



St. Johns River Water Management District

Michael A. Register, P.E., Executive Director

4049 Reid Street • P.O. Box 1429 • Palatka, FL 32178-1429 • 386-329-4500 • www.sjrwmd.com

DATE: June 11, 2024
TO: Prospective Respondents
FROM: LaDonna Johnson, Procurement Specialist
SUBJECT: Addendum #2 to Request for Proposal, #39445, Governing Board Room Technology Refresh

As a result of an inquiry and the Pre-Proposal Conference, the following clarification is provided for your information. Please note the following dates have been extended:

- **Response Due Date/Time: June 25, 2024, 2:00 PM**
- District's Evaluation Committee Meeting: June 27, 2024, 1:00 PM
- Oral Presentations (if needed): July 1, 2024, 1:00 PM

Q1: There are two rooms that the system will support, yet there is only one touch panel on the equipment list that will be located in Conference Room 162. Can you confirm that we only need one touch panel to support both rooms? Please also confirm whether the touch panel(s) will be tabletop mounted or wall mounted.

A1: Conference Room 162 will require a touch screen mounted on the wall to control only the endpoints in that room. In the Governing Board room, we would like to use a Web UI on a PC for control. The room is equipped with touchscreen monitors. If the Respondents believe a dedicated touchscreen panel would be better, please include it in your proposal. However, the project budget remains the same.

Q2: There are many A/V over IP endpoints along with many other networks connected devices that must be able to communicate. I have preliminarily included two network switches that are connected via SFP+10G link to provide enough device connectivity. Please advise as to where we should include these A/V network switches in our equipment list or whether they will be owner furnished.

A2: The District will be providing and provisioning (2) 48 port Aruba network switches that meet the specifications required by Q-SYS.

Q3: I noticed that there are (15) wireless microphone transmitted bases, yet only (10) gooseneck microphones. Please confirm that these counts are indeed correct.

A3: The (15) MXW8 Desktop Base Gooseneck Transmitters and the (10) MX418D/C Desktop Gooseneck Condenser Mic are separate units. Each has their own gooseneck mic options. These quantities are intentional.

Q4: I see that audio will connect through a dedicated PC in the A/V Room. Are there any other locations where a user would want to connect their laptop or other PC for audio connectivity? Will the A/V Room PC also act as an HDMI source for presentation of content within the room? Currently, the connectivity is through an A/V USB Bridge, which only provides USB connectivity and no video.

GOVERNING BOARD

Rob Bradley, CHAIR
FLEMING ISLAND

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WINTER PARK

Cole Oliver, TREASURER
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COCOA

Janet Price
FERNANDINA BEACH

- A4: The District already have a Q-SYS I/O-USB Bridge set up at one PC and we are requesting an additional unit to be set up at another PC as well. We have encoders at several PCs located in the Governing Board Room and the A/V Room for redundancy. Currently, the HDMI is being routed via the AMX encoders and decoders. The District would like the audio only to be handled through the I/O-USB devices into the PCs that run the Teams meetings and OBS streaming.
- Q5: There are (5) Sony Cameras connecting back to the A/V Room. Are these connecting throughout production switcher with a joystick controller? If so, is this part of the scope? If not, how are the cameras being used and how are they interacting with the other components in the system? Are they being used for conferencing purposes and fed into the A/V Room PC along with the QSC audio feed?
- A5: The (5) Sony PTZ cameras already have SDI running to a Blackmagic Constellation switcher and are controlled via ethernet PTZ controllers (we have two). The District would like to add NDI encoders to the cameras' HDMI out for further redundancy should we lose access to the switcher or want additional sources in OBS.
- Q6: Can you confirm that the correct projector lens has been specified? The narrative is asking for a “short throw projector,” but when the specified lens is paired with the projector being specified, the throw distance is a bit higher than if it is used with a larger projector.
- A6: The District would rely on the Respondent's expertise to provide the appropriate lens for what we need. The lens quoted was provided by our current vendor. We need a projector solution mounted closer to the screen to minimize the reflective light the board members are subject to from the overhead projector.
- Q7: Regarding wireless mics - What are the current pain points of the system in place now? How do you know if the new design is going to fix those pain points? Who did the design?
- A7: The sound system was automatically opening and closing the mics, but now this is being done manually due to delays in the system. The gates do not always open when someone starts speaking. We have added more support staff to sit in a centralized location. CCS Systems did the design.
- Q8: How old is the existing broadcast camera/structure with the Blackmagic console?
- A8: The existing broadcast camera/structure was installed in 2017 (7 years old).
- Q9: Have you thought about having the room automate vs. having an operator on the camera system.
- A9: Further discussions with the Chief of Staff have confirmed that the agency wants all camera shots operated by an employee to ensure appropriateness.
- Q10: Do you have someone that is Q-SYS certified?
- A10: We currently have one employee that is working towards the Q-SYS certification.
- Q11: Would you provide a VPN for remote support?
- A11: We have the ability to provide a VPN which can be turned on/off depending on the level of support.
- Q12: What does the network look like for the solution, or have you already segregated this on a V-LAN or A/V V-LAN? 32:17
- A12: The system has its own switches, and they are mostly isolated on their own V-Lan. They do link into the main network for remote access or management, as necessary.
- Q13: Are those POE+?
- A13: They will be Aruba 2930M and 48 port switches. Currently, we have Cisco SMD switches.
- Q14: Will those switches be changed?

