

# PROPOSAL

Modified: 2/1/2018  
Revision: 0

## RFP #1-2018 Design and Installation of Lexington Senior Center Audio Video Systems

**LFUCG - Division of Central Purchasing**

195 Life Lane  
Lexington, KY 40502

**Presented By:**



**LAVA Systems**

425 Curry Avenue  
Lexington, KY 40508 United States  
859-721-0151  
[www.wantlava.com](http://www.wantlava.com)

# SYSTEM OVERVIEW

The following Proposal includes all products, accessories, wiring, and installation labor to repair and upgrade the AV systems in the Multipurpose Room and Fitness Room. Items marked with 'OFE' are Owner Furnished Equipment that is existing and will be retained.

In the Multipurpose Room, the AV system will be repaired and upgraded to address the complaints and requests made by the Senior Center staff. Additionally, LAVA has identified issues and inadequacies which will be addressed as well. At the heart of the system is an all-in-one presentation switcher which will replace a number of the existing pieces. This switcher functions as a mixer for the microphones and music sources, a video switcher and scaler to route video sources to the projector, and a control processor to enable user interfaces to control all of the equipment.

## **Mixing Capabilities**

The existing lectern microphone will be replaced with one that is better suited for the application. The existing wireless microphones will be replaced as well. Having two different brands of wireless microphones introduces the possibility they could have overlapping wireless frequencies, which could lead to some of the issues reported. The new microphones are all from the same brand with clearly identified frequencies. A wireless lapel microphone will be added to complement the handhelds. The existing CD player will be removed. In its place a Blu-ray player will be installed that also functions as a CD player and USB media player. This new player was chosen because of its ability to be integrated with the control system and display information on the user interfaces. A professional grade bluetooth receiver will be provided for connectivity with mobile devices. An auxiliary input will be provided on the rack for mobile devices to connect using a cable. Lastly, connectivity will be provided on the rack to allow for integration with broadcast equipment.

## **Audio Output Capabilities**

The existing speakers will be replaced. It has been determined that several of them are damaged. The rest, while operational, are not specified properly for the size of the room and sound levels required. As mentioned in the list of complaints the speakers are unable to produce high output levels and when the volume is increased they create distortion. New speakers will be installed in the current locations. It is believed the existing ceiling tiles can be re-used, but in the event they cannot, the Senior Center will need to provide new tiles for LAVA to modify. A much more powerful amplifier will be installed to drive the speakers at higher volume levels with no distortion. Since there will be an increase in power, the existing speaker wire will not be adequate and will be replaced with the appropriate sized wire for the application. When the airwall is open, all 15 speakers will play the same program at the same volume level. When the airwall is closed, each side will be able to play different programs at different volume levels.

## **Video Switching Capabilities**

Currently all video is switched directly through the projector. The projector has limited switching capability and that is why some of the video inputs do not work. (There is nowhere to plug them in.) Moving forward, video inputs will be provided in two locations, the lectern and the rack. At the lectern, connections will be provided for laptops using HDMI or VGA connections. The existing CAT5 cable ran to the lectern will be replaced with a shielded CAT7 cable which is the current standard and will eliminate issues with signal degradation. At the rack, the same connections will be provided. Additionally, the Blu-ray player mentioned above will be mounted in the rack to play Blu-rays and DVDs.

# SYSTEM OVERVIEW

## **Video Scaling Capabilities**










The all-in-one presentation switcher is capable of UltraHD 4K resolutions. These resolutions are becoming more common on laptop computers. The projector is only capable of basic HD resolutions. This causes issues with presentations not filling the screen, not displaying clearly, or not displaying at all. The scaling features of the system guarantee that the source will always show in the proper resolution and size on the screen.

## **Control System Capabilities**

An in-wall touch panel will be installed backstage near the rack. In addition, an iPad mini will be provided so the system can be controlled from anywhere in the audience. These user interfaces communicate with the presentation switcher, which in turn controls all of the equipment in the system. A partition sensor will be installed to notify the system if the airwall is opened or closed. The system can then intelligently choose what to do when the room is in use. The user interfaces will be programmed with ease of use as the number one factor. Some of the features will include:

1. Single button press to turn on the system and choose a source: For example, a button named 'Lectern Laptop' would turn on the projector, drop the screen, route video from the laptop to the projector, select the laptop as the audio source, enable the lectern mic, and set the sound levels accordingly. LAVA will work with the Senior Center to define each use case and program the system as needed.
2. Control of microphone and speaker levels: The user interface will know which microphones are selected, and will display level controls for those devices. This will allow the user to make adjustments to the predefined levels on the fly.
3. Source Control: The Blu-ray/CD player will be controlled from the user interface along with feedback of track information, time, etc.











The control system requires connectivity to the building's public network. LAVA will coordinate with the Senior Center's IT team to execute connectivity to and configuration of the network.

Qty	Description	Price
<b>Multipurpose Room A</b>		
1	<b>AKG</b> Cardioid Condensator Gooseneck Microphone, 20in	
	1 MA PRODUCTS Shockmount XLR Microphone Holder for Lecterns	
	1 <b>APPLE</b> iPad Mini 4, 128GB, Space Gray	
	1 <b>CRESTRON</b> Crestron for iPad Mobile App (Requires an in-app purchase of \$99.99. Purchase must be made through user's iTunes account and is not included in this Proposal. Proposal includes required programming fee.)	
	1 IPORT LaunchPort Sleeve for iPad Mini, iPad Mini 2, and iPad Mini 3, Black	
	1 IPORT LaunchPort Tabletop Charging Station, Black	
	1 <b>CRESTRON</b> 3-Series 4K DigitalMedia Presentation System	
	1 <b>CRESTRON</b> 150W PoDM Power Pack for DMPS3-4K	
	2 <b>GENERIC</b> Modular Adapter, DB9 Female to RJ45 Female	
	6 <b>LIBERTY CABLE</b> Category 6 Cable, 660mhz, Blue	

\* Price Includes Accessories

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Qty	Description	Price
	2 MA PRODUCTS 'L' Shaped Lacing Bar, No Inset	
	1 <b>CRESTRON</b> 4K DigitalMedia 8G+ Receiver & Room Controller w/Scaler	
	1 CRESTRON HDMI Interface Cable, 3ft	
	50 CRESTRON DigitalMedia Ultra Cable	
	2 CRESTRON Connector for DigitalMedia and DigitalMedia Ultra Cable	
	1 <b>CRESTRON</b> DigitalMedia 8G+ Transmitter	
	1 CRESTRON HDMI Interface Cable, 3ft	
	1 CRESTRON HDMI Interface Cable, 6ft	
	1 CRESTRON Computer VGA Interface Cable w/Mini-TRS Audio, 3ft	
	1 CRESTRON Computer VGA Interface Cable w/Mini-TRS Audio, 6ft	
	50 CRESTRON DigitalMedia Ultra Cable	

\* Price Includes Accessories

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Qty	Description	Price
	2 <b>CRESTRON</b> Connector for DigitalMedia and DigitalMedia Ultra Cable	
	1 <b>CRESTRON</b> High-Definition Video Scaler, VGA In, HDMI Out	
	1 <b>CRESTRON</b> HDMI Interface Cable, 3ft	
	1 <b>CRESTRON</b> Power Conditioner and Surge Protector	
	1 <b>MA PRODUCTS</b> 'L' Shaped Lacing Bar, No Inset	
	9 <b>CRESTRON</b> 8" 2-Way In-Ceiling Speaker, White Textured	
	50 <b>LIBERTY CABLE</b> 14/2 Speaker Wire, Plenum, White	
	1 <b>CRESTRON</b> 10.1" Touch Screen, White Smooth	
	1 <b>CARLON</b> Old-Work Low Voltage Bracket, 2-gang	
	30 <b>LIBERTY CABLE</b> Category 6 Cable, 660mhz, Blue	
	1 <b>CROWN</b> 2 Channel, 600WPC Professional Power Amplifier	
	12 <b>LIBERTY CABLE</b> 22/4 Shielded Audio Wire	

\* Price Includes Accessories

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Qty	Description	Price
	1 MA PRODUCTS 'L' Shaped Lacing Bar, No Inset	
	1 <b>DENON</b> Professional Stereo Bluetooth Audio Receiver	
	2 C2G Pro-Audio XLR Male to XLR Female Patch Cable, 6ft.	
	1 <b>GENERIC</b> [OFE] - Projector, Owner Furnished Equipment (NEC NP-M352WS)	
	1 <b>GENERIC</b> Modular Adapter, DB9 Female to RJ45 Female	
	3 <b>LIBERTY CABLE</b> Category 5e Cable, 350mhz, Orange	
	1 <b>GENERIC</b> [OFE] - Equipment Rack, Owner Furnished Equipment (Lowell LDR-2724)	
	4 MA PRODUCTS 1 Space Fine Perforated Vent	
	1 MA PRODUCTS 2 Space Fine Perforated Vent	
	1 <b>GENERIC</b> [OFE] - Generic Projector Screen, Owner Furnished Equipment	
	50 <b>LIBERTY CABLE</b> Category 5e Cable, 350mhz, Orange	
	1 <b>VUTEC</b> 12V DC Auto Relay	

\* Price Includes Accessories

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Qty	Description	Price
	1 <b>MA PRODUCTS</b> Panel for 7/14 AVIP Connector Plates, Fixed	
	1 <b>CRESTRON</b> HDMI® Interface Cable, 12ft	
	1 <b>CRESTRON</b> HDMI Interface Cable, 6ft	
	1 <b>CRESTRON</b> Computer VGA Interface Cable w/Mini-TRS Audio, 12ft	
	1 <b>CRESTRON</b> Computer VGA Interface Cable w/Mini-TRS Audio, 6ft	
	24 <b>LIBERTY CABLE</b> 22/2 Shielded Audio Wire, Gray	
	2 <b>LIBERTY CABLE</b> 3.5mm Stereo Audio Cable, 6ft.	
	1 <b>MA PRODUCTS</b> 'L' Shaped Lacing Bar, No Inset	
	1 <b>WIREMOLD</b> AVIP 15 Pin HD Female to Female, Single Opening	
	1 <b>WIREMOLD</b> AVIP HDMI Female to Female Barrel, Single Opening	
	2 <b>WIREMOLD</b> AVIP 3.5mm Stereo, Single Opening	

\* Price Includes Accessories

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Qty	Description	Price
	6 WIREMOLD AVIP Blank Plate, Single Opening	
	1 <b>SHURE</b> Wireless Lavalier Microphone System	
	1 C2G Pro-Audio XLR Male to XLR Female Patch Cable, 6ft.	
	1 MA PRODUCTS 'L' Shaped Lacing Bar, No Inset	
	1 MA PRODUCTS 1 Space Rackshelf for Half/Third Rack Components	
	1 <b>SHURE</b> Dual Channel Combo Wireless System, 2 Handheld	
	2 C2G Pro-Audio XLR Male to XLR Female Patch Cable, 6ft.	
	1 MA PRODUCTS 'L' Shaped Lacing Bar, No Inset	
	1 MA PRODUCTS 1 Space Rackshelf for Half/Third Rack Components	
	1 <b>TASCAM</b> Professional Blu-ray Player	
	2 C2G Pro-Audio XLR Male to XLR Female Patch Cable, 6ft.	
	1 CRESTRON HDMI Interface Cable, 3ft	





