



500 West Big Beaver
Troy, MI 48084
troymi.gov

CITY COUNCIL AGENDA ITEM



Date: February 18, 2025

To: Frank A. Nastasi, City Manager

From: Robert J. Bruner, Deputy City Manager
Rob Maleszyk, Chief Financial Officer
Kyle Vieth, Controller
Alex Bellak, Information Technology Director
Brian Goul, Recreation Director
Emily Frontera, Purchasing Manager

Subject: Standard Purchasing Resolution 4 REMC Cooperative Purchase, Bid Waiver and Budget Amendment - Community Center Banquet Room Projector Equipment Upgrades and Install (*Introduced by Brian Goul, Recreation Director*)

History

- There are five projectors and two TVs in the banquet rooms at the Community Center.
- The current projectors are starting to fail and are at their end of life at 10 years old.
- Current projectors are depreciated LCD style and would be replaced with brighter, more energy-efficient Laser projectors.
- Many customers have had increasing issues connecting their computers to the projectors due to the outdated VGA wiring in each room.
- The current TVs cannot be adjusted to have different display sources separate from the projectors; the new system will allow us to use multiple projectors and TVs for the same or different presentations.
- The improvements will add HDMI plugs, wiring and new external speakers for the rooms that do not currently have external speakers, improving video and audio quality.
- Updating the video control equipment and wiring will create better customer service and make it easier for staff to set up for groups.

Purchasing

- Pricing for the projectors, wiring, and audio enhancements at the Community Center Banquet Rooms has been provided by *Data Image of Commerce Twp, MI* per the REMC Cooperative Contracts #252788 and #252735 for an estimated total cost of \$21,157 as detailed in the attached quote dated February 11, 2025.
- City Council authorized participation in the Cooperative Purchasing Programs on February 5, 2024 (Resolution #2024-02-031-J-5).
- Pricing for the purchase and installation of the new video control and video routing system for rooms 304 and 305 has been provided by *TEL Systems of Ann Arbor, MI* as detailed in the attached quote #22702 for an estimated cost of \$20,221.51.
- TEL Systems is an authorized vendor and certified installer of the Creston screen / audio mixing systems and a subsidiary company of Data Image.
- Due to their existing business partnership with Data Image, TEL Systems will save the City overhead costs compared to bringing in an outside vendor unfamiliar with the scope of services and configurations needed for this project.



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Financial

Funds for this project were not budgeted. The estimated total cost for this project is \$41,379 with a 10% contingency of \$4,138 for a not to exceed amount of \$45,517. This acquisition will require a budget amendment in the amount of \$45,517 to the Community Center General Equipment Capital Fund under Project Number 2025C0109 for the 2025 fiscal year. Expenditures will be charged to Account Number 401.756.755.978.045.

Recommendation

City Management recommends awarding a contract for the upgrades to wiring, speakers, and installation of new projectors in the Community Center Banquet Rooms to *Data Image of Commerce Township, MI*, at a total estimated price of \$21,157 as detailed in the attached quote and as per the REMC Cooperative Contracts #252788 and #252735.

City Management further recommends the bid process be waived and a contract be awarded to *TEL Systems of Ann Arbor, MI* for the purchase and installation of new controls and video routing systems for banquet rooms 304 and 305 for an estimated price of \$20,221.51 as detailed in the attached quotation.

City Management finally recommends that City Council approve a budget amendment to the Community Center General Equipment Capital Fund and Project Number 2025C0109 in the amount of \$45,517.



DATAIMAGE

PRESENTATION TECHNOLOGY SPECIALISTS

Date: February 11, 2025
Attention: Alex Bellak
Subject: City of Troy Community Rooms Projector Swap Revised

Thank you for allowing Data Image the opportunity to propose AV project scope. This proposal is for the projector and HDMI upgrade only. A separate quote will come for the larger rooms, 304 & 305 control system. Please consider the following REMC pricing

Manufacturer	Item Number	Description	Qty	Sell	Ext Sell
		301, 302, 303, 304, 305			
Epson	L630U	6000 ANSI, WXGA projector - laser	5	\$ 2,699.00	\$ 13,495.00
		REMC Pricing			
Chief	RPAUW	Universal projector mount	5	\$ 116.00	\$ 580.00
Liberty	DLHD50WPKT-W	HDMI extender kit	5	\$ 131.00	\$ 655.00
DI	Misc.	Wire, hardware, shipping	5	\$ 72.00	\$ 360.00
DI	Labor	Installation	5	\$ 572.00	\$ 2,860.00
					\$ 17,950.00
		Speaker Option - 301, 302, 303			
Atlas	SM52TW	Wall speaker - white	6	\$ 169.00	\$ 1,014.00
Atlas	PA1001G	Audio amplifier - pole mount	3	\$ 399.00	\$ 1,197.00
DI	Misc.	Wire, hardware, shipping	3	\$ 46.00	\$ 138.00
DI	Labor	Installation	3	\$ 286.00	\$ 858.00
					\$ 3,207.00

Please consider this proposal and feel free to contact me with questions or concerns. This proposal does not include state sales tax or AC power.

