

**Audio-Visual System and Services (RFP#: BLR-240001)
Summary of Response to RFP**

Evaluation Criteria:

<p>Directly Related Experience:</p>	<ul style="list-style-type: none"> • US Navy – Naval Nuclear Power Training Command (2017 & 2023): Audio Visual systems, 300 seat auditorium, classrooms, and conference rooms [Goose Creek, SC] • Cobb County Courts Technology Refresh (2020-2021): networked Audio Visual system across 38 courtrooms [Cobb County, GA] • Iowa Homeland Security (2019-2020): LED wall with video switcher [Johnston, IA] • 5th Judicial District Polk County IA (2017-2019): 10 courtrooms and jury deliberation rooms, 2 conference rooms, 1 training room, 1 jury assembly, 1 ADR room, and digital docket systems <p><i>See pp. 21-25 of proposal</i></p>
<p>Price:</p>	<p><u>Total Max Bid:</u> \$1,413,044.00</p> <p><i>See attached Official Proposal Price Sheet, Attachment A on p. 31 of proposal</i></p>
<p>Plan/Schedule:</p>	<p><u>Plan:</u></p> <p><i>See Timeframe p. 20/66 of proposal</i> <i>See also pp. 31-42 of proposal, for additional plan details.</i></p>
<p>Availability:</p>	<p>Example: No Arkansas office, planning to utilize Atlanta team.</p>
<p>Personnel:</p>	<ul style="list-style-type: none"> • John Holland, Regional VP • Johnathon Parker, Branch Director • Luke Johnson, Project Manager • Richard Malott, Project Engineer • Andy Ramsey, Project Programmer • Nick Risner, Service/Field Specialist

CTI (Cont'd)

	<ul style="list-style-type: none">• Andy Simpson, Commissioning Technician• Gregory Simpson, Technician <p><i>See Org. Chart, p. 11/66 of proposal.</i> <i>See detailed personnel information pp. 13-18 of proposal</i></p>
Past Performance:	<ul style="list-style-type: none">• <i>See References, pp. 21-25 of proposal.</i>
Compliance with RFP Requirements:	<i>See Attached Checklist.</i>
Subcontractors:	None listed.

CTI

Name and Title of Reference	Time of Contact	What has been your experience with their support? Were they able to get on-site in a reasonably quick timeframe?	Are you happy with the solution provided? Is there anything you would change?	How long did it take your staff to become proficient in using the solution? Were you pleased with the training provided?	How easy are they to work with, are they flexible and open to change when/if problems arise?	In regards to the project implementation, did they meet all project milestones on time? Were there any impacts to other business operations?	Is there anything that you feel we should know before utilizing them as a solution provider?
David Tyler System Admin, Information Technology Services Cobb County Georgia	Original Email sent: 4/09/2024 4:14pm Response received: 4/10/2024 8:31am	Overall, the support at the Atlanta office has been intermittent. Fortunately, I am a former broadcast/AV engineer, and I can diagnose and repair many issues quickly. CTI has been good the few times that I had an actual emergency, but they tend to take that time with non-emergency items. Items such as minor Crestron or Blamp programming issues can take weeks or months to get a programmer available. We just renewed a three-year service contract with CTI, but I had my reservations about the renewal. I opted to stay with them due to their familiarity with the systems since they designed and build out the project. CTI takes advantage of my expertise and skills in this regard.	Yes, I am happy with their solution. There are very few things that I would change in the design after implementation.	I specifically directed CTI on interface/touch panel design. It took my users less than a month to become proficient. CTI provided extensive training initially, but I have taken over since. CTI provided sufficient training.	CTI has been good and flexible about changes within scope.	No. We had a tight schedule to install 45 rooms & courtrooms. The project was understaffed with sub-contractors. I had two project managers for the project (One Engineering/Design PM & One Administrative PM). One of the PMs (Engineering/Design) left CTI for a better opportunity and was not replaced. The other PM knowledge base in A/V design was not sufficient and relied on the commissioners to fill-in her knowledge gaps. Also, CTI did not provide a CTI project lead for the sub-contractors during the main phase. Since then, I have required a CTI PM or Lead to present with any subs. PM did not like coming onsite. I had to run a lot of interference and perform a lot of project management. Ultimately, I feel that CTI took advantage of my time and skills during this project.	1. Require a PM & Designer to come to site and perform a site survey together. Do not rely on a salesperson and designer for the site survey. 2. Require a PM or project lead to be onsite with subs. 3. Do not be afraid to speak up and loudly about project failures to CTI upper management. 4. Review your touchpanel layout and design with your stakeholders before finalizing.
Jessica Hiatt Associate Principal IP Design Group	Original Email sent: 4/09/2024 4:14pm Follow-up sent: 4/11/2024 12:45pm Response received: 4/11/2024 1:05pm	I am a consultant, so my direct work with them through support has been limited, but in the few times that I have had to coordinate them getting to a client site, they have worked with us and the client to respond in a timely manner and resolve the issues.	They are usually installing systems that were designed by myself or my associates, but anytime that they see deficiencies or ways to improve on something they always reach out and discuss possible alternatives to come up with the best solution for the client.	I don't work directly with the systems they install, but training that I have taken part in is always sufficient and they are good at answering questions. I would recommend that you request that they provide user interface sheets at the project closeout to use as a "cheat sheet" for the systems.	Yes, they have been good to work with when problems arise. Sometimes it takes time to gather the necessary information to respond, but they are always good at keeping everyone up to date as to the progress/process.	I have had a couple projects that they have not met the initial timeline, but they were very good about communicating as soon as any schedule impacts were realized and worked with the client to ensure that it did not impact operations.	They are easy to work with and provide a good end product, depending on which office you are working with, there are some project managers that are better than others at communication and scheduling, but overall a good company to work with and always make sure that the clients are happy with the end product; they are always willing to bring new solutions to the table if they think they will suit the client or help to improve the overall functionality and use of the systems they are installing.
Steven Riley No Title Given, US Naval Nuclear Power Training Command	Original Email sent: 4/09/2024 4:14pm Follow-up sent: 4/11/2024 12:45pm Second Follow-up Email sent: 4/15/2024 2:37pm No Response Received Phone calls: 4/15/2024 2:40 pm Left message requesting a return call in regards to RFP questions 4/16/2024 10:15am - No Reply 4/16/2024 12:48pm No Response, left a message 4/18/2024 11:45am Spoke a representative at the company and they informed me that Steve Riley no longer works at the company and they wouldn't be able to answer any questions regarding the project.						

Questions for CTI

1. In your proposal you mentioned needing 6 weeks from proposal acceptance. Does this mean you need 6 weeks upon approval to then start the project or upon approval you immediately get started and this 6 weeks references weeks 1-6 of the proposed timeline shown on quote? [Week's 1-6 are reserved for the planning phase which means creating drawings, reviewing the design with manufacturers, making site visits to verify cable paths and aid in creating a work-breakdown-structures to determine realistic daily tasking and milestones so that planning efforts and deadlines are achievable. Equipment will be ordered towards the end of this phase. The phase doesn't have to take 6 weeks. And we don't have to wait till the end of it to order equipment. I think we are safe to say that equipment could be ordered after 4 weeks from receiving the PO.](#)
2. As the RFP states, does your submitted quote pricing cover the support of the solution for 3 years? [Referencing page 9 of our proposal, sections Service Agreement and Renewing:](#)

Service Duration: The agreement, as quoted, will start on the agreed date of substantial completion and end 1 year later. Substantial completion is defined as the date in which the owner can begin using the systems and spaces for regular day-to-day operation and all areas are free of debris from the installation. This includes all scrap cabling, empty boxes, and any other remnants of the installation. It is common for there to be "punch list" items (typically related to programming and configuration) remaining at the time of substantial completion.

Renewing the service agreement year by year will incur a 3%-7% increase each year. Multiple years may be purchased at the time of the original installation for the price of year one multiplied by the numbers of years desired.

Year 1 = \$45,444.32

If 2 Years is purchased now, the price is = \$90,888.64

If 3 Years is purchased now, the price is = \$136,332.96

You may purchase as many years as you like.

3. If there is a critical issue with the solution, how quickly can you guarantee to be onsite? [If you call our service phone number, someone will answer 24/7. During business hours, an Engineer can be reached by phone within 1-2 hours. A technician can be onsite within 24 hours. In most cases, someone can be onsite the same day of the request, but this cannot be guaranteed.](#)

One of the differentiators that our service agreement provides, at no additional charge, is a service called Critical Meeting Support. This means that you can request, with at least 5 business days of notice, that a technician be onsite for the duration of your meeting. Typically, a health-check will occur 1-3 days before the meeting to ensure everything is functioning properly. There is no limit to the number of times you can request this service. We highly encourage customers to take advantage of this.

4. Are there any current projects or any known product procurement issues that could potentially delay the start to this project?
 - a. [LEAD TIMES for all equipment except the Televic Multimedia table top units are 4 weeks or less. This should not delay the start of the project. We can optimize the delivery timeline by ordering the table top units as soon as the PO is issued. The table top units are also not part of the rack build and can be connected/configured during the latter part of the installation phase.](#)
 - b. [Televic – Multimedia units have a 10 week lead time – All other equipment from Televic is currently in stock and shipping.](#)
 - c. [Vitec \(TV distro\) – 4 weeks](#)
 - d. [Vizrt \(NewTek\) – products currently in stock and shipping](#)
 - e. [PTZ Optics – products currently in stock and shipping](#)
 - f. [Netgear – products currently in stock and shipping](#)
 - g. [QSC – products currently in stock and shipping](#)
 - h. [Crestron – 4 weeks](#)

- i. Legrand-Middle Atlantic – products currently in stock and shipping
 - j. Legrand-Chief – 4 weeks
 - k. Sharp/NEC – products currently in stock and shipping
5. Does the solution you proposed have the potential for being phased strategically and/or having the existing and new solutions run in parallel? We have been informed that both Committee Rooms will be available to implement from June 24th, 2024 to August 9th, 2024. I think it's possible if the PO is received no later than May 3rd.
 - a. Does this window allow for a complete installation of the new solution and removal of existing? Please explain in detail. Until we have a finalized wiring diagram and have verified cable paths onsite, it's impossible to know. Any existing cable that must be removed to install new (full conduits or other unknown blockages) has the potential to present catastrophic challenges leading to redesigns, change orders for "work-arounds", and other delays.
 - b. If not, could the new solution implementation schedule honor being able to work around our monthly ALC meetings scheduled for these two rooms (a phased approach)? Our monthly ALC meetings take place on the 3rd week of each month and would need the Committee Rooms to be in working, presentable order. Please explain in detail. No way to say yes for sure, but with a good plan, everything going according to plan, and no unforeseen challenges that lead to significant delays, probably.
 - c. If the solution is phased, what is your proposed start and finish timeline for the project, taking this information into account? Please explain in detail. Until we have a work-breakdown-structure, finalized drawings, and all onsite conditions verified, this cannot be accurately answered.
6. The quoted solution was designed based off a closet location to place your equipment for Committee Room A and another dedicated for Committee Room B. If we were able to provide a new location behind the Committee Rooms that would support the equipment for both Committee Rooms in the same closet compared to the use of the existing two closets, please answer the following.
 - a. If we were to utilize the two existing closets as quoted, could you start to implement your new solution while also potentially keeping portions of the existing solution in working order if a phased approach is determined to be necessary to have the Committee Rooms up for an ALC meeting? I don't think so, mostly based on the size of the rack rooms. I like option B better.
 - b. If we were to provide you with a new combined closet location for you to place the new equipment for Committee Rooms A/B, please answer the following.
 - i. Your cabling would now come back to one closet location instead of two. This will not change the lengths of cabling quoted greatly, but how do you see this impacting your quoted solution? No change in price. There are some cable length limitations with the technology, so if those meet spec, this is a fine option.
 - ii. You can combine your quoted equipment into this one space, can you provide what the rough footprint measurements the racks would require? Can you also provide the required power needs of your solution in this closet location, that we will provide? 48" wide by 32" deep by 85" tall with 3' of clearance in front and behind (each). Side clearance is less of an issue but 2' of side clearance would be advisable.
6 x 20A 120VAC circuits for both racks – draw will be less but amplifier ratings impact total possible current draw.
 - iii. Please provide any additional information, questions, or changes that this type of consolidation might present or need to be answered by us. None for now.
 - iv. Note: The existing quote has networking equipment and fiber going from the main MDF to each IDF location. If the Committee Rooms A/B closets are consolidated into one, we would like to still have the networking and fiber dedicated to each rooms equipment, therefore this does not change the network and/or fiber design. This does not introduce a change in architecture, just consolidation into a single closet while still maintaining management of each room within this single closet. Understood.

We are agreeable to setting aggressive deadlines if they are realistic. Being realistic requires that we get about 50% into the planning phase, or 3-4 weeks from receiving the PO so that appropriate project management practices can be followed.

Ideas like the one you present for relocating and combining the rack rooms, is a great suggestion. I think if there's 1 good idea, there's probably 5 good ideas that we haven't thought of yet. We would like to meet in-person and brainstorm with you on how to make this timeline realistic.

7. If you do not have a licensed electrician on your staff, who do you plan to subcontract the high voltage electrical work to for the couple of electrical needs mentioned in the RFP? [Arnold and Blevins](#), [Gigerich](#), and [Nabco](#) are the 3 Electrical Contractors we work with regularly.