\* Price Includes Accessories

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Qty	Description	Price
	1 GENERIC Modular Adapter, DB9 Male to RJ45 Female	
	6 LIBERTY CABLE Category 5e Cable, 350mhz, Orange	
	6 LIBERTY CABLE Category 6 Cable, 660mhz, Blue	
	1 MA PRODUCTS 'L' Shaped Lacing Bar, No Inset	

**Multipurpose Room B**

	1 <b>CRESTRON</b> Cresnet Partition Sensor	
	100 <b>CRESTRON</b> Cresnet Control Cable, Teal	
	6 <b>CRESTRON</b> 8" 2-Way In-Ceiling Speaker, White Textured	
	50 <b>LIBERTY CABLE</b> 14/2 Speaker Wire, Plenum, White	

\* Price Includes Accessories

Qty	Description	Price
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**Fitness Room**

In the Fitness Room, the four speakers will be replaced as they are not adequate for the application. The speakers will be repositioned in the ceiling for even coverage of the room. The speaker wire will be replaced as it is undersized and not rated for in-wall use. The receiver will be replaced with a Digital Signal Processor/mixer to handle the audio. This DSP contains adjustments that will enable the microphone and music to perform their best in the room. Two wireless fitness headset microphones will replace the existing microphone. The CD player will be replaced with a unit that works with the control system and can display information on the touch panel. A professional Bluetooth audio receiver will be installed for mobile devices along with 3.5mm cable for those who prefer to plug their mobile device in. An in-wall touch panel will be installed in the front of the room to control the sources and the sound levels. Lastly, all of the equipment will be mounted in an equipment rack that will be relocated to the rear of the room. The rack will include lockable drawers to store the microphone and other accessories as well as a lockable door.

	<b>1 CRESTRON</b> 3-Series Control System with infiNET EX, 2 Serial, 5 IR, 2 Relays, and 2 GPIO
	<b>2 GENERIC</b> Modular Adapter, DB9 Female to RJ45 Female
	<b>100 LIBERTY CABLE</b> Category 6 Cable, 550mhz, Plenum, Blue
	<b>1 MA PRODUCTS</b> 1 Space Rackshelf
	<b>1 CRESTRON</b> Power Conditioner and Surge Protector
	<b>1 MA PRODUCTS</b> 'L' Shaped Lacing Bar, No Inset
	<b>4 CRESTRON</b> 6.5" 2-Way In-Ceiling Speaker, White Textured
	<b>30 LIBERTY CABLE</b> 16/2 Speaker Wire, Plenum, White

\* Price Includes Accessories

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Qty	Description	Price
	1 <b>CRESTRON</b> 7" Touch Screen, White Smooth	
	1 <b>CARLON</b> Old-Work Low Voltage Bracket, 2-gang	
	100 <b>LIBERTY CABLE</b> Category 6 Cable, 550mhz, Plenum, Blue	
	1 <b>DBX</b> 6 Input, 4 Output Digital Zone Processor with Mixing	
	1 <b>GENERIC</b> Modular Adapter, DB9 Female to RJ45 Female	
	3 <b>LIBERTY CABLE</b> Category 5e Cable, 350mhz, Orange	
	1 <b>MA PRODUCTS</b> 'L' Shaped Lacing Bar, No Inset	
	1 <b>DENON</b> Professional Stereo Bluetooth Audio Receiver	
	2 <b>C2G</b> Pro-Audio XLR Male to XLR Female Patch Cable, 6ft.	
	1 <b>JBL</b> 1 Channel 300WPC Professional Amplifier, 70V/100V	
	3 <b>LIBERTY CABLE</b> 22/2 Shielded Audio Wire, Gray	
	1 <b>MA PRODUCTS</b> 'L' Shaped Lacing Bar, No Inset	

\* Price Includes Accessories

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Qty	Description	Price
	<b>1 LIBERTY CABLE</b> Keystone compatible 3.5 jack TRS inserts	
	50 LIBERTY CABLE 22/2 Shielded Audio Wire, Gray	
	1 LIBERTY CABLE Keystone compatible 3.5 jack TRS inserts	
	1 LIBERTY CABLE Single Gang Keystone Plate, 1-port, White	
	2 TRIBUTARIES Series 2 Portable Y Cable, Male Stereo Mini-plug To 2 Male Rca, 1m	
	<b>1 MA PRODUCTS</b> 18 Space Equipment Rack	
	1 MA PRODUCTS 1 Space Flanged Aluminum Panel, Black Brushed Finish	
	1 MA PRODUCTS Caster Base For ERK Racks with 20" Depth	
	1 MA PRODUCTS 3 Space Rack Drawer, Black Brushed Finish, With Keylock	
	1 MA PRODUCTS 4 Space Rack Drawer, Black Brushed Finish, With Keylock	
	1 MA PRODUCTS 18 Space Rear Rail Kit For ERK	












\* Price Includes Accessories

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Qty	Description	Price
	1 MA PRODUCTS 1 Space Rackshelf for Half/Third Rack Components	
	1 MA PRODUCTS Vented Front Door, 18 Space	
	1 MA PRODUCTS 2 Space Fine Perforated Vent	
	2 <b>SHURE</b> Wireless Fitness Headset Microphone System	
	1 C2G Pro-Audio XLR Male to XLR Female Patch Cable, 6ft.	
	1 MA PRODUCTS 'L' Shaped Lacing Bar, No Inset	
	1 <b>TASCAM</b> Professional CD Player	
	1 GENERIC Modular Adapter, DB9 Male to RJ45 Female	
	6 LIBERTY CABLE RG23 Serial Digital Cable, Black	
	3 LIBERTY CABLE Category 5e Cable, 350mhz, Orange	
	4 LIBERTY CABLE RCA Connector for Single or Dual Shield RG23 Coax Cable	

\* Price Includes Accessories

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<b>Qty</b>	<b>Description</b>	<b>Price</b>
1	MA PRODUCTS 'L' Shaped Lacing Bar, No Inset	

\* Price Includes Accessories

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**Grand Total: \$42,778.20**

**Client:** Todd Slatin

**Date** \_\_\_\_\_

**Contractor:** LAVA Systems

**Date** \_\_\_\_\_

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\* Price Includes Accessories

Presented By: LAVA Systems

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LAVA Systems  
425 Curry Avenue  
Lexington, KY 40508  
Off: 859-721-0151  
Fax: 859-721-0153



February 1, 2018

TO: LFUCG – Division of Central Purchasing  
RE: RFP #1-2018 Design and Installation of Lexington Senior Center Audio Visual Systems  
FROM: LAVA Systems

Dear Mr. Slatin,

Enclosed please find all the documentation as well as our Proposal for RFP #1-2018. We look forward to hearing the results of the bid selection, and if selected, executing the project to the full extent of this RFP.

Sincerely,

Mark Ferrito  
CTO/Partner  
LAVA Systems

MAYOR JIM GRAY



**LEXINGTON**

TODD SLATIN  
DIRECTOR  
CENTRAL PURCHASING

**ADDENDUM #1**

RFP Number: #1-2018

Date: January 22, 2018

Subject: Design and Installation Services for Lexington Senior Center  
Audio Visual System Upgrade

Address inquiries to:  
Sondra Stone  
(859) 258-3320

**TO ALL PROSPECTIVE SUBMITTERS:**

**Please be advised of the following clarifications to the above referenced RFP:**

1. The system does not currently have automatic sensing of the operable partition's position.
2. Bingo activities occur in a combined-room scenario.
3. The secondary podium (dark wood) is not considered part of the A/V system.
4. The projector image clarity is satisfactory, but image brightness could be improved.
5. Users experience sound clarity and volume issues in both considered spaces.
6. No internal review has been performed to confirm speaker functionality in either considered space.
7. Speaker repair/replacement/adjustment shall eliminate the possibility of feedback as much as practicable.
8. See attached plans and section drawings.
9. See attached current equipment list for the Senior Center.



10. See attached pre-RFP conference sign-in sheet.



Todd Slatin, Director  
Division of Central Purchasing

All other terms and conditions of the RFP and specifications are unchanged. This letter should be signed, attached to and become a part of your submittal.

COMPANY NAME: LAVA SYSTEMS

ADDRESS: 425 CURRY AVENUE, LEXINGTON KY

SIGNATURE OF BIDDER: 



**WORKFORCE ANALYSIS FORM**

Name of Organization: LAVA SYSTEMS

Categories	Total	White (Not Hispanic or Latino)		Hispanic or Latino		Black or African-American (Not Hispanic or Latino)		Native Hawaiian and Other Pacific Islander (Not Hispanic or Latino)		Asian (Not Hispanic or Latino)		American Indian or Alaskan Native (not Hispanic or Latino)		Two or more races (Not Hispanic or Latino)		Total	
		M	F	M	F	M	F	M	F	M	F	M	F	M	F	M	F
Administrators																	
Professionals		2															
Superintendents																	
Supervisors																	
Foremen																	
Technicians		2	1														
Protective Service																	
Para-																	
Office/Clerical									1								
Skilled Craft																	
Service/Maintenan																	
<b>Total:</b>																	

Prepared by: MARK FERRITO CTO Date: 2, 1, 2018

*(Name and Title)*

*Revised 2015-Dec-15*

**AFFIDAVIT**

Comes the Affiant, MARK FERRITO, and after being first duly sworn, states under penalty of perjury as follows:

1. His/her name is MARK FERRITO and he/she is the individual submitting the proposal or is the authorized representative of LAVA SYSTEMS, the entity submitting the proposal (hereinafter referred to as "Proposer").
2. Proposer will pay all taxes and fees, which are owed to the Lexington-Fayette Urban County Government at the time the proposal is submitted, prior to award of the contract and will maintain a "current" status in regard to those taxes and fees during the life of the contract.
3. Proposer will obtain a Lexington-Fayette Urban County Government business license, if applicable, prior to award of the contract.
4. Proposer has authorized the Division of Central Purchasing to verify the above-mentioned information with the Division of Revenue and to disclose to the Urban County Council that taxes and/or fees are delinquent or that a business license has not been obtained.
5. Proposer has not knowingly violated any provision of the campaign finance laws of the Commonwealth of Kentucky within the past five (5) years and the award of a contract to the Proposer will not violate any provision of the campaign finance laws of the Commonwealth.
6. Proposer has not knowingly violated any provision of Chapter 25 of the Lexington-Fayette Urban County Government Code of Ordinances, known as "Ethics Act."

