

**REQUEST FOR PROPOSALS  
RFP No.100323  
Audio-Visual System**



**Sandon Schwartz  
Deputy Superintendent**

**Contact:**

**Susan Harautuneian  
Director of Purchasing  
Madera Unified School District  
1205 S Madera Avenue  
Madera, CA 93637  
[susanharautuneian@maderausd.org](mailto:susanharautuneian@maderausd.org)**

**MADERA UNIFIED SCHOOL  
NOTICE INVITING PROPOSALS**

Notice is hereby given that the Madera Unified School District ("MUSD") will receive sealed proposals for **RFP No.100323 Audio Visual System**

**Sealed Proposals must be received by no later than 10:00:00 am on October 17, 2023 located at MUSD Purchasing Department, 1205 Madera Avenue, Madera CA 93637. (2<sup>nd</sup> Floor)**

RFP must be sealed, marked with the RFP number and title and returned to the Purchasing Department of Madera Unified School District. RFP must conform and be responsive to the Request for Proposal documents. RFP received later than the designated time and date will NOT be accepted. Facsimile (FAX) copies of the RFP will not be allowed.

Each organization submitting a proposal shall submit an original, signed document and five (5) copies.

Copies of the RFP documents may be downloaded from **Madera Unified School District Purchasing Department Website** <http://www.madera.k12.ca.us/Page/6706>

Refer questions to Susan Harautuneian via email @ [susanharautuneian@maderausd.org](mailto:susanharautuneian@maderausd.org) no later than October 12, 2023@ 10:00:00 am. Only question received via email will be responded to.

Published October 3,2023  
October 10, 2023

## **SECTION 1 - GENERAL INFORMATION**

**One (1) original and five (5) copies of qualification must be submitted in a sealed envelope with the words RFP No.100323 Audio Visual System marked on the outside, no later than 10:00:00 a.m., on October 17, 2023 to the following address:**

**Madera Unified School District  
Susan Harautuneian, Director of Purchasing  
1205 Madera Ave, (located on the 2<sup>nd</sup> floor)  
Madera, CA 93637**

**RFP's received later than the aforementioned date and time will be returned to firm unopened. Facsimile (FAX) copies or emailed RFP's will not be accepted.**

In order to control information disseminated regarding this Request for Proposals bidders interested in submitting proposals are directed **not** to make personal contact with members of the Board of Trustees. Failure to do so may result in the revocation of the submitted proposal from review.

**All questions are to be directed to Susan Harautuneian, Director of Purchasing, via E-mail: susanharautuneian@maderausd.org no later than 10:00:00 am on October 12, 2023**

The District reserves the right to accept or reject any or all RFPs, to select a qualified candidate with or without interviews and to negotiate with any or more than one of the responsible submitters. Submitters shall be responsible for any and all expenses that they may incur in preparing qualifications. Responses received from this RFP will be used as the foundation for the development of an agreement and contract with specific provisions subject to review, negotiations and approval of the Board.

The DISTRICT reserves the right to accept or reject any and all proposals and to waive any informality in bidding as deemed to be in the best interest of the DISTRICT. Proposals will remain open and valid for sixty (60) days after the date set for the opening. Any bidder may withdraw his/her proposal, either personally or by written request, at any time prior to the scheduled closing

time for receipt of proposals. No objections concerning the application, meaning, or interpretation of these specifications will be considered after the opening of the subject proposals.

**Introduction:**

Madera Unified School District is seeking proposal from qualified vendor to create a Portable Audio-Visual support System.

We Invite interested vendor to submit their proposals in accordance with the requirements outlined in this document.

