

May 18, 2016

Mr. Christopher Edwards
Video Specialist
Lexington-Fayette Urban County Government
200 East Main Street
Lexington, KY 40507

Re: Studio AV System Upgrade and Portable AV Flight Pack System Proposals

Dear Christopher:

Thank you for requesting a Proposal for upgrading your Broadcast Studio AV System and for our Custom Portable AV Flight Pack System powered by the NewTek TriCaster. Per our conversations, NPI Audio Visual Solutions is a Sole Source Provider for the above mentioned Proposals for the following reasons:

1) NPI is the factory authorized NewTek Elite Partner* in this territory.

* - Elite Partners, in addition to being an authorized reseller, also provide on-site demos, on-site training, support, has back-up equipment in stock in the event immediate service or replacement / loaner equipment is required. NPI is also on NewTek's development / design team and, as such, is a beta test site for the product line. NPI is also a factory authorized training center and certification testing center for NewTek TriCaster products.

(No other reseller in this territory is a factory authorized NewTek Elite Partner, Beta Tester, Training Center, Certification Center and on the NewTek Development Team)

**2) NPI provides proprietary modifications, software, upgrades and programming for the proposed Studio and Portable AV Flight Pack Systems which add additional functionality to the systems.
(These modifications / upgrades are not provided by the equipment manufacturers).**

**3) NPI has designed, fabricated and installed multiple Studio AV Systems and Portable AV Flight Pack Systems (similar to your design) using the same customized / modified equipment with proven reliability and functionality.
(See enclosed Finished Projects / TriCaster Users / Partial Reference Lists).**

If you need and further information or documentation, please feel free to contact me either at my office or on my cell phone (216-287-8886). Thank you, again, for considering NPI Audio Visual Solutions for all of your AV needs (purchases, rentals & production), we look forward to making this project a reality for you and the Lexington-Fayette Urban County Government.

Sincerely,



Sam Avellone

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NewTek Breakout Reseller Award Winner
NewTek Top 10 Elite Partner Award Winner