**Continued on next page**

7. Proposer acknowledges that "knowingly" for purposes of this Affidavit means, with respect to conduct or to circumstances described by a statute or ordinance defining an offense, that a person is aware or should have been aware that his conduct is of that nature or that the circumstance exists.

Further, Affiant sayeth naught.

Mark Ferrito

STATE OF Kentucky

COUNTY OF Fayette

The foregoing instrument was subscribed, sworn to and acknowledged before me

by Mark Ferrito on this the 10<sup>th</sup> day  
of February, 2018

My Commission expires: Sept. 9<sup>th</sup>, 2020

564653

Lerridon O Wells

NOTARY PUBLIC, STATE AT LARGE

## EQUAL OPPORTUNITY AGREEMENT

### Standard Title VI Assurance

The Lexington Fayette-Urban County Government, (hereinafter referred to as the "Recipient") hereby agrees that as a condition to receiving any Federal financial assistance from the U.S. Department of Transportation, it will comply with Title VI of the Civil Rights Act of 1964, 78Stat.252, 42 U.S.C. 2000d-4 (hereinafter referred to as the "Act"), and all requirements imposed by or pursuant to Title 49, Code of Federal Regulations, U.S. Department of Transportation, Subtitle A, Office of the Secretary, (49 CFR, Part 21) Nondiscrimination in Federally Assisted Program of the Department of Transportation – Effectuation of Title VI of the Civil Rights Act of 1964 (hereinafter referred to as the "Regulations") and other pertinent directives, no person in the United States shall, on the grounds of race, color, national origin, sex, age (over 40), religion, sexual orientation, gender identity, veteran status, or disability be excluded from participation in, be denied the benefits of, or be otherwise subjected to discrimination under any program or activity for which the Recipient receives Federal financial assistance from the U.S. Department of Transportation, including the Federal Highway Administration, and hereby gives assurance that will promptly take any necessary measures to effectuate this agreement. This assurance is required by subsection 21.7(a) (1) of the Regulations.

### The Law

- Title VII of the Civil Rights Act of 1964 (amended 1972) states that it is unlawful for an employer to discriminate in employment because of race, color, religion, sex, age (40-70 years) or national origin.
- Executive Order No. 11246 on Nondiscrimination under Federal contract prohibits employment discrimination by contractor and sub-contractor doing business with the Federal Government or recipients of Federal funds. This order was later amended by Executive Order No. 11375 to prohibit discrimination on the basis of sex.
- Section 503 of the Rehabilitation Act of 1973 states:

*The Contractor will not discriminate against any employee or applicant for employment because of physical or mental handicap.*

- Section 2012 of the Vietnam Era Veterans Readjustment Act of 1973 requires Affirmative Action on behalf of disabled veterans and veterans of the Vietnam Era by contractors having Federal contracts.
- Section 206(A) of Executive Order 12086, Consolidation of Contract Compliance Functions for Equal Employment Opportunity, states:

*The Secretary of Labor may investigate the employment practices of any Government contractor or sub-contractor to determine whether or not the contractual provisions specified in Section 202 of this order have been violated.*


\*\*\*\*\*

The Lexington-Fayette Urban County Government practices Equal Opportunity in recruiting, hiring and promoting. It is the Government's intent to affirmatively provide employment opportunities for those individuals who have previously not been allowed to enter into the mainstream of society. Because of its importance to the local Government, this policy carries the full endorsement of the Mayor, Commissioners, Directors and all supervisory personnel. In following this commitment to Equal Employment Opportunity and because the Government is the benefactor of the Federal funds, it is both against the Urban County Government policy and illegal for the Government to let contracts to companies which knowingly or unknowingly practice discrimination in their employment practices. Violation of the above mentioned ordinances may cause a contract to be canceled and the contractors may be declared ineligible for future consideration.

Please sign this statement in the appropriate space acknowledging that you have read and understand the provisions contained herein. Return this document as part of your application packet.

**Bidders**

*I/We agree to comply with the Civil Rights Laws listed above that govern employment rights of minorities, women, Vietnam veterans, handicapped and aged persons.*

  
\_\_\_\_\_  
Signature

LAVA SYSTEMS  
Name of Business



**DIRECTOR, DIVISION OF CENTRAL PURCHASING  
LEXINGTON-FAYETTE URBAN COUNTY GOVERNMENT  
200 EAST MAIN STREET  
LEXINGTON, KENTUCKY 40507**

**NOTICE OF REQUIREMENT FOR AFFIRMATIVE ACTION TO ENSURE EQUAL EMPLOYMENT OPPORTUNITIES AND DBE CONTRACT PARTICIPATION**

Notice of requirement for Affirmative Action to ensure Equal Employment Opportunities and Disadvantaged Business Enterprises (DBE) Contract participation. Disadvantaged Business Enterprises (DBE) consists of Minority-Owned Business Enterprises (MBE) and Woman-Owned Business Enterprises (WBE).

The Lexington-Fayette Urban County Government has set a goal that not less than ten percent (10%) of the total value of this Contract be subcontracted to Disadvantaged Business Enterprises, which is made up of MBEs and WBEs. The Lexington Fayette Urban County Government also has set a goal that not less than three percent (3%) of the total value of this Contract be subcontracted to Veteran-owned Small Businesses. The goal for the utilization of Disadvantaged Business Enterprises as well Veteran -owned Small Businesses as subcontractors is a recommended goal. Contractor(s) who fail to meet such goal will be expected to provide written explanations to the Director of the Division of Purchasing of efforts they have made to accomplish the recommended goal, and the extent to which they are successful in accomplishing the recommended goal will be a consideration in the procurement process. Depending on the funding source, other DBE goals may apply.

For assistance in locating Disadvantaged Business Enterprises Subcontractors contact:

Sherita Miller, MPA, Division of Central Purchasing  
Lexington-Fayette Urban County Government  
200 East Main Street, 3rd Floor, Room 338  
Lexington, Kentucky 40507  
[smiller@lexingtonky.gov](mailto:smiller@lexingtonky.gov)

Firm Submitting Proposal: LAVA SYSTEMS

Complete Address: 425 CURRY AVENUE, LEXINGTON, KY 40508  
Street City Zip

Contact Name: MARK FERRITO Title: CTO

Telephone Number: 859-721-0151 Fax Number: 859-721-0153

Email address: MARK@WANTLAVA.COM

## GENERAL PROVISIONS

1. Each Respondent shall comply with all Federal, State & Local regulations concerning this type of service or good.

The Respondent agrees to comply with all statutes, rules, and regulations governing safe and healthful working conditions, including the Occupational Health and Safety Act of 1970, 29 U.S.C. 650 *et. seq.*, as amended, and KRS Chapter 338. The Respondent also agrees to notify the LFUCG in writing immediately upon detection of any unsafe and/or unhealthful working conditions at the job site. The Respondent agrees to indemnify, defend and hold the LFUCG harmless from all penalties, fines or other expenses arising out of the alleged violation of said laws.

2. Failure to submit ALL forms and information required in this RFP may be grounds for disqualification.
3. Addenda: All addenda and IonWave Q&A, if any, shall be considered in making the proposal, and such addenda shall be made a part of this RFP. Before submitting a proposal, it is incumbent upon each proposer to be informed as to whether any addenda have been issued, and the failure to cover in the bid any such addenda may result in disqualification of that proposal.
4. Proposal Reservations: LFUCG reserves the right to reject any or all proposals, to award in whole or part, and to waive minor immaterial defects in proposals. LFUCG may consider any alternative proposal that meets its basic needs.
5. Liability: LFUCG is not responsible for any cost incurred by a Respondent in the preparation of proposals.
6. Changes/Alterations: Respondent may change or withdraw a proposal at any time prior to the opening; however, no oral modifications will be allowed. Only letters, or other formal written requests for modifications or corrections of a previously submitted proposal which is addressed in the same manner as the proposal, and received by LFUCG prior to the scheduled closing time for receipt of proposals, will be accepted. The proposal, when opened, will then be corrected in accordance with such written request(s), provided that the written request is contained in a sealed envelope which is plainly marked "modifications of proposal".
7. Clarification of Submittal: LFUCG reserves the right to obtain clarification of any point in a bid or to obtain additional information from a Respondent.
8. Bribery Clause: By his/her signature on the bid, Respondent certifies that no employee of his/hers, any affiliate or Subcontractor, has bribed or attempted to

bribe an officer or employee of the LFUCG.

9. Additional Information: While not necessary, the Respondent may include any product brochures, software documentation, sample reports, or other documentation that may assist LFUCG in better understanding and evaluating the Respondent's response. Additional documentation shall not serve as a substitute for other documentation which is required by this RFP to be submitted with the proposal,
10. Ambiguity, Conflict or other Errors in RFP: If a Respondent discovers any ambiguity, conflict, discrepancy, omission or other error in the RFP, it shall immediately notify LFUCG of such error in writing and request modification or clarification of the document if allowable by the LFUCG.
11. Agreement to Bid Terms: In submitting this proposal, the Respondent agrees that it has carefully examined the specifications and all provisions relating to the work to be done attached hereto and made part of this proposal. By acceptance of a Contract under this RFP, proposer states that it understands the meaning, intent and requirements of the RFP and agrees to the same. The successful Respondent shall warrant that it is familiar with and understands all provisions herein and shall warrant that it can comply with them. No additional compensation to Respondent shall be authorized for services or expenses reasonably covered under these provisions that the proposer omits from its Proposal.
12. Cancellation: If the services to be performed hereunder by the Respondent are not performed in an acceptable manner to the LFUCG, the LFUCG may cancel this contract for cause by providing written notice to the proposer, giving at least thirty (30) days notice of the proposed cancellation and the reasons for same. During that time period, the proposer may seek to bring the performance of services hereunder to a level that is acceptable to the LFUCG, and the LFUCG may rescind the cancellation if such action is in its best interest.
  - A. Termination for Cause
    - (1) LFUCG may terminate a contract because of the contractor's failure to perform its contractual duties
    - (2) If a contractor is determined to be in default, LFUCG shall notify the contractor of the determination in writing, and may include a specified date by which the contractor shall cure the identified deficiencies. LFUCG may proceed with termination if the contractor fails to cure the deficiencies within the specified time.
    - (3) A default in performance by a contractor for which a contract may be terminated shall include, but shall not necessarily be limited to:

- (a) Failure to perform the contract according to its terms, conditions and specifications;
- (b) Failure to make delivery within the time specified or according to a delivery schedule fixed by the contract;
- (c) Late payment or nonpayment of bills for labor, materials, supplies, or equipment furnished in connection with a contract for construction services as evidenced by mechanics' liens filed pursuant to the provisions of KRS Chapter 376, or letters of indebtedness received from creditors by the purchasing agency;
- (d) Failure to diligently advance the work under a contract for construction services;
- (e) The filing of a bankruptcy petition by or against the contractor; or
- (f) Actions that endanger the health, safety or welfare of the LFUCG or its citizens.

