

Digital Signage Proposal for the City of Gainesville



Submitted to:
The City of Gainesville

Submitted by:
Michael Fraioli
mfraioli@bcifl.net

Date:
April 28, 2021
Tampa • Orlando • Fort Myers

Contents

Contents.....2

RFP Cover Page.....3

Scope of Work.....4

About Us.....7

Introduction to the BCI Team.....8

Credentials.....10

Business Information.....17

Drug Free Workplace.....18

Bidder Verification Form.....19

References.....20

W9.....21

EF License.....22

Lobbying Certification.....23

Responsibility Certification.....24

Subcontractor List.....25

Addenda 1-2.....26

Terms and Conditions.....33

BID COVER



Procurement Division
(352) 334-5021(main)

Issue Date: March 12, 2021

REQUEST FOR PROPOSAL: #RTSX-210030-DS
Digital Signage and Content Management Software

PRE-PROPOSAL MEETING: Non-Mandatory Mandatory N/A Includes Site Visit
DATE: **April 6, 2021** TIME: **9:00 a.m.**
LOCATION: **via Zoom**

QUESTION SUBMITTAL DUE DATE: **April 16, 2021**

All meetings and submittal deadlines are Eastern Time (ET).

DUE DATE FOR UPLOADING PROPOSAL: April 29, 2021, 3:00 p.m.

SUMMARY OF SCOPE OF WORK:

Purchase complete Digital Signage and Content Management Software (CMS) system for two bus transfer stations, including electrical services.

For questions relating to this solicitation, contact: Daphyne Sesco, Procurement Specialist 3, sescoda@cityofgainesville.org

Bidder is not in arrears to City upon any debt, fee, tax or contract: Bidder is NOT in arrears Bidder IS in arrears
Bidder is not a defaulter, as surety or otherwise, upon any obligation to City: Bidder is NOT in default Bidder IS in default

Bidders who receive this bid from sources other than City of Gainesville Procurement Division or DemandStar.com MUST contact the Procurement Division prior to the due date to ensure any addenda are received in order to submit a responsible and responsive offer. Uploading an incomplete document may deem the offer non-responsive, causing rejection.

ADDENDA ACKNOWLEDGMENT: Prior to submitting my offer, I have verified that all addenda issued to date are considered as part of my offer: Addenda received (list all) # 1, 2

Legal Name of Bidder: Midwest Alarm

DBA: BCI Integrated Solutions

Authorized Representative Name/Title: Michael Fraioli

E-mail Address: mfraioli@bcifl.net FEIN: 46-0307899

Street Address: 9419 Corporate Lake Dr Tampa, FL 33634

Mailing Address (if different): _____

Telephone: (813) 249-1020 Fax: (813) 249-1040

By signing this form, I acknowledge I have read and understand, and my business complies with all General Conditions and requirements set forth herein; and,

- Proposal is in full compliance with the Specifications.
- Proposal is in full compliance with the Specifications except as specifically stated and attached hereto.

SIGNATURE OF AUTHORIZED REPRESENTATIVE:

SIGNER'S PRINTED NAME: Michael Fraioli DATE: 4-28-21



Corporate Office
 9419 Corporate Lake Drive
 Tampa, FL 33634
 Toll Free (877) 616-2538
 Fax (813) 249-1040
www.bcifl.net

Tampa
 Phone (813) 249-1020
Orlando
 Phone (407) 279-2759
Ft. Myers
 Phone (239) 245-9070
Gainesville
 Phone (352) 415-3266



Scope of Work

Digital Signage System

Installation

BCI Integrated Solutions proposes to provide and install the following scope of work for the City of Gainesville.

Butler Station

Two wall mounted 49" commercial grade displays will be installed in weatherproof enclosures. Each display will have a digital signage player attached. A WiFi hotspot will be provided for content and control.

Rosa Parks Station

Two kiosk mounted 49" commercial grade displays will be installed in weatherproof enclosures. Each display will have a digital signage player attached. A WiFi hotspot will be provided for content and control.

Included is equipment, delivery, installation, training and permit. Not included is AC power, pathways, penetrations, conduits and unforeseen site conditions.

Butler Station

| Item | Quantity | Unit Price | Total |
|---|----------|------------|-------------|
| LG - 49EX4F 49" Commercial Display | 2.00 | \$5,446.88 | \$10,893.76 |
| BSC Outdoor Wall Mount 49" Display Enclosure | 2.00 | \$4,562.50 | \$9,125.00 |
| Visix - VX-S-CPG-H Axis TV Media Player | 2.00 | \$887.50 | \$1,775.00 |
| Visix WiFi Module | 2.00 | \$312.50 | \$625.00 |
| Visix VX-S-MNO AxisTV One Software License | 1.00 | \$1,498.75 | \$1,498.75 |
| Visix - VX-S-CPO AxisTV Media Player Software License | 2.00 | \$1,061.25 | \$2,122.50 |
| Visix - VX-S-IMW Remote Implementation Support | 2.00 | \$175.00 | \$350.00 |
| Visix - VX-S-IMP Professional Services and Advanced Configuration | 2.00 | \$175.00 | \$350.00 |
| Visix - VX-S-SMN Support Subscription | 1.00 | \$521.25 | \$521.25 |
| Visix - VX-S-SMX Media Player Support Subscription | 2.00 | \$222.50 | \$445.00 |
| Visix - VX-S-TROF Training Subscription FM 1-4 Months | 1.00 | \$317.50 | \$317.50 |
| Verizon Mifi | 1.00 | \$249.99 | \$249.99 |

Tampa • Orlando • Fort Myers

Professional Audio • Video • Intercom • Fire Alarm • Security • Structured Cabling



Corporate Office
 9419 Corporate Lake Drive
 Tampa, FL 33634
 Toll Free (877) 616-2538
 Fax (813) 249-1040
www.bcifi.net

Tampa
 Phone (813) 249-1020
Orlando
 Phone (407) 279-2759
Ft. Myers
 Phone (239) 245-9070
Gainesville
 Phone (352) 415-3266

CELEBRATING

20th
 Anniversary

| | | | |
|---|------|------------|-------------|
| MicroFlex Pro AV/IT Certified 4K60 18G High Speed HDMI Cable with ProGrip Jet Black 6ft | 2.00 | \$23.13 | \$46.26 |
| Miscellaneous | 1.00 | \$312.50 | \$312.50 |
| Shipping | 1.00 | \$812.69 | \$812.69 |
| Electrician | 1.00 | \$1,875.00 | \$1,875.00 |
| AV LABOR RATE - BCI | | | \$1,728.00 |
| BCI ENGINEERING LABOR | | | \$1,408.00 |
| PM LABOR - BCI | | | \$1,587.20 |
| PROGRAMMING AV - BCI | | | \$793.60 |
| Sub-Total ex Tax | | | \$36,837.00 |
| Tax | | | \$0.00 |
| Total inc Tax | | | \$36,837.00 |