From: [Jonathan Parker](#)
To: [Thayer, Jill E.](#)
Cc: [Ryan Holdenried](#); [Richard Malott](#)
Subject: FW: [External] Request for Additional Info -- RFP #BLR-240001
Date: Thursday, April 11, 2024 4:01:50 PM
Attachments: [image001.jpg](#)
[Illegal Immigrant Disc. Cert.pdf](#)
[EO9804 Disclosure Form.pdf](#)
[BLR Bid Questions for CTI - JP-RM Responses.docx](#)

Jill,

See attached and these statements:

Terms and Condition Statement

Vendors shall respond to each numbered paragraph of the RFP, including by written acknowledgment of the requirements and terms contained in paragraphs that require no other response. (e.g. "Section 1.3. Vendor acknowledges and agrees with the requirements set forth in this section.") Failure to provide a response will be interpreted as an affirmative response or agreement to the conditions. Reference to handbooks or other technical materials as part of a response must not constitute the entire response, and Vendor must identify the specific page and paragraph being referenced.

Response: Conference Technologies, Inc. agrees to the terms and conditions listed in RFP Number: BLR-240001. Our initial response did not include a written acknowledgment for this as we followed and interpreted the following sentence as our agreement, "Failure to provide a response will be interpreted as an affirmative response or agreement".

Confidentiality Statement

On pages 44-48 of your proposal, we had a Client List has a "Confidential" water mark across each page

Response: Conference Technologies, Inc. would like to acknowledge that the Confidential watermark on pages 44-48 was an oversight, and should have been removed. The material contained on pages 44-48 is not confidential and approved for public viewing on all submitted versions of the RFP Number: BLR-240001Proposal.

Thank you!



JONATHAN PARKER

Branch Director

Office: [501-404-7807](tel:501-404-7807)

Address: 1419 Westpark Drive, Suite A, Little Rock, AR 72204

Web: CTI.com

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From: Ryan Holdenried <Ryan.Holdenried@cti.com>
Sent: Thursday, April 11, 2024 3:56 PM

To: Jonathan Parker <Jonathan.Parker@cti.com>

Subject: RE: [External] Request for Additional Info -- RFP #BLR-240001

Jonathan,

Attached are the docs requested and below is the statements that need to be included back to her as they cover our response to her email.

Terms and Condition Statement

Vendors shall respond to each numbered paragraph of the RFP, including by written acknowledgment of the requirements and terms contained in paragraphs that require no other response. (e.g. "Section 1.3. Vendor acknowledges and agrees with the requirements set forth in this section.") Failure to provide a response will be interpreted as an affirmative response or agreement to the conditions. Reference to handbooks or other technical materials as part of a response must not constitute the entire response, and Vendor must identify the specific page and paragraph being referenced.

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RYAN HOLDENRIED

Bid Team

Office: [314-356-2582](tel:314-356-2582)

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From: Jonathan Parker <Jonathan.Parker@cti.com>

Sent: Tuesday, April 9, 2024 6:25 AM

To: Richard Malott <Richard.Malott@cti.com>; Nate Lawrence <Nate.Lawrence@cti.com>; Bid Team <BidTeam@cti.com>; Ryan Holdenried <Ryan.Holdenried@cti.com>

Subject: Re: [External] Request for Additional Info -- RFP #BLR-240001

Ryan, we received this back from the BLR bid you helped us with. Are these items something you can help with? The list looks simple enough, but maybe you can advise?

Thank you!
JP

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From: Richard Malott <Richard.Malott@cti.com>
Sent: Tuesday, April 9, 2024 5:48 AM
To: Jonathan Parker <Jonathan.Parker@cti.com>
Subject: Fwd: [External] Request for Additional Info -- RFP #BLR-240001

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From: Thayer, Jill E. <Thayerj@blr.arkansas.gov>
Sent: Monday, April 8, 2024 4:09:37 PM
To: Richard Malott <Richard.Malott@cti.com>
Cc: Garrity, Marty <garritym@blr.arkansas.gov>
Subject: [External] Request for Additional Info -- RFP #BLR-240001

CAUTION: This email originated from outside of the organization. Do not click links or open attachments unless you recognize the sender and know the content is safe.

Richard,

Thank you so much for your proposal in response to RFP #BLR-240001. We are in the process of reviewing the submissions, and noticed a couple of items that are required under the RFP that were not included in your submission. Please submit the following to me:

- Proof of a completed Illegal Immigrant Certification, as submitted to the Arkansas Office of State Procurement at the following link:

<https://www.ark.org/dfa/immigrant/index.php/disclosure/submit/new>

- The completed EO-98-04 Conflicts Disclosure Form (attached); and
- A response to each numbered paragraph of the RFP. Section 1.3 of the RFP reads in part as follows:
 - **Vendors shall respond to each numbered paragraph of the RFP, including by written acknowledgment of the requirements and terms contained in paragraphs that require no other response.** (e.g. "Section 1.3. Vendor acknowledges and agrees with the requirements set forth in this section.") Failure to provide a response will be interpreted as an affirmative response or agreement to the conditions. Reference to handbooks or other technical materials as part of a response must not constitute the entire response, and

Vendor must identify the specific page and paragraph being referenced.

I also noticed that you checked on your proposal signature sheet that you have not and are not submitting a redacted version of your proposal; however, on pages 44-48 of your proposal, your Client List has a "Confidential" water mark across each page. All items in the proposal will be made public, since they will be submitted to a legislative committee for consideration in a public meeting. If you are wanting your client list to remain confidential, you will need to provide me with an electronic redacted version of your proposal, as well as 15 redacted hard copies.

Please let me know if you have any questions. Thank you!

Jill.

Jillian E. Thayer

BLR Chief Legal Counsel

Bureau of Legislative Research

State Capitol, Rm. 315

Little Rock, Arkansas 72201

Phone: (501) 683-0720

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thayerj@blr.arkansas.gov

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CTI

Committee Room A	Committee Room B	Conference Room A	Conference Room B	Control room A	Control room B	Lobby/Members/ 4th flr	Networking	Additional Requirements
Zoom/teams Compatibility	Zoom/teams Compatibility	Wall mounted touch/interactive display of at least 65" for conferencing. (NOT A TOUCH/INTERACTIVE DISPLAY)	Wall mounted touch/interactive display of at least 75" for conferencing. (NOT A TOUCH/INTERACTIVE DISPLAY)	Tricaster 2 Elite Production System	Tricaster 1 Pro Production System	4 displays (2 for A, 2 for B)	Vendor to Provide at least 10GB single-mode fiber backbone between any distributed AV network equipemtn located in separate network closets	Documentation on all installed equipment and solutions
Ability to Zone audio for members and audience	Ability to Zone audio for members and audience	Wall mounted, all in one, touch/interactive display with Zoom/Teams conferencing abilities, as well as the ability to switch between meeting feeds from Committee Rooms A and B	Smart panel functionality, with the ability to interact and control the conferencing technologies in the room. Smart panel also needs the ability to work with both Zoom and Teams.	Tricaster Flex Dual Control Panel/ (2Stripe Control Panel)	Tricaster Flex Control Panel	Ceiling mounted Speakers for lobby	Vendor shall utilize single-mode fiber to any location and/or equipment that requires and/or is recommended for proposed audio/video solution with spare fiber pairs for future use.	Wiring schematics/drawings of installed solutions
Ability to control each zone Independently	Ability to control each zone Independently	Audio speakers to be installed to provide sound from room inputs and video conferencing participants, can be sound bar style.	Audio speakers to be installed to provide sound from room inputs and video conferencing participants.	Two (2), 4K 50-inch Multiview Monitors in Control Room	Two (2), 4K 50-inch Multiview Monitors in Control Room	Room selection for displays and volume controls for front lobby area zones shall be located behind the receptionist desk.	Vendor shall provide Cat6 copper cabling where required for proposed audio/video solution equipment.	Training for BLR Staff on new equipment, settings, troubleshooting;
Ability to take input from outside source for room playback	Ability to take input from outside source for room playback	HDMI and USB-C connectivity with the ability to switch between inputs for AV in each room.	HDMI and USB-C connectivity with the ability to switch between inputs for AV in each room.	Live Call Connect for Zoom/Teams video conferencing capabilities	Live Call Connect for Zoom/Teams video conferencing capabilities	Ceiling mounted Speakers for Member/staff hallway with controls	Vendor shall terminate, label, and test all fiber pairs in fiber enclosures/LIU's, rack mounted in network closets and/or wall mounted if fiber is located outside of a network closet location.	Services of a licensed electrician on the Successful Vendor's staff or a subcontractor, with same day support;
Ceiling mounted displays	Ceiling mounted displays	At room conference table, install 110 power/AV connection box and components.	At room conference table, replace 110 power/AV connection box and components.	Queue management/monitoring in Control Room	Queue management/monitoring in Control Room	Ceiling mounted Speakers for Meeting rooms with controls	Vendor shall provide the appropriate fiber jumpers as required for the proposed audio/video solution.	Support for installed equipment (response time SLA, onsite, NBD replacement);
Updated Displays for viewing presentation/video call participants	Updated Displays for viewing presentation/video call participants	Video camera capable of picking up all participants in the room with active participant/auto tracking capabilities.	Video camera capable of picking up all participants in the room with active participant/auto tracking capabilities.	Expandable storage solution for stream archive purposes		Ceiling mounted Speakers for Conference rooms with controls	Vendor shall terminate, label, and test all Cat6 cabling that is installed for proposed audio/video solution onto rack mounted patch panels in network closets and face plates in the field locations.	Detail on how quickly support can be on site to access the problem and provide a solution.
HDMI and/or USB C Connection at witness desk	HDMI and/or USB C Connection at witness desk	Microphone solution capable of easily picking up all participants in the room.	Microphone solution capable of easily picking up all participants in the room.	Touch monitor for Live Panel with macros for fast switching	Touch monitor for Live Panel with macros for fast switching	Ceiling mounted Speakers for Member Lounge with controls	Vendor shall provide BLR with structured cabling schematic of audio/video solution after installation.	Demo existing equipment
HDMI and/or USB C Connection at Chairperson's desk	HDMI and/or USB C Connection at Chairperson's desk	Possible Wireless Solution due to size	Verification of power and data needs at conference room table.	27in monitor for control interface	27in monitor for control interface	Wall Mounted displays in Member lounge w/ Controls	Vendor shall provide all required Cat6 patch cables where needed.	
HDMI and/or USB C Connection at Support Staff desk	HDMI and/or USB C Connection at Support Staff desk			Audio monitors	Audio monitors	Wall Mounted displays in ALC Chair's office w/ Controls	Vendor shall provide all required audio and video cabling	
Overhead Speaker Replacement	Overhead Speaker Replacement			headphones	headphones	4th floor office connectivity for 63 offices to view A&B meetings w/room selction	Vendor to provide all L2 and L3 network equipment required to interconnect proposed audio/video solution. Vendor will work with BLR Information Systems Network Team on addressing schemes and other network related configurations.	
Updated Telecoil system	Updated Telecoil system						Vendor to provide all fiber transceivers required for proposed audio/video solution.	
Network connected Audio Recorder for committee analysts	Network connected Audio Recorder for committee analysts						Vendor to provide all required audio/video equipment to control rooms, audio volume, inputs/outputs, zones, and any additional equipment for solution.	
Queue management/ monitoring from chair's desk	Queue management/ monitoring from chair's desk							
Queue management/ monitoring from Analyst's desk	Queue management/ monitoring from Analyst's desk							
at least 22" gooseneck microphone at witness table	at least 22" gooseneck microphone at witness table							
Replace 110 power/AV connection box and components	Replace 110 power/AV connection box and components							
94 Request to talk Mic Room Mic	33 Request to talk Mic Room Mic							
Ten 4K PTZ Cameras with full NDI Connectivity	Eight 4K PTZ Cameras with full NDI Connectivity							

**STATE OF ARKANSAS
BUREAU OF LEGISLATIVE RESEARCH
RFP NUMBER: BLR-240001**

**PREPARED FOR:
BUREAU OF LEGISLATIVE RESEARCH**

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PREPARED BY:

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MARCH 25, 2024



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PROFILE AT A GLANCE

Corporate Name:	Conference Technologies, Inc.®
D.B.A.	CTI
Date of Establishment:	October 11, 1988
Type of Organization:	Privately Held Corporation (S-Corp)
Headquarter Address:	11653 Adie Road, Maryland Heights, MO 63043
Website:	www.CTI.com
Locations:	34 offices in 22 states
Number of Employees:	875+ full and part-time
Armed Forces Veterans:	47+
Founder(s):	Jane & Dennis Woodhouse (1988-2011)
Owner(s):	Mary Laughlin (51%) / John Laughlin (49%) (2011-Present)
Industry:	Audiovisual/Technology/Telecommunications/B2B
NAICS	334290
CSI:	Division 27 (10,11,13,15,40,41,42,51) — Communications Division 28 — Electronic Safety and Security
Contracts Vehicles Approved:	GSA (GS-03F-0124Y)/NAICS

2023 Largest Contract \$1,627,395

Completed more than 3,150 projects in 2023.

Average Contract for 2023 \$53,048

Completed more than 11,000 Projects Worldwide

St. Louis Office had the most projects in 2023

Completed projects in over 25 different countries.

CTI added over 1,189 New Clients in 2023

Supporting more than 1,750 Service Contracts

2023 Box Sales more than \$80,000,000

58% of Fortune 100 Companies are our clients.

2023 End of year projects in progress 1391 (WIP)

43% of Fortune 500 Companies are our clients.