**Submission Guidelines & Requirements:**

The following submission guidelines & requirements apply to this Request for Proposal:

1. First and foremost, only qualified individuals or firms with prior experience on projects such as this should submit proposals in response to this Request for Proposal.
2. Bidders must list at least two projects that are substantially similar to this project as part of their response. Examples of work should be provided as well.
3. Bidders should submit their qualifications, experience and expertise in audio visual systems installations. Proposal must be provided that is not more than thirty pages. This technical proposal must provide an overview of the proposed solution as well as resumes of all key personnel performing the work. In addition, the technical proposal should provide a proposed schedule and budget.
4. A price proposal must be provided that is not more than two pages. This price proposal should indicate the overall fixed price for the project
5. Proposals must be signed by a representative that is authorized to commit bidder's company.

**Project Scope:**

The project involves the procurement and installation of five (5) key components for an audio-visual system. The required equipment is divided into the following parts.

**Part 1: Trussing and Motors:**

16-10' section of Tyler Truss GT plus TZ-GR1424x4 spigot **(or Equal)**

4-10' section of TYLER VIDEO TRUSS 16"X16" spigot **(or Equal)**

2-45-degree corners

500' camlock connectors

A self-climbing truss system with eight (8) 28'-30' upright towers

4-Summer Eventers 25' 78380040-SUM

12-1-ton motors 75' chains

8-way control

Power distro

All necessary cable, electronics, nuts and bolts, etc., to make the system operable. See drawing for layout

**Part 2: Lighting system**

Lighting system to consist of the following:

12-Ayrton Bora S 010640**(or Equal)**

26-Chauvet Rogue R2X Wash ROGUER2XWASH **(or Equal)**

24-Chauvet Well Fit-WELLFITX **(or Equal)**

1-Custom Power Distribution in a rack mountable chassis, 400 amp, minimum 48 channels, connectors on back panel, camlock feed-thru

1-GrandMa Light lighting console 4010502**(or Equal)**

All necessary cable and electronics to make system operable, including wheeled cases for mobility. See drawing for layout. Please add 15% cable for different layouts.

### **Part 3: Audio System**

**Complete audio system capable of covering a crowd of 1,500 people in an outdoor setting 180-degree coverage for indoor venues**

12-L Acoustics Karall system **(or Equal)**

2-L Acoustics KS21 subs **(or Equal)**

8 Meyer UPA 1 **(or Equal)**

8-Ultimate Support TS-90B Tele Lock Speaker Stand (TS90B) **(or Equal)**

6-Wedge (floor monitors) **(or Equal)**

1-Wireless monitor system with 2 Shure SM58 mics **(or Equal)**

12-Shure SM57 Mics **(or Equal)**

9-Ultimate Support PRO-X-T-T 17884 **(or Equal)**

9-JS-MCRB100 Round Based Mic Stand (1spare) **(or Equal)**

1-Custom power distro rack including wheeled cases or dollies for mobility, including wheeled cases for storage for mics and stands.

Speakers should be able to stack, fly or go on stands.

All necessary cable and electronics, etc. to make system operable

### **Part 4: Drapery**

**Draping package to consist of the following:**

16 Panels 8'x30' Medium Gray with ties (128 running feet)

16 Panels 8'x30' black with ties (128 running feet)

All necessary hampers for storage

### **Part 5: Video System**

Roe Black Quartz 3.9mm outdoor video wall, 2-16'x9' wall **(or Equal)**

1-Flying bumper package with all necessary items to fly the wall

1-Ground stacking system with all necessary items to ground

Tessera SX40 From Brompton **(or Equal)**

Tessera XD 10G from Brompton **(or Equal)**

All necessary items to make the system functional, including wheeled cases for mobility.  
See drawing for layout.