Rosa Parks Station

| Item | Quantity | Unit Price | Total |
|---|----------|------------|-------------|
| LG - 55EX4F 55" Commercial Display | 2.00 | \$5,555.25 | \$11,110.50 |
| BSC Outdoor Totem for 55" Display Enclosure | 2.00 | \$6,572.50 | \$13,145.00 |
| Visix - VX-S-CPG-H Axis TV Media Player | 2.00 | \$887.50 | \$1,775.00 |
| Visix WiFi Module | 2.00 | \$312.50 | \$625.00 |
| Visix - VX-S-CPO AxisTV Media Player Software License | 2.00 | \$1,061.25 | \$2,122.50 |
| Visix - VX-S-IMW Remote Implementation Support | 2.00 | \$175.00 | \$350.00 |
| Visix - VX-S-IMP Professional Services and Advanced Configuration | 2.00 | \$175.00 | \$350.00 |
| Visix - VX-S-SMX Media Player Support Subscription | 2.00 | \$222.50 | \$445.00 |
| Verizon Mifi | 1.00 | \$249.99 | \$249.99 |

Tampa • Orlando • Fort Myers

Professional Audio • Video • Intercom • Fire Alarm • Security • Structured Cabling



Corporate Office
 9419 Corporate Lake Drive
 Tampa, FL 33634
 Toll Free (877) 616-2538
 Fax (813) 249-1040
www.bcifi.net

Tampa
 Phone (813) 249-1020
Orlando
 Phone (407) 279-2759
Ft. Myers
 Phone (239) 245-9070
Gainesville
 Phone (352) 415-3266

#210009C

CELEBRATING



| | | | |
|---|------|------------|-------------|
| MicroFlex Pro AV/IT Certified 4K60 18G High Speed HDMI Cable with ProGrip Jet Black 6ft | 2.00 | \$23.13 | \$46.26 |
| Miscellaneous | 1.00 | \$312.50 | \$312.50 |
| Shipping | 1.00 | \$812.45 | \$812.45 |
| Electrician | 1.00 | \$4,375.00 | \$4,375.00 |
| AV LABOR RATE - BCI | | | \$1,728.00 |
| BCI ENGINEERING LABOR | | | \$1,408.00 |
| PM LABOR - BCI | | | \$1,587.20 |
| PROGRAMMING AV - BCI | | | \$793.60 |
| Sub-Total ex Tax | | | \$41,236.00 |
| Tax | | | \$0.00 |
| Total inc Tax | | | \$41,236.00 |

Tampa • Orlando • Fort Myers

Professional Audio • Video • Intercom • Fire Alarm • Security • Structured Cabling

About Us

Headquartered in Tampa, Florida, with offices in Ft. Myers and Orlando, BCI Integrated Solutions is a certified provider of specialized innovative electronic building solutions and low voltage systems. Servicing clients locally and internationally, BCI has built solid relationships with prestigious and demanding clients and contractors by providing superior service and support.

BCI was founded on a basic principle: "Take care of our customers and our customers will take care of us." From this basic principle, our business has naturally expanded over the years. We have had the opportunity to provide integrated systems to major sports venues, corporate training centers, hotels, colleges, universities and many other venues.

Take care of our customers and our customers will take care of us.

BCI Integrated Solutions has given professional solutions for businesses for over 15 years. Founded in 1999 as Becker Communications, Inc., we began with just two employees. Focusing on professional

audio and video, we worked with both end-users and contractors as we developed relationships with key suppliers. We expanded our solutions based on customer demand, acquiring Baytown Sound, Acme Communications and 3D Solutions.

In 2004 we added key employees to focus on integrated solutions, allowing us to meet all of our customers' low voltage needs. In April 2005 we changed our name to BCI Integrated Solutions to better reflect the enlarged scope of our business. Our business doubled in 2006 with over 30 employees and our 2007 sales exceeded \$6 million. Our sales have now exceeded \$14 million with over 80 employees to serve you in every aspect of your project.

Our employees' experience and professionalism allow us to provide your business with the service and follow-up you expect from a professional contractor. We believe in ongoing training for our employees so that we can design and install the highest quality systems utilizing the latest tools and technology.

From system design to installation and service, BCI Integrated Solutions has the experience to handle any size project. Let us show you how we can deliver the systems you expect.

Introduction to the BCI Team



Marva McMillan
Owner of Midwest Alarm Company & BCI Integrated Solutions

- B.S./M.S. University of South Dakota
- Board Member Sanford Health Foundation
- Board Member Camp High Hopes
- Board Member Feisty Fighters



Tyler Bruce Blake
Chief Operating Officer

My goal is to drive our business forward by finding the best and brightest talent to join our team, build partnerships with leading industry manufacturers, and forge relationships with forward-thinking organizations seeking to implement change.

- B.S. University of Nebraska
- J.D. University of Iowa
- Board Member Honeywell Enterprise Security Global Security Council
- Member American Society of Industrial Engineering
- Board Member Ronald McDonald House Charities of South Dakota
- Eide Bailly LLP, Sioux Falls Business Advisory Board



Michael Fraioli, CTS-D
Vice President of AV Sales

Employment with BCI since 2005, twelve (12) plus years designing professional audio visual and low voltage systems.

- Infocomm - CTS-D (Certified Technology Specialist in Design) Certification
- Crestron - DMC-D (Digital Media Certified Designer) Certification
- ISCOET's - Associate Certified Electronics Technician
- Yamaha's Digital Sound Reinforcement Using Dante
- Renkus-Heinz's EASE Design Seminar
- Rational Acoustics Smaart Operator Fundamentals Software Training
- Blonder Tongue Broadcast Technical Training
- Extron Global Configurator Certification

Tampa • Orlando • Fort Myers

Professional Audio • Video • Intercom • Fire Alarm • Security • Structured Cabling



Tom Garner
Operations Director

Employment with BCI since 2009, twenty four (24) Plus years in the low voltage industry. Includes experience as a system engineer, project manager, service manager, and operations manager.