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SECTION 1: RFP RESPONSE



State of Arkansas Bureau of Legislative Research

Marty Garrity, Director
Kevin Anderson, Assistant Director for Fiscal Services
Matthew Miller, Assistant Director for Legal Services
Jessica Whittaker, Assistant Director for Research Services
Eric Sanders, Assistant Director for Information Technology Services

REQUEST FOR PROPOSAL

RFP Number: BLR-240001	
Commodity: Audio-Visual System and Services	Proposal Opening Date: March 26, 2024
Date: February 20, 2024	Proposal Opening Time: 4:00 P.M. CST

PROPOSALS SHALL BE SUBMITTED IN HARD COPY AND ELECTRONIC FORMAT AND WILL BE ACCEPTED UNTIL THE TIME AND DATE SPECIFIED ABOVE. THE PROPOSAL ENVELOPE MUST BE SEALED AND SHOULD BE PROPERLY MARKED WITH THE PROPOSAL NUMBER, DATE AND HOUR OF PROPOSAL OPENING, AND VENDOR'S RETURN ADDRESS. THE ELECTRONIC SUBMISSIONS SHOULD BE CLEARLY MARKED AS A PROPOSAL IN RESPONSE TO RFP NO. BLR-240001. IT IS NOT NECESSARY TO RETURN "NO BIDS" TO THE BUREAU OF LEGISLATIVE RESEARCH.

Vendors are responsible for delivery of their proposal documents to the Bureau of Legislative Research prior to the scheduled time for opening of the particular proposal. When appropriate, Vendors should consult with delivery providers to determine whether the proposal documents will be delivered to the Bureau of Legislative Research office street address prior to the scheduled time for proposal opening. Delivery providers, USPS, UPS, FedEx, and DHL, deliver mail to our street address, 500 Woodlane Street, State Capitol Building, Room 315, Little Rock, Arkansas 72201, on a schedule determined by each individual provider. These providers will deliver to our offices based solely on our street address.

MAILING ADDRESS: 500 Woodlane Street State Capitol Building, Room 315 Little Rock, Arkansas 72201 E-MAIL: thayerj@blr.arkansas.gov TELEPHONE: (501) 683-0720	PROPOSAL OPENING LOCATION: Bureau of Legislative Research Director's Office State Capitol Building, Room 315
---	--

Company Name: Conference Technologies, Inc. d.b.a. CTI

Name (type or print): Jonathan Parker

Title: Branch Director

Address: 1419 Westpark Drive Suite A Little Rock, AR 72204

Telephone Number: (501) 375-2800

Fax Number: (855) 329-2844

E-Mail Address: jonathan.parker@cti.com

Identification:	
43-1501713	
Federal Employer ID Number	Social Security Number

**FAILURE TO PROVIDE TAXPAYER IDENTIFICATION NUMBER MAY
RESULT IN PROPOSAL REJECTION**

Business Designation (check one):	Individual []	Sole Proprietorship []	Public Service Corp []
	Partnership []	Corporation <input checked="" type="checkbox"/>	Government/ Nonprofit []

GENERAL DESCRIPTION:	Audio-Visual System and Services
TYPE OF CONTRACT:	Term

MINORITY BUSINESS POLICY

Participation by minority businesses is encouraged in procurements by state agencies, and although it is not required, the Bureau of Legislative Research ("BLR") supports that policy. "Minority" is defined at Arkansas Code Annotated § 15-4-303 as "a lawful permanent resident of this state who is: (A) African American; (B) Hispanic American; (C) American Indian; (D) Asian American; (E) Pacific Islander American; or (F) A service-disabled veteran as designated by the United States Department of Veteran Affairs". "Minority business enterprise" is defined at Arkansas Code Annotated § 15-4-303 as "a business that is at least fifty-one percent (51%) owned by one (1) or more minority persons". The Arkansas Economic Development Commission conducts a certification process for minority businesses. Vendors unable to include minority-owned businesses as subcontractors may explain the circumstances preventing minority inclusion.

EQUAL EMPLOYMENT OPPORTUNITY POLICY

The Vendor shall submit a copy of the Vendor's Equal Opportunity Policy. EO Policies shall be submitted in hard copy and electronic format to the Bureau of Legislative Research accompanying the solicitation response. The Bureau of Legislative Research will maintain a file of all Vendor EO policies submitted in response to this solicitation. The submission is a one-time requirement, but Vendors are responsible for providing updates or changes to their respective policies.

EMPLOYMENT OF ILLEGAL IMMIGRANTS

The Vendor shall certify prior to award of the contract that it does not employ or contract with any illegal immigrants in its contract with the Bureau of Legislative Research. Vendors shall certify on the Proposal Signature Page and online at <https://www.ark.org/dfa/immigrant/index.php/disclosure/submit/new>. Any subcontractors used by the Vendor at the time of the Vendor's certification shall also certify that they do not employ or contract with any illegal immigrant. Certification by the subcontractors shall be submitted within thirty (30) days after contract execution.

RESTRICTION OF BOYCOTT OF ISRAEL

Pursuant to Arkansas Code § 25-1-503, a public entity shall not enter into a contract with a company unless the contract includes a written certification that the person or company is not currently engaged in, and agrees for the duration of the contract not to engage in, a boycott of Israel. This prohibition does not apply to a company which offers to provide the goods or services for at least twenty percent (20%) less than the lowest certifying business.

By checking the designated box on the Proposal Signature Page, the Vendor agrees and certifies that they do not, and will not for the duration of the contract, boycott Israel.

VENDOR PROFILE

Business Name: Conference Technologies, Inc. d.b.a CTI
 Business Address: 11653 Adie Rd. Maryland Heights, MO 63043
 Alternate Business Address: 1419 Westpark Drive Suite A Little Rock, AR 72204
 Primary Contact Name: Jonathan Parker
 Title: Branch Director
 Telephone: (501) 375-2800
 E-mail Address: jonathan.parker@cti.com

How many years this company has been in this type of business;

Response:

CTI has been in business since Oct. 11, 1988; more than 35 years.

Proof that the Vendor is qualified to do business in the State of Arkansas;

Response:

CTI's sales tax number for the State of Arkansas is 267225-76-001

A disclosure of the Vendor's name and address and, as applicable, the names and addresses of the following: If the Vendor is a corporation, the officers, directors, and each stockholder of more than a ten percent (10%) interest in the corporation. However, in the case of owners of equity securities of a publicly traded corporation, only the names and addresses of those known to the corporation to own beneficially five percent (5%) or more of the securities need be disclosed; if the Vendor is a trust, the trustee and all persons entitled to receive income or benefits from the trust; if the Vendor is an association, the members, officers, and directors; and if the Vendor is a partnership or joint venture, all of the general partners, limited partners, or joint venturers;

Response:

51% Mary Laughlin 11653 Adie Rd. Maryland Heights, MO 63043
 49% John Laughlin 11653 Adie Rd. Maryland Heights, MO 63043

A disclosure of all the states and jurisdictions in which the Vendor does business and the nature of the business for each state or jurisdiction;

Response:

CTI does business in all 50 states. CTI has 34 offices and more than 875 employees nationwide.

A disclosure of all the states and jurisdictions in which the Vendor has contracts to supply the type of services requested under this RFP and the nature of the goods or services involved for each state or jurisdiction;

Response:

Currently CTI has similar contracts in at least 22 states where we have offices locates. In addition, at time of this submission we also have contracts in 4 additional states (MS, AL, FL, NY)

A disclosure of the details of any finding or plea, conviction, or adjudication of guilt in a state or federal court of the Vendor for any felony or any other criminal offense other than a traffic violation committed by the persons identified as management, supervisory, or key personnel;

Response:

-None-

A disclosure of the details of any bankruptcy, insolvency, reorganization, or corporate or individual purchase or takeover of another corporation, including without limitation bonded indebtedness, and any pending litigation of the Vendor;

Response:

-None-

A disclosure of any conflicts of interest on the part of the Vendor or its personnel that will be working on this project.

Response:

-None-

Additional disclosures and information that the Subcommittee may determine to be appropriate for the procurement involved.

Response:

-None-

GENERAL INFORMATION

CTi has provided additional information about our company in this response packet. This information begins in [Section 2: Company Overview](#) and give a thorough overview of who we are as well a brief financial information etc.

DISCLOSURE OF LITIGATION

At time of this submission CTi does not have any civil or criminal litigation or indictments involving any of its joint ventures, strategic partners, prime contractor team members, and subcontractors.

EXECUTIVE SUMMARY

Good Faith Collaboration: In our approach to delivering a turn-key design and proposal for the audio-visual system, we emphasize the importance of fostering good faith collaboration with the owner. While our comprehensive solution provides a complete framework for the project, we recognize the value of the owner's input and expertise. Specifically, we welcome collaboration on aspects such as selecting manufacturers for equipment and refining the user interface design. By working together in this manner, we aim to ensure that the final system not only meets but exceeds the owner's expectations, resulting in a solution that is tailored precisely to your needs and preferences.

Executive Summary: Our proposal outlines a comprehensive upgrade for the Bureau of Legislative Research's audio-visual infrastructure. This initiative aims to significantly enhance the Bureau's communication, collaboration, and information dissemination capabilities. The proposed system encompasses various components:

Audio System: We recommend the implementation of the QSC Q-Sys Ecosystem. This includes an overarching audio and control processor, integrated amplifiers, recessed ceiling speakers, and gooseneck microphones, ensuring high-quality sound reproduction and seamless control over audio elements.

Video System: Our proposal includes the integration of high-definition displays, HDMI inputs, and an IPTV Video and Digital Signage over IP system with a robust Content Management system. This setup promises unparalleled visual clarity and flexibility in content distribution and management.

Control System: A central aspect of our proposal is the deployment of custom-programmed 10" user interfaces, providing intuitive control over the entire AV ecosystem. These user-friendly interfaces ensure ease of operation and maximize user experience across various functions.

Broadcast System: The heart of our broadcasting solution lies in the NewTek TriCaster TC1 and TC2, each supplemented by 2STRIPE Control Interfaces. An NDI ecosystem complements this setup, integrating PTZ Cameras and external video compatibility. Features like recording, streaming, graphics overlay, and remote participant integration are a few of the features included in this system which will significantly enhance broadcasting capabilities.

Chamber Conferencing System: Our proposal includes a state-of-the-art multimedia conference system, offering individual screens and speakers for every non-witness seat in the chambers. Touchscreen interfaces enable intuitive document-sharing and hybrid meeting applications, facilitating the next era in the conferencing experience.

Conference Rooms: Conference Rooms A and B will receive completely new AV systems with video conferencing. This includes 65" Displays, a touchscreen user interface, and HDMI connections for displays and sharing content.

Chamber Monitoring: Non-chamber areas will have simplified single-gang wall plate controllers to select between Chamber A or Chamber B and control the volume.

AV Network: To ensure robust connectivity and future expansion, our proposal features a sophisticated AV network comprising a core switch with a 20-gig backbone extending to edge switches across three IDF locations. This infrastructure forms the backbone of the entire AV ecosystem, facilitating seamless integration and communication between various components.

Service Agreement: This agreement serves as a framework to ensure both parties understand their respective rights, responsibilities, and obligations throughout the duration of the service engagement.

Scope of Services: All labor and equipment installed by CTi are guaranteed free of defect for the duration of the Service Agreement. Disposable items, such as batteries, are not covered. On-demand and routine health checks, additional training, bug fixes, minor programming changes, and critical meeting support (requires 10 business days of notice) are all included in the service agreement.

Service Duration: The agreement, as quoted, will start on the agreed date of substantial completion and end 1 year later. Substantial completion is defined as the date in which the owner can begin using the systems and spaces for regular day-to-day operation and all areas are free of debris from the installation. This includes all scrap cabling, empty boxes, and any other remnants of the installation. It is common for there to be “punch list” items (typically related to programming and configuration) remaining at the time of substantial completion.

Renewing the service agreement year by year will incur a 3%-7% increase each year. Multiple years may be purchased at the time of the original installation for the price of year one multiplied by the numbers of years desired.

Areas Included:

1. Chamber A
 - Full AV System
2. Chamber A IDF
 - Equipment Rack
3. Chamber B
 - Full AV System
4. Chamber B IDF
 - Equipment Rack
5. Control Room
 - Broadcast and Control Equipment
6. Conference Room A
 - Full AV System with Video Conferencing
7. Chamber Monitoring
 - Conference Room B
8. Full AV System with Video Conferencing
 - Chamber Monitoring
9. Break Room
 - Display
10. Chamber Monitoring
 - Coffee Sign-In
11. Chamber Monitoring
 - Men's Restroom
12. Chamber Monitoring
 - Back Hallway A
13. Chamber Monitoring
 - Back Hallway B
14. Chamber Monitoring
 - Lobby
15. Displays
 - Chamber Monitoring
16. Future Full AV Conference Room Infrastructure for 2+ Conference Rooms
 - Lobby Desk
17. Control Interface for Lobby
 - Video Input

VENDOR'S QUALIFICATIONS

PROFESSIONAL HISTORY

A brief professional history, including the number of years of experience in providing the services required under this RFP or related experience and any professional affiliations and trade affiliations.

Response:

CTI, the largest privately held AV integration and events provider in the United States, provides audiovisual, IT, and UCC solutions, including engineering, design, installation and integration, maintenance, and service. Headquartered in St. Louis, Missouri, CTI serves customers in the US from 34 locations nationwide and worldwide through the PSNI Global Alliance. CTI has served clients in the corporate, education, higher-ed, healthcare, house of worship, government, sports, and broadcast markets since 1988 (35+ years). From a single room to the largest Fortune 100 companies, the team at CTI has the experience and expertise you need for a successful event or integration. CTI is part of several industry affiliations such as Avixa, NSCA, PSNI, IFMA and several more.

