Chabot College Baseball Field
Audiovisual Systems

Thank you for the opportunity to provide this proposal for a turnkey audiovisual system for the **Chabot College** project in Hayward, CA. Our sales and engineering teams have thoroughly reviewed the bid documents and we are confident that we have captured the full equipment list and scope of work for this project. The bid documents referenced during the preparation of this proposal include the audiovisual specification (27 41 16) and associated drawing set prepared by Salter and Associates.

Coda is prepared to meet all specification requirements for a fully functional portable system, including as-built documentation, end user training, and a standard system warranty.

Base Bid: $47,762.27

Thank you again for the invitation to participate in this exciting RFP. We hope to have the opportunity to develop a strong partnership with you. Please don't hesitate to reach out to me or anyone at Coda if you have any additional questions or comments about our proposal.

Regards,

Gina Taylor, CTS-D
Design Engineer, Account Manager

Direct: (707) 338-8222
Office: (707) 795-3522
Email: gtaylor@coda-tech.com
Fax: (707) 795-3526

1370 Redwood Way, Suite C. Petaluma, Ca. 94954
CA Contractor License #935420

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Statement of Qualification

Coda Technology Group is an Infocomm APEX Certified C7 contractor for commercial audio visual installations, in business since 2009. With customers in Transportation, Business, Government, Education, Bio-tech and Performing Arts, our projects range from simple Conference Centers to Auditoriums, Amphitheaters, Distance Learning Centers, Command and Control, and Telepresence Suites.

Based in Petaluma, California, in the heart of Wine Country, the Coda team is an established collective of audio visual professionals who strive to provide high quality design, management, and gracefully executed projects; followed by excellent service and support. We primarily serve the greater San Francisco Bay Area, but also have clients and support partners across the US and overseas to extend our expertise wherever it may best serve our clientele.

Our team is a diverse group of professionals from professional audio visual, Pro Audio/Live Sound, Multimedia Presentation, Technical Theater, Telecom, and Event Staging. This diversification contributes to a unique and truly complete technical perspective which we offer to the benefit of all of our clients. To date

we have 21 employees and scale up further with additional personnel from our union partnerships as needed.

Coda Technology Group is closely aligned with InfoComm International, BICSI, and is a signatory with both IBEW (International Brotherhood of Electrical Workers/Sound & Communications) and IATSE (International Alliance of Theatrical Stage Employees, Moving Picture Technicians, Artists and Allied Crafts).

I. Coda Technology Group is a licensed California C-7 contractor for Low Voltage Audiovisual integration with a team that has over 30 years experience in professional AV design, engineering, fabrication, project management, deployment, programming, and support.

II. DIR#100003299 CA,

III. CA Contractor's License #93540

IV. 21 Employees

V. Coda Technology Group is a signatory to IBEW Locals 551, 6, 320, 617, 340.

VI. Coda Technology Group has been continuously engaged in the sales and integration of audio, video and communications equipment for over 10 years.

VII. Coda Technology Group's engineers, technicians and PMs are CTS certified as well as various manufacturer certifications.

VIII. All audiovisual project work is completed by Coda employees. No sub-contractors are required for this project.

IX. Based in Petaluma, Coda Technology Group lives and works mostly in San Francisco but serves clients in the south, north, and east bay as well as all of Silicon Valley and Sacramento. All of the personnel reside less than 4 hours drive time away.

Project Examples

I. Sacramento Memorial Auditorium
   a. Renovation of historic theater
   b. State of the art theater AV system
   c. $1 million
   d. Completed July 2019
II. Federal Reserve Bank – 12th Floor Renovation
   a. Executive floor -AV systems, including conference rooms, collaboration spaces and digital signage.
   b. $575k million
   c. Completed in July 2019
III. Townschool for Boys, Dolby Family Theater
   a. Theater-Academics-Gymnasium (TAG) Building AV systems
   b. $600k
   c. Completed June 2018
IV. Commonwealth Club
   a. Event Spaces
   b. AV Systems for lectures, training rooms, digital production rooms, digital signage and distributed audio.
   c. $385k
   d. Completed August 2018
V. Atlassian 301 Evelyn
   a. Atlassian Mountain View Headquarters
   b. AV systems for 2 floors, including conference rooms, collaboration spaces, digital signage, distributed audio and an All Hands event area.
   c. $700k
   d. Completed in September 2019

Project Team

Mark Latimer, CTS-D, CTS-I, DMC-E, DMC-D
President, CEO
Mark started Coda Technology Group after working in the audiovisual industry for 19 years and currently runs day to day operations of the business. He has worked in Professional Contracting, Pro Audio Live Sound, Event and Staging, and Consulting. Mark holds a CTS-D certification as well as numerous manufacturer certifications. Mark graduated from Sonoma State University with a BA in Jazz performance (drums) and a minor in Digital Recording Arts. Previously, as an installer and pro audio tech, Mark was a member of IBEW, and IATSE.

Eric Short, CPA
Vice President, CFO
Eric currently manages all aspects of Coda Technology Group financials as CFO. He graduated from Sonoma State University with a Bachelors degree in business management in 1992 and is a certified public accountant with 30 years of accounting experience.