**\*\*The awarded vendor should include a minimum of 200 hours for training and be available to support and help oversee the first set up**

A Vectorworks 2023 and a DWG drawing will be available in a DROPBOX folder

(<https://www.dropbox.com/scl/fo/5e7hhvmf1xaob2jx231ij/h?rlkey=hi02nzilonbw688mof6fbv1zk&dl=0>)

**1. Technical Proposal:**

- Proposal needs to include a detailed description of the proposed equipment, including brand, model and specifications
- Proposed installation plans and timelines
- Demonstrated experience with similar projects
- Any additional value-added services or features offered

**2. Pricing:**

- Pricing needs to be clear and itemized for each part of the project
- Cost breakdown for the following:
  - Equipment
  - Installation
  - Any additional services
- All applicable warranties and maintenance agreements

**Evaluation Factors:**

Each of the criteria will be ranked using a numerical scoring system (ex:1-10)  
The point total for each will then be added together to obtain an overall RFP point

<b>CRITERIA</b>	<b>POINTS (1-10)</b>
Compliance with project requirements	
Technical expertise/experience of the proposer and proposer's staff	
Quality and suitability of proposed equipment	
Cost	
References and customer satisfaction	
Timelines	

Madera Unified reserves the right to award to the bidder that presents the best value to Madera Unified as determined solely by Madera Unified in its absolute discretion.



**PRIME POINT OF CONTACT**  
**RFP No. 100323-Audio-Visual System**

*Each proponent's proposal must contain a statement indicating the name of their prime point of contact for the resolution of difficulties with the vendor's proposed offerings.*

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Name of Company

---

Address

---

Signature

---

City

State

Zip Code

---

Print Name

---

Phone Number

---

Fax Number

---

Title

---

Email Address

## **GENERAL TERMS AND CONDITIONS**

### **Required Insurance:**

**Certificate of Insurance**-The contractor/renter/vendor must provide the District with a signed Certificate of Insurance and a separate endorsement page from an insurance company admitted by the California State Department of Insurance which sets for the following:

**A. Coverage:** Commercial general liability, automobile liability, in not less than the following amounts per occurrence:

1. Commercial General Liability-\$2,000,000  
General Aggregate- \$4,000,000

2. Automobile Liability \$1,000,000

3. Workers' Compensation and employer's liability is required

**B. List as the Additional Insured Under Description of Operations:**

"Madera Unified School District, members of the governing board, their agents, officers, and employees are made additional insured

**C. Endorsements:**

Policy Holder shall be named Primary and Noncontributory coverage for MUSD  
Waiver of Subrogation

**D. Certificate Holder:**

Attention: Madera Unified School District  
Risk Management Dept. 1902 Howard Road Madera, Ca 93637

**E. Cancellation Notice:**

A statement by the insurance company that it will not cancel or reduce said policy or policies without giving 30 days' prior written notice to the named certificate holder

**Cover Letter:**

Include a cover letter signed by an individual authorized to bind the firm. Include a statement that warrants the truth and accuracy of the information included or representations made in the RFP.

**Description of Firm:**

Provide specific information regarding the size, financial strength, location, nature of work performed, years in business and approach that will be used in meeting the District's needs.

**Background of Bidders Personnel:**

Identify all personnel employed by Bidders who will work on the Project, including staff from other offices, as well as the executives who will support and provide oversight for them. Describe the role and responsibilities of each individual listed. Include a resume for each person assigned to the Project, specifying that person's education background, experience and continuing education. Resumes must in be included with RFP.

**Project Plan and Methodology:**

Briefly describe the procedures your firm will use in conducting each phase of the project to ensure that the needs of the District will be satisfied and that project will be completed in a cost effective and timely manner. Use this section to address the ability of your firm to undertake projects, keeping in mind the other workload in your office. Firms located outside the Fresno area should also use this section to describe how the geographical issues will be mitigated.

**Fees:**

Describe the method you propose for charging fees for the project described in this Request for Qualifications. Identify if your fee will be based on time and materials or a combination of both.

**Interest Statement:**

Briefly describe the particular or main interest your firm has in the projects for which you have submitted qualifications.

**Other:**

Each bidder is encouraged to provide any additional information or description of resources the firm feels is pertinent to the Request for Proposals

## **COMPENSATION-PRICING**

State how much you expect to be compensated for all your services, time and materials. Training.