- Northern Virginia Community College - Associate of Science Electrical Engineering
- Virginia Polytechnic Institute & State University - General Business Major
- Management experience includes supervision of central Atlantic region
- Team management experience in building control, HVAC control, fire alarm, and security systems



Jerry Gimeno
Systems Engineer

Employment with BCI since 2002, Eighteen (18) plus years in the AV industry. Training includes:

- QSC Q-Sys Programming
- Extron Programming
- Symetrix Programming
- Eiki Projection Systems
- Leviton Ethernet Cabling
- Crestron System Design
- Peavy Nion Training



Ivory Thompson
Service Manager & Systems Trainer

Employment with BCI since 2001, fifteen (15) plus years in the AV business. Training includes:

- US Naval Electronics Training School
- Electronics Computer Programming Institute
- Polycom Video Conference Training
- Extron Programming School
- Crestron Programming
- Authorized Service Proxima Video Projection Training
- Authorized Service Infocus Video Projection Training
- Leviton Ethernet Cabling
- Panduit Cat5 Training



Mike Williams
Lead Technician

Ten (10) plus years in AV systems installation. Training includes:

- Extron
- Polycom Networking
- Extron Emerging Technologies
- Crestron Quickmedia
- Extron System Design and Installation
- InfoCom AV Essentials
- Eiki Projection Systems
- Video Conferencing Training

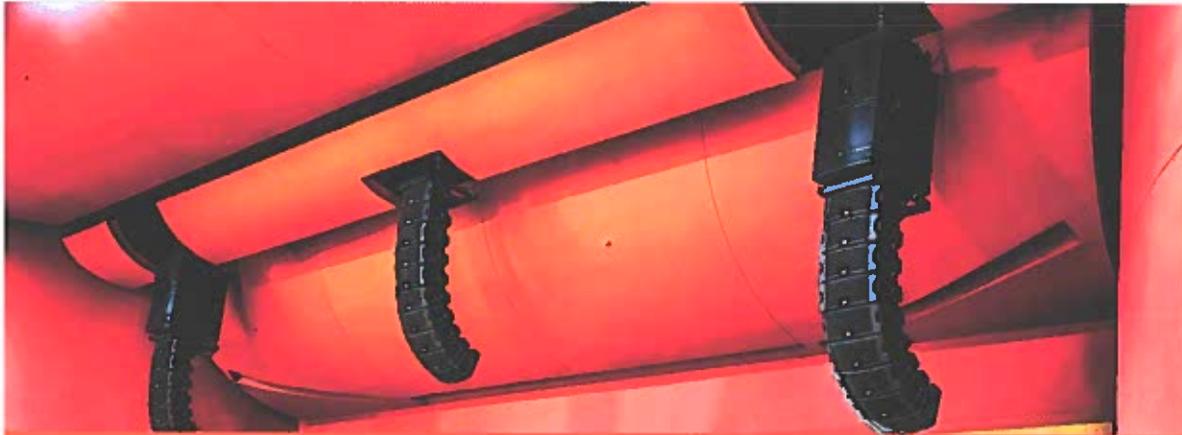
Tampa • Orlando • Fort Myers

Professional Audio • Video • Intercom • Fire Alarm • Security • Structured Cabling

Credentials

SHARON MORSE THEATER

LADY LAKE, FL



BCI Integrated Solutions was contracted to install all of the Audio Visual Systems for the Sharon Morse Theater in The Villages, Florida.



The Sharon seats just over 1,000 guests in a multi-level theater offering state of the art audio, visual and theatrical rigging systems to create an entertainment experience second to none. Performances spotlight a variety of artistic disciplines ranging from concerts and comedians to dance, musicals and operas.

The speaker system is a left, center, each right system. Each line array cabinet measures in at 14ft tall from the bottom cabinet to the top. These speakers are on a chain driver system so they can be lowered to the stage for servicing or replacement as show riders dictate.

The projection system in this space is a 14,000-lumen projector with a screen sized at 146" H by 260" W. The screen is rigged above the stage and lowered into position when in use.

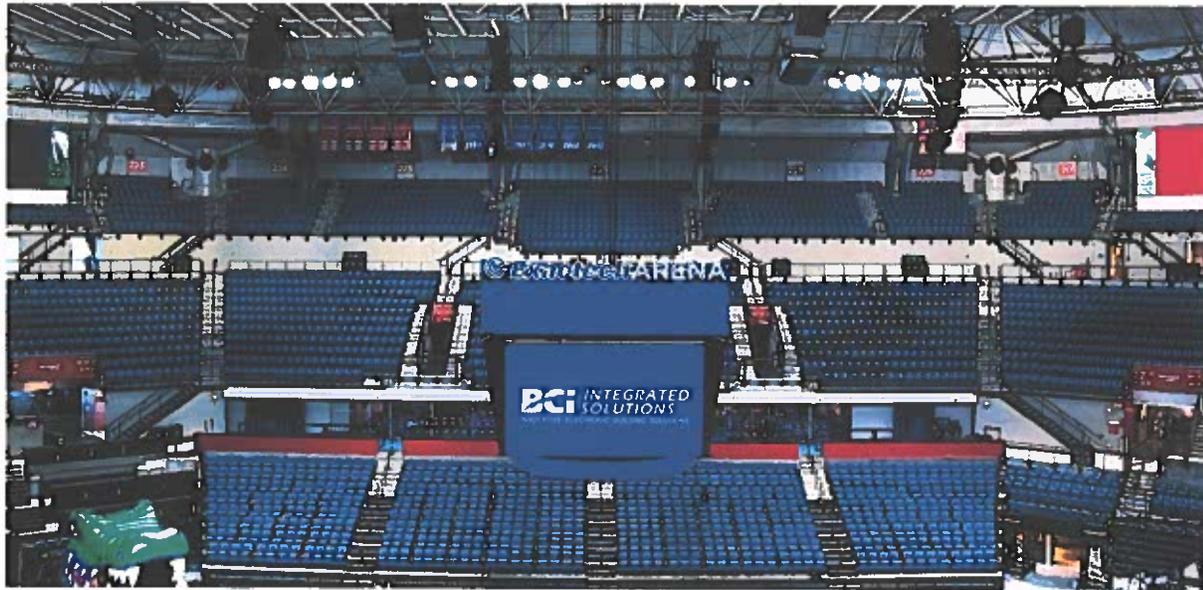
The lobby of The Sharon was renovated from the old sanctuary and now has its own separate AV system with mixing console and speakers throughout the space.

Tampa • Orlando • Fort Myers

Professional Audio • Video • Intercom • Fire Alarm • Security • Structured Cabling

STEPHEN O'CONNELL CENTER

UNIVERSITY OF FLORIDA - GAINESVILLE, FL



BCI Integrated Solutions was part of the University of Florida's renovation of the Stephen C. O'Connell Center, where they host their Basketball, Gymnastics, Swimming, and Volleyball events to name a few.

BCI was tasked to install two systems that we have years of experience in, thus would include the complete bowl sound system to cover all audience seats, under scoreboard speakers to cover the court/floor area, concourse speakers for general areas, as well as a broadcast cabling system to provide media trucks to live stream events.

The sound system for the Stephen C. O'Connell center was designed with the attendees in mind. BCI is installing eight clusters of EAW's latest point source speakers. These eight EAW QX500 speaker clusters are installed all along the bowl in order to distribute the sound equally throughout, making every seat perfect. BCI provided rigging for the main speaker clusters, including chain hoists to enable the speakers to be lowered for service.