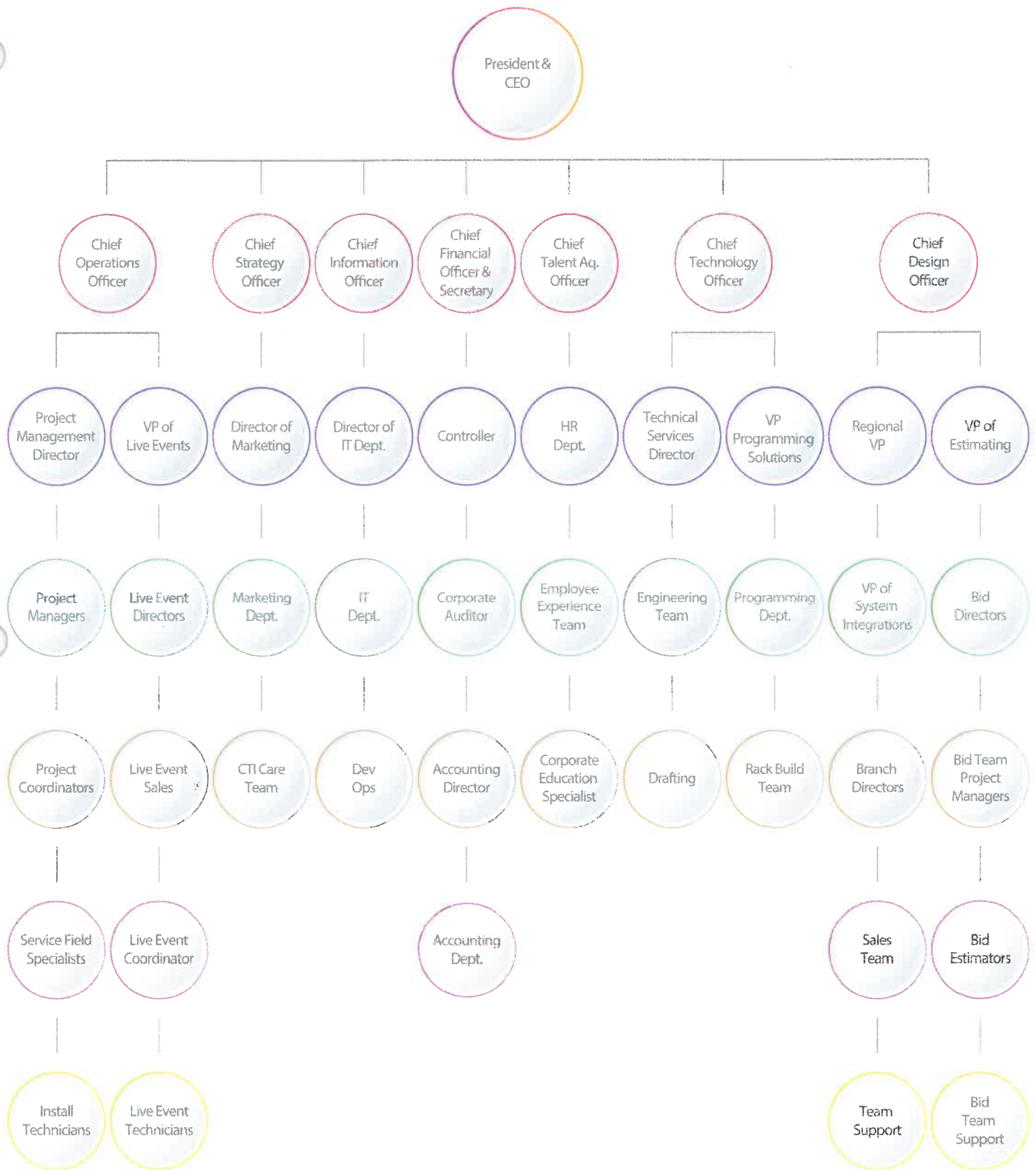
CURRENT ACCOUNTS

A listing of current accounts and the longevity of those accounts.

Response:

With 34 offices nationwide CTI has thousands of active accounts each year and cannot possibly list all current accounts in this document. However, in a good faith effort we have listed several of our major accounts below. The longevity of our accounts typically runs from 8 months to 1 year during a project cycle, however CTI has a vast list of repeat clients some of which have been clients for more than 20 years.

- 16th Judicial Circuit Court Kane County
- American Royal
- Baptist Health Sciences University
- Baylor University
- Central Hudson
- Cheniere Energy, Inc.
- Chicago White Sox
- Corewell Health
- Dominion Energy
- Edward Jones
- Illinois State University
- Iowa Judicial Branch
- Michigan State University
- Powers Management
- Purdue University
- Rocket Ball, Ltd. d/b/a Houston Rockets
- San Bernardino County
- SEPTA - Headquarters
- University of Michigan
- University of Southern California- Athletics
- US District Court ND Chicago, IL
- Waukesha County Circuit Court
- Whiting-Turner
- Wisconsin Center District
- Xcel Energy

ORGANIZATIONAL CHART


PRELIMINARY PROJECT TEAM

Regional Vice President
John Holland

Branch Director
Jonathon Parker

Design Consultant
Jonathon Parker

Project Manager
Luke Johnson

Project Engineer
Richard Malott

Project Programmer
Andy Ramsey

Project Support Teams

Service/Field
Specialist
Nick Risner

Commissioning
Technician
Andy Simpson

Purchasing/
Accounting

CTI Care Team

Technician
Greggory Simpson

PROJECT TEAM RESUMES
LUKE JOHNSON
PROJECT MANAGER


audia. TESIRA

biamp
VoIP


Luke has been with CTI since 2023. As a project manager he plans, organizes, directs, and controls project activities required to ensure the effective execution of audiovisual, communications and electronic systems installation, integration, and service projects. Supervises union and non-union installation labor and subcontractors. Luke is responsible for project management in our Little Rock office but is also utilized as an additional team resource for nationwide projects.


CONTACT INFORMATION

Office: Little Rock
 Address: 1419 Westpark Drive Suite A
 Little Rock, AR 72204

Phone: (501) 340-0957
 Email: luke.johnson@cti.com


AV EXPERIENCE

12+ years
 CTI Member since 2023


EDUCATION

N/A


CERTIFICATIONS

Audinate Dante Level 1
 Audinate Dante Level 2
 Audinate Dante Level 3
 Audinate - Dante Domain Manager
 Avixa CTS
 Avixa CTS-I
 Biamp Audia
 Biamp Tesira
 Biamp VoIP
 Crestron DMC-D-4K
 Crestron - CTI-P101
 QSC Q-SYS
 SynAudCon


PROJECT EXPERIENCE

Arkansas Blue Cross and Blue Shield
 Cancer Institute
 Emergency Operations Center
 Grand Praire Performing Arts Center
 Hempstead Hall Performing Arts Center
 Hot Springs Village - Fountain Lake School
 Jack T Stephens
 Jones Eye Institute
 Little Rock Convention Center
 Simmons

RICHARD MALOTT

ENGINEER



Richard has been with CTI since 2022. As an av engineer he plays a central role in designing a solution that fits the budget and technical requirements to building, testing, and operating the installation on site. Richard is responsible for engineering in our Little Rock office but is also utilized as an additional team resource for nationwide projects.



CONTACT INFORMATION

Office: Little Rock
 Address: 1419 Westpark Drive Suite A
 Little Rock, AR 72204

Phone: (501) 232-8921
 Email: richard.malott@cti.com



AV EXPERIENCE

35+ years
 CTI Member since 2022



EDUCATION

McClellan High School, Little Rock, AR - 1984
 UA Little Rock, 1992 - Electrical and Computer Engineering



CERTIFICATIONS

Audinate Dante Level 1	Crestron DMC-E
Audinate Dante Level 2	Crestron DMC-T
Audinate Dante Level 3	Crestron DM-NVX-N
Avixa CTS	Crestron Fusion
Avixa CTS-D	Crestron CTI-IVC-D
Avixa CTS-I	Extron EAVA
Biamp Audia	Extron ECS
Biamp Tesira	QSC Q-SYS Control 101
Biamp VoIP	QSC Q-SYS Level 1
Crestron CCP	QSC Q-SYS Video 101
Crestron DMC-D	



PROJECT EXPERIENCE

Arkansas Blue Cross and Blue Shield
 Grand Prairie Performing Arts Center
 Hempstead Hall Performing Arts Center
 Simmons Bank Executive Boardroom
 Southwest Power Pool
 Southwestern Energy
 The Stephen Group
 University of Arkansas for Medical Sciences

ANDY RAMSEY
PROGRAMMER


Andy joined CTI in 2023. He brings over 20 years of audiovisual programming experience to CTI. Andy is responsible for AV programming projects nationwide as a corporate resource.


CONTACT INFORMATION

Office: Corporate
 Address: 11653 Adie Rd.
 Maryland Heights, MO 63043

Phone: (919) 205-4894
 Email: andrew.ramsey@cti.com


AV EXPERIENCE

37+ years
 CTI Member since 2023


EDUCATION

N/A


CERTIFICATIONS

Audinate Dante Level 1	Crestron NVX Designer
Audinate Dante Level 2	Crestron NVX-N
Audinate Dante Level 3	Extron EAP
Biamp TesiraForte	Extron ECP
Biamp TesiraLux	Extron ProDSP
Biamp Tesira Server I/O	Extron XTPT
Biamp Tesira Vocia	OSHA 10
Biamp VoIP Level 1	QSC Q-SYS Control 101
Crestron CCP	QSC Q-SYS Control 201
Crestron DMC-D-4K	QSC Q-SYS Level 1
Crestron DMC-E-4K	QSC Q-SYS Level 2
Crestron DMC-T-4K	Top Secret/Sensitive Compartmented Information Clearance (TS/SCI)
Crestron Fusion	


PROJECT EXPERIENCE

Atticus HQ	Intuitive Surgical Inc.
Avalara	NC Medical Board
Avaya	NC Treasury Dept.
Bandwidth HQ	NCSU Hill Library
Blackboard, Headquarters	NCSU McKimmon Center
Burt's Bees/Clorox	NetApp RTP
Carolina Arbors	PENDO HQ
Catawba County Justice Center	Shearon Harris Nuclear Plant, Duke Energy
Dare County Commission	UNC-P
Durham Technical and Community College	USMC MARSOC Training Center
ECU	Victra HQ
IALR	

ANDY SIMPSON
PROGRAMMER



Andy joined CTi in 2008. He brings over 20 years of audiovisual programming experience to CTi. Andy is responsible for AV programming projects nationwide as a corporate resource. Andy also had 5 years rental & staging experience doing large scale corporate banquets and events plus 3 years working in home automation and AV integration.



CONTACT INFORMATION

Office: Corporate
Address: 11653 Adie Rd.
Maryland Heights, MO 63043

Phone: (314) 993-1400
Email: andy.simpson@cti.com



AV EXPERIENCE

21+ years
CTi Member since 2008



EDUCATION

University of Memphis
Communications



CERTIFICATIONS

Audinate Dante Level 1	Crestron CTi-Fusion-P
Audinate Dante Level 2	Extron EAP
Audinate Dante Level 3	Extron ECS
Avixa CTS	Harman HCCP-P
Biamp Tesira	OSHA 10
Biamp TesiraForte	QSC Q-SYS Control 101
Biamp TesiraLux	QSC Q-SYS Level 2
Biamp Tesira Vocia	QSC Q-SYS Quantum Level 1
Crestron CCP	QSC Q-SYS Video 101



PROJECT EXPERIENCE

Amsted Rail	MasterCard	Stifel
Boeing	Milwaukee Tools	United States Air Force
Bunge North America	Monsanto	University of Memphis
Citigroup	Nestle Purina	US Bankruptcy Court – W. Dist. of TN
City of Memphis – City Hall	Nevada Supreme Court	US District Court – Jackson, TN
eBay	PayPal	US District Court – Omaha, NE
Federal Reserve Bank of STL	Peabody Energy	US District Court – S. Dist. of MS
Hilton Worldwide	Pfizer	US District Court – Tucson
Kansas City UMB – Joplin	Q2E Banking	Washington University
Kiewitt	Raymond James	Wells Fargo
Lewis Rice	Smith and Nephew	World Wide Technology
LinkedIn		

NICK RISNER
SERVICE/FIELD SPECIALIST



Nick has been with CTI since 2023. As a field specialist Nick handles various aspects to ensure that all equipment operates smoothly and manage systems relating to the audio-visual tech requirements of a project. Nick's job responsibilities are primarily performed for our Little Rock office but may be utilized as an additional team resource for nationwide projects.



CONTACT INFORMATION

Office: Little Rock
Address: 1419 Westpark Drive Suite A
Little Rock, AR 72204

Phone: (501) 621-8357
Email: nick.risner@cti.com



AV EXPERIENCE

21+ years
CTI Member since 2023



EDUCATION

Bellevue University
Arkansas General Contractors (Electrical Apprenticeship)



CERTIFICATIONS

BICSI Technician
Extron EAVA
OSHA 10



PROJECT EXPERIENCE

1st Marine Expeditionary Force HQ
Microsoft
Welspun Inc.
United States Strategic Command HQ
University of Arkansas for Medical

GREGGORY SIMPSON
SERVICE & INSTALLATION TECHNICIAN

Greggory joined CTI in 2019 He brings over 19 years of audiovisual experience to CTI, particularly service and installation. Greggory is responsible for installing equipment per the engineered design for projects in Little Rock but is also utilized as an additional team resource for nationwide projects.



CONTACT INFORMATION

Office: Little Rock
 Address: 1419 Westpark Drive Suite A
 Little Rock, AR 72204

Phone: (501) 375-2800
 Email: greggory.simpson@cti.com



AV EXPERIENCE

20+ years
 CTI Member since 2019



EDUCATION

Pulaski Technical Institute, North Little Rock, AR
 Information Technology



CERTIFICATIONS

Manufacturer Training



PROJECT EXPERIENCE

Abermearl Hospital
 Arkansas Education Association
 Baptist Hospital
 Children's Hospitals
 Marshall Tucker Bank
 Pine Bluff Arsenal Hospital
 St. Vincent's Hospital

PLAN

A detailed description of the plan for assisting the BLR in meeting its goals and objectives, including how the requirements will be met and what assurances of efficiency and success the proposed approach will provide.