Include a breakdown of pricing for Equipment, Installation, training and any additional services as stated in the **Pricing** Section of this RFP

### **Equipment:**

\$ \_\_\_\_\_ Written Amount \_\_\_\_\_

### **Installation:**

\$ \_\_\_\_\_ Written Amount \_\_\_\_\_

### **Training:**

\$ \_\_\_\_\_ Written Amount \_\_\_\_\_

### **Additional Services:**

\$ \_\_\_\_\_ Written Amount \_\_\_\_\_

### **Total Project Cost:**

\$ \_\_\_\_\_ Written Amount \_\_\_\_\_

**REQUEST FOR REFERENCES  
TO BE EXECUTED AND SUBMITTED WITH RFP**

All Bidders are to submit with their RFP at least three (3) previous audio-visual system installation or revamps. They must include a contact name and phone number for verification purposes. Failure to provide reference may result in your RFP being determined non- responsive.

1. \_\_\_\_\_

_____	_____
Name of Reference	Contact Person
_____	_____
Address	Phone
Scope of Work: _____	

2. \_\_\_\_\_

_____ Name of Reference	_____ Contact Person
_____ Address	_____ Phone

Scope of Work: \_\_\_\_\_

3. \_\_\_\_\_

Name of Reference	Contact Person
Address	Phone

Scope of Work: \_\_\_\_\_

## NON-COLLUSION DECLARATION

RFP No 100323- Audio-Visual System

The undersigned declares:

I am the \_\_\_\_\_ (*Title*) of \_\_\_\_\_ (*Firm*), the party making the foregoing bid.

The bid is not made in the interest of, or on behalf of, any undisclosed person, partnership, company, association, organization, or corporation. The bid is genuine and not collusive or sham. The bidder has not directly or indirectly induced or solicited any other bidder to put in a false or sham bid. The bidder has not directly or indirectly colluded, conspired, connived, or agreed with any bidder or anyone else to put in a sham bid, or to refrain from bidding. The bidder has not in any manner, directly or indirectly, sought by agreement, communication, or conference with anyone to fix the bid price of the bidder or any other bidder, or to fix any overhead, profit, or cost element of the bid price, or of that of any other bidder. All statements contained in the bid are true. The bidder has not, directly or indirectly, submitted his or her bid price or any breakdown thereof, or the contents thereof, or divulged information or data relative thereto, to any corporation, partnership, company association, organization, bid depository, or to any member or agent thereof to effectuate a collusive or sham bid, and has not paid, and will not pay, any person or entity for such purpose.

Any person executing this declaration on behalf of a bidder that is a corporation, partnership, joint venture, limited liability company, limited liability partnership, or any other entity, hereby represents that he or she has full power to execute, and does execute, this declaration on behalf of the bidder.

I declare under penalty of perjury under the laws of the State of California that the foregoing is true and correct and that this declaration is executed on

Date: \_\_\_\_\_, at \_\_\_\_\_ (City), \_\_\_\_\_ (State)

By:(signature) \_\_\_\_\_

Printed Name: \_\_\_\_\_

DOCUMENT 00900  
E.O. N-6-22



**MADERA UNIFIED  
SCHOOL DISTRICT**  
1902 Howard Road  
Madera CA 93637  
(559) 675-4500  
(559) 675-1186 Fax  
[www.madera.k12.ca.us](http://www.madera.k12.ca.us)

**Board of Trustees:**

President:  
Ed McIntyre

Clerk:  
Lucy Salazar

Trustees:  
Nadeem Ahmad  
Isreal Cortez  
Joetta Fleak  
Ruben Mendoza  
Ray G. Seibert

**SUPERINTENDENT:**  
Todd Lile

**NOTICE**

April 26, 2022

**To: Contractors and Vendors**

**From: Sandon Schwartz, Deputy Superintendent**

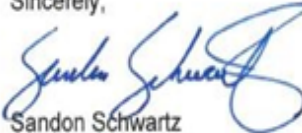
**Re: Contractor and Grantee Compliance with Economic Sanctions  
Imposed in Response to Russia's Actions in Ukraine**

