



**PURCHASING ITEM  
FOR  
COUNCIL AGENDA**

**1. Agenda Item Number:**

**30**

**2. Council Meeting Date:**

June 27, 2013

**TO: MAYOR & COUNCIL**

**3. Date Prepared:** June 12, 2013

**THROUGH: CITY MANAGER**

**4. Requesting Department:**  
Communications and Public Affairs

**5. SUBJECT:** Approve the use of State of Arizona Contract #ADSPO12-032706 for Audio and Video Equipment and Services with EAR Professional Audio Video in an amount not to exceed \$192,527.74.

**6. RECOMMENDATION:** Recommend approval to use the State of Arizona Contract #ADSPO12-032706 for Audio and Video Equipment and Services with EAR Professional Audio Video in an amount not to exceed \$192,527.74.

**7. HISTORICAL BACKGROUND/DISCUSSION:** The Panasonic cameras currently being used in the Channel 11 studio are more than 17 years old and are in need of replacement. In addition, the edit systems are also very old and outdated equipment that was being used in the video studio in the Library and need to also be replaced. These edit systems are no longer being manufactured or supported by the manufacturer. The Video Production Division will be purchasing a three complete studio camera package to include all the camera and accessories for the studio as well as the camera cables and control panels, which are used in the Control Room. The new cameras will be of digital quality and are capable of producing HD video. Also being purchased are three turnkey edit systems. These edit systems will be interconnected with shared memory and external disc drives that will allow for archival storage. The new edit system will also have HD capacity and provide for a much higher edit function than the current edit systems allow. The fact that these three edit stations will talk to each other ensures much more flexibility in edit decisions. Staff will also be able to digitally archive the huge videotape library that is currently aging and deteriorating at a rapid rate. The two systems will be purchased for CAPA's Video Production Division in July 2013. The video edit system and studio cameras will be delivered and installed in the Video Production Studio and Control Room, as well as the Edit Suites and Headend room. This purchase is necessary because the studio cameras and the edit systems are considered legacy equipment that is no longer being manufactured or supported by the companies that originally built them. They are also in analog format which can no longer be purchased or supported. The normal life expectancy for video equipment is typically around 5 to 7 years. As stated above, the current studio cameras are more than 17 years old and the edit systems are over 10 years old. Technology and formats have changed so much over the past decade that the existing camera and edit systems are considered obsolete.

**8. EVALUATION PROCESS:** The requested equipment and services were solicited through a Request for Proposal (RFP) process by the State. The State awarded this new statewide contract in October 2012 to multiple vendors. The solicitation and evaluation process was conducted in accordance with established state policies and procedures and the contract award was made to the responsible Offeror(s) whose proposal was determined in writing to be the most advantageous to the state taking into consideration the evaluation factors set forth in the request for proposals. The selected vendor for this purchase, EAR Professional Audio Video, provides factory approved installation and support for both the Panasonic and the Avid equipment that is being purchased. There are over 50 items that make up the system and they all interconnect and work together. The complexity of the installation and support warrants a factory qualified provider and EAR Professional Audio Video is the only factory qualified vendor in the state. There is no other vendor locally that can meet the specifications and performance requirements, and can provide factory qualified installation, training and support to put together a complete edit system including shared storage and tape backup with the desired digital edit system. The state contract provides uniform competitive pricing discounts, highly detailed support, warranty conditions, and free training. These conditions protect the City's investment and further insure years of full operation and service. A purchase order will be used as the contract and the City has an approved Intergovernmental Agreement with the State of Arizona.

**9. FINANCIAL IMPLICATIONS:** Funds for this purchase have been appropriated in account 101-1071-6314. The funds are part of a decision package approved in the 2013 – 14 budget.

**10. PROPOSED MOTION:** Move to approve the use of State of Arizona Contract #ADSP012-032706 for Audio and Video Equipment and Services with EAR Professional Audio Video in an amount not to exceed \$192,527.74.

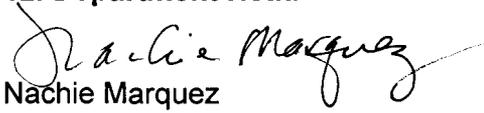
**APPROVALS**

**11. Requesting Department**



Bob Leister, Video Production Supervisor

**12. Department Head**



Nachie Marquez  
Communications and Public Affairs Director

**13. Procurement Officer**



Kristy Garcia, CPPB

**14. City Manager**



Rich Dlugas