#### B. At Will Termination

Notwithstanding the above provisions, the LFUCG may terminate this contract at will in accordance with the law upon providing thirty (30) days written notice of that intent, Payment for services or goods received prior to termination shall be made by the LFUCG provided these goods or services were provided in a manner acceptable to the LFUCG. Payment for those goods and services shall not be unreasonably withheld.

13. **Assignment of Contract:** The contractor shall not assign or subcontract any portion of the Contract without the express written consent of LFUCG. Any purported assignment or subcontract in violation hereof shall be void. It is expressly acknowledged that LFUCG shall never be required or obligated to consent to any request for assignment or subcontract; and further that such refusal to consent can be for any or no reason, fully within the sole discretion of LFUCG.
14. **No Waiver:** No failure or delay by LFUCG in exercising any right, remedy, power or privilege hereunder, nor any single or partial exercise thereof, nor the exercise of any other right, remedy, power or privilege shall operate as a waiver hereof or thereof. No failure or delay by LFUCG in exercising any right, remedy, power or privilege under or in respect of this Contract shall affect the rights, remedies, powers or privileges of LFUCG hereunder or shall operate as a waiver thereof.
15. **Authority to do Business:** The Respondent must be a duly organized and authorized to do business under the laws of Kentucky. Respondent must be in good standing and have full legal capacity to provide the services specified under this Contract. The Respondent must have all necessary right and lawful authority to enter into this Contract for the full term hereof and that proper corporate or

other action has been duly taken authorizing the Respondent to enter into this Contract. The Respondent will provide LFUCG with a copy of a corporate resolution authorizing this action and a letter from an attorney confirming that the proposer is authorized to do business in the State of Kentucky if requested. All proposals must be signed by a duly authorized officer, agent or employee of the Respondent.

16. **Governing Law:** This Contract shall be governed by and construed in accordance with the laws of the Commonwealth of Kentucky. In the event of any proceedings regarding this Contract, the Parties agree that the venue shall be the Fayette County Circuit Court or the U.S. District Court for the Eastern District of Kentucky, Lexington Division. All parties expressly consent to personal jurisdiction and venue in such Court for the limited and sole purpose of proceedings relating to this Contract or any rights or obligations arising thereunder. Service of process may be accomplished by following the procedures prescribed by law.
17. **Ability to Meet Obligations:** Respondent affirmatively states that there are no actions, suits or proceedings of any kind pending against Respondent or, to the knowledge of the Respondent, threatened against the Respondent before or by any court, governmental body or agency or other tribunal or authority which would, if adversely determined, have a materially adverse effect on the authority or ability of Respondent to perform its obligations under this Contract, or which question the legality, validity or enforceability hereof or thereof.
18. Contractor understands and agrees that its employees, agents, or subcontractors are not employees of LFUCG for any purpose whatsoever. Contractor is an independent contractor at all times during the performance of the services specified.
19. If any term or provision of this Contract shall be found to be illegal or unenforceable, the remainder of the contract shall remain in full force and such term or provision shall be deemed stricken.
20. Contractor [or Vendor or Vendor's Employees] will not appropriate or make use of the Lexington-Fayette Urban County Government (LFUCG) name or any of its trade or service marks or property (including but not limited to any logo or seal), in any promotion, endorsement, advertisement, testimonial or similar use without the prior written consent of the government. If such consent is granted LFUCG reserves the unilateral right, in its sole discretion, to immediately terminate and revoke such use for any reason whatsoever. Contractor agrees that it shall cease and desist from any unauthorized use immediately upon being notified by LFUCG.

  
\_\_\_\_\_  
Signature

2/1/2018  
\_\_\_\_\_  
Date

## About LAVA Systems

LAVA Systems is a full-service residential and commercial custom electronics design and integration company serving Central Kentucky including Lexington, Bourbon County and the surrounding areas. Our smart home automation solutions make your home safe, elegant, fun and easy to use. Businesses experience increased productivity, enhanced environments for employees and customers, and simple control with commercial audio/video and automation. Our team is comprised of world-class experts in every field whose number one priority is to provide the best products and services to our clients.

Founded in 2004, Lexington Audio Video Advantage focused on mid-to-high end installations. As time progressed the company began receiving requests for commercial and enterprise installations along with requests that encompassed products other than your typical audio and video components. In 2011, we shortened our name and rebranded to LAVA Systems to represent a more expansive range of solutions.

LAVA employs a wide range of talent with a combined 80 years of experience. We hold industry certifications with AVIXA/CTS and CEDIA along with numerous manufacturer certifications including Crestron, Microsoft, and Cisco. We have employees with backgrounds in live sound engineering, national and international sales and installation, product engineering and development, and industry education.

LAVA is a full-service company, performing all functions of an installation with its own employees. It is a rare occurrence that we involve sub-contractors in our projects. This means we have 100% control and accountability for every project we do. In doing so, we can guarantee the best end result and satisfied clients.

LAVA's facility is setup in a such a way that we are able to do a large amount of project work before even setting foot on-site. Our tech area is a space where we can build equipment racks, install equipment, and make wiring connections. We can connect to a range of speakers or displays to perform testing and troubleshooting. This also allows us to perform much of the programming in-house as well work out any bugs. By the time we arrive on-site, we have a mostly functioning system which allows us to be more efficient in our installation and reduces the amount of time we spend on-site.

## Recent Project Experience

### Kentucky League of Cities – Lexington

The KLC office building located in downtown Lexington had an existing AV system that was outdated and problematic. LAVA Systems provided integrated presentation systems in three meeting spaces and two classrooms across three floors. Each room features a Creston presentation switcher that handles all of the video and audio switching as well as control of all devices. Each room has a different assortment of devices, however the user interfaces are designed in such a way that every room is controlled the same. Any user can walk into a room and immediately know how to turn the system on and select the source they want to use. In addition to the AV system, LAVA also overhauled the building access control system consisting of badge access to 27 doors throughout the eight story building.

The installation was completed over a three week period while accommodating the company's meeting schedule. The installation was scheduled in such a way that no room was unusable for more than 2 days.

Nick Harpe  
Director of IT  
859-977-3798

### CycleYOU

CycleYOU is a cycling gym located in Lexington. The gym features several studios which offer a range of workouts. In the main cycling studio, LAVA Systems provided a sound system that outputs music at nightclub levels. Several different types of speakers are installed that serve different functions. There are speakers for music and speakers for vocals. The speakers are managed by a digital signal processor allowing the sound characteristics to be custom tuned for the application. The class instructors use fitness rated wireless microphones to talk to the class. LAVA also outfitted two other rooms with similar features, background music throughout the facility, building security and surveillance, and network and phone infrastructure.

The installation was completed in less than one week as CycleYOU transitioned from an old location to the current location.

Noelle Dick  
Owner  
859-455-3384

### Tarter Farm and Ranch

Tarter Farm and Ranch, located in Dunnville, is a manufacturer of ranch equipment, gates, and machinery. They have multiple buildings across several cities. LAVA has performed installations in a number of their buildings, but most recently the newly constructed HR and Training Building. The building features a training room that is configurable based on whether or not airwalls are opened or closed. With all the airwalls closed, the room acts as three separate classrooms. Each "classroom" has the same exact functionality and all three can be used at the same time. Presenters can plug a laptop into a wallplate and present on an 80" touchscreen display. The displays allow the presenter to annotate on top of their presentation or act as a digital whiteboard. Each room has a lapel microphone for the presenter. Each room also has tabletop microphones that allow the room to be used for teleconferencing. For larger classes, an airwall can be opened and two rooms automatically combine.



The two 80" displays show the same presentation, and all the speakers play the presenter's microphone. For large presentations, both airwalls can be opened. In this case a projection screen drops out of the ceiling to display the presentation along with the three 80" displays. All of the speakers play the same thing. In addition to the training room, LAVA also provided digital signage and background music throughout the building.

The installation was completed in three distinct phases across several months, with the final phase finishing a day early.

Travis Cox

VP

1-800-733-4283

## APPENDIX A – REQUIRED FORMS

### Design Team experience:

	Location	Budget	# of Components	Year
1.	EOP Architects	\$1 22,000	89	2017
2.	Galvinis	\$1 73,000	342	2017
3.	Tarter - HQ	\$1 67,000	560	2013
4.	Tarter - HR	\$1 164,000	366	2017
5.	KLC - Lexington	\$1 97,000	165	2016
6.	KLC - Frankfort	\$1 11,000	31	2017
7.	Cycle You	\$1 15,000	62	2017
8.	Green Lantern Farm	\$1 36,000	191	2017
9.	Dixiana	\$1 63,000	361	2016
10.	Buffalo Trace	\$1 108,000	263	2016

<b>Personnel Experience</b>			
<b>Name</b>	<b>Title</b>	<b>Experience</b>	<b>Project Role</b>
Cooper Stofer	CEO	18 years	Sales/Design
Mark Ferrito	CTO	19 years	Design/Programming
Toby Gaglio	GM	18 years	Project Manager/Installer
David Greg	Senior Tech	18 years	Lead Installer

## RFP #1-2018 Design and Installation of Lexington Senior Center Audio Video

AVA Systems  
Systems

195 Life Lane  
Lexington, KY 40502

Modified: 2/1/2018

Revision: 0

Model	Description	Part Number	QTY
<b>AKG</b>			
CGN99CL	Cardiod Condensor Gooseneck Microphone, 20in	1550276	1
<b>APPLE</b>			
A1538-128-SG	iPad Mini 4, 128GB, Space Gray		1
<b>C2G</b>			
40059	Pro-Audio XLR Male to XLR Female Patch Cable, 6ft.	40059	11
<b>CARLON</b>			
SC200RR	Old-Work Low Voltage Bracket, 2-gang		2
<b>CRESTRON</b>			
APP-IPAD	Crestron for iPad Mobile App (Requires an in-app purchase of \$99.99. Purchase must be made through user's iTunes account and is not included in this Proposal. Proposal includes required programming fee.)		1
CBL-HD-12	HDMI® Interface Cable, 12ft		1
CBL-HD-3	HDMI Interface Cable, 3ft	6503564	4
CBL-HD-6	HDMI Interface Cable, 6ft	6503565	2
CBL-VGA-AUD-12	Computer VGA Interface Cable w/Mini-TRS Audio, 12ft		1
CBL-VGA-AUD-3	Computer VGA Interface Cable w/Mini-TRS Audio, 3ft	6503496	1
CBL-VGA-AUD-6	Computer VGA Interface Cable w/Mini-TRS Audio, 6ft	6503498	2
CRESNET-NP	Cresnet Control Cable, Teal		100
DM-CBL-ULTRA-NP	DigitalMedia Ultra Cable		100
DM-CONN	Connector for DigitalMedia and DigitalMedia Ultra Cable		4
DMPS3-4K-200-C	3-Series 4K DigitalMedia Presentation System	6507539	1
DM-RMC-4K-SCALER-C	4K DigitalMedia 8G+ Receiver & Room Controller w/Scaler	DM-RMC-4K-SCALER-C	1
DM-TX-201-C	DigitalMedia 8G+ Transmitter	DM-TX-201-C	1
GLS-PART-CN	Cresnet Partition Sensor	6507062	1
HD-SCALER-VGA-E	High-Definition Video Scaler, VGA In, HDMI Out	6507571	1
MC3	3-Series Control System with infiNET EX, 2 Serial, 5 IR, 2 Relays, and 2 GPIO	MC3	1
PC-100	Power Conditioner and Surge Protector	6507242	2
PW-4830DUS	150W PoDM Power Pack for DMPS3-4K		1
SAROS_IC6T-W-T-EACH	6.5" 2-Way In-Ceiling Speaker, White Textured	6507531	4
SAROS_IC8T-W-T-EACH	8" 2-Way In-Ceiling Speaker, White Textured	6507533	15
TSW-1060-W-S	10.1" Touch Screen, White Smooth	6507652	1
TSW-760-W-S	7" Touch Screen, White Smooth	6507650	1
<b>CROWN</b>			
CDI 2 600	2 Channel, 600WPC Professional Power Amplifier	GCDI2x600-U-US	1