CTI has developed a proven four-step process called EDGE designed to streamline audiovisual projects.

Engage

The highly trained staff will conduct a comprehensive consultation to discover any specific needs. We work within any budget to bring full alignment and viability to ensure complete success.

Design

By synergizing the efforts between consultants and the client, CTI can tailor a unique AV solution that matches all requirements and exceeds expectations. Accountability will be enforced through the executive summary, a projected timeline, and designated responsibilities.

Game Plan

All clients will receive detailed drawings that outline exactly how a customized AV system will integrate into their facility. CTI will provide a thorough labor plan to meet all financial expectations and engineer a solution that works.

Execute

Every CTI project is overseen by a project manager who leverages commissions, user training, and real-time communications to meet timelines. Companies will get the latest technology in audio and visual with full training, so anyone on the team can successfully operate the advanced tech system.



CTI employs a team of highly experienced, industry certified project managers. For this project, CTI will assign a design consultant (POC), engineer, and a Project Manager to oversee the successful delivery of the AV solution. Utilizing industry standard Project Management practices, and working in concert with relevant stakeholders, our team will ensure that all tasks related to the project are completed on time and within scope of the stated project objectives.

The Project Manager will manage the day-to-day activities of the installation team and will work closely with stakeholders from the design consulting firm and general contractor to ensure fluent communication of dependent activities and timely completion of all tasks. The Project Manager will also direct all procurements related to the project as well as all rack integration and pre-installation activities. The Project Manager will maintain oversight of all project milestones and will ensure satisfactory completion of all project deliverables.

Engineering

The Project Design Engineer develops the overall design scope, is responsible for ensuring the integrity of all architectural and signal flow drawings and will provide Tier III support and guidance to all other engineers during the entire project. Prior to deployment for commissioning activities, the Design Engineer will meet with the PM, and Field team to review the overall design intent and functionality of the system and discuss any potential issues or difficulties that may arise during commissioning activities. This will ensure both a smooth handoff to the Field team and that all commissioning deliverables are fully understood prior to deployment.

Once the installation of the technology has progressed to the point that we may efficiently commission the systems, the team of Field team will deploy to site to complete these activities. This may happen in concert with technology installation activities should the project schedule accommodate. CTI will assign supplemental resources that will remain on standby for deployment should the needs of the project dictate.

Integration

CTI will use its own integration technicians to build the racks to the known industry standards. The racks will be quality checked at mandatory points during build, commissioning, and testing. A rack cannot leave the shop without the approval of the Integration Manager. Approved racks will be easily identified and isolated from racks that are in non-conformance. CTI have a fully fitted out, dedicated, and maintained space solely for Integration and Engineering within its integrat workshop in St Louis. This space will be used for the shop staging, pre-engineering, and off-site commissioning tasks. Once complete all racks and equipment will be sent to the local CTI office. This would be the ideal staging point for client/consultant led rack inspections and QA.

Installation

CTI will assign an onsite Site Supervisor for the duration of all installation activities to direct and oversee the daily work, manage the day-to-day tasks and communication related to the successful completion of the installation. Staff levels will flow with the needs of the project. Our locality will allow easy control to surge and recede as necessary with the schedule.

TIMEFRAME

An indication of the timeframe the Vendor would require to assist the BLR in meeting its goals and objectives.

Response:

To complete the work outlined in the project scope, we will need approximately 6 weeks from proposal acceptance. A project manager will be assigned to communicate with you at critical milestones. Upon notice to proceed, we will begin your project plan immediately.

PHASE	WEEK(S)
Notice to Proceed & Project Kickoff	1
Engineering	2-3
Procurement	4-7
Programming & Rack Fabrication	5-6
Onsite Installation	7-11
Commissioning & Training	12

COMPARABLE CONTRACTS

A detailed, narrative statement listing the three (3) most recent, comparable contracts (including contact information) that the Vendor has performed and the general history and experience of its organization.

Response:

CTI has answered this question on the following pages. It is here that we have listed a few client projects from the last three years with similar contracts. Additional information about the projects is also included on these pages.

PROJECT REFERENCES

At least three (3) references from entities that have recent (within the last three (3) years) contract experience with the Vendor and are able to attest to the Vendor's work experience and qualifications relevant to this RFP.

US NAVY - NAVAL NUCLEAR POWER TRAINING COMMAND (NNPTC)

Project Name:	P99 Nuclear Power Training Facility (2017) / Upgrades/Repairs (2023)
Contract Amount:	\$1,258,228 (2017)/ \$363,000 (2023)
Location:	Goose Creek, SC
Start Date:	11/2017 & 4/2023
Completion Date:	11/2019 & <u>Ongoing Through</u> 2023
Category:	Government/Military
Owner:	Naval Facilities Engineering Command
Primary Contact:	Steve Riley
Phone:	(843) 794-5803
Email:	steven.riley@unnpp.gov
CTI Representative:	Steve Martin
Project Manager:	Jeremy Smith
Project Engineer:	John Barbour
Design Consultant:	Burns & McDonnell
General Contractor:	Caddell Construction
Project Description:	In November of 2017, CTI was awarded a contract for multiple training spaces at the P99 Nuclear Power Plant Training Facility in Goose Creek, South Carolina including the following audiovisual systems:



Additional Information:

- 300 Seat Auditorium
- Multiple Standard and Dividable Classrooms
- Multiple Conference Rooms and Seminar Rooms

****2023 Update****

CTI working on facility upgrades and minor repairs on previous projects as well as a few additional buildings. Approximate cost is \$363,000 and the estimated completion is 6/2024.



COBB COUNTY COURTS

Project Name: Cobb County Courts Technology Refresh
Contract Amount: \$3,500,000
Location: Cobb County, GA
Start Date: 7/2020
Completion Date: 3/2021
Category: Government/Judicial
Owner: State of Georgia
Primary Contact: David Tyler
Phone: -Confidential-
Email: David.Tyler@cobbcounty.org
CTI Representative: Andrew Pearson
Project Manager: Cheri Parker
Project Engineer: Stewart Estes
Lead Software Programmer: Chris Noland
Project Description: CTI designed and installed a networked audiovisual system across 38 courtrooms in the Cobb County Justice Facility.

**PLAY VIDEO**

IOWA HOMELAND SECURITY

Project Name:	Emergency Operations Center
Contract Amount:	\$585,500
Location:	6100 NW 78th Ave Johnston, IA 50131
Start Date:	11/25/2019
Completion Date:	3/1/2020
Category:	Government/Judicial
Delivery Method:	Hard Bid
Owner:	Homeland Security
Primary Contact:	Jonathan Paoli
Phone:	-(Confidential)-
Email:	-(Confidential)-
CTI Representative:	Tim Wright
Project Manager:	Mitch Brown
Project Engineer:	Tim Kersting
Lead Software Programmer:	N/A
Architect:	N/A
Design Consultant:	N/A
Project Description:	CTI integrated a direct view LED wall by modify an existing space and connected to existing video switcher. CTI also modified the control system to allow the user to select pre-determined user defined "window" configuration.
Additional Information:	3 Direct-View LED Displays pixel pitch of 1.5mm
REFID:	J19100123



5TH JUDICIAL DISTRICT POLK COUNTY, IA

Project Name: Criminal Court Building
 Contract Amount: \$1,000,000
 Location: Polk County, IA
 Start Date: June 2017
 Completion Date: January 2019
 Category: Government/Judicial
 Delivery Method: Hard Bid
 Owner: State of Iowa
 Primary Contact: Jessica L. Hiatt
 Phone: (402) 233-7503
 Email: jhiatt@ipdesigngroup.com
 CTI Representative: Adam Lofredo
 Design Consultant: IP Design Group
 Project Description: 10 Courtrooms
 10 Jury Deliberation Rooms
 2 Conference Rooms
 1 Training Room
 1 Jury Assembly
 1 ADR Room
 Digital Docket Systems



BUSINESS LIST

A list of every business for which Vendor has performed, at any time during the past three (3) years, services substantially similar to those sought with this solicitation. Err on the side of inclusion; by submitting an offer, Vendor represents that the list is complete.

Response:

We do apologize that it is virtually impossible for us to include **every** business that we have performed similar services to in this document as this would include over a thousand names in the list. However, in a good faith effort we have listed several of our major accounts below.

Appleinc	Douglasbuilding	Kentcorporation	Q2ebanking
Arbluecrossblue	Drivecentric	Kilpatricktowns	Raymondjames
Argusconsulting	Dtn	Lanierlawfirm	Rockislandarsen
Atlantajournalc	Ebay	Lennoxinternati	Sargentofoodsin
Autowners	Edwardjones	Lincolnelectric	Sc Johnson
Autozone	Elliemae	Linkedin	Sgvinternationa
Baird	Entergy	Lucidmotorsusa	Shapecorp
Bankerstrust	Eurekafireprote	Lummusttechnolog	Simmonsbank
Barrywehmillerc	Eurofins	Magnainter	Slalom
Bayer	Fayettevillepub	Magnapowertrain	Smithnephew
Berkeleyresearc	Federal Bureau	Marelli	Somersetcpasand
Brookfieldprope	Engraving	Marsinc	Sprint
Centerpointener	Federalhomeloan	Mdfoundation	Stifelnicolaus
Cityofmarionia	Fedex	Meijer	Synechron
Cityofmemphis	Fentonfiredistr	Metalcraftofmay	Terminixcorpora
Cityofoverlandp	Firstnationalba	Microtech	Texasbankersass
Cityofwestdesmo	Galluporg	Milwaukeeetool	Theboldtcompany
Cityofwichita	Garmininternati	Montcnytn	Thredup
Claassinc	Greenstateccu	Motivaenterpris	Tysonfoods
Clarksonplatou	Helena Chemica	Nar	Upsoasiscorp
Collinsaerospac	Hjhinvestments	Nestlepurina	Valmont
Conocophillips	Hntb	Netapp	Vmware
Corefirstbanktr	Hrblock	Newamericanfund	Wkkelloggco
Coservelectric	Immanuelcommuni	Papajohnsintern	Wrightserviceco
Crbusa	Indianalawenfor	Paypal	Xclresources
Crossoverconsul	Kansasturnpikea	Perrigo	

FAILED EXECUTIONS

List of failed projects, suspensions, debarments, and significant litigation.

Response:

CTI has not had any failed projects, suspensions, debarments, or significant litigation.

ADDITIONAL INFORMATION

An outline or other information relating to why the Vendor's experience qualifies in meeting the specifications stated in Section 3 of this RFP.

Response:

CTI has provided additional information in this package to show our experience and qualifications.

BILL OF MATERIALS
AUDIO/CONTROL SYSTEM

Manufacturer	P/N	Description	Qty
Audio-Technica	AT8699R	Microphone desk stand, XLR3F-type in and XLR3M-type out connectors, with local muting and LED control	8
Listen Technologies	LA-140-GY	STATIONARY IR RADIATOR	4
Earthworks	FMR600	23.5" Cardioid Podium Microphone	8
Listen Technologies	LT-82-01	LISTENIR 1-CHANNEL TRANSMITTER	2
Denon	DN-900R	Network SD/USB Audio Recorder with Dante 2 x 2 Interface	2
Listen Technologies	LP-51-IR-01	ADVANCED INTELLIGENT DSP IR RE	1
QSC	CORE 110f-v2	QSC Q-Sys Audio and Control Processor	2
QSC	SLMST-110-P	Required Licenses for QSC Q-Sys Core 110 Audio and Control Processor	2
QSC	SLDAN-32-P	Q-SYS Software-based Dante 32x32 Channel License, Perpetual.	2
QSC	TSC-101-G3	10" Control Touch Panel	7
QSC	TSC-710t-G3	Tabletop mounting accessory for TSC-101-G3	7
QSC	C1	Single gang, Wall Controller, LCD Screen and Push Button Volume Knob, Custom Programmable	18
QSC	I/O USB Bridge	Q-SYS PoE bridging endpoint for AV-to-USB Bridging. Delivers driverless USB 2.0 connection. Includes dual LAN connections.	2
QSC	AD-C6T-WH	6.5" Ceiling Recessed Premium 2-Way Speaker	136
QSC	CX-Q 4K8	8-Channel 500W/CH Q-SYS Network Amplifier, Lo-Z, 70V	4