Speakers were also installed beneath the scoreboard to cover the floor of the arena and not missing those court side seats. On the upper bowl, delay speakers will be installed to cover

the sound beyond the main clusters, creating a connected sound system throughout the inside of the arena.

Along with speakers inside of the main arena, BCI installed perimeter speakers within the public concourse areas allowing everyone in the O'Connell center to be connected to the event inside at all times.

For the fans not lucky enough to attend the events at UF, we are installing a broadcast cabling system for the connection of media trucks to distribute live to local and national sports networks. We used Triax cabling for cameras and fiber to each location. This cabling system is terminated in stainless steel outdoor racks, ready for connection to broadcast trucks. This system makes a seamless process for any broadcast truck to work with and get the game/event to fans across the nation.



Tampa • Orlando • Fort Myers

Professional Audio • Video • Intercom • Fire Alarm • Security • Structured Cabling

BAY CHAPEL

TAMPA, FL



The Wharton HS Auditorium was fitted with technology to enable Bay Chapel to easily utilize the space for worship.

A 7,000 lumen laser HD projector was installed on the back wall with a long throw lens to project onto a large projection screen that was installed on one of the theatrical stage line sets. A wall plate was installed for the church to connect a graphics computer to and a wireless presentation device was installed for the school to easily show presentations. An auto switcher was installed to provide technician free operation of the system.

The Wharton HS theatrical and house lighting system is utilized by Bay Chapel through a DMX combiner that allows two separate control systems to operate the lights.

A portable audio system was designed and deployed that allows for easy setup and tear down on Sunday morning for the church. One wire was able to be utilized to power a sub and main on each side of the stage. BCI also ran wiring from the back of the room to the stage to simplify connections.

A portable streaming system was integrated for Bay Chapel. This system allows the computer that is running graphics and a IMAG camera to be switched and over laid. The streaming system allows users to easily switch record and stream services.

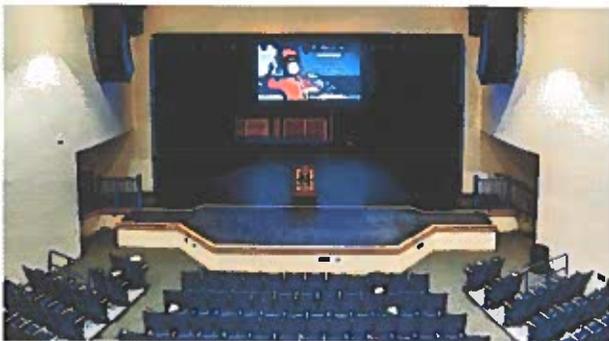
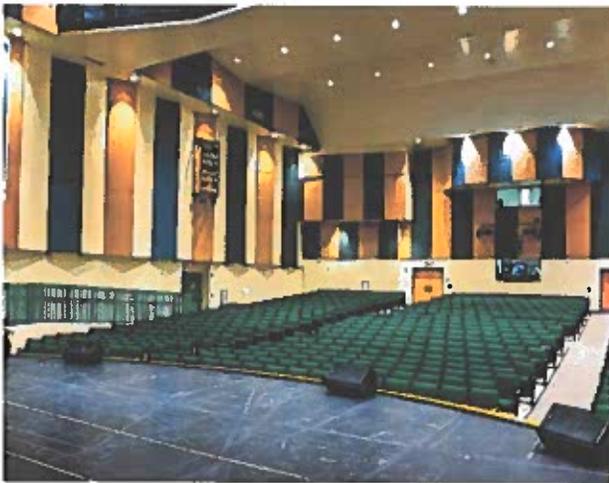


Tampa • Orlando • Fort Myers

Professional Audio • Video • Intercom • Fire Alarm • Security • Structured Cabling

MONROE COUNTY SCHOOL DISTRICT

LARGO, FL



BCI Integrated Solutions contracted with the Monroe County School District to provide Coral Shores Key West and Marathon High School in the Florida Keys with brand new audiovisual systems.

We successfully built out all three schools during summer break in 2017, avoiding disruption during school and offering students and teachers brand new technology to get comfortable with at the start of the year.

The high school performing arts centers all received similar upgrades. Our technicians performed necessary demolition for full access to power and electrical conduits, installed data communications and the cabling to power the audiovisual technology in each theater, and the AV systems themselves. We functioned as the general contractor for this project, enlisting the help of theatrical lighting specialist and other subcontractors as well as managing all three sites throughout their project lifespans.

We installed QSC or EV speakers arrays on either side of the stages, plus QSC or other amplifier racks for excellent sound clarity and projection. Each performing arts center received a projector in the rear of the theater featuring Crestron controls systems. Additional lighting and sound control consoles were installed to give students and instructors full control of their environment. In some cases, additional speakers were also installed at the end of the stage for added presence and sound quality.

Tampa • Orlando • Fort Myers

Professional Audio • Video • Intercom • Fire Alarm • Security • Structured Cabling



Corporate Office
9419 Corporate Lake Drive
Tampa, FL 33634
Toll Free (877) 616-2538
Fax (813) 249-1040
www.bcifi.net

Tampa
Phone (813) 249-1020
Orlando
Phone (407) 279-2759
Ft. Myers
Phone (239) 245-9070
Gainesville
Phone (352) 415-3266

#210009C



Business Information

Primary NAICS Code – 238210

Duns Number – 157708426

D & B Rating – 1r3

Cage Code – 1uqm6

SIC Code - 238210

Occupational License – Hillsborough County – 54222.0000(5)

Federal Identification Number – 46-0307899

Florida Department of Revenue – 78-8017977297-2

Contracting License – EF0001215

Nicet Certification – 085008

Average Number of Employees – 165
Established in 1969

Insurance Company – Owners Insurance Company

Tampa • Orlando • Fort Myers

Professional Audio • Video • Intercom • Fire Alarm • Security • Structured Cabling
Page 13 of 16

DRUG-FREE WORKPLACE FORM

The undersigned bidder in accordance with Florida Statute 287.087 hereby certifies that

BCI Integrated Solutions

does:

(Name of Bidder)

1. Publish a statement notifying employees that the unlawful manufacture, distribution, dispensing, possession, or use of a controlled substance is prohibited in the workplace and specifying the actions that will be taken against employees for violations of such prohibition.
2. Inform employees about the dangers of drug abuse in the workplace, the business's policy of maintaining a drug-free workplace, any available drug counseling, rehabilitation, and employee assistance programs, and the penalties that may be imposed upon employees for the drug abuse violations.
3. Give each employee engaged in providing the commodities or contractual services that are under bid a copy of the statement specified in subsection (1).
4. In the statement specified in subsection (1), notify the employees that, as a condition of working on the commodities or contractual services that are under bid, the employee will abide by the terms of the statement and will notify the employer of any conviction of, or plea of guilty or nolo contendere to, any violation of Chapter 893 or of any controlled substance law of the United States or any state, for a violation occurring in the workplace no later than five (5) days after such conviction.
5. Impose a sanction on, or require the satisfactory participation in a drug abuse assistance or rehabilitation program if such is available in the employee's community, by any employee who is so convicted.
6. Make a good faith effort to continue to maintain a drug-free workplace through implementation of this section.