**DBX**

640M	6 Input, 4 Output Digital Zone Processor with Mixing		1
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**DENON**

DN-200BR	Professional Stereo Bluetooth Audio Receiver	3480003	2
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**GENERIC**

DB9F-RJ45F-1152	Modular Adapter, DB9 Female to RJ45 Female	1152	6
DB9M-RJ45F-1151	Modular Adapter, DB9 Male to RJ45 Female	1151	2

**IPOINT**

AM.2 SLEEVE BLACK	LaunchPort Sleeve for iPad Mini, iPad Mini 2, and iPad Mini 3, Black	70304	1
BASESTATION-BLACK	LaunchPort Tabletop Charging Station, Black	70158	1

**JBL**

CSA-1300Z	1 Channel 300WPC Professional Amplifier, 70V/100V		1
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**LIBERTY CABLE**

14-2C-TTP-WHT	14/2 Speaker Wire, Plenum, White		750
16-2C-TTP-WHT	16/2 Speaker Wire, Plenum, White		120
22-2C-SH-GRY	22/2 Shielded Audio Wire, Gray		77
22-2P-INDSH-GRY	22/4 Shielded Audio Wire		12
23-MINI-SD-BLK	RG23 Serial Digital Cable, Black		6
24-4P-L5-EN-ORG-BX	Category 5e Cable, 350mhz, Orange		65
24-4P-L6-EN-BLU	Category 6 Cable, 660mhz, Blue		42
24-4P-P-L6-EN-BLU	Category 6 Cable, 550mhz, Plenum, Blue		200
CM-RGB23-RCA	RCA Connector for Single or Dual Shield RG23 COAX Cable		4
E-3.5SM-M-6	3.5mm Stereo Audio Cable, 6ft.		2
ISK-35S-WH	Keystone compatible 3.5 jack TRS inserts	ISK-35S-WH	2
WP-N1-WH	Single Gang Keystone Plate, 1-port, White		1

**MA PRODUCTS**

AVIP-FK1	Panel for 7/14 AVIP Connector Plates, Fixed		1
BL1	1 Space Flanged Aluminum Panel, Black Brushed Finish		1
CBS-ERK-20	Caster Base For ERK Racks With 20" Depth		1
D3LK	3 Space Rack Drawer, Black Brushed Finish, With Keylock		1
D4LK	4 Space Rack Drawer, Black Brushed Finish, With Keylock		1
ERK-1820	18 Space Equipment Rack		1
ERK-RR18	18 Space Rear Rail Kit For ERK		1
L5-SHOC-XLR-S	Shockmount XLR Microphone Holder for Lecterns		1
LBP-1A	'I' Shaped Lacing Bar, No Inset		14
U1	1 Space Rackshelf		1
UTR1	1 Space Rackshelf for Half/Third Rack Components		3
VFD-18	Vented Front Door, 18 Space		1
VTF1	1 Space Fine Perforated Vent		4
VTF2	2 Space Fine Perforated Vent		2

**SHURE**

# Pick List

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BLX14CVLH10	Wireless Lavalier Microphone System	1078168	1
BLX14SM31H9	Wireless Fitness Headset Microphone System		2
BLX288PG58J10	Dual Channel Combo Wireless System, 2 Handheld		1

## TASCAM

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BD-01U	Professional Blu-ray Player		1
CD-500	Professional CD Player		1

## TRIBUTARIES

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2YP-010	Series 2 Portable Y Cable, Male Stereo Mini-plug To 2 Male Rca, 1m		2
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## VUTEC

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01-R12V-U	12v DC Auto Relay		1
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## WIREMOLD

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AV1000BK	AVIP 15 Pin HD Female to Female, Single Opening		1
AV3000BK	AVIP HDMI Female to Female Barrel, Single Opening		1
AV7004BK	AVIP 3.5mm Stereo, Single Opening		2
AV9003BK	AVIP Blank Plate, Single Opening		6

# Lexington Senior Center

## AV System Repairs and Upgrades



LAVA Systems  
425 Curry Avenue

Lexington, KY 40508  
859-721-0151  
859-721-0153

Created 2/1/2018  
Modified 2/1/2018  
Printed 2/1/2018

RFP #1-2018 Design and  
Installation of Lexington  
Senior Center Audio Video  
Systems  
Todd Slatin  
195 Life Lane  
Lexington, KY 40502

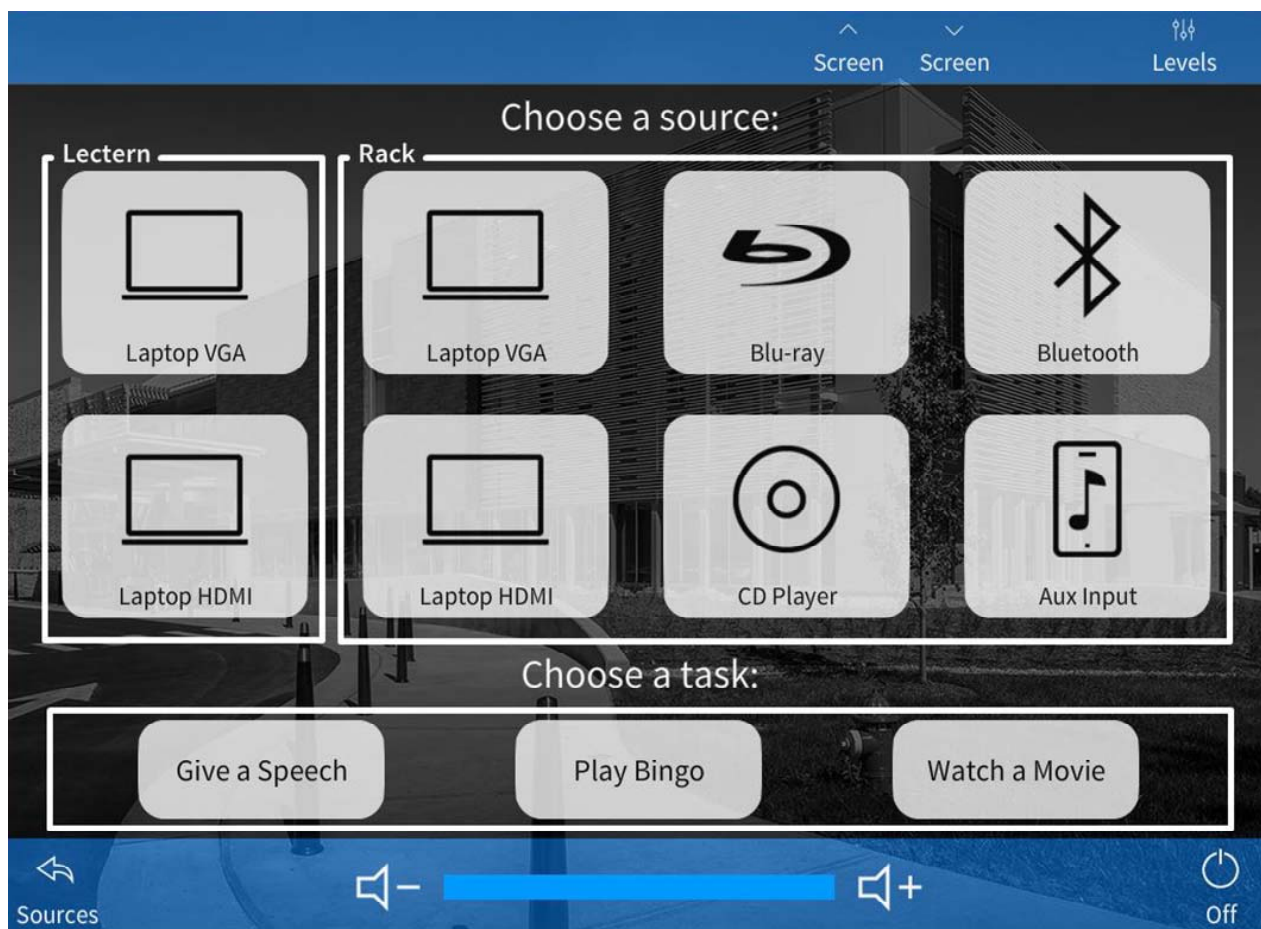
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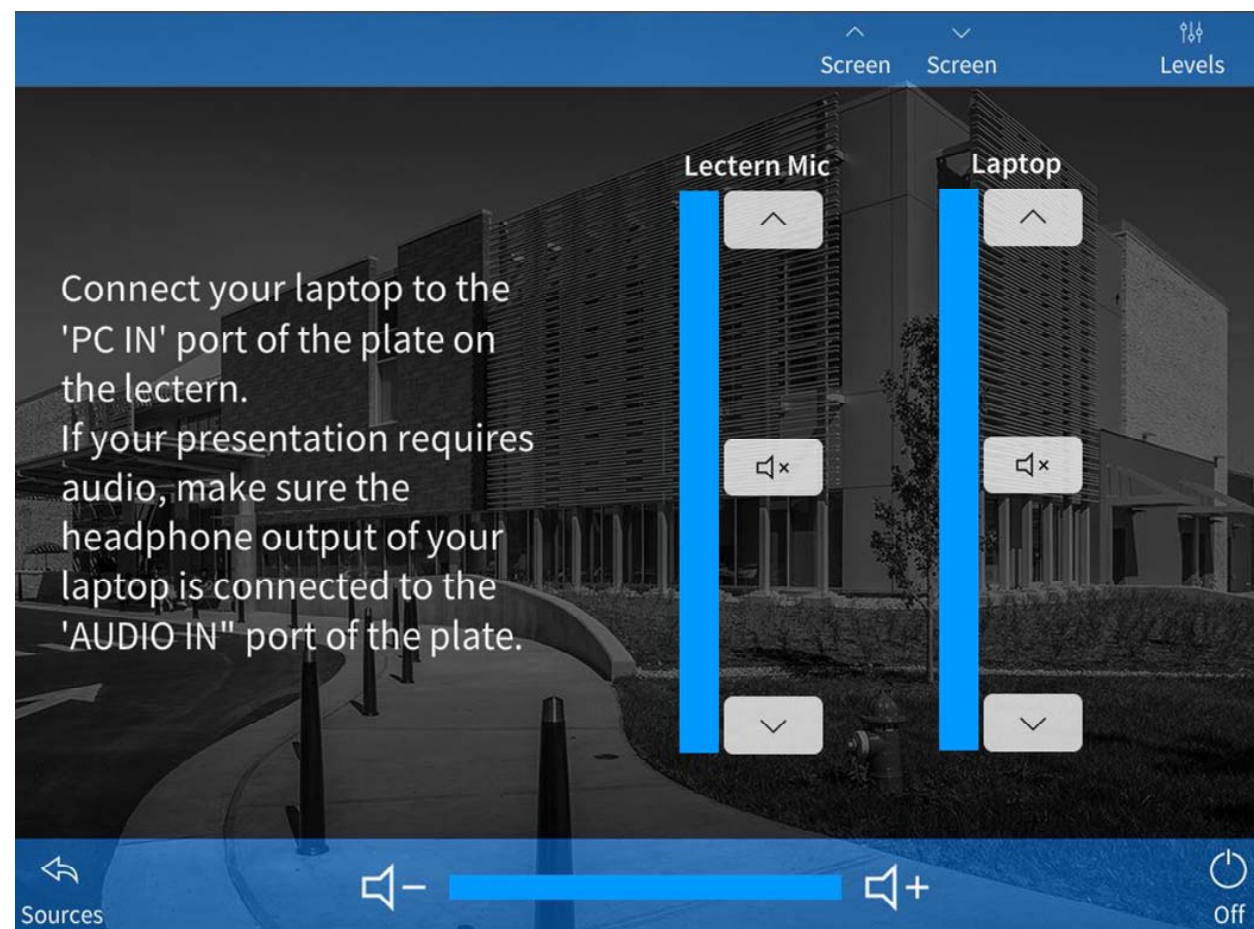
LAVA Systems  
425 Curry Avenue