Gina Taylor, CTS-D
Design Engineer, Account Manager
Gina has spent the last fifteen years in the audiovisual and communications field building relationships and expanding her technical knowledge base. She has assumed many roles during this time including installer, senior technician, project engineer, project manager, sales engineer and account manager, the combination of which have culminated in a comprehensive understanding of project flow from beginning to end. With Coda's current and prospective clients she partners from the very beginning to develop project design, standards, budgetary and implementation plans to meet and exceed stakeholder expectations.

Brett Ransom, CTS-I, RCDD, NTS
Director of Field Operations, Project Manager
Brett has been in the telecommunications / audio visual industry for 25 years and is currently in charge of all field operations for Coda. He coordinates with project managers and engineers to make sure that best practices are followed and as safety manager, he makes sure all safety procedures are being observed. Brett has been a trainer for Bicsi and the IBEW and holds his CTS-I, RCDD, NTS, Extron AV Associate and Corning Fiber Optic certifications. His specialties include fiber optic systems, phone systems, structured cabling, service, testing, and the design and implementation of Audio Visual systems.

Andrew Lucas, CTS
Project Manager
Andrew has 15 years in telecom and Audio-Visual system integration. His responsibilities include project planning and management, system installation, trade coordination, DSP configuration, user training and documentation.

Troy Gimbel, RCDD, Dante Level 3, L'Acoustics Level 2
Engineering
Troy Gimbel joined Coda in 2011 after working for over 10 years at the prominent Audio-Visual consulting firm Charles M. Salter & Associates. Some of his recent work has been featured on the cover of Sound & Communications magazine and on the Discovery Channel's Unsolved History TV series. He has over 20 years of experience in sound design, audio engineering and multimedia production for most notably the world renowned San Francisco Opera. Fully proficient in both AV and IT, he has achieved RCDD (Registered Communications Distribution Designer) designation. Troy has designed audio/visual systems and telecommunication infrastructure for performance arts centers, sports venues, educational, corporate and government facilities. Troy is a proficient AutoCAD Revit user as well.

References

Townschool for Boys
    Nancy Doty, CFO
        doty@townschool.com
    415-746-1113
    Madeleine Cargas, Director of Events and Special Projects
        cargas@townschool.com
    415-746-1117
Atlassian
    Harvey Jones, Global Workplace Collaboration Lead
        hjones@atlassian.com
    +61 406404813
    Warren Shubin, Workplace Technology Program Manager
        wshubin@atlassian.com

Commonwealth Club - SF
    Mark Kirchner, Director of Audio Services
        mkirchner@commonwealthclub.com
    415-597-6716
    Justin Norton, Audio Engineer
        Jnorton@commonwealthclub.com
    415-597-6716

Sacramento Memorial Auditorium
    Dustin Hollingsworth – Facilities Superintendent
        DJHollingsworth@cityofsacramento.org
    916-808-5538

Federal Reserve Bank
    Luly Faulconer – Project Manager
        Luly.leon@sf.frb.org
    415-974-2583
    Peter Jonk-Sommer, AV Production Specialist
        Peter.jonk-sommer@sf.frb.org
    415 535-2424

Coda Technology Group is pleased to submit the enclosed proposal and to provide outside recognition of its high quality of service, technical expertise and professionalism as an Audiovisual Provider of Excellence (APEx Company) through InfoComm International®. InfoComm International is the trade association for the audiovisual (AV) and information communications industries.

As an APEx company, our organization meets or exceeds requirements set forth in ANSI/INFOCOMM standards for the audiovisual industry. These standards, for system design and coordination, and system verification, show that our company can facilitate communication on all levels of a project, and most importantly, deliver a verified system that meets the client needs.

Established more than 30 years ago, InfoComm International's Certified Technology Specialist™ (CTS®) certification at all levels demonstrates audiovisual knowledge and skills. Certified individuals adhere to the CTS Code of Ethics and Conduct and maintain their status through continued education. Today, there are nearly 10,000 audiovisual professionals who have earned the CTS credential. Companies that have achieved APEx status have demonstrated a commitment to professional excellence by supporting employees who achieve and maintain individual InfoComm International certification credentials.

The CTS for general expertise in AV, the CTS®-D for specialization in AV design and the CTS®-I for specialization in AV installation, set the standard for AV professional credentials. The CTS, CTS-D and CTS-I credentials are accredited (#0770) by the International Organization for Standardization's (ISO) United States representative, the American National Standards Institute (ANSI). ISO/IEC 17024 establishes a global benchmark for the certification of personnel.

The APEx program also requires proven customer satisfaction from our previous clients. Many of our clients have been in contact with InfoComm International's third party survey provider and have completed highly rated customer satisfaction surveys.

Coda Technology Group is proud to be among an elite group of professional companies. We stand behind our company's services, quality solutions, and customer orientation, and have pledged through InfoComm's Core Values Agreement to uphold a strict code of ethics and workmanship practices that we integrate into our daily routine. In this highly technical and complex arena, hiring knowledgeable AV professionals fosters a productive, efficient and effective project experience, mitigating problems and budget overruns.