As the person authorized to sign the statement, I certify that this bidder complies fully with the above requirements.

[Handwritten Signature]

Bidder's Signature

4-28-21

Date

In the event of a tie bid, bidders with a Drug Free Workplace Program will be given preference. To be considered for the preference, this document must be completed and uploaded to DemandStar.com with your Submittal.

BIDDER VERIFICATION FORM

QUALIFIED SMALL BUSINESS AND/OR SERVICE DISABLED VETERAN BUSINESS STATUS (Check one)

Is your business qualified, in accordance with the City of Gainesville’s Small Business Procurement Program, as a local Small Business? YES NO

Is your business qualified, in accordance with the City of Gainesville’s Small Business Procurement Program, as a local Service-Disabled Veteran Business? YES NO

REGISTERED TO DO BUSINESS IN THE STATE OF FLORIDA

Is Bidder registered with Florida Department of State’s, Division of Corporations, to do business in the State of Florida?

YES NO (refer to Part 1, 1.6, last paragraph)

If the answer is “YES”, provide a copy of SunBiz registration or SunBiz Document Number (# P99000019814)

If the answer is “NO”, please state reason why: _____

DIVERSITY AND INCLUSION (Applies to solicitations above \$50,000)

Does your company have a policy on diversity and inclusion? YES NO

If yes, please attach a copy of the policy to your submittal.

Note: Possessing a diversity and inclusion policy will have no effect on the City’s consideration of your submittal, but is simply being requested for information gathering purposes.

BCI Integrated Solutions

Bidder’s Name

Michael Fräoli, VP of AV Sales

Printed Name/Title of Authorized Representative

[Signature]

4-28-21

Signature of Authorized Representative

Date

REFERENCE FORM

Name of Bidder: BCI Integrated Solutions

Provide information for three references of similar scope performed within the past three years. You may include photos or other pertinent information.

#1 Year(s) services provided (i.e. 1/2015 to 12/2018): Two

Company Name: KPMG
 Address: 9301 Lake Nona BLVD
 City, State Zip: Orlando, FL 32827
 Contact Name: Linda Hughes
 Phone Number: 407-473-7163 Fax Number: _____
 Email Address (if available): _____

#2 Year(s) services provided (i.e. 1/2015 to 12/2018): Two

Company Name: University of Florida
 Address: 2800 Cirtus Road
 City, State Zip: Gainesville, FL 32611
 Contact Name: Alisha Smith
 Phone Number: 904-256-6827 Fax Number: _____
 Email Address (if available): _____

#3 Year(s) services provided (i.e. 1/2015 to 12/2018): Four

Company Name: Monroe County Schools
 Address: 350 Sombrero Beach Rd
 City, State Zip: Marathon, FL 33050
 Contact Name: Wendy McPherson
 Phone Number: 305-289-2480 Fax Number: _____
 Email Address (if available): _____

Request for Taxpayer Identification Number and Certification

► Go to www.irs.gov/FormW9 for instructions and the latest information.

Give Form to the
requester. Do not
send to the IRS.

1 Name (as shown on your income tax return). Name is required on this line; do not leave this line blank.

Midwest Alarm Company, Inc.

2 Business name/disregarded entity name, if different from above

BCI Integrated Solutions

3 Check appropriate box for federal tax classification of the person whose name is entered on line 1. Check only one of the following seven boxes.

Individual/sole proprietor or single-member LLC

C Corporation

S Corporation

Partnership

Trust/estate

Limited liability company. Enter the tax classification (C=C corporation, S=S corporation, P=Partnership) ►

Note: Check the appropriate box in the line above for the tax classification of the single-member owner. Do not check LLC if the LLC is classified as a single-member LLC that is disregarded from the owner unless the owner of the LLC is another LLC that is not disregarded from the owner for U.S. federal tax purposes. Otherwise, a single-member LLC that is disregarded from the owner should check the appropriate box for the tax classification of its owner.

Other (see instructions) ►

4 Exemptions (codes apply only to certain entities, not individuals; see instructions on page 3):

Exempt payee code (if any) _____

Exemption from FATCA reporting code (if any) _____

(Applies to accounts maintained outside the U.S.)

5 Address (number, street, and apt. or suite no.) See instructions.

9419 Corporate Lake Drive

6 City, state, and ZIP code

Tampa, FL 33634

Requester's name and address (optional)

7 List account number(s) here (optional)

Print or type.
See Specific Instructions on page 3.

Part I Taxpayer Identification Number (TIN)

Enter your TIN in the appropriate box. The TIN provided must match the name given on line 1 to avoid backup withholding. For individuals, this is generally your social security number (SSN). However, for a resident alien, sole proprietor, or disregarded entity, see the instructions for Part I, later. For other entities, it is your employer identification number (EIN). If you do not have a number, see *How to get a TIN*, later.

Note: If the account is in more than one name, see the instructions for line 1. Also see *What Name and Number To Give the Requester* for guidelines on whose number to enter.

| | | | | | | | | |
|------------------------|--|--|---|--|--|--|--|--|
| Social security number | | | | | | | | |
| | | | - | | | | | |

or

| | | | | | | | | |
|--------------------------------|---|---|---|---|---|---|---|---|
| Employer identification number | | | | | | | | |
| 4 | 6 | - | 0 | 3 | 0 | 7 | 8 | 9 |

Part II Certification

Under penalties of perjury, I certify that:

- The number shown on this form is my correct taxpayer identification number (or I am waiting for a number to be issued to me); and
- I am not subject to backup withholding because: (a) I am exempt from backup withholding, or (b) I have not been notified by the Internal Revenue Service (IRS) that I am subject to backup withholding as a result of a failure to report all interest or dividends, or (c) the IRS has notified me that I am no longer subject to backup withholding; and
- I am a U.S. citizen or other U.S. person (defined below); and
- The FATCA code(s) entered on this form (if any) indicating that I am exempt from FATCA reporting is correct.

Certification instructions. You must cross out item 2 above if you have been notified by the IRS that you are currently subject to backup withholding because you have failed to report all interest and dividends on your tax return. For real estate transactions, item 2 does not apply. For mortgage interest paid, acquisition or abandonment of secured property, cancellation of debt, contributions to an individual retirement arrangement (IRA), and generally, payments other than interest and dividends, you are not required to sign the certification, but you must provide your correct TIN. See the instructions for Part II, later.

Sign Here

Signature of U.S. person ►

Shannon Thayer

Date ►

10/2/20

General Instructions

Section references are to the Internal Revenue Code unless otherwise noted.

