warranty. The life cycle for all equipment is five years.

A. Sony camera package PWX-Z750 for Convention and Sports Facilities Department (CSF); Alamodome Focus Camera LLC.

This contract is within the scope of the Small Business Economic Development Advocacy (SBEDA) Program. However, due to lack of available firms and/or subcontracting opportunities, the Goal Setting Committee was unable to apply a SBEDA tool to this contract.

In accordance with the Local Preference Program, no local preference was applied since the local bidder is not within 5% of the recommended lowest non-local bidder.

B. Installation of Evertz EQX router cards for Convention and Sports Facilities Department (CSF); Alamodome for Projectized Solutions LLC.

The Small Business Economic Development Advocacy (SBEDA) Ordinance requirements were waived due to a Sole brand Certificate of Exception (COE) and Public, Health & Safety COE being approved for these projects, as these components are part of the upgrades to Digital Display Control Room and are specialized.

There were no bids submitted from local bidders for this contract; therefore, the Local Preference Program was not applied.

C. Vislink RF camera wireless system for Convention and Sports Facilities Department (CSF); Alamodome for LV Multimedia LLC.

The Small Business Economic Development Advocacy (SBEDA) Ordinance requirements were waived as a Sole brand Certificate of Exception (COE) and Public, Health & Safety COE has been approved for these projects, as these components are part of the upgrades to Digital Display

Control Room and are specialized.

In accordance with the Local Preference Program, no local preference was applied since the local bidder is not within 5% of the recommended lowest non-local bidder.

D. Evertz Dreamcatcher servers for Convention and Sports Facilities Department (CSF); Alamodome for LV Multimedia LLC.

The Small Business Economic Development Advocacy (SBEDA) Ordinance requirements were waived as a Sole Brand Certificate of Exception and Public, Health & Safety Exemption has been approved as these components are part of the upgrades to Digital Display Control Room and are specialized.

There were no bids submitted from local bidders for this contract; therefore, the Local Preference Program was not applied.

E. Ross 3D Xpression graphic machine for Convention and Sports Facilities Department (CSF); Alamodome for I.S.I Automation Int'l Inc.

This contract is within the scope of the Small Business Economic Development Advocacy (SBEDA) Program. However, due to lack of available firms and/or subcontracting opportunities, the Goal Setting Committee was unable to apply a SBEDA tool to this contract.

The recommended award is to the lowest responsive bidder, who is also a local business. Therefore, the Local Preference Program was not applied.

The Veteran-Owned Small Business Preference Program does not apply to good/supplies or non-professional services, so no preference was applied to these contracts.

ALTERNATIVES:

Should these contracts not be approved, the Convention and Sports Facilities Department digital display control room located at the Alamodome will not stay competitive with other larger venues and are needed to support the upcoming 2025 NCAA Final Four Tournament scheduled in March of 2025.

FISCAL IMPACT:

This ordinance authorizes contracts with (A) Focus Camera, LLC, for Sony PWX-Z750 camera package in the amount of \$64,485.18; (B) Projectized Solutions, LLC, for Evertz EQX router cards in the amount of \$71,860.57; (C) LV Multimedia, LLC, for Vislink RF (Radio Frequency) camera wireless system in the amount of \$155,081.90; (D) LV Multimedia, LLC, for Evertz Dreamcatcher servers in the amount of \$174,591; and (E) I.S.I. Automation Int'l, Inc., for Ross 3D Xpression graphic machine upgrade in the amount of \$109,710.90 to provide the Convention and Sports

Facilities Department (CSF), Alamodome, with equipment for an updated digital display control room for a total cost of \$575,729.55. Funding in the amount of \$575,729.55 is available from the Hotel Occupancy Tax (HOT) Improvement and Contingency Fund included in the FY 2025 - FY 2029 Capital Improvement Program.

RECOMMENDATION:

Staff recommends approval of the ordinance for acceptance of these five (5) contracts.

This contract was procured by means of public health or safety, sole brand exemption and a Contract Disclosure Form is not required.