- A14: Yes, they will be replaced with the switches listed in A13.
- Q15: The understanding is that we will swap one for one with the mics.
- A15: We are replacing existing microphones and adding additional. There will be wired mics at the board dais and podium while the wireless mics will be placed at the executive's dais and support staff tables behind them.
- Q16: Have you thought about an LED vs. a projector?
- A16: We have, but the District's budget does not allow for that provision at this time.
- Q17: Would you want us to propose an alternative option in the submittal.
- A17: Alternative options are permissible for future reference.
- Q18: What access is allowed for ceiling. What is the infrastructure for holding cables?
- A18: Access is only from the room through the ceiling tile. Cables are hung on J-hooks and red iron.
- Q19: Are there any electrical circuit changes required? If so, who will be responsible for those changes.
- A19: The District Facilities staff will handle any electrical changes.
- Q20: Is the cabling standard?
- A20: The ceiling cabling is Plenum-rated with special insulation rated for temperature-tolerant products. It has low smoke and low flame characteristics.
- Q21: Do the existing A/V infrastructure conduits run from point A to B? Is there access to that? Is there a main box where all the conduit boxes meet or are there conjunction boxes?
- A21: There are conduit runs that comes from the A/V Room to the center under the Governing Board Chair location. Yes, everything comes from the center portion and the panel flips out, but there is no conduit out, just up through the floor.
- Q22: Is a performance bond or bid bond needed?
- A22: No
- Q23: What are the dimensions of the projector screen?
- A23: The screen is 16:10 and 164 inches diagonal.
- Q24: What is the mounting structure of the projector?
- A24: The mounting structure is red iron.
- Q25: What is the voltage?
- A25: 277 and the can lights are 120.
- Q26: Is there a Warranty or Service Contract?
- A27: In addition to hardware warranties, Phase III will cover ongoing support and be addressed as needed.
- Q28: Are there manual overrides/controls for the projector screens?
- A28: Yes, manual controls for the projector screens are in the facilities closet for Conference Room 162, if needed.
- Q29: Is all the equipment distributed between the two rooms?
- A29: Yes, between the Governing Board Room and Conference Room 162. Please see the Current Equipment List attached Exhibit 1.

Q30: What will the Denon DVR be replaced with?

A30: The Denon recorder will not be replaced and will remain as is.

Q31: Does Conference Room 162 run from the same A/V rack?

A31: Yes

Q32: What are the working hours?

A32: Standard working hours are Monday through Friday, 8:00 AM – 5:00 PM. No work is permitted during District Holidays. Alternative schedules may be negotiated.

Q33: How would you handle equipment order/delivery delays?

A33: The District will work with the Respondent to revise the project schedule.

Q34: What if one of the items reaches the end of cycle, how would you handle alternatives?

A34: District staff will coordinate alternatives that are equivalent as needed.

If you would like to receive a copy of the 2017 As-Built Drawings, please complete the Confidentiality Agreement attached as Attachment A-1 and email the executed document to LaDonna Johnson at ljohnson@sjrwmd.com.

Please acknowledge receipt of this Addendum on the PROPOSAL FORM provided in the proposal package.

If you have any questions, please e-mail me at ljohnson@sjrwmd.com.

NON-DISCLOSURE CONFIDENTIALITY AGREEMENT

The undersigned is an employee, subconsultant, subcontractor, representative or agent of _____ (Company) a potential bidder to the St. Johns River Water Management District (the District) Request for Proposal 39445, Governing Board Room Technology Refresh. Company is interested in bidding to enter into a contract with the District to perform the solicited work (the Work). Associated with the solicitation, the District maintains certain documents (Documents) listed below.

1. As-Built Drawings - Governing Board Room Audio/Visual Systems

The undersigned, in his or her capacity as an individual and as an employee, subconsultant, subcontractor, representative or agent of Company seeks to acquire said Documents from the District to prepare said bid and/or perform some part of the Work and signs this Non-Disclosure Confidentiality Agreement is a pre-requisite thereto.