Lexington, KY 40508  
859-721-0151  
859-721-0153

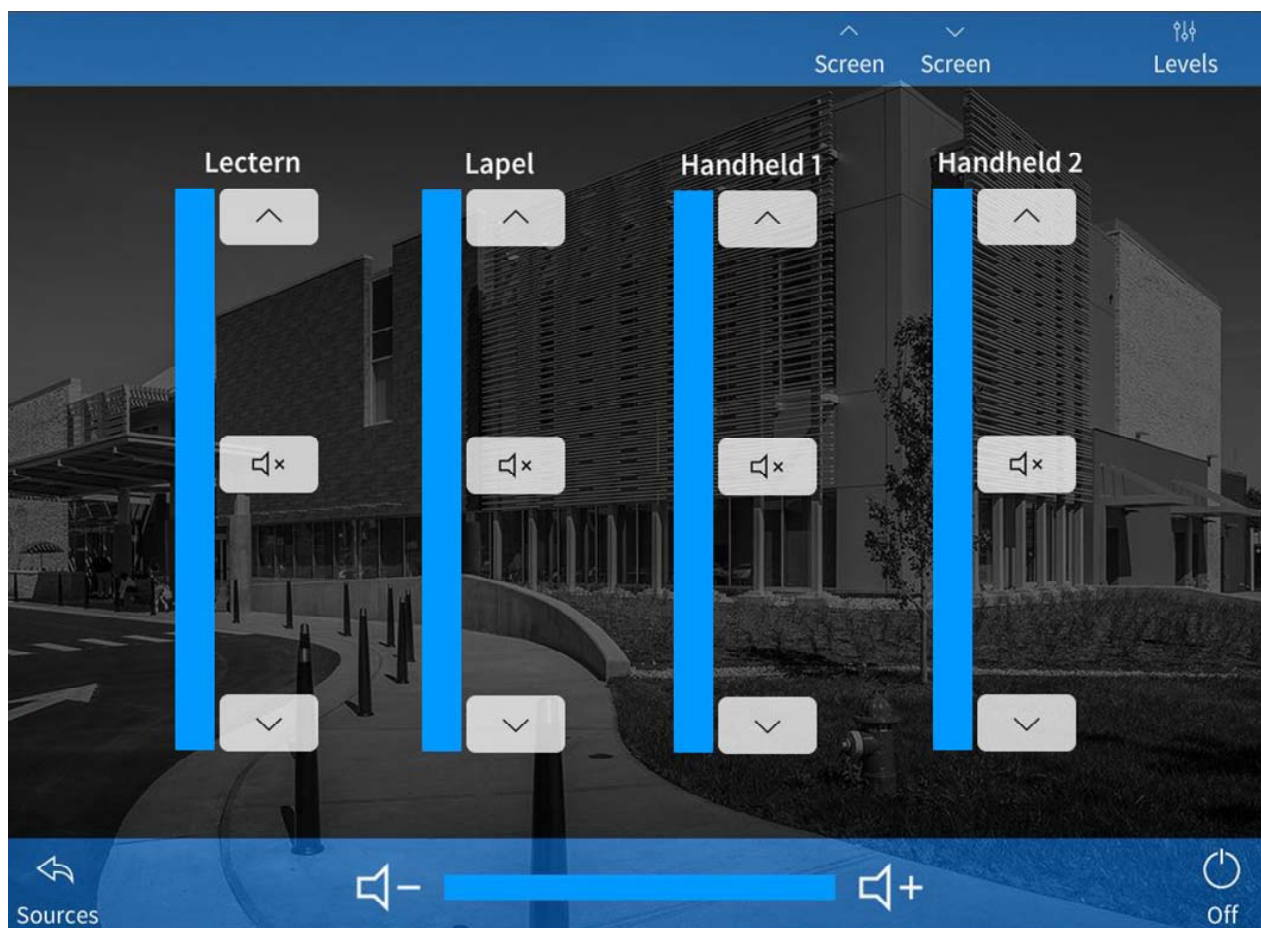
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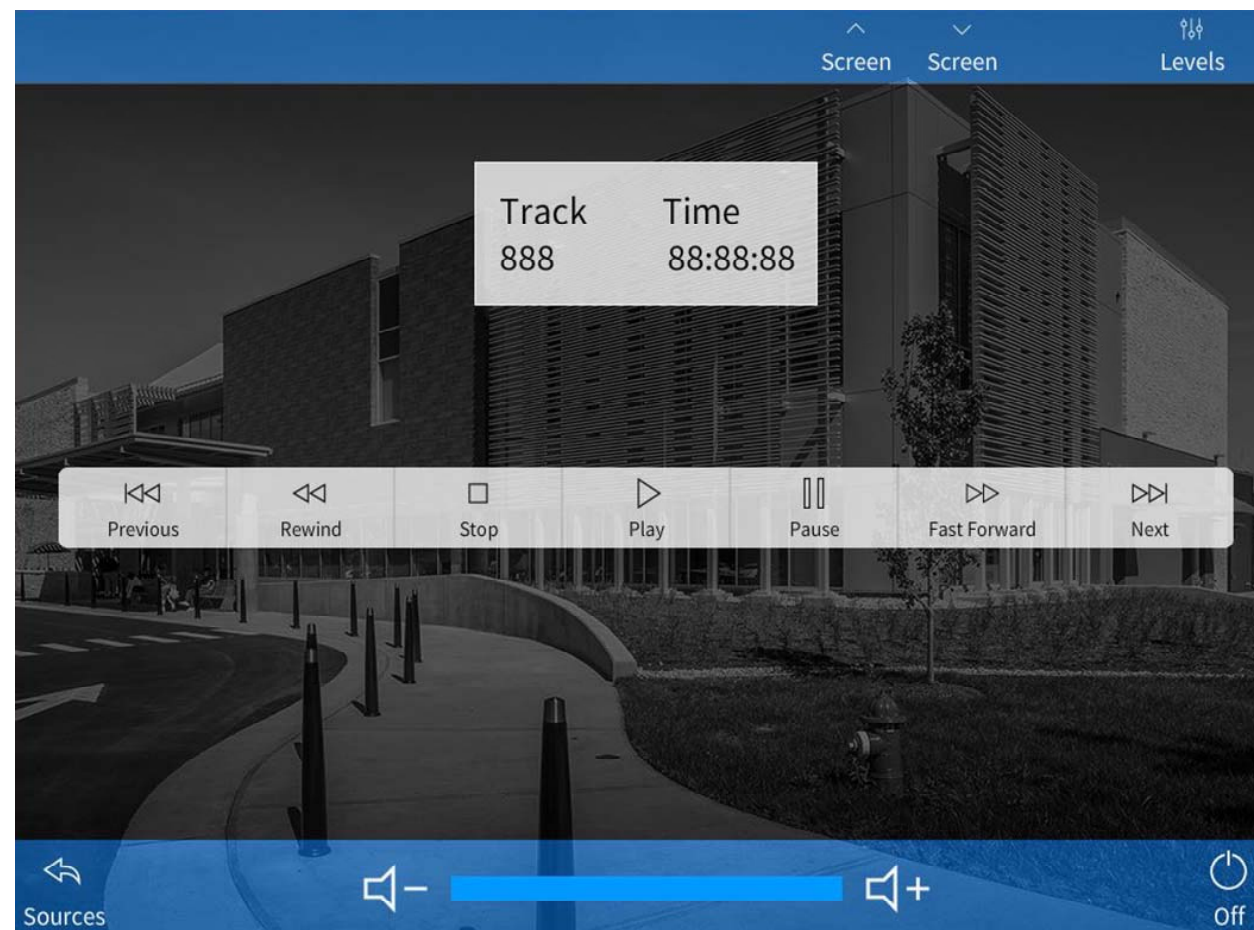
Lectern Laptop VGA