Future developments. For the latest information about developments related to Form W-9 and its instructions, such as legislation enacted after they were published, go to www.irs.gov/FormW9.

Purpose of Form

An individual or entity (Form W-9 requester) who is required to file an information return with the IRS must obtain your correct taxpayer identification number (TIN) which may be your social security number (SSN), individual taxpayer identification number (ITIN), adoption taxpayer identification number (ATIN), or employer identification number (EIN), to report on an information return the amount paid to you, or other amount reportable on an information return. Examples of information returns include, but are not limited to, the following.

- Form 1099-INT (interest earned or paid)

- Form 1099-DIV (dividends, including those from stocks or mutual funds)
- Form 1099-MISC (various types of income, prizes, awards, or gross proceeds)
- Form 1099-B (stock or mutual fund sales and certain other transactions by brokers)
- Form 1099-S (proceeds from real estate transactions)
- Form 1099-K (merchant card and third party network transactions)
- Form 1098 (home mortgage interest), 1098-E (student loan interest), 1098-T (tuition)
- Form 1099-C (canceled debt)
- Form 1099-A (acquisition or abandonment of secured property)

Use Form W-9 only if you are a U.S. person (including a resident alien), to provide your correct TIN.

If you do not return Form W-9 to the requester with a TIN, you might be subject to backup withholding. See *What is backup withholding, later.*

Ron DeSantis, Governor



Halsey Beshears, Secretary



STATE OF FLORIDA
DEPARTMENT OF BUSINESS AND PROFESSIONAL REGULATION

ELECTRICAL CONTRACTORS LICENSING BOARD

THE ALARM SYSTEM CONTRACTOR HEREIN IS CERTIFIED UNDER THE
PROVISIONS OF CHAPTER 489, FLORIDA STATUTES

Additional Business Qualification

BECKER, GRANT WILLIAM

BCI INTEGRATED SOLUTIONS
2414 CORPORATE LAKE DR
TAMPA FL 33634

LICENSE NUMBER EF200001685

EXPIRATION DATE: AUGUST 31, 2022

Always verify licenses online at MyFloridaLicense.com



Do not alter this document in any form.

This is your license. It is unlawful for anyone other than the licensee to use this document.

CONTRACTOR RESPONSIBILITY CERTIFICATION

The proposer is required to certify compliance with the following contractor responsibility standards by checking appropriate boxes. For purposes hereof, all relevant time periods are calculated from the date this Certification is executed.

| | YES | NO |
|--|-------------------------------------|-------------------------------------|
| 1. Has the firm been suspended and/or debarred by any federal, state or local government agency or authority in the past three years? | | <input checked="" type="checkbox"/> |
| 2. Has any officer, director, or principal of the firm been convicted of a felony relating to your business industry? | | <input checked="" type="checkbox"/> |
| 3. Has the firm defaulted on any project in the past three (3) years? | | <input checked="" type="checkbox"/> |
| 4. Has the firm had any type of business, contracting or trade license revoked or suspended for cause by any government agency or authority in the past three (3) years? | | <input checked="" type="checkbox"/> |
| 5. Has the firm been found in violation of any other law relating to its business, including, but not limited to antitrust laws, licensing laws, tax laws, wage or hour laws, environmental or safety laws, by a final unappealed decision of a court or government agency in the past three (3) years, where the result of such adjudicated violation was a payment of a fine, damages or penalty in excess of \$1,000? | | <input checked="" type="checkbox"/> |
| 6. Has the firm been the subject of voluntary or involuntary bankruptcy proceedings at any time in the past three (3) years? | | <input checked="" type="checkbox"/> |
| 7. Has the firm successfully provided similar products or performed similar services in the past three (3) years with a satisfactory record of timely deliveries or on-time performance? | <input checked="" type="checkbox"/> | |
| 8. Does the firm currently possess all applicable business, contractor and/or trade licenses or other appropriate licenses or certifications required by applicable state or local laws to engage in the sale of products or services? | <input checked="" type="checkbox"/> | |
| 9. Does the firm have all the necessary experience, technical qualifications and resources, including but not limited to equipment, facilities, personnel and financial resources, to successfully provide the referenced product(s) or perform the referenced service(s), or will obtain same through the use of qualified, responsible subcontractors? | <input checked="" type="checkbox"/> | |
| 10. Does the firm meet all insurance requirements per applicable law or bid specifications including general liability insurance, workers' compensation insurance, and automobile liability insurance? | <input checked="" type="checkbox"/> | |
| 11. Firm acknowledges that it must provide appropriate documentation to support this Contractor Responsibility Certification if so requested by the City of Gainesville. The firm also understands that the City of Gainesville may request additional information or documents to evaluate the responsibility of firm. Firm agrees to provide such additional information or supporting documentation for this Certification. | <input checked="" type="checkbox"/> | |

Under the penalty of perjury, the Proposer's authorized representative hereby certifies that all information included in the Contractor Responsibility Certification or otherwise submitted for purposes of determining the Proposer's status as a responsible contractor is true, complete and accurate and that he/she has knowledge and authority to verify the information in this certification or otherwise submitted on behalf of the Proposer by his or her signature below.

Proposer Name: BCI Integrated Solutions

Name/Title of person completing this form: Michael Fraioli VP of AV Saks

Signature: 

Date: 4-28-21

This page must be completed and uploaded to DemandStar.com with your Submittal.

SUBCONTRACTOR/SUBCONSULTANT LIST and BIDDER STATUS

The Proposer shall provide information on ALL prospective subcontractor(s)/subconsultant(s) who submit bids/quotations in support of this solicitation. Use additional sheets as necessary.

| IDENTIFY EVERY SUBCONTRACTOR(S)/SUBCONSULTANT(S) | SCOPE OF WORK TO BE PERFORMED | CERTIFIED D/M/WBE FIRM? (Check all that apply) | PERVIOUS YEAR'S ANNUAL GROSS RECEIPT'S | UTILIZING ON THIS PROJECT |
|--|--|--|---|---------------------------|
| NAME: _____ ADDRESS: _____ _____ PHONE: _____ FAX: _____ CONTACT PERSON: _____ _____ | SCOPE OF WORK: _____ _____ _____ AGE OF FIRM: _____ | YES _____ NO _____ IF YES, DBE _____ OR MBE _____ OR WBE _____ | _____ Less than \$500K _____ \$500K-\$2 mil _____ \$2 mil - \$5 mil _____ more than \$5 mil. | YES or NO |
| NAME: _____ ADDRESS: _____ _____ PHONE: _____ FAX: _____ CONTACT PERSON: _____ _____ | SCOPE OF WORK: _____ _____ _____ AGE OF FIRM: _____ | YES _____ NO _____ IF YES, DBE _____ OR MBE _____ OR WBE _____ | _____ Less than \$500K _____ \$500K-\$2 mil _____ \$2 mil - \$5 mil _____ more than \$5 mil. | YES or NO |
| NAME: _____ ADDRESS: _____ _____ PHONE: _____ FAX: _____ CONTACT PERSON: _____ _____ | SCOPE OF WORK: _____ _____ _____ AGE OF FIRM: _____ | YES _____ NO _____ IF YES, DBE _____ OR MBE _____ OR WBE _____ | _____ Less than \$500K _____ \$500K-\$2 mil _____ \$2 mil - \$5 mil _____ more than \$5 mil. | YES or NO |

Check here if use of subcontractor(s)/subconsultant(s) is/are not applicable for this project:

Name of Proposer: _____

Name/Title of person completing this form: _____

Is Proposer a DBE? Yes No

If No, is Proposer a M/WBE? Yes No

Signature: _____

Date: _____

This page must be completed and uploaded to DemandStar.com with your Submittal.