BROADCAST SYSTEM

Manufacturer	P/N	Description	Qty
NewTek	2STRIPE	2 Stripe Control Panel - Rooms A and B	2
Startech	ARMPIVOT	Single Monitor Desk Mount - Height Adjustable Monitor Arm - Up To 34in	2
JBL	305PMKII	S/M, 305PMKII	4
PTZ Optics	PT20X4KPRODUCER SJOY	This bundle features three (3) PT20X-4K-GY-G3 cameras, one (1) PT-SUPERJOY-G1 IP & Serial joystick controller and the PTZOptics Camera Management Platform ("CMP"). - PT20X4K-PRODUCER-SJOY	2
NewTek	PTUNRSNL16-32TB	ProTek Ultra for NRS16 Nearline 32TB with 2 x 10 GbE	1
Beyerdynamic	DT 770 PRO 80	Studio headphones, closed systems, straight single sided cable 3 m (9.8 ft.) with stereo mini-jack / 1/4" adapter	2
Kiloview	KVW-N6	HDMI NDI Bi-Directional Converter	30
TouchWo	TWTD270WB	27" touch screen with windows embed	2
AVPro Edge	AC-EX100-444-KIT	HDBaseT (CAT6) Extender Kit. ICT 18G, 100m 4K (100m HD) Extender with I-Pass, Bi-Directional Power, RS232, IR - ICT for full HDR/HDMI Pass-Through. Full HDR, 4K60 4:4:4. PLUS - ARC & Host/Device USB 2.0 (KVM); Has bi-directional USB host.	6
NewTek	PTUTC1P2RU	Required Service ProTek Ultra for TC1 - Room B	1
PTZ Optics	PTPM3WH	PTZ Camera Large Pole Mount For use with 1" Pipe Universal Design (White) - PT-PM-3-WH	6
NewTek	NRSNL16-32TB	NRS16 Nearline Network Remote Storage Powered by SNS 16-bay / 32TB with 2 x 10 GbE	1
NewTek	PTUTC13RU	Required Service ProTek Ultra for TC2 - Room A	1
NewTek	PSP-50HOUR	50 Hour Professional Services Plan - A minimum of 3 weeks-notice required; PSPs are prepaid and will be invoiced upon receipt of the order. Bundled blocks of time for Professional Services including, Training, Product Commissioning, Workflow Design and Commissioning, Installation Oversight, Interface Customization, System Automation, and Solution Support. Currently, services are being delivered remotely. A PSP has a 12-month expiration date. A minimum of 3 weeks-notice required.	1
Kiloview	KVW-PRO	NDI Core: A Core System for NDI Sources to Control, Organize, Route, etc.	1
NewTek	TC1P2RU	NewTek Tricaster 1 Pro - Room B	1
NewTek	PTU2STRIPE	Required Service ProTek Ultra for 2STRIPE	2
NewTek	TC2E3RU	NewTek Tricaster 2 Elite - Room A	1
PTZ Optics	PTWM3BK	Camera Large Ceiling Mount Universal Design (Black) - PT-WM-3-BK	12
PTZ Optics	PT30X4KWHG3	Move 4K, a third generation PTZ camera, featuring 30X Optical Zoom, 4K Resolution at 60fps & a 60.7 HFOV in White. Supports simultaneous IP Video (NDI HX3, SRT, RTMPs, RTSP), USB2.0 and 3G-SDI or HDMI2.0 as outputs with Auto-Tracking capabilities. - PT30X-4K-WH-G3	12
Sharp	E558	55" Commercial Grade Display	6
Chief	AS3LDP7	Display Wall Mount with Pullout, Device Mounting Plates, and Slim Profile Power Strip	6

CONFERENCE ROOMS A AND B

Manufacturer	P/N	Description	Qty
Logitech	960-001225	Logitech Rally Plus Conferencing System	2
FSR	DR-EDID2	EDID Manager / Learner	2
Logitech	939-001644	Mounting Hardware for Rally Plus Kit	2
Chief	AS3LDP7	TEMPO FP WALL MOUNT SYSTEM, PDU BUNDLE	2
Logitech	TAPZOMBASEINT	Logitech TAP Solution for Zoom	2
Sharp	E658	65" Commercial Grade Display (Conference Room A)	1
Sharp	E758	75" Commercial Grade Display (Conference Room B)	1

CHAMBER CONFERENCE SYSTEM

Manufacturer	P/N	Description	Qty
Televic	99.06.0003 TTC Onsite	****3 WEEKS NOTICE IS REQUIRED TO SCHEDULE ONSITE TRAINING**** A member of Televic will travel to the location of a new system installation to confirm proper configuration and operation. Includes travel expenses. (Remote locations may require additional travel costs.) Additionally, training can be provided to the end users to ensure smooth hand-off with minimal downtime.	1
Televic	71.98.0054 D-MIC 40 SL	GSM immune gooseneck microphone of 40 cm with screwlock. Bi-color led ring indication (red / green). Windscreen included. Not to be used with Confidea FLEX G4	127
Televic	71.98.2915 Plixus NEXT PS	Power supply for Plixus NEXT Device where larger Plixus PS is not needed.	22
Televic	71.98.2905 Plixus MME + Dante	The Plixus Multimedia Engine is a 19" rack-mountable device that provides all the processing and signal handling required for a multimedia system. *Dante on board*	2
Televic	71.98.1150 CoCon Meeting Suite	CoCon Meeting Suite Combined bundle containing CoCon Discussion, Voting & Signage Modules. Requires: A Windows PC. Possibly two PCs depending on the use of the Signage Application.	2
Televic	99.06.0003-1 TTC Onsite 2nd Day	****3 WEEKS NOTICE IS REQUIRED TO SCHEDULE ONSITE TRAINING**** A member of Televic will travel to the location of a new system installation to confirm proper configuration and operation. Includes travel expenses for the extended 2nd day. (Remote locations may require additional travel costs.) Additionally, training can be provided to the end users to ensure smooth hand-off with minimal downtime.	4
Televic	71.98.2920 Plixus V-IN	Video input box to inject video content to the Plixus network through an HDMI connection. A video channel injected through the box is routed to one of the six video channels available on the Plixus network (CoCon Video Routing required). Content sharing functionality available through the optional video request panel (Plixus V-REQ) or dry contacts. HDMI cable not included.	4
Televic	71.98.2003 uniCOS T/MM10	A touch screen tabletop station that can be configured both as a delegate or chairman unit including: - Microphone activation button - Screw lock microphone connector - Loudspeaker - 10" capacitive touch screen with adjustable tilt (0° to 90°) - Anti-fingerprint coating - Microphone and request list control when configured as chairperson - USB for charging - Additional USB for connection to nameplate - Integrated camera - Mifare card reader for authentication - Headphone connector Can be powered over Plixus network or externally D-MIC type microphone to be ordered separately.	127
Televic	71.98.2911 Plixus NEXT	The Plixus Network Extender is a device used to increase the number of ports available on the Plixus network and to create a redundant system design. Requires: Additional power from either a Plixus MME, Plixus PS or NEXT PS.	22

DISPLAYS

Manufacturer	P/N	Description	Qty
Chief	XCM1U	XL, SINGLE COLUMN, CEILING MOUNT	18
Chief	AS3LDP7	Display Wall Mount with Pullout and Device Mounting Plates and power	4
Chief	CMA330	OFFSET FIXED CEILING PLATE 1-1/2 NPT	18
Chief	FCAC1XB	FUSION BACK COVER, SINGLE XCM, BLK	16
Chief	CMS0305	ADJ. PIPE 36" TO 60"	18
Sharp	E558	55" Commercial Grade Display	16
Sharp	E658	65" Commercial Grade Display	6

EQUIPMENT RACKS

Manufacturer	P/N	Description	Qty
Middle Atlantic	LL-VP2110	LEVER LOCK VERTICAL PLATE 17.1"H 10"W	4
Middle Atlantic	D2	2SP ANODIZED DRAWER	2
Middle Atlantic	BGR-276FT-FC	Fan Top 276 CFM w/Controller BGR Series	2
Middle Atlantic	LF-HD	Leveling Feet Heavy Duty	2
Middle Atlantic	PD-2415SC-NS	24 OUTLET, 1X15A CIRC. W/	2
Middle Atlantic	CBS-BGR	BGR CASTER KIT W/HWWARE	2
Middle Atlantic	VBK-BGR	BGR VENT BLOCKER	2
Middle Atlantic	UPX-RLNK-2000R-2	2000VA 120V UPS RLNK BANK CONTROL	2
Middle Atlantic	BGR-4532LRD	45 RU BGR Series Rack, 32 Inches Deep without Rear Door	2
Middle Atlantic	BGR-RDC45	45 RU Cable-Entry Rear Door for BGR Racks	2
Middle Atlantic	BSPN-45-32	45SP 32DP BGR SIDE PANELS	2

IPTV SYSTEM

Manufacturer	P/N	Description	Qty
ViTec	VIT-18373	Video End-Point Media Player	75
ViTec	VIT-16211	Travel Expenses for Onsite Commissioning	3
ViTec	VIT-6025	Mounting Bracket for Media Player	75
ViTec	VIT-16439	3 Days of Onsite Commissioning by Manufacturer	3
ViTec	VIT-18323	Remote Control for Media Player	75
ViTec	VIT-18341-US	Avedia Platform Server C1520	1
ViTec	VIT-18349	Artio View and ArtioSign Software Module	1
Kiloview	E1-S NDI	3G-SDI to NDI Video Encoder	1
ViTec	VIT-18944	Video Encoder for NDI Feeds	3

LAPTOP TABLE BOXES

Manufacturer	P/N	Description	Qty
Extron	60-1883-01	USB-C HD 101	8
Extron	70-678-00	RETRACTOR-HORIZONTAL BRACK	8
Extron	70-1065-55	Retractor USB-C Pro	8
Extron	70-1065-04	Retractor HDMI	8
Extron	70-1184-02	Cable Cubby 1202 Black, No AC	8
AVPro Edge	AC-MX-42	18Gbps True 4K60 4:4:4, 4x2 Matrix & Auto Switch/AVR Bypass	8
Extron	70-1065-35	Retractor Filler Module w CP	8
Extron	60-1891-01	AC+USB 314 US, Cord	8

NETWORK

Manufacturer	P/N	Description	Qty
Netgear	AXM762P10-10000S	10GBASE-LR SFP+ AXM762 PK10 BNDL	4
Netgear	AXC761-10000S	1M SFP+ DIRECT ATTACH CABLE PASSIVE	6
Monoprice	27501	Cat6A 10ft Blue Patch Cable, Double Shielded (S/FTP), 36AWG, 10G	100
Netgear	XSM4328FV-100NES	M4350-24F4V MANAGED SWITCH	1
Liberty	12 Strand	12 Strand distribution fiber	1
Monoprice	27483	Cat6A 5ft Blue Patch Cable, Double Shielded (S/FTP), 36AWG, 10G	100
Netgear	GSM4352-100NES	M4350-48G4XF MANAGED SWITCH	7
Netgear	APS600W-200NES	600W 100-240VAC MODULAR PSU	14

PROPOSAL SIGNATURE PAGE
PROPOSAL SIGNATURE PAGE

Type or Print the following information:

Prospective Contractor Contact Information

Contact Person: Jonathan Parker Title: Branch Director
 Phone: (501) 375-2800 Alternate Phone: _____
 Email: jonathan.parker@cti.com

Confirmation of Redacted Copy

- YES, a redacted copy of proposal documents is enclosed.
- NO, a redacted copy of submission documents is not enclosed. I understand a full copy of non-redacted submission documents will be released if requested.

Note: If a redacted copy of the proposal documents is not provided with the Vendor's proposal, and neither box is checked a copy of the unredacted documents will be released in response to any request made under the Arkansas Freedom of Information Act (FOIA).

Illegal Immigrant Confirmation

By signing and submitting a response to this RFP and by certifying online at <https://www.ark.org/dfa/immigrant/index.php/disclosure/submit/new>, the Vendor agrees and certifies that they do not employ or contract with illegal immigrants. If selected, the Vendor certifies that they will not employ or contract with illegal immigrants during the aggregate term of the contract.

Israel Boycott Restriction Confirmation

By checking the box below, the Vendor agrees and certifies that they do not boycott Israel, and if selected, will not boycott Israel during the aggregate term of the contract.

- Vendor does not and will not boycott Israel.

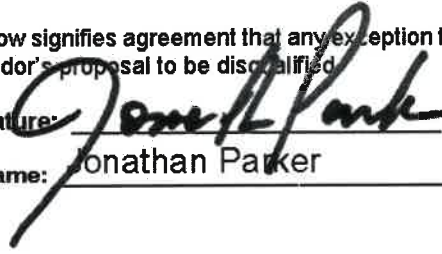
Energy, Fossil Fuel, Firearms, and Ammunition Industries Boycott Restriction Confirmation

By checking the box below, the Vendor agrees and certifies that they do not boycott energy, fossil fuel, firearms, or ammunition industries, and if selected, will not boycott energy, fossil fuel, firearms, or ammunition industries during the aggregate term of the contract.

- Vendor does not and will not boycott energy, fossil fuel, firearms, or ammunition industries.

An official authorized to bind the Vendor to a resultant contract shall sign below.

The Signature below signifies agreement that any exception that conflicts with the requirements of this RFP will cause the Vendor's proposal to be disqualified.

Authorized Signature:  Title: Branch Director
Printed/Typed Name: Jonathan Parker Date: 3/26/2024

ATTACHMENT A: OFFICIAL PROPOSAL PRICE SHEET

ATTACHMENT A
OFFICIAL PROPOSAL PRICE SHEET

1. Bids should provide at least a 180-day acceptance period.
2. By submission of a proposal, the proposer certifies the following:
 - A. Prices in this proposal have been arrived at independently, without consultation, communication, or agreement for the purpose of restricting competition;
 - B. No attempt has been made nor will be by the proposer to induce any other person or firm to submit a proposal for the purpose of restricting competition;
 - C. The person signing this proposal is authorized to represent the company and is legally responsible for the decision as to the price and supporting documentation provided as a result of this RFP; and
 - D. Prices in this proposal have not been knowingly disclosed by the proposer and will not be prior to award to any other proposer.

The Official Price Proposal Sheet must be submitted in substantially the following form, allowing for the inclusion of specific information regarding positions, goods, services, etc., and signed by an official authorized to bind the Vendor to a resultant contract.

Vendors may attach a more detailed listing of equipment and personnel costs to this OPPS, but shall still sign and include the OPPS with the submitted proposal.

DESCRIPTION	PRICE PER HOUR	NUMBER OF POSITIONS
Supervisor/PM	\$125	2
Other Professional Staff / Engineering & Programming	\$125	3
Support Staff / Technicians	\$95	6
DESCRIPTION	PRICE PER UNIT (IF APPLICABLE)	TOTAL PRICE
Subcontractors (if any)	\$20,000 (elec.)	\$20,000
Travel	N/A	N/A
Any Additional Goods & Services (List Individually)	CTI Services	\$296,291
	Equipment	\$1,096,753
TOTAL MAXIMUM AMOUNT OF BID:		\$1,413,044



 Signature, Title

3/25/2024

 Date

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SECTION 2: COMPANY OVERVIEW

ABOUT US

IT IS ALL ABOUT OUR PEOPLE.