Give a Speech



CD Player



Created 2/1/2018  
Modified 2/1/2018  
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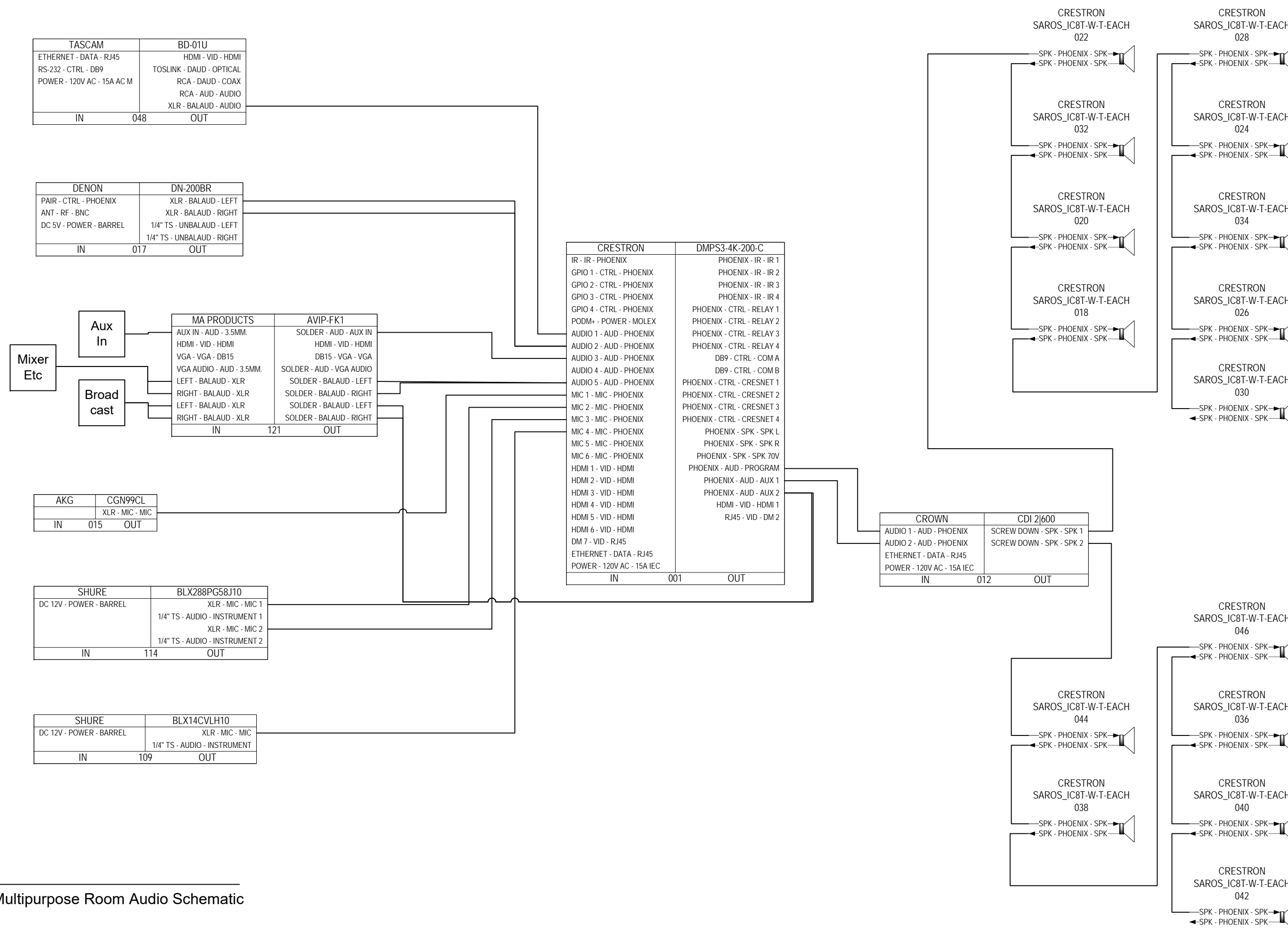
UI Examples





**LAVA Systems**  
425 Curry Avenue

**Lexington, KY 40508**  
859-721-0151  
859-721-0153



Multipurpose Room Audio Schematic

Created 2/1/2018  
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Printed 2/1/2018

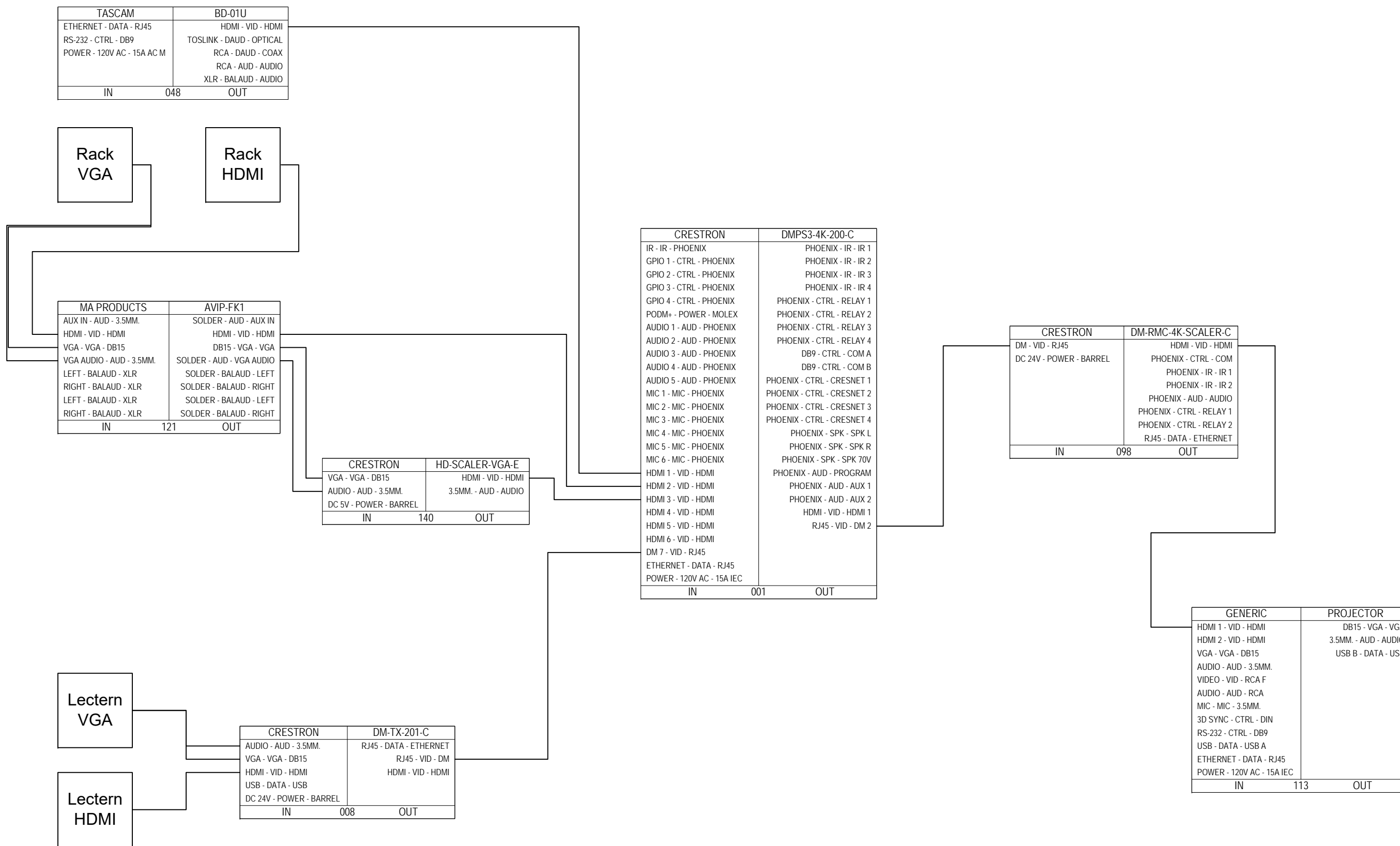
RFP #1-2018 Design and Installation of Lexington Senior Center Audio Video Systems  
Todd Slatin  
195 Life Lane  
Lexington, KY 40502

Audio Schematic



LAVA Systems  
425 Curry Avenue

Lexington, KY 40508  
859-721-0151  
859-721-0153



Multipurpose Room Video Schematic

Scale: 1/2" = 1'-0"  
Created 2/1/2018  
Modified 2/1/2018  
Printed 2/1/2018

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Systems  
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195 Life Lane  
Lexington, KY 40502

Video Schematic



LAVA Systems  
425 Curry Avenue

Lexington, KY 40508  
859-721-0151  
859-721-0153

APPLE	A1538-128-SG
IN	105 OUT

Building  
Wireless Network

Building  
Wired Network

CRESTRON	TSW-1060-W-S
ETHERNET - DATA - RJ45	
IN	103 OUT

CRESTRON	DMPS3-4K-200-C
IR - IR - PHOENIX	PHOENIX - IR - IR 1
GPIO 1 - CTRL - PHOENIX	PHOENIX - IR - IR 2
GPIO 2 - CTRL - PHOENIX	PHOENIX - IR - IR 3
GPIO 3 - CTRL - PHOENIX	PHOENIX - IR - IR 4
GPIO 4 - CTRL - PHOENIX	PHOENIX - CTRL - RELAY 1
PODM+ - POWER - MOLEX	PHOENIX - CTRL - RELAY 2
AUDIO 1 - AUD - PHOENIX	PHOENIX - CTRL - RELAY 3
AUDIO 2 - AUD - PHOENIX	PHOENIX - CTRL - RELAY 4
AUDIO 3 - AUD - PHOENIX	DB9 - CTRL - COM A
AUDIO 4 - AUD - PHOENIX	DB9 - CTRL - COM B
AUDIO 5 - AUD - PHOENIX	PHOENIX - CTRL - CRESNET 1
MIC 1 - MIC - PHOENIX	PHOENIX - CTRL - CRESNET 2
MIC 2 - MIC - PHOENIX	PHOENIX - CTRL - CRESNET 3
MIC 3 - MIC - PHOENIX	PHOENIX - CTRL - CRESNET 4
MIC 4 - MIC - PHOENIX	PHOENIX - SPK - SPK L
MIC 5 - MIC - PHOENIX	PHOENIX - SPK - SPK R
MIC 6 - MIC - PHOENIX	PHOENIX - SPK - SPK 70V
HDMI 1 - VID - HDMI	PHOENIX - AUD - PROGRAM
HDMI 2 - VID - HDMI	PHOENIX - AUD - AUX 1
HDMI 3 - VID - HDMI	PHOENIX - AUD - AUX 2
HDMI 4 - VID - HDMI	HDMI - VID - HDMI 1
HDMI 5 - VID - HDMI	RJ45 - VID - DM 2
HDMI 6 - VID - HDMI	
DM 7 - VID - RJ45	
ETHERNET - DATA - RJ45	
POWER - 120V AC - 15A IEC	
IN	001 OUT

VUTECH	01-R12V-U
DOWN - GPIO - SCREWDOWN	SCREWDOWN - PWR - DOWN
UP - GPIO - SCREWDOWN	SCREWDOWN - PWR - UP
12V TRIGGER - GPIO - SCREWDOWN	
POWER - PWR - SCREWDOWN	
IN	143 OUT