ADDENDUM NO. 1

Date: April 6, 2021

Bid Due Date: April 29, 2021, 3:00 P.M. (Local Time)

Bid Name: Digital Signage and Content Management Software

Bid Number: RTSX-210030-DS

NOTE: This Addendum has been issued to the holders of record of the specifications.

The original Specifications remain in full force and effect except as revised by the following changes which shall take precedence over anything to the contrary:

1. The following information was shared with attendees at today's pre-proposal meeting:
 - This is a non-mandatory meeting.
 - The cone of silence (blackout period) began once the bid was released and continues until contract award. No lobbying or discussions can occur between bidder and any representative of the City or GRU, except the designated procurement staff contact; otherwise, your bid will be disqualified.
 - Verbal instruction does not change the terms of the solicitation – changes will only be made via written addenda. Questions/Answers and topics of discussion addressed at this pre-proposal will be available in an addendum for download through DemandStar.
 - Send questions in writing via email only to me. Submit final questions by April 16, 2021.
 - Upload your response in pdf format before the due date and time.
 - Be sure to sign and include all Addenda.
 - Upload response to DemandStar by April 29, 2021, 3pm (local time). The platform does not accept late submittals.

2. Q&A (includes questions received via email before the meeting:

Question1: Will a single, dual-sided unit be sufficient to meet your qualifications for Rosa Parks?
 Answer1: Yes.

- Question2: Will it be sufficient for us to quote this one dual-sided unit – and plan for deployment at Location #3 – as depicted on p. 62 of the RFP?
Answer2: *Location #3 is our third choice for install if preferred locations #1 or #2 are not viable options.*
- Question3: While there is a “Power Source” depicted in the photo of Location #3 on p. 62, there is no such depiction on p. 60 (Location #1) or on p. 61 (Location #2) – If we are to plan for deployment at either of these locations, where are the electrical sources located?
Answer3: *The breaker box is located inside the ticket office at the south end of the transfer station. There are electrical junction boxes under the pavers at preferred locations #1 and #2 which has conduit running to the breaker box in the ticket office. The power source depicted in the picture on p. 62 is the light, which is on a timer.*
- Question4: Do you have a preference for LCD or Epaper monitor?
Answer4: *No preference; whichever looks like it will work for us.*
- Question5: Bus maps may show in real time. Will this be a link from a webpage?
Answer5: *Yes, we will provide the data, either webpage or API. API, but bus maps not required in new RFP; just arrival and departure information.*
- Question6: How is output of data, HTML?
Answer6: *This is related to display of bus map, which is not required in this new RFP.*
- Question7: Wasn't map request removed for this bid?
Answer7: *Yes, it has been removed from this bid.*
- Question8: Arrival/Departure data. We will rely on source provided? We will not estimate?
Answer8: *Yes, that is correct.*
- Question9: Interactive concepts – from viewer, limited to receiving ADA audio (on/off), stated messages will have audio output to alert people outside with video?
Answer9: *We want ADA function and emergency alerts, if possible. ADA functions is a mandatory feature. Emergency alerts and advertising sound, if possible.*
- Question10: Any information from previous two bids available?
Answer10: *All relevant Q&A from previous bids were included in this RFP document; refer to the end of the specifications section.*

3. Find attached:

- Prohibition of lobbying in procurement matters
- Pre-Proposal Meeting Registration Report

ACKNOWLEDGMENT: Each Proposer shall acknowledge receipt of this Addendum No. 1 by his or her signature below, **and shall attach a copy of this Addendum to its proposal.**

CERTIFICATION BY PROPOSER

The undersigned acknowledges receipt of this Addendum No. 1 and the Proposal submitted is in accordance with information, instructions, and stipulations set forth herein.

PROPOSER: BCI Integrated Solutions

BY: [Signature]

DATE: 4-28-21

**CITY OF _____
GAINESVILLE****FINANCIAL SERVICES
PROCEDURES MANUAL****41-424 Prohibition of lobbying in procurement matters**

Except as expressly set forth in Resolution 060732, Section 10, during the cone of silence (formerly black out period) as defined herein no person may lobby, on behalf of a competing party in a particular procurement process, City Officials or employees except the purchasing division, the purchasing designated staff contact. Violation of this provision shall result in disqualification of the party on whose behalf the lobbying occurred.

Black out period means the period between the issue date which allows for immediate submittals to the City of Gainesville Purchasing Department for an invitation for bid or the request for proposal, or qualifications, or information, or the invitation to negotiate, as applicable, and the time the City Officials and Employee awards the contract.

Lobbying means when any natural person for compensation, seeks to influence the governmental decision making, to encourage the passage, defeat, or modification of any proposal, recommendation or decision by City Officials and Employees, except as authorized by procurement documents.



ADDENDUM NO. 2

Date: April 20, 2021
Bid Due Date: April 29, 2021, 3:00 P.M. (Local Time)
Bid Name: Digital Signage and Content Management Software
Bid Number: RTSX-210030-DS

NOTE: This Addendum has been issued to the holders of record of the specifications.

The original Specifications remain in full force and effect except as revised by the following changes which shall take precedence over anything to the contrary:

- 1. The question submittal deadline has passed; no additional questions will be answered.
- 2. Q&A:

Question 1: Regarding the API for the bus arrival/departure information: What is the connection to the API? Is there a database such as xml, sql, or does the API output the data as a text file?

Answer 1: *The API uses XML or JSON document.*

The BusTime® Developer API is a web service that uses HTTP/1.1 as its application protocol. Each type of call or request that can be made to the API is represented by a unique URL. Requests are made to the API using HTTP GET calls to the appropriate URL. Parameters are encoded in the HTTP GET request by following the URL with a "?" and "argument=value" pairs separated by "&".

A response is returned as a well-formed XML document with a Content-Type of "text/xml", or as a JSON document with a Content-Type of "application/json".