Thank you,

Ron Ruth

BILL TO		JOB LOCATION	
Company: Troy, City of	Company: Parks & Recreation	Date: 2025-02-06	
Address: 500 W. Big Beaver Rd Troy, MI 48083	Address: 3179 Livernois Troy, MI 48083	Sales Rep:	
Contact: Alex Bellak	Contact:	Phone:	
Phone: (248) 526 5137	Phone:	Email:	

TITLE
 Community Rooms 304 & 305 AV Control System

SCOPE OF WORK

Install new control and video routing system. This will be Crestron NVX, HD, 4K-60, IP based transmission

Inputs - 2 wall plate HDMI in rooms 304 & 305

Outputs - 2 displays in 304 and 2 display in 305

Program audio routed to existing house audio system - 2 zones.

10-inch touch panel will be mounted in the existing equipment cabinet - we can also write a control script for owner supplied PC's/IPAD but there will have to be a networked IP connection to the equipment cabinet (by others)

Crestron control processor with POE switch

Include installation, programming, PM and CAD

Include 1 year warranty

QUOTATION: 22702

Thalner Electronic Laboratories, Inc.
 d/b/a TEL Systems
 7235 Jackson Rd.
 Ann Arbor MI 48103
 734-761-4506

PART NUMBER	MANUFACTURER	DESCRIPTION	QTY	UNIT PRICE	TOTAL PRICE
Other Items					
DM-NVX-E20-2G-W-T	Crestron	DM NVX 4K60 4:2:0 Network AV Encoder, Wall Plate, White Textured	2.00	\$705.88	\$1,411.76
DM-NVX-D30	Crestron	DM NVX 4K60 4:4:4 HDR Network AV Decoder	6.00	\$841.18	\$5,047.08
RMC4	Crestron	4-Series Control System	1.00	\$647.06	\$647.06
TSW-1070-B-S	Crestron	10.1 in. Wall Mount Touch Screen, Black Smooth	1.00	\$1,794.12	\$1,794.12
TSW-1070-RMK-2	Crestron	Rack Mount Kit for TSW-1070 Series	1.00	\$129.41	\$129.41
GSM4230P-100NAS	Netgear	AV LINE M4250-26G4F-POE+ 24X1G POE+ 300W 2X1G AND 4XSFP MANAGED SWITCH	1.00	\$1,353.88	\$1,353.88
2413 0091000	Belden	2413 Cat6e, 1K Ft, Wht	1,000.00	\$0.47	\$470.00
MISC-EXPENSE		Misc Material	1.00	\$192.31	\$192.31
FREIGHT	Tel Systems	Standard Freight/Shipping	1.00	\$157.89	\$157.89
INSTALLATION - I		Installation Services	1.00	\$9,018.00	\$9,018.00
Other Items Total:					\$20,221.51
Subtotal:					\$20,221.51
Tax:					\$0.00
Total:					\$20,221.51

IF YOU WISH TO ACCEPT THIS PROPOSAL AND RELATED STATEMENT OF WORK, PLEASE SIGN AND RETURN

BUYER: _____ SIGNATURE: _____ DATE: _____
(Print Name)

General Terms and Conditions

These Terms & Conditions are by and between Thalner Electronic Laboratories, Inc. d/b/a TEL Systems, Inc. and the undersigned Customer (the "Customer")