Coda Technology Group's APEx status offers outside recognition of our staff's expertise and provides customers with confidence that their job will be undertaken and completed in the best way possible.

For more information on the APEx program, please visit www.infocomm.org/apex.

Disclaimer: Please note that APEx status is not a guarantee of performance.

PROPOSAL

Baseball Field

Chabot College
25555 Hesperian Blvd
Hayward, CA

Revision: 0
Modified: 9/9/2020

Presented By:

Coda
1370 REDWOOD WAY, STE C
PETALUMA, CA 94954
707-795-3522
www.coda-tech.com

coda
audio + visual

Hardware

	1	**Coda Bulk Cable, Terminations and Misc. Hardware**	$3,048.78
	1	**Coda Custom I/O Plates, Panels and Floor Boxes**	$425.61
	1	**Extron SMB 112** Surface Mount Boxes for US-Gang Products-Two-gang, Black	$128.05
	1	**Middle Atlantic Products D3LK** Drawer, 3 RU, Anodized, w/Lock	$176.59
	1	**Middle Atlantic Products MRK-4436-NVR** 44SP/36D CONFIGURED NVR RACK	$3,152.38
	1	**Middle Atlantic Products PDC-915R-2** 9 Outlet, 2 Controlled, Single 15a Circuit, 2-stage Surge/spike Protected Rackmount Power Distribution W/9' Cord, Black Powdercoat Finish	$155.17

Hardware Total		**$7,086.58**

Audio Devices

* Price Includes Accessories

4	**Biamp Community W2-218**	$2,902.44
	FULL-RANGE 2-WAY 8" BLACK 80 X 60 ALL-WEATHER	

2	**JBL 305PMKII**	$279.82
	Powered 5" Two-Way Studio Monitor	

1	**Listen LA-125**	$44.99
	Antenna Kit for Rack Mount (72 MHz)	

1	**Listen LA-326 RACK MOUNT KIT**	$54.57
	Universal Rack Mount Kit	

1	**Listen Technologies LP-4VP-072-01**	$736.59
	Assitive Listening Value Package	

1	**QSC CX254**	$1,341.46
	4 channels, 170 watts/ch at 8Ω, 250 watts/ch at 4Ω, 450 watts/ch at 2Ω	

1	**QSC Q-SYS Core 110f**	$2,439.02
	Unified Core with 24 local audio I/O channels, 128x128 network I/O channels, dual LAN ports, POTS and VoIP telephony, 16x16 GPIO, 16 next-generation AEC processors, 1RU.	

* Price Includes Accessories

	1	**QSC SL-QUD-110-P**	$121.95
		Q-SYS Core 110 UCI Deployment Software License, Perpetual	
	1	**Shure 522**	$175.61
		Desktop cardioid dynamic microphone	
	1	**Shure SBC200-US**	$213.41
		Dual Docking Charger with Power Supply	
	2	**Shure ULXD2/B58**	$1,073.18
		Handheld Transmitter with BETA 58A® Microphone	
	1	**Shure ULXD4D**	$2,426.83
		Dual Digital Wireless Receiver with internal power supply, 1/2 Wave Antenna and Rack Mounting Hardware	

Audio Devices Total   **$11,809.87**

Video Devices

	1	**QSC I/O USB Bridge**	$1,401.22
		Q-SYS PoE bridging endpoint for AV-to-USB Bridging. Delivers driverless usb 2.0 connection. Includes dual LAN connections.	

* Price Includes Accessories

1	**QSC PTZ-20x60**	$3,658.54

Q-SYS PoE camera for AV-to-USB Bridging 20x Optical Zoom 60° horizontal field of view. For medium to large conference rooms. Includes Lan, 3G-SDI and HDMI; includes a PTZ-WMB1 (Wall Mount Bracket)

Video Devices Total	**$5,059.76**

Control Devices

1	**QSC NS-1108P**	$792.68

10-port network switch preconfigured for Q-SYS Audio, Video and Control with 4x PoE+
ports. With advanced QoS and IGMP to also support AES67 and Dante in same VLAN.

1	**QSC TSC-80tw-G2-BK**	$1,341.46

8.0" Touch Panel with Table Top mounting accessory included.

Control Devices Total	**$2,134.14**

Installation Labor and Professional Services

1	**Coda Labor ENGINEERING/DRAFTING**	$1,200.00

1	**Coda Labor INSTALLATION**	$15,000.00

* Price Includes Accessories

1	**Coda Labor PROGRAMMING**		$1,360.00

1	**Coda Labor PROJECT MANAGEMENT**		$780.00

Installation Labor and Professional Services Total	**$18,340.00**
Baseball Field Total	**$44,430.35**
Project Subtotal:	**$44,430.35**

Miscellaneous Items:

1	**Freight**	$800.00	$800.00
	Miscellaneous Items Total:		**$800.00**

* Price Includes Accessories

Equipment:	$26,090.35
Labor:	$18,340.00
Sales Tax:	$2,531.92
Misc. Items:	$800.00
Grand Total:	**$47,762.27**