3. Find attached:

- Prohibition of lobbying in procurement matters

ACKNOWLEDGMENT: Each Proposer shall acknowledge receipt of this Addendum No. 2 by his or her signature below, **and shall attach a copy of this Addendum to its proposal.**

CERTIFICATION BY PROPOSER

The undersigned acknowledges receipt of this Addendum No. 2 and the Proposal submitted is in accordance with information, instructions, and stipulations set forth herein.

PROPOSER: BCI Integrated Solutions
BY: qi qi
DATE: 4-28-21

CITY OF _____
GAINESVILLE

FINANCIAL SERVICES
PROCEDURES MANUAL

41-424 Prohibition of lobbying in procurement matters

Except as expressly set forth in Resolution 060732, Section 10, during the cone of silence (formerly black out period) as defined herein no person may lobby, on behalf of a competing party in a particular procurement process, City Officials or employees except the purchasing division, the purchasing designated staff contact. Violation of this provision shall result in disqualification of the party on whose behalf the lobbying occurred.

Black out period means the period between the issue date which allows for immediate submittals to the City of Gainesville Purchasing Department for an invitation for bid or the request for proposal, or qualifications, or information, or the invitation to negotiate, as applicable, and the time the City Officials and Employee awards the contract.

Lobbying means when any natural person for compensation, seeks to influence the governmental decision making, to encourage the passage, defeat, or modification of any proposal, recommendation or decision by City Officials and Employees, except as authorized by procurement documents.

Terms and Conditions

BCI Sales Proposal General Terms and Conditions Including the following but not limited to:

Contact Person

BCI requires that the customer provide ONE representative that can be contacted before and during the installation to schedule times, make decisions for equipment placement, provide access to all areas necessary to complete the installation and has the authority to provide a final installation sign off.

Hours of Work Performance

Unless otherwise specified, all work will be performed during normal daily working hours of 7:00AM to 5:00PM, Monday through Friday.

Work performed during other daily hours or on weekends or holidays will incur additional labor costs unless specified in the proposal.

Delays

Additional costs may be incurred if the BCI installation crew cannot work in the area during the scheduled time. If the BCI crew has to vacate the room or facility because of a meeting or other use of the room which will delay the completion of the installation within the scheduled time, additional labor costs will be charged for the cleanup of the room, down time of the installers and setting back up to continue the installation.

Cancelled Orders

All orders cancelled after equipment orders have been placed with the manufacturer are subject to cancellation and/or restock fees including freight charges if equipment has already shipped. Custom orders or changes are not eligible for credit.

Drawings

If CAD drawings of the facility exist, electronic AutoCad (.dwg) files will be provided to BCI at no charge for purposes of showing locations of equipment, racks, devices, conduit and electrical box requirements. These files will include all necessary backgrounds and layers. These drawings will be modified & resubmitted to the architect for inclusion into the master construction documents for dispersion to appropriate contractors. BCI will also include copies of these modified drawings as part of the close-out documents for future reference.

Conduit and Electrical Boxes

All conduit and associated electrical boxes for AC power or for the mounting of BCI provided A/V plates, control panels etc. are the responsibility of the customer and are not included in the attached proposal unless specifically noted in the proposal.

A/C Power

A/C power requirements at the equipment locations, ceiling projectors, closets for racks, etc. are the responsibility of the customer to provide unless included within the scope of work and contracted through BCI.

Discontinued Equipment

Because of the ever changing world of electronics, occasionally the model listed on the proposal may be unavailable at the actual time that the order is placed. BCI reserves the right to substitute a similar model that meets or exceeds the original unit specifications. Color cannot be guaranteed such as black face or silver face.

Issues regarding the mounting of flat panel TV's, plasma displays, LCD's:

It is the responsibility of the customer to provide an adequate support structure in the wall to which the flat panel will be mounted. Larger panels require more internal wall structure. This additional mounting is not included in the quoted price unless specified in the quote. Additional cost will be incurred if BCI is required to provide this support for time and materials.

Removal of Existing Equipment

When removing existing equipment, holes and/or unfinished surfaces may be exposed. BCI cannot be responsible for the patching, repairing or repainting of these areas.

I.T. Network Based Equipment

When I.T. Network based equipment orders are placed with BCI, it is assumed that the client has discussed, cleared and has approval and coordinated the installation with their company I.T. department. BCI will provide limited assistance in the form of product information to the I.T. department prior to the equipment order being processed. BCI will not be responsible for internal corporate conflicts with purchased equipment and the implementation by the corporate I.T. departments. Equipment that has been ordered and not yet delivered may be eligible for a credit less freight and restocking fees. Equipment that has been installed and is not in a new, resalable condition are not returnable for credit.

Woodwork/Trim

It is the responsibility of the customer to provide custom finished woodwork and trim for installed equipment unless specified within the BCI scope of work.

NEW Owner Furnished Equipment

New equipment that is being furnished by the owner must be available on site when the installation crew arrives. In the event the crew cannot perform the installation due to unavailable owner furnished parts, additional labor and travel charges will be incurred.

USED Owner Furnished Equipment

Existing equipment that is being furnished by the owner must be in good operational condition. BCI cannot be responsible for equipment that is not in working condition nor will this equipment be covered by any BCI warranty. Equipment that is found to not be in working condition and that repair is necessary for the operation of the system, additional charges will be incurred for the repair or replacement of the defective equipment.

Ceiling Grid Work

Modifications of drop tile ceiling grid work to accommodate the installation of projection screens, projector lifts or other equipment is not included in the attached proposal unless specified. These modifications are the responsibility of the customer.

Painting

Typically speakers may be available in black or white. Speakers, other types of equipment (must be suitable for painting) or mounts will be painted custom colors only if specified in the proposal. The customer is responsible to acquire and provide the custom color paint if painting is included in the proposal.



Corporate Office
 9419 Corporate Lake Drive
 Tampa, FL 33634
 Toll Free (877) 616-2538
 Fax (813) 249-1040
www.bciil.net

Tampa
 Phone (813) 249-1020
Orlando
 Phone (407) 279-2759
Ft. Myers
 Phone (239) 245-9070
Gainesville
 Phone (352) 415-3266



Terms Of Sale

The prices quoted above will be honored for thirty (30) days at which time BCI reserves the right to increase prices based on increased costs to provide the services quoted.

There is a 3% processing charge on all credit cards charges. All payments are due Net 30 from date of Invoice. BCI reserves the right to add a 1 ½ % Service Charge per month for overdue balances.

Acceptance of Proposal-The prices and terms and conditions contained herein, including the attached page(s), are hereby accepted. BCI *Integrated Solutions* is authorized to do work as specified. Insurance is based on BCI's standard insurance in place at the time of bid. The cost of any additional required insurance will be added to the cost of this quote. Invoicing will be based on progress of the work being performed. All payments are due Net 30 from date of Invoice. BCI reserves the right to add a 1 ½ % Service Charge per month for overdue balances.

Purchaser: _____ Date: _____

By: _____ Title: _____
 (Authorized Signature)