- PRICING All prices good up to 15 days after quote date, and all sales are considered final.** Additional Freight Charges and/or Surcharges may be applied to the Final Invoice.
- STORED MATERIAL: Equipment is ordered promptly when project is approved. Client will be charged for Stored Material as product is received here at our facility. The material is fully insured in a climate controlled storage area at our facility. Photos, suppliers packing slips, etc. will be supplied upon request.**
- TARIFF Pass-Through:** Any applicable tariffs, duties, or government-imposed fees incurred during the provision of our services will be passed on to the client and reflected in our billings/invoices.
- This proposal is issued pursuant to and governed by the agreement listed as "University of Michigan Strategic Supplier Agreement for Product Purchase".
- INSTALLATION:** Customer hereby grants to TEL Systems the right to install the equipment, and represents and warrants that all necessary governmental and third-party approvals for installation have been obtained. Delays in installation caused by public agencies, manufacturers, suppliers, acts of God, strikes or other union bargaining, and all acts not directly attributable to TEL Systems shall not in any way affect the obligations of Customer. TEL Systems shall not be responsible for damages for any such delay.
- TAXES, FEES, AND PERMITS:** Customer agrees to pay TEL Systems all State and Local taxes, excises, permits, and fees if required. All dollars in this agreement are pretax unless otherwise stipulated.
- PAYMENT:** Payment accepted in the form of cash, cleared business or personal check or other pre-approved electronic payment options. Financing options are available and must be agreed upon before sale.
- SHIPPING:** All shipments of Equipment are FOB TEL Systems' distribution facilities, unless otherwise noted in quotation.
- RESPONSIBILITY:** Please reference the proposal number on purchase orders or correspondence. Until balance is paid, Customer agrees to take proper care of the Equipment on premises and to be responsible for its damage or loss by fire, theft, casualty or any other cause whatsoever, and will not permit or suffer same to be removed from the place of its location at address of Customer, without written consent of TEL Systems or assigns.
- INFRASTRUCTURE:** In the event that TEL Systems is installing equipment or systems that require connectivity to the Customer network including, but not limited to, VOIP / SIP / POTs connectivity, Internet Access, Wireless Network Access, firewall traversal, port forwarding, TEL Systems may advise Customer as to the network requirements. Any responsibility for infrastructure on the part of TEL Systems stops at the installed equipment's network jack or wireless connection; and configuration of the network settings on the device sold. TEL Systems is not responsible for updating network settings in the event the Customer's network changes. If the Customer's network is not "Plug and Play" then any custom network settings must be supplied by the Customer to TEL Systems before the completion of installation.
- INSTALLATION AND SITE PREPARATION:** Installation (field assembly, interconnection, equipment calibration and checkout) is to be performed by the TEL Systems' trained technical employees. There may be times that TEL Systems will find it necessary to employ sub-contractors to assist in or carry out, in whole or in part, the installation. TEL Systems shall coordinate and cooperate with other trades to facilitate satisfactory work progress. If the TEL System's work in progress is impeded by other trades and/or contractors (excluding TEL System's own subcontractors) or by scheduling delays due to the Customer, time delays in the final installation as well as additional charges including labor, travel and reasonable expenses may result.
- The Customer shall be responsible for preparing, at its own expense, the installation site in accordance with the TEL Systems' instructions, including the requirements specified in the quotation. TEL Systems shall not be responsible for any high voltage electrical work, conduits, raceways, cable trays, ceiling modifications, structural modifications, or mechanical systems modifications. Unless otherwise specified, Customer shall provide TEL Systems with source code (uncompiled) including GUI touch panel files for any non-TEL Systems programmed remote control systems required to be modified under the terms of this agreement. All building renovations, structural, aesthetic, trim, finish work or otherwise are not included in TEL Systems' pricing.
- Installation price reflects work performed during normal business hours only, unless specified in writing.
- The Customer shall provide TEL Systems with reasonable access to the installation site before delivery, for purposes of determining site readiness for installation, and shall designate an individual on Customer's staff to serve as a contact person for all site preparation and installation issues. The installation will be scheduled through this single point of contact. If the Customer needs to move the pre-scheduled installation date 10 business days or closer before the pre-scheduled install date, additional fees may incur.
- Customer shall provide TEL Systems with access to the installation site to prepare for installation. The Customer shall indemnify the TEL Systems against any loss, damage or claim arising out of the condition of the storage and installation premises. Customer shall obtain at its expense and keep effective all permissions, licenses, and permits whenever required for the installation and/or use of the Equipment and the premises where the Equipment shall be situated.
- LIMITATIONS OF WARRANTY – PRODUCTS OF OTHERS:** This proposal will include a limited one-year, on-site parts and labor warranty against defective workmanship on the installation and on the products included in the system. The system warranty is initiated at the time of substantial system completion. Please see the TEL Systems Warranty/Implementation Agreement for more details and clarifications.
- Unless otherwise specified, no warranty is provided for "consumables" including batteries, lamps, glassware and evacuated devices. TEL Systems' obligation with respect to any material or part identified in the quotation, literature, or specifications furnished to the Customer as manufactured or supplied by others, shall be to pass on to the Customer the applicable manufacturer's warranties, if any. TEL Systems makes no implied or assumed claims regarding performance, capabilities or interface capability of the equipment listed unless otherwise noted.
- CHOICE OF LAW AND SEVERABILITY:** This agreement shall be interpreted in accordance with and governed in all respects by the law of the State of Michigan. Should any provision of this agreement be found invalid or unenforceable by a court of law, it shall not affect the validity of any other provision contained herein.
- RESTOCKING FEES:** Equipment returns must be authorized in writing by TEL Systems and may incur a re-stocking fee plus total freight.
- CHANGE ORDERS:** Any changes made to the design of the system or the contractual agreements in implementation or functionality may result in a price change and will require a "Change Order" form signed by an authorized decision maker for the Customer.