On March 4, 2022, Governor Gavin Newsom issued Executive Order N-6-22 (EO) regarding sanctions in response to Russian aggression in Ukraine. The EO is located at <https://www.gov.ca.gov/wp-content/uploads/2022/03/3.4.22-Russia-Ukraine-ExecutiveOrder.pdf>

The EO directs all agencies and departments that are subject to the Governor's authority to take certain immediate steps, including notifying all contractors and grantees of their obligations to comply with existing economic sanctions imposed by the U.S. government in response to Russia's actions in Ukraine, as well as any sanctions imposed under state law.

This correspondence serves as a notice under the EO that as a contractor or grantee, compliance with the economic sanctions imposed in response to Russia's actions in Ukraine is required, including with respect to, but not limited to, the federal executive orders identified in the EO and the sanctions identified on the U.S. Department of the Treasury website <https://home.treasury.gov/policy-issues/financial-sanctions/sanctions-programs-and-country-information/ukraine-russia-related-sanctions>. Failure to comply may result in the termination of contracts or grants, as applicable. Please note that for any agreements or grants valued at \$5 million or more, a separate notification will be sent outlining additional requirements specified under the EO.

Sincerely,

  
Sandon Schwartz  
Deputy Superintendent

Signature signifies acknowledgement of E.O. N-6-22

Signature \_\_\_\_\_

**DOCUMENT 00495**

**IRAN CONTRACTING ACT CERTIFICATION**  
**(TO BE EXECUTED AND SUBMITTED WITH BID)**  
**Public Contract Code Sections 2202-2208**

Pursuant to Public Contract Code 2204.(a) A public entity shall require a person that is submits a bid or proposal to, or otherwise proposes to enter into or renew a contract with, a public entity with respect t a contract for goods or services of one million dollars (\$1,000,000) or ore to certify, at the time the bid is submitted or the contract is renewed, that the person is not identified on a list created pursuant to subdivision (b) of Section 2203 as a person engaging in investment activities in Iran described in subdivision (a) of Section 2202.5 or as a person described in subdivision 9b) of Section 2202.5, as applicable.

To comply with this requirement, please insert your company/entity and Federal ID number (if available) and complete one of the options below. Please note, California law established penalties for providing false certifications, including civil penalties equal to the greater of \$250,000 or twice the amount of the contract for which the false certification was made, contract termination and three-year ineligibility to bid on contract in accordance with Public Contract Code section 2205.

**OPTION No.1 – CERTIFICATION**

I, the official named below, certify I am duly authorized to execute this certification on behalf of the company/entity identified below, and the company/entity identified below is not on the current list of persons engaged in investment activities in Iran created by DGS and is not a financial institution extending twenty million dollars (\$20,000,000) or more in credit to another person or entity, for 45 days or more, if that other person or company/entity will use the credit to provide goods or services in the energy sector in Iran and is identified on the current list of persons engaged in investment activities in Iran created by DGS in accordance with subdivision (b) of Public Contract Code 2203

Company Name/Financial Institution (printed)

Federal ID Number (or n/a)

By (Authorized Signature)

Printed Name & Title of Person Signing

Date Executed

Executed in the County of \_\_\_\_\_ in

The State of \_\_\_\_\_

**OPTION No.2 – EXEMPTION**

Pursuant to Public Contract Code sections 2203(c) and (d), a public entity may permit a vendor/financial institution engaged in investment activities in Iran, on a case-by-case basis, to be eligible for, or to bid on, submit a proposal for, or enters into or renews, a contract for goods and services

If you have obtained an exemption from the certification requirement under the Iran Contracting Act, please fill out the information below and attach documentation demonstrating the exemption approval.

Vendor Name/Financial Institution (Printed)

Federal ID Number (or n/a)

By (Authorized Signature)

Printed Name & Title of Person Signing

Date Executed