Since we began in 1988, our goal has been to provide custom, superior technology services. These include design, engineering, training, and support for professional audio, video, visual, and control systems. Our model has also evolved to develop IP network design, video conferencing, web casting, collaborative systems, and unified communications as technology continues to advance.

Our executive leaders are committed to the relationships they have formed throughout the industry with vendors, clients, and trade partners. Everyone on the CTI team understands that they are a network of professionals whose purpose is to provide AV solutions while utilizing the experience and training from their respective backgrounds. The result is a diverse team with rich knowledge from all aspects of technology in engineering design, IT, media, and installation, located all over the country.

WHY CHOOSE US?

We understand that there are other AV integrators who you can call. What we have learned along the way from our loyal customers is that they are not all created equal. We are specialists who ensure our technology, processes, and staff are the most knowledgeable and efficient resource to serve you. We have a pulse on the present and an outlook to the future. We are not content to be idle and react to the industry trends but are driven to steer the direction of AV-IT convergence and embrace the vast changes ahead in the field. As you will see from our solutions and services in this guide, we are a comprehensive provider for all your AV, IT, and Communication needs. Please contact us to learn more about the information found here or any other technology questions you may have. We are here to help.

OUR PEOPLE

WE ELEVATE INDUSTRY TALENT AND PLEDGE TO BE YOUR AV AUTHORITY

At CTI we take great pride in our commitment and investment in our people. As an APEX certified company, we are proud to stand behind AVIXA 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. Our specialists are bound not only to the technical proficiency of these certifications but a code of ethics, professionalism, and practice, to the highest standards. Our technical personnel also earn multiple manufacturer certifications through AMX, Crestron, Polycom, and Biamp to name a few, and maintains continuous career training to remain highly ranked in our advancing field. We value the importance of professional development and invest heavily in our employees to empower them for success as top-notch solutions providers to you.

OUR PURPOSE

Our goal is to be the AV specialist you trust. We are dedicated to building on our experience and providing you the most skilled engineers, integrators, and advisors. We invest in quality resources and planning because you do too. We are worldwide AV experts that you can count on.

OUR PROMISE

Your investment in technology is significant and analyzed with diligence at CTI. We will guide your plan with thoughtful, innovative action. We work to know your systems inside and out and will be here to help them evolve for years to come.

HISTORY & MILESTONES

- 1988** CTI Founded in Saint Louis, Missouri by Jane, and Dennis Woodhouse.
- 1991** CTI formally establishes company Headquarters in Saint Louis, Missouri.
- 1997** Winners of the Saint Louis Regional FAST 50 Technology Award.
- 1998** Presentations Magazine awards Conference Technologies, Inc. with Best Presentation Room Award.
- 1998** Winners of the Saint Louis Regional FAST 50 Technology Award.
- 1999** Winners of the Saint Louis Regional FAST 50 Technology Award.
- 2000** Winners of the Saint Louis Regional FAST 50 Technology Award.
- 2001** Office opens in Overland Park, Kansas.
- 2001** Winners of the Saint Louis Regional FAST 50 Technology Award.
- 2003** Office opens in Memphis, Tennessee
- 2004** Office opens in Omaha, Nebraska
- 2004** Expanded operations to Wichita, Kansas / Acquired Visual Works' Assets Wichita, Kansas
- 2005** Office opens in Peoria, Illinois
- 2006** Office opens in Wichita, Kansas.
- 2007** Omaha office relocates to larger facility.
- 2008** Acquired VMI's assets - Saint Louis, Missouri
- 2009** Headquarter relocated to larger facility in Saint Louis, Missouri
- 2009** John Laughlin named President, Chief Executive Officer (CEO).
- 2009** Office opens in Little Rock, Arkansas
- 2010** Expanded operations to Brookings, South Dakota
- 2011** Expanded operations to San Jose, California
- 2011** Mary and John Laughlin named Owners of Conference Technologies, Inc.
- 2012** Office opens in Brookings, South Dakota.
- 2012** Overland Park, Kansas office relocates to larger facility.
- 2012** Recognized by the NSCA for Excellence in Business - Growth Strategies
- 2012** Acquired Media Images, increasing capabilities of our Live Event Team
- 2012** Conference Technologies, Inc. refreshes company logo
- 2013** Acquired Pratt AV assets, expand operations in Iowa (Des Moines, Cedar Rapids, Quad Cities)
- 2013** Acquired Dascom assets, expand operations in Milwaukee, Wisconsin
- 2013** Acquired United Visual assets, expanding operations in Chicago, Illinois
- 2013** San Jose, California office opens
- 2013** Chicago, Illinois and Cedar Rapids, Iowa offices relocate to bigger facilities.
- 2013** Acquired Saint Louis AV, increasing the size and inventory of our sales & event production department
- 2014** San Jose, CA office relocates to more centralized location for San Francisco Bay area.
- 2014** Expanded capabilities to Phoenix, Arizona
- 2015** Acquired Industrial Audio/Video Inc. (IAV) expanding into Houston, Texas
- 2015** Acquired assets of Universal Audio Video Productions increasing capabilities of our LE Team
- 2016** Expanded capabilities / Office opens in Austin, TX
- 2017** Winners of the NSCA 2017 Excellence in Business Award
- 2017** Acquired TVS communications assets expanding operations in Detroit, Michigan
- 2017** Acquired assets of ECS Technologies / Quad cities offices merged/relocated to bigger facilities.
- 2017** Expanded capabilities / Office opens in Nashville, Tennessee
- 2018** Expanded capabilities / Office opens in Dallas, Texas
- 2018** Expanded capabilities / Office opens in Grand Rapids, Michigan
- 2018** Acquired Digital Meeting Solutions expanding operations in Indianapolis, Indiana
- 2019** Acquired Techteriors expanding into residential AV (Wisconsin only)
- 2019** Acquired Comprehensive Technical Group, expanding operations in Atlanta, Georgia
- 2020** Expanded capabilities in Denver, Colorado and Seattle, Washington
- 2021** Expanded capabilities in Columbus, Ohio, and Oklahoma City, Oklahoma
- 2021** Acquired AVPG, increasing the size and inventory of our event production department in Houston, TX
- 2022** Acquired ProVideo, increasing our capabilities in the Ohio Valley region
- 2022** Expanded operations in the New York region with an office in Lyndhurst, New Jersey
- 2022** Expanded capabilities / Office opens in SoCal
- 2022** Expanded operations in Charlotte, North Carolina
- 2023** Expanded capabilities / Office opens in Bentonville, AR
- 2023** Expanded capabilities / Office opens in Raleigh, North Carolina
- 2023** Expanded operations in Washington, D.C.
- 2023** Conference Technologies, Inc. rebrands as CTI and launches new website under cti.com domain



CORPORATE HQ	11653 Adie Rd.	Saint Louis, MO 63043	Office: 314.993.1400	
ALLENTOWN	COLUMBUS	INDIANAPOLIS	OKLAHOMA CITY	SEATTLE
1902 Vultee St.	7063 Huntley Rd.	5783 Park Plaza Ct.	330 W Gray St. Ste. 217	1455 NW Leary Way Ste. 400
Allentown, PA 18103 Office: 610.791.9081	Worthington, OH 43229 Office: 380.900.7429	Indianapolis, IN 46220 Office: 317.360.0636	Norman, OK 73069 Office: 405.546.4080	Seattle, WA 98107 Office: 360.602.6030
ATLANTA	DALLAS	KANSAS CITY	OMAHA	SOCAL
1230 Kennestone Cir. Ste. 140	3794 Arapaho Rd.	13228 W 99th St.	14990 Shepard St. Suite 600	15300 Valley View Ave. Ste. A13
Marietta, GA 30066 Office: 404.352.3000	Addison, TX 75001 Office: 469.941.4130	Lenexa, KS 66215 Office: 913.894.2500	Omaha, NE 68138 Office: 402.593.6750	La Mirada, CA 90638 Office: 800.743.6051
AUSTIN	DES MOINES	LITTLE ROCK	PEORIA	TOLEDO
11525 Stonehollow Dr. Ste. 155A	333 Southwest 9 th St. Ste. N	1419 Westpark Dr. Ste. A	884 N. Main Street	6953 McNerney Dr
Austin, TX 78758 Office: 512.584.8275	Des Moines, IA 50309 Office: 515.280.9800	Little Rock, AR 72204 Office: 501.375.2800	Morton, IL 61550 Office: 309.698.8150	Northwood, OH 43619 Office: 800.743.6051
BENTONVILLE	DENVER	MEMPHIS	PHOENIX	QUAD CITIES
1211 SE 28th St. Ste. 1	6950 S. Tucson Way Ste. E	2013 Fletcher Creek	15915 S 46th St.	3513 Vine Court
Bentonville, AR 72712 Office: 479.434.1342	Centennial, CO 80112 Office: 800.743.6051	Memphis, TN 38133 Office: 901.360.8332	Phoenix, AZ 85048 Office: 480.816.7526	Davenport, IA 52806 Office: 563.359.1825
CEDAR RAPIDS	DETROIT	MILWAUKEE	RALEIGH	WICHITA
820 North 15th Ave.	1307 East Maple Rd.	4508 West Burnham St.	633 Hutton St. Ste. 101	248 North Cleveland Ave.
Hiawatha, IA 52233 Office: 319.363.8144	Troy, MI 48083 Office: 248.362.3335	W. Milwaukee, WI 53129 Office: 262.790.1130	Raleigh, NC 27606 Office: 984.308.0291	Wichita, KS 67214 Office: 316.651.0119
CHARLOTTE	GRAND RAPIDS	NASHVILLE	SAINT LOUIS	WASHINGTON D.C.
Coming Soon!	3883 Linden Ave SE Ste. A&B	1420 Donelson Pike Ste. A9	11687 Adie Rd.	1900 Reston Metro Plaza Ste. 600
Charlotte, NC Office: 704.593.6392	Wyoming, MI 49548 Office: 616.258.2858	Nashville, TN 37211 Office: 615.913.3289	Saint Louis, MO 63043 Office: 314.993.1400	Reston, VA 20190 Office: 800.743.6051
CHICAGO	HOUSTON	NEW JERSEY	SAN FRANCISCO	
1501 Ardmore Ave.	4464 W 12th St.	1099 Wall St. W	25509 Industrial Blvd Ste. 5	
Itasca, IL 60143 Office: 630.467.1500	Houston, TX 77055 Office: 713.524.1956	Lyndhurst, NY 07071 Office: 800.743.6051	Hayward, CA 94545 Office: 415.849.9369	

CORPORATE SOCIAL RESPONSIBILITY

At Conference Technologies, we feel it is our responsibility to operate with the awareness and respect for ethics, the environment, and a commitment to our community. We believe this leads to a better community, stronger business environment, individual development of employees, and promotion of philanthropy.

ETHICAL BUSINESS PRACTICES

We are committed to serving our customers, employees, vendors, and our communities with integrity and professionalism. Our employees are encouraged to commit to conducting business in a manner that is fair, ethical, and responsible. We believe that complying with the highest standards of ethical conduct is vital to sustaining trust and credibility with customers, manufacturers, and employees, and is crucial to our company's long-term future and success.

CONFIDENTIAL NATURE OF OUR WORK/TRADE SECRETS PROTECTION

CTI considers and treats as confidential (subject to protection by the Missouri Trade Secrets Act) among other things, information regarding its customers and prospective customers, (including but not limited to their needs, preferences, requirements, standards, etc.), costs, pricing policies, profitability, sales and marketing strategies, operational methods, strategic plans, system designs and drawings, control system programs, training materials, internal financial information, customer order entry system (including CTI's software), research and development plans and activities. All individuals employed by Conference Technologies are required to sign a Non-Compete Agreement. Violation of any trade secrets will be grounds for legal action.

DIVERSITY PROGRAM

CTI is a non-certified woman owned company (51%) committed to creating a workplace that is respectful and engaging for all employees, with opportunities for personal and professional development.

EQUAL OPPORTUNITY EMPLOYER/AFFIRMATIVE ACTION PLAN

CTI is an Equal Employment Opportunity and Affirmative Action Employer. It is the policy of CTI from recruitment through employment and promotion, to always provide equal opportunity without regard to race, religion, sex, age, disability, or national origin.

It is the employment policy and practice of CTI to recruit and to hire employees regardless of race, color, religion, national origin, sex, handicap, sexual orientation or because such applicant is forty (40) years of age or older, and to treat all employees equally with respect to compensation; opportunities for advancement, including upgrading, promotion and transfer, and all other terms and conditions of employment.

In furtherance of these policies and practices, this company has designed and agreed to implement an Affirmative Action Program in accordance with the provisions of Civil Rights Ordinance, Code of General Ordinances.

This company has agreed to assert leadership within the community and to put forth the maximum effort to achieve full employment plus the utilization and development of the capabilities and productivity of all our citizens.

This company further recognizes that the effective application of this policy of merit employment involves more than just a policy statement and will, therefore, implement this Affirmative Action Program in a positive and aggressive manner and will make known our commitment to this effort and that equal opportunities are available within our company based on individual merit. We will solicit and encourage all persons to seek opportunities within this company, and to take advantage of advancement possibilities.

EMPLOYEE CITIZENSHIP AND IMMIGRATION VERIFICATION

CTI routinely runs background checks on job applicants during the hiring process and participates in the **E-Verify program** in certain locations as required by law.

E-Verify is an Internet-based system that allows businesses to determine the eligibility of their employees to work in the United States. E-Verify is fast, free and easy to use – and it's the best way employers can ensure a legal workforce.

