

★ **Roll Call Number**

**Agenda Item Number**

47C

Date January 26, 2009

WHEREAS, The Chief Communications Officer of the City Manager's Office requested the Finance Department Procurement Division to solicit bids for purchase of an upgrade to the Channel 7 Automation System's existing software computer systems and video servers used for broadcasting DMTV City Cable 7 on the Mediacom Cable System; and

WHEREAS, the Procurement Division solicited bids by advertisement and mailing Invitation to Bid V09-55 to five (5) potential bidders with one (1) bid received; and

WHEREAS, the low dollar compliant bid was received from AVI Systems, 3001 104<sup>th</sup> Street, Urbandale, IA 50322, at a total cost of \$27,692.00; and

WHEREAS, funding is available from IFT990000/BLD060, Capitol Projects/Enhanced City-Wide Information System; and

WHEREAS, the Procurement Administrator and the Chief Communications Officer recommends approval of the low dollar compliant bid;

NOW THEREFORE BE IT RESOLVED, that the Des Moines City Council hereby accepts and approves the low dollar compliant bid from AVI Systems for an upgrade to the existing Channel 7 Automation System at a total cost of \$27,692.00.

Moved by \_\_\_\_\_ to adopt

*m* Approved as to form:

*Ann DiDonato*  
Ann DiDonato  
Assistant City Attorney

(Council Communication No. 09-045 )

COUNCIL ACTION	YEAS	NAYS	PASS	ABSENT
COWNIE				
COLEMAN				
HENSLEY				
KIERNAN				
MAHAFFEY				
MEYER				
VLASSIS				
TOTAL				

**CERTIFICATE**

I, DIANE RAUH, City Clerk of said City hereby certify that at a meeting of the City Council of said City of Des Moines, held on the above date, among other proceedings the above was adopted.

IN WITNESS WHEREOF, I have hereunto set my hand and affixed my seal the day and year first above written.

MOTION CARRIED

APPROVED

\_\_\_\_\_  
Mayor

\_\_\_\_\_  
City Clerk

CITY OF DES MOINES - DEPARTMENT OF FINANCE - PURCHASING DIVISION

Bid No. V09-55

CMO-Public Information

Tightrope Automation System

Req. # -

Opened by: mv

Opened: 12/29/08

Bidder Address  
 AVI Systems  
 3001 104th Street  
 Urbandale, IA 50322  
 City  
 Net 30  
 Terms  
 Destination  
 FOB:  
 Delivery: 30 - 45 days

"NO BID" FROM:  
 Pratt AV & Video  
 NO RESPONSE FROM:  
 Tightrope  
 Alpha Video  
 ECS, Inc.

1 Each - CBL-Cablecast-Pro-VOD, Tightrope Media Systems Upgrade to CBL-Cablecast-Pro-VOD. Cablecast-Bundle

\$6,858.00

1 Each - CBL-SX-Live, Tightrope

\$2,377.00

1 Each - Cablecast CG250, Tightrope Media Systems

\$2,568.00

1 Each - CBL-SA-Gold, Tightrope

\$1,389.00

1 Each - LCG 3000D, Compix Media

\$3,635.00

1 Each - SVC-ONSITEDAILY, Tightrope

\$1,225.00

1 Each - SVC-TRVL-LOCAL, Tightrope

\$1,141.00

1 Each - Tightrope installation on all components, including data transfer from old system to new equipment

\$8,499.00

GRAND TOTAL

\$27,692.00

## Bid List of Vendors for Tightrope Automation System

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Company	Address	City/State/Zip	Telephone Responses
AVI Systems	3001 104th Street	Urbandale, IA 50322	<b>Attn: Mark Jones, Sales Rep.</b> 515-254-9850 Responded with a bid of \$27,692.00
Tightrope Media Systems	800 Transfer Road, STE 13	St. Paul, MN 55114	<b>Attn: Steve Israelsky</b> Tightrope Media Systems 612-866-4118 x 214 or 917-862-9744 cell <a href="mailto:Steve.israelsky@trms.com">Steve.israelsky@trms.com</a> Company policy does not allow him to sale directly to a customer when there are dealers in the area for the customers to buy from. Toll Free: 1.800.388.0008 Brian Nelson, Commercial Broadcast Sales Says no one in his office saw the bid, perhaps it was lost in holiday mail.
Alpha Video	7711 Computer Avenue	Edina, MN 55435	
Pratt Audio Visual	333 SW 9th St., STE N	Des Moines, IA 50309	<b>Tim Wright, Sales Rep</b> 515-280-9800 / Mike <a href="mailto:td@pratt.com">td@pratt.com</a> The bid did not provide enough detail on the project. Don't want to work on a project / control room that built by someone else. However if the project is let for bid again with more details like the information that is in the consultants report then, they would like the opportunity to bid on it.
ECS, Inc. <a href="http://www.ecsdav.com">www.ecsdav.com</a>	5665 Tremont Avenue	Davenport, IA 52807	<b>Rex Lawrence, President / (563) 322-1525</b> Says he figured since this was an upgrade that someone else had built the City system. Tightrope does not allow its dealers to compete with a local dealer that has registered a sale. (Sales presentation has been made on Cablecast products) He did not think he had any chance of winning the bid with the City. I explained our process to him and he said he would like to bid if the bid is reopened and to bid on future projects. Email: <a href="mailto:rlawrence@ecsdav.com">rlawrence@ecsdav.com</a> .
Tel: 563-322-1525 ...			ECS does business here locally with ICN Network, DMACC Ankeny, DSM University and Iowa State, Heartland AEA in Johnston, and Guide One Insurance.