GENERIC	SCREEN
DOWN - PWR - BARE	
UP - PWR - BARE	
IN	142 OUT

DENON	DN-200BR
PAIR - CTRL - PHOENIX	XLR - BALAUD - LEFT
ANT - RF - BNC	XLR - BALAUD - RIGHT
DC 5V - POWER - BARREL	1/4" TS - UNBALAUD - LEFT
	1/4" TS - UNBALAUD - RIGHT
IN	017 OUT

TASCAM	BD-01U
ETHERNET - DATA - RJ45	HDMI - VID - HDMI
RS-232 - CTRL - DB9	TOSLINK - DAUD - OPTICAL
POWER - 120V AC - 15A AC M	RCA - DAUD - COAX
	RCA - AUD - AUDIO
	XLR - BALAUD - AUDIO
IN	048 OUT

CRESTRON	GLS-PART-CN
CRESNET - CTRL - PHOENIX	
IN	054 OUT

CRESTRON	DM-RMC-4K-SCALER-C
DM - VID - RJ45	HDMI - VID - HDMI
DC 24V - POWER - BARREL	PHOENIX - CTRL - COM
	PHOENIX - IR - IR 1
	PHOENIX - IR - IR 2
	PHOENIX - AUD - AUDIO
	PHOENIX - CTRL - RELAY 1
	PHOENIX - CTRL - RELAY 2
	RJ45 - DATA - ETHERNET
IN	098 OUT

GENERIC	PROJECTOR
HDMI 1 - VID - HDMI	DB15 - VGA - VGA
HDMI 2 - VID - HDMI	3.5MM. - AUD - AUDIO
VGA - VGA - DB15	USB B - DATA - USB
AUDIO - AUD - 3.5MM.	
VIDEO - VID - RCA F	
AUDIO - AUD - RCA	
MIC - MIC - 3.5MM.	
3D SYNC - CTRL - DIN	
RS-232 - CTRL - DB9	
USB - DATA - USB A	
ETHERNET - DATA - RJ45	
POWER - 120V AC - 15A IEC	
IN	113 OUT

Multipurpose Room Control Schematic

Created 2/1/2018  
Modified 2/1/2018  
Printed 2/1/2018

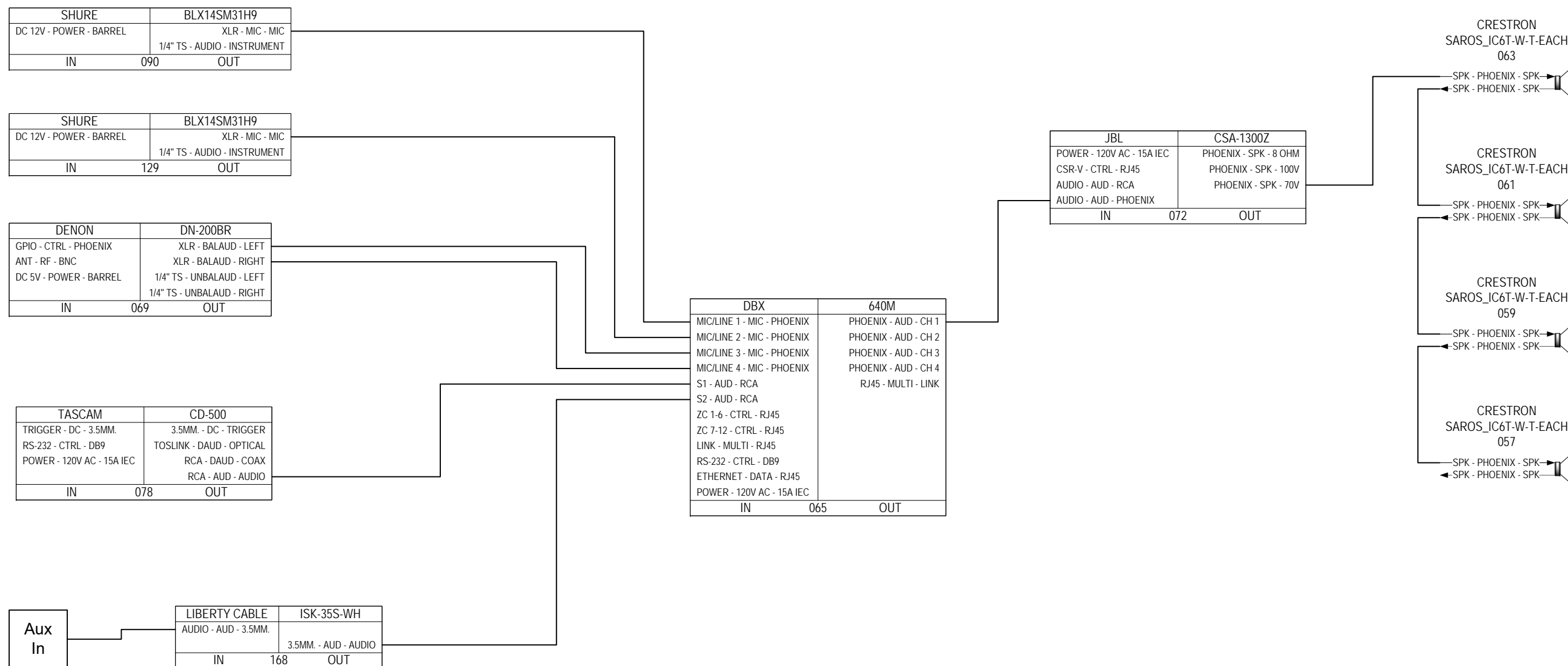
RFP #1-2018 Design and  
Installation of Lexington  
Senior Center Audio Video  
Systems  
Todd Slatin  
195 Life Lane  
Lexington, KY 40502

Control Schematic



**LAVA Systems**  
425 Curry Avenue

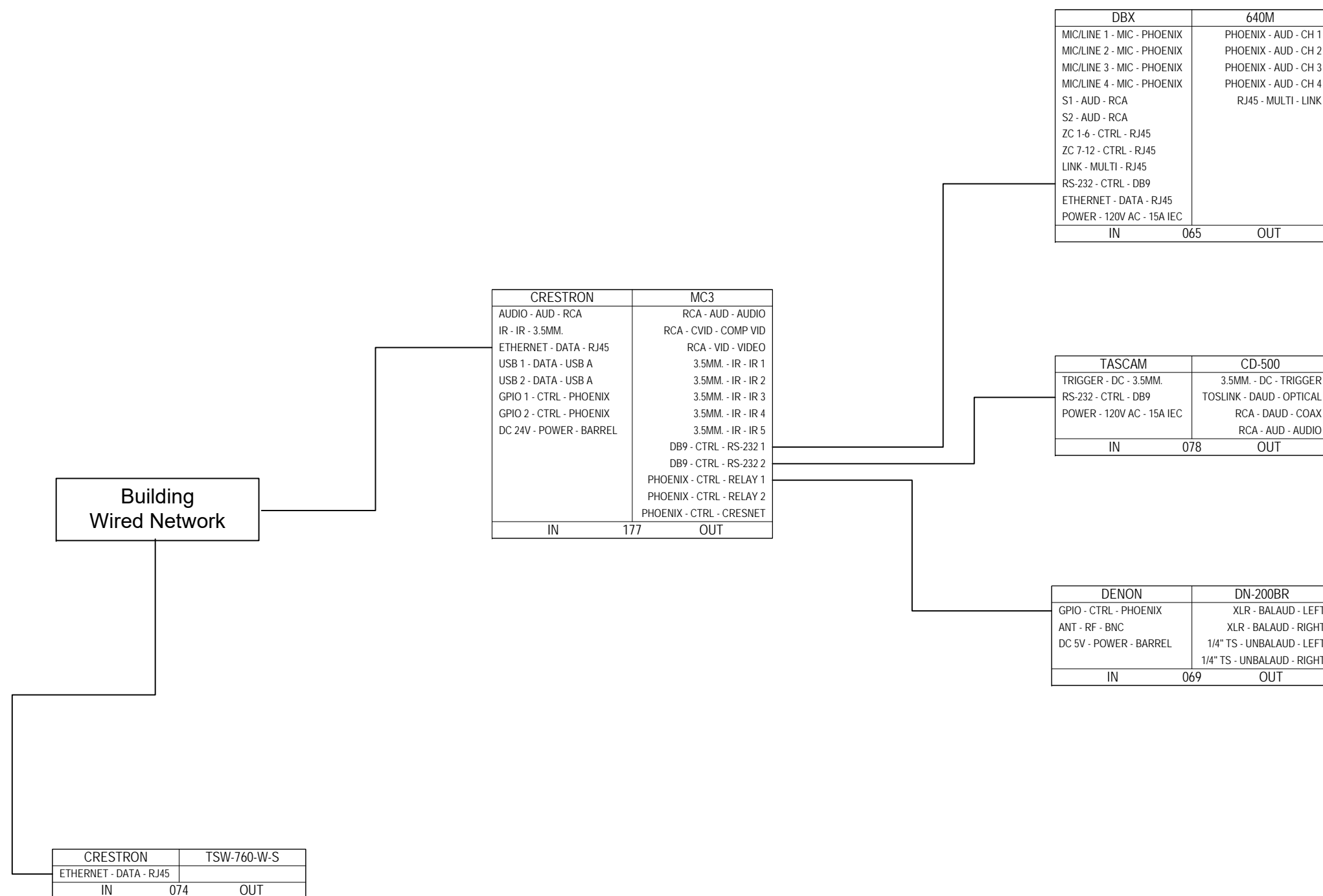
**Lexington, KY 40508**  
859-721-0151  
859-721-0153





LAVA Systems  
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<b>Manufacturer</b>	<b>Warranty</b>
AKG	1 Year
Apple	1 Year (Limited)
C2G	15 Year (Limited)
Carlson	N/A
Crestron	3 Year (5 Year with Certification)
Crown	3 Year
DBX	2 Year
Denon Pro	1 Year
iPort	1 Year
JBL	1 Year
Liberty Cable	2 Year
Middle Atlantic	Lifetime
Shure	2 Year
Tascam	1 Year
Tributaries	3 Year
Vutec	1 Year
Wiremold	1 Year

**Questions:**

1. Has any owner, officer or partner of your organization ever been an owner, officer or partner of this or any other organization that failed to complete a construction contract or paid liquidated damages?

Yes \_\_\_\_\_ No X If yes, please explain:

2. Has the company, any principal, any parent company or subsidiary ever been denied a surety bond?

Yes \_\_\_\_\_ No X If yes, please explain:

3. Have any of the principals ever had a claim made against them by their bonding company or had the bonding company threaten to bring a claim?

Yes \_\_\_\_\_ No X If yes, please explain:

4. Has your firm ever been named in a lawsuit by any local, state, or federal government or other public entity for civil fraud, violation of any false claims act or related statute or any other tort claim?

Yes \_\_\_\_\_ No X If yes, please explain:

5. Has your organization ever engaged in litigation against a city, county state or other municipality?

Yes \_\_\_\_\_ No X If yes, please identify the lawsuit.