While reviewing the Documents, the undersigned will unavoidably come into contact with certain types of information which are protected from disclosure by Florida law. The undersigned acknowledges his/her familiarity with the applicable protections, including but not limited to his/her obligation to comply with the following:

1. Section 119.0725, Florida Statutes (2023), which requires all District contractors to protect as confidential the following:
 - (a) Coverage limits and deductible or self-insurance amounts of insurance or other risk mitigation coverages acquired for the protection of information technology systems, operational technology systems, or data of the District;
 - (b) Information relating to critical infrastructure;
 - (c) Cybersecurity incident information; and
 - (d) Network schematics, hardware and software configurations, or encryption information or information that identifies detection, investigation, or response practices for suspected or confirmed cybersecurity incidents, including suspected or confirmed breaches, if the disclosure of such information would facilitate unauthorized access to or unauthorized modification, disclosure, or destruction of:
 1. Data or information, whether physical or virtual; or
 2. Information technology resources, which include the District's existing or proposed information technology systems.
2. Section 119.071, Florida Statutes (2023), which requires all District contractors to protect as confidential the following:

EXHIBIT 1

CURRENT EQUIPMENT LIST

June 11, 2024

(Highlights indicate equipment to be replaced)

GOVERNING BOARD ROOM

Podium:

AMX SVSI DEC-N1222 – 22” Samsung Monitor

User Input -> AMX SVSI ENC-N1122

Booth:

AMX SVSI DEC-N1222 – 24” Dell Monitor (Blackmagic Switcher Preview Monitor)

AMX SVSI DEC-N1222 – PC input for Teams “webcam” source

AMX SVSI DEC-N1222 – DGE for Crestron Touchscreen Panel

Elmo P30HD - > AMX SVSI ENC-N1122

Clickshare -> AMX SVSI ENC-N1122

User Input -> AMX SVSI ENC-N1122

PC1 Out 1 -> AMX SVSI ENC-N1122

PC1 Out 2 -> AMX SVSI ENC-N1122

PC2 Out -> AMX SVSI ENC-N1122

Dias:

AMX SVSI DEC-N1222 – Extron Distribution Amplifier -> (9) Samsung Monitors

Ceiling:

AMX SVSI DEC-N1222 – Canon REALiS WUX5000 Projector

(12) JBL Speakers

All Shure Discussion Mics are in the Governing Board Room only

A/V ROOM

A/V Rack:

AMX SVSI DEC-N1222 – HDMI -> HDMI to SDI Converter -> Blackmagic Switcher

AMX SVSI DEC-N1222 – HDMI -> HDMI to SDI Converter -> Blackmagic Switcher

AMX SVSI DEC-N1222 -> Blackmagic Switcher

Blackmagic Switcher -> AMX SVSI ENC-N1122

Blackmagic Switcher -> AMX SVSI ENC-N1122

Blackmagic Switcher -> AMX SVSI ENC-N1122

A/V Room Desk:

AMX SVSI DEC-N1222 -> 49" Samsung TV for Blackmagic Multiview

AMX SVSI DEC-N1222 -> 24" Dell Monitor for Preview

User Input -> AMX SVSI ENC-N1122

CONFERENCE ROOM 162

AMX SVSI DEC-N1222 -> Canon REALiS WUX500 Projector

AMX SVSI DEC-N1222 -> Canon REALiS WUX500 Projector

User Input -> AMX SVSI ENC-N1122

Logitech Tap System -> AMX SVSI ENC-N1122

Crestron Touch Panel

(12) JBL Speakers

**ST. JOHNS RIVER WATER MANAGEMENT DISTRICT
SIGN-IN SHEET FOR ATTENDEES**

RFP # 39445 MANDATORY PRE-PROPOSAL MEETING

10:00 am, Thursday, June 6, 2024

GOVERNING BOARD ROOM TECHNOLOGY REFRESH

Attendee (Print Legibly): Mervin Kerr	Phone: (407) 951-9524	Business Card Provided <input checked="" type="checkbox"/> Or fill in contact information
Firm Name: Midwest Alarm dba BCI Integrated Solutions		
Address: 3722 Vineland Road		
City /State/Zip: Orlando, FL 32811		
Bid Documents Picked up today: <input type="radio"/> Yes or <input type="radio"/> No	Email: mkerr@bcifl.net	

Attendee (Print Legibly): Daniel Hunt	Phone: (904) 528-1550	Business Card Provided <input checked="" type="checkbox"/> Or fill in contact information
Firm Name: JSC Systems		
Address: 5021 Stepp Avenue		
City /State/Zip: Jacksonville, FL 32216		
Bid Documents Picked up today: <input type="radio"/> Yes or <input type="radio"/> No	Email: d.hunt@jscsystems.net	

Attendee (Print Legibly): Jack Ward	Phone: (352) 502-1249	Business Card Provided <input type="checkbox"/> Or fill in contact information
Firm Name: Wiley Productions Ext. 2		
Address:		
City /State/Zip:		
Bid Documents Picked up today: <input checked="" type="radio"/> Yes or <input type="radio"/> No	Email: ops@wileyproduction.com	

Attendee (Print Legibly): James R. Harden, Jr.	Phone: (407) 994-6481	Business Card Provided <input type="checkbox"/> Or fill in contact information
Firm Name: PCRG LLC		
Address: 6800 Sambras Way		
City /State/Zip: Land O Lakes, FL 34639		
Bid Documents Picked up today: <input type="radio"/> Yes or <input checked="" type="radio"/> No	Email: jharden@pcrg.net	