

**ARLINGTON COUNTY, VIRGINIA
OFFICE OF THE PURCHASING AGENT
2100 CLARENDON BOULEVARD, SUITE 500
ARLINGTON, VIRGINIA 22201**

NOTICE OF CONTRACT AMENDMENT

TSC Management, LLC dba	DATE ISSUED:	<u>July 11, 2019</u>
Productive AV	CURRENT REFERENCE NO:	<u>18-115-RFP</u>
3309 W Leigh St.	CONTRACT TITLE:	<u>AV System and Video Board for Long Bridge Aquatics Center</u>
Richmond, VA 23230	AMENDMENT NO:	<u>2</u>

**THIS IS A NOTICE OF AMENDMENT OF CONTRACT AND NOT AN ORDER. NO WORK IS AUTHORIZED UNTIL THE
VENDOR RECEIVES A VALID COUNTY PURCHASE ORDER ENCUMBERING CONTRACT FUNDS.**

The contract documents consist of the terms and conditions of AGREEMENT No. 18-115-RFP including any attachments or amendments thereto.

EFFECTIVE DATE: July 11, 2019

EXPIRES: TBD (Term to coincide with the Design-Build contract of the facility)

RENEWALS: NO RENEWALS

COMMODITY CODE(S): 88011. 80318, 91597

LIVING WAGE: N

PROFESSIONAL SERVICES: N

ATTACHMENTS:

AMENDMENT NO. 2

EMPLOYEES NOT TO BENEFIT:

NO COUNTY EMPLOYEE SHALL RECEIVE ANY SHARE OR BENEFIT OF THIS CONTRACT NOT AVAILABLE TO THE GENERAL PUBLIC.

VENDOR CONTACT: Mike Grubb

VENDOR TEL. NO.: (804) 591-0062

EMAIL ADDRESS: Michael.Grubb@Productiveav.com

COUNTY CONTACT: David Husson, DPR, Planning and
Development

COUNTY TEL. NO.: (703) 228-7037

COUNTY CONTACT EMAIL: dhusson@arlingtonva.us

**ARLINGTON COUNTY, VIRGINIA
AGREEMENT NO. 18-115-RFP
AMENDMENT NUMBER 2**

This **Amendment Number 2** ("Amendment") is made on June 1, 2020 and amends **Agreement Number 18-115-RFP** dated **March 7, 2019** ("Main Agreement") and made between **TSC Management, LLC dba Productive AV**, a **Virginia Limited Liability Company with a place of business at 3309 W Leigh St Richmond, VA 23230, authorized to do business in the Commonwealth of Virginia**, and the **County Board of Arlington County, Virginia** ("County").

Whereas, the County and the Contractor desire to amend the Contract Amount under the Main Agreement from \$439,930.64 to \$434,724.66, a decrease amount of **-\$5,205.98** in equipment.

Whereas, the County desires to change in LED wall manufacture for the Long Bridge Aquatics & Fitness Center from Square V LED to Planar LED.

Therefore, the Contractor and the County, in consideration of the promises and other good and valuable consideration specified in this Amendment, amend the Main Agreement as follows.

All other terms and conditions of the Main Agreement, as amended shall remain in full force and effect.

WITNESS THESE SIGNATURES:

**THE COUNTY BOARD OF ARLINGTON
COUNTY, VIRGINIA**

SIGNED DocuSigned by:
Tomeka D. Price
5950D4E0ACC0472... _____

PRINT NAME: TOMEKA D. PRICE

TITLE: PROCUREMENT OFFICER

DATE: 6/5/2020

TSC MANAGEMENT, LLC dba PRODUCTIVE AV

SIGNED: DocuSigned by:
Juan Biale
0727C4A318CE495... _____

PRINT NAME: Juan Biale

TITLE: CEO

DATE: 6/5/2020



To: Arlington County, Virginia
Office of Purchasing
2100 Clarendon Boulevard, Suite 500
Arlington, Virginia 22201

Subject: Request for Change – Agreement number 18-115-RFP

May 20, 2020

To whom it may concern,

Productive AV would like to formally request a change in LED wall manufacture for the Long Bridge Aquatics & Fitness Center. Below is a list of reasons why we are recommending switching from Square V LED to Planar LED. The proposed Planar part number is CLO3.9.

1. **Availability:** Planar is currently in stock with a 1 week lead time for delivery to Productive AV. Square V LED currently has a 4-6 month lead time.
2. **Specification:**
 - Both LED walls are IP65 rated and 3.9mm and size.
 - Planar requires less half the weight
 - Planar is front serviceable, making long term service easier and reducing cost
 - Planar provides better, more reliable power management
3. **Warranty:** Planar offers a 5 year manufacture warranty. Square V offers a 3 year warranty.
4. Manufacture is located inside the beltway.
5. Installation is also certified by the manufacture
6. **Financial:** Cost savings to Arlington County - \$5,205.98
 - **Square V LED Wall:** \$148,666.98
 - **Planar:** \$143,461.00
 - **Difference:** -\$5,205.98

If you have any additional questions, please do not hesitate to contact me directly.

Sincerely,

Juan Biale, CTS
Productive AV
1600 Belleville St.
Richmond VA, 23230
Ph: 804-591-0062
Juan.Biale@ProductiveAV.com