DRUG FREE WORKPLACE STATEMENT

CTI is a drug-free workplace. We are committed to maintaining a drug-free workplace in compliance with applicable state and federal laws. Employees are prohibited from the unlawful possession, manufacturing, distributing, dispensing, possessing, using, or being under the influence of illegal drugs, inhalants, or controlled substances on CTI premises and client worksites. Violation of this policy may result in the imposition of employment discipline as defined for specific employee categories by existing company policies, statutes, rules, regulation, employment contracts, and labor agreements.

SAFETY & HEALTH PROGRAM

The Safety & Health program that we developed meets OSHA standards and requirements. Our employees are trained and accountable for following safe work practices such as identifying and controlling hazards, investigating near-miss incidents or accidents. Managers review the program regularly to ensure safe practices.

TRAINING PROGRAM

We strive to hire the best talent in the industry. However, employment is only the first step into maintaining an expert staff. CTI believes in investing in the future of its employees and deploys strategies to keep staff members educated and trained in the areas that deemed appropriate. Most technicians in this field receive on-the-job training, as true as that may be our company goes to great lengths to train our staff rookie or veteran. Our training program teaches and/or refreshes our staff's knowledge about audiovisual industry standards and practices. We maintain our training daily through industry certifications or classes. Having a relationship with hundreds of manufacturing partners allows us to train and certify our staff on a variety of equipment including service and repair knowledge.

ENVIRONMENTAL AWARENESS / ENVIRONMENTAL SUSTAINABILITY

We are also committed to a sustainable approach to protecting the environment. We have several programs in place to reduce our carbon footprint.

Reduced Travel/Use of Video Conferencing

We do our best to minimize our impact on the environment by utilizing our own collaborative solutions from the same products we design, sell, and install for our clients, thus creating a smarter, more efficient workplace.

- Voice or video conference is how we handle meetings internally, with customers, partners, and suppliers.
- Reduced travelling by using video conferencing; employees must justify a trip when travel is requested.
- Video conference used for recurring meetings between office locations.
- We sell and promote greener products and services daily.

Energy

CTI is not officially LEED certified; however, we do employ the technology in all our facilities to manage lighting, and air conditioning. i.e., Our boardrooms, warehouse additional spaces are equipped with motion sensors and timing mechanisms that turn lights on when needed and off when not in use.

Recycle

- Recycle shipping and receiving packaging supplies and wooden pallets for shipping products.
- Return all used copier toners in recycle boxes.
- Recycle paper, plastic, and aluminum products.



COMMUNITY OUTREACH PROGRAM

We are proud to provide professional and financial contributions to charities that our employees actively assist. Every year our offices take part in supporting a variety of local programs benefiting education, performing arts, special development programs, and youth athletics. Aside from financial support, we donate time and equipment like Smartboards to help improve teaching capabilities. In a more traditional fashion, we contribute to major charities like St. Jude Children's Research Hospital, Special Olympics, United Way, MS Society, YMCA. We also encourage our employees to work with our clientele and their charitable fundraisers, tournaments, and other functions that benefit a variety of organizations locally and around the world.

In addition to the charities and programs mentioned above, our company works hard every year helping local food banks. Every November and December, CTI initiates our annual food drive companywide. Once the food and money are collected, CTI matches all the donations and send the donations to a local food bank in each one of our local markets.

VETERAN AFFAIRS

CTI recognizes the enormous contributions of men and women who have served their country in uniform. We are committed to supporting and honoring our active military personnel and veterans, as well as their families.

We also hire military veterans and support reserve component members when they are called to active duty. CTI currently employees 8 veterans that have honorably served our country from different branched of the Armed Forces.



UNION LABOR AFFILIATION(S)

CTI has long-standing, successful, and positive working relationships members of some of the largest labor unions in the United States. We know a project involving union labor can get complicated due to numerous factors such as costs, rules, jurisdictions, and last-minute complications that always happen at the wrong time. Because of our experience and relationships with numerous unions over the years, we have learned the proper guidelines and procedures to get the project finished right.

COMMUNICATIONS WORKERS OF AMERICA (CWA)

The Communications Workers of America represents 700,000 workers in private and public sector employment in the United States, Canada, and Puerto Rico. CWA members work in telecommunications and information technology, the airline industry, news media, broadcast and cable television, education, health care and public service, law enforcement, manufacturing, and other fields.



THE INTERNATIONAL ALLIANCE OF THEATRICAL STAGE EMPLOYEES (IATSE)

IATSE represents theatrical stage employees, moving picture technicians, artists, and allied crafts. This union has evolved to embrace the development of new entertainment mediums, craft expansion, technological innovation, and geographic growth.



INTERNATIONAL BROTHERHOOD OF ELECTRICAL WORKERS (IBEW)

IBEW represents approximately 675,000 members who work in a wide variety of fields, including utilities, construction, telecommunications, broadcasting, manufacturing, railroads and government. The IBEW has members in both the United States and Canada and stands out among the American unions in the AFL-CIO because it is among the largest and has members in so many skilled occupations.



(IBT) TEAMSTERS

International Brotherhood of Teamsters, Chauffeurs, Stablemen and Helpers of America (IBT), the largest private-sector labor union in the United States, representing truck drivers and workers in related industries (such as aviation).



PROFESSIONAL ASSOCIATIONS

AMERICAN INSTITUTE OF ARCHITECTS (AIA)

The American Institute of Architects is a professional organization for architects in the United States. Headquartered in Washington, D.C., the AIA offers education, government advocacy, community redevelopment, and public outreach to support the architecture profession and improve its public image. The AIA also works with other members of the design and construction team to help coordinate the building industry. As a registered CES provider with the American Institute of Architects, we offer a course for architects to earn credits toward their AIA certification and are recorded with AIA.



AVIXA / APEX

Avixa is the industry leader when it comes to professional collaboration, information, and community, leading the world with all the necessary resources: AV standards, certification, training, market intelligence, and thought leadership.



As an APEX Company we are proud to stand behind AVIXA 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.



INTERNATIONAL FACILITY MANAGEMENT ASSOCIATION (IFMA)

The world's largest and most widely recognized international association for facility management professionals.



NATIONAL SYSTEMS CONTRACTORS ASSOCIATION (NSCA)

The National Systems Contractors Association (NSCA) is the leading not-for-profit association representing the commercial integration industry. The National Systems Contractors Association is a powerful advocate for all who work in the integration industry, including systems contractors/integrators, product manufacturers, consultants, sales representatives, architects, specifying engineers and other allied professionals.



CHAMBER OF COMMERCE/CONVENTION VISITORS BUREAU

All our offices are members and participate in the local chamber of commerce, while some also participate in the local convention and visitor's bureau.

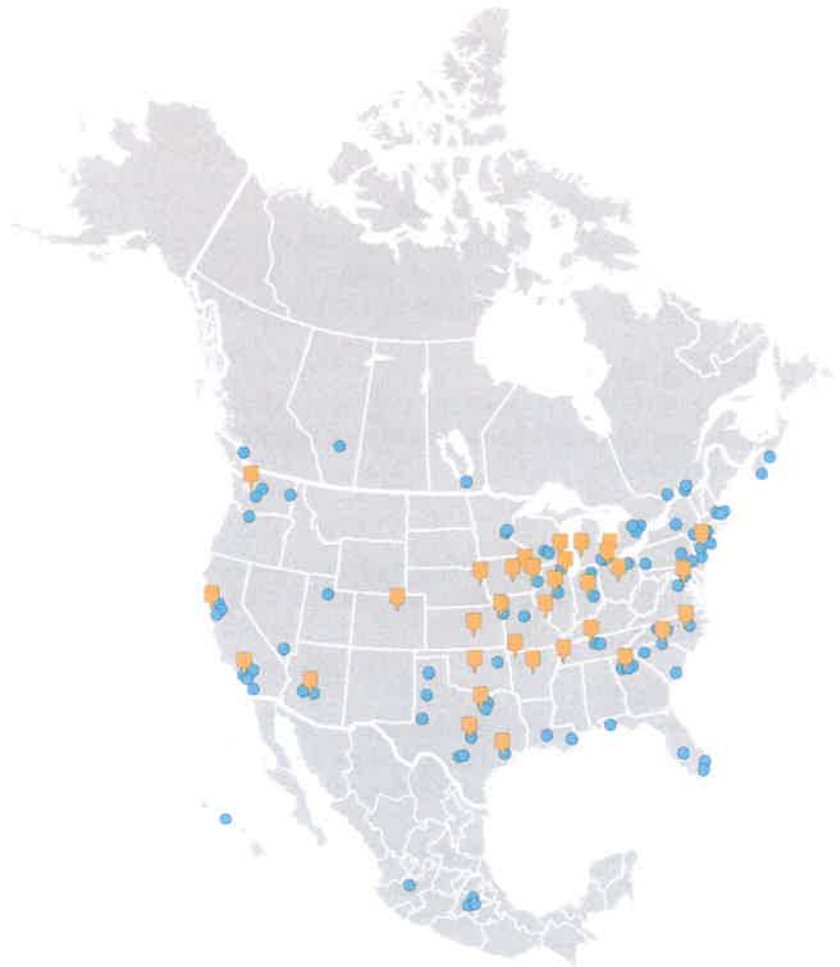
NETWORK & PARTNERSHIPS



PSNI NETWORK

Founded in 1986, Professional Systems Network International (PSNI) is the leading organization of independent audiovisual and broadcast communications systems integrators. CTI is a proven resource and member of PSNI with access to forward thinking education, collaboration and support that benefits our clients and raises the integrity of the industry through our partnerships.

PSNI is a one-of-a-kind solution network comprised of a select group of award-winning technology companies throughout North America. Collectively, the members of PSNI are supported by over 1,900 employees nationwide. This ensures a highly qualified cooperative that is skilled in the design, integration, programming, service, and repair of AV-IT systems.



GLOBAL AV PARTNERSHIP

Global communications and networks are essential in today's marketplace and CTI is your leading resource for international AV-IT exchange. Through our partnerships abroad, we can provide consistent, high-level solutions that are reliable and maintain quality, certified international standards.

When you work with your local CTI specialist and need global deployment of any AV or IT system you will experience agile, trusted expertise and a direct connection to our established network and consortium on an international level to ensure your solutions converge with a qualified resource.

Our relationships with global AV-IT integrators ensure your systems speak a universal language of design, installation, programming, and support. Work directly with your local experts and gain access to international resources for integration, maintenance services, or event deployment through Worldwide AV.

SOLUTIONS

CTI offers a variety of great audiovisual solutions for several different industries. Below is a list of our solutions we offer.

AUDITORIUM & THEATERS

Big spaces need big sounds. Auditoriums present a unique set of requirements, including sound systems, lighting setups, video screens, projectors and more. In addition to equipment design, our team will analyze acoustics, sound pressure, and reverberation.



COLLABORATION SYSTEMS

With the combination of software applications, video conferencing, documents, and workflow management, we can design and implement work systems for value chains, organization networks, web-based and cross-functional teams with information and communication technology.



CONTROL SYSTEMS

We specialize in programming Crestron, AMX, and Extron control systems for a variety of markets and applications. Our certified programmers regularly maintain professional training from AMX, Crestron, Extron, and many others.



FURNITURE

We have partnered with leading furniture manufacturers to ensure your AV/IT hardware is incorporated into precisely configured cabinets, multi-media carts, conference tables, podiums, lecterns, and digital signage display stands.



IT SERVICES

Our software engineers can develop creative solutions when off the shelf software is not an option. When building access control and surveillance design and implementation come calling, our team leverages strategic partnerships and experience to deliver the perfect experience.



NETWORK OPERATION CENTERS

With a NOC you can monitor environments, provide alerts, and detect device issues, ensuring any negative impact is identified and minimized quickly. We have the knowledge for design, hardware requirements, and support tools to keep threats at bay and keep your systems running smoothly.



PROFESSIONAL VIDEO

With CTI you get complete system design with fully integrated HD production, multichannel automation, and server-based technologies. We examine your production workflow to account for master control, tech support, and ensure efficiencies are maximized.



SECURITY

When building access control and surveillance design and implementation come calling, our team can leverage our strategic partnerships and years of experience to deliver the perfect experience.



STRUCTURED CABLING

Structured cabling provides the critical backbone of a communication system. We can design, install and service a structured cabling system for you.



STADIUM SOUND

Sports fans want the ability to hear what's going on no matter where they are in the stadium. Technology makes that easier than ever and we can show you how.



TELEMEDICINE

Integrate Polycom and AudioCodes Gateways, conference phones, video phones, and video conferencing system to provide extremely rich, cost-effective communications systems.



TELEPHONY

The merger of voice and data, video, and text over your internet provider network is an effective, low-cost solution to advance your communication needs.



TRAINING ROOMS

Our team of designers, and technicians can create an effective media conference system to connect workers by video and audio, to fast-track productivity and communication on meetings, conferences, team updates, and brainstorming.



UNIFIED COMMUNICATIONS

Complex communications become unified with the integration of a single enterprise solution. For a consistent collaborative experience, put the power of our partners together.



VIDEO CONFERENCING

We design, engineer, and install a complete system for your needs and budget, as a permanent basis in a conference room, classroom, or office, or as a rental application for an upcoming event.



VIDEO WALL

We can design a video wall system and service package for your application that includes remote support, content development, content management, data storage, and network management. This comprehensive plan will help broadcast your messages quickly and efficiently, all from a central location.



SERVICES

CTI offers a wide range of audiovisual services related to professional audio, video communication applications, computer and video display systems, video projection, integrated control systems, acoustics, sound reinforcement, theatrical lighting, broadcast, and video conferencing.

CONSULTING AND NEEDS ANALYSIS

We realize that planning for technology improvements can be a challenge when faced with the complex options available. We can help explain these solutions. We will perform a thorough analysis of the system requirements and work with you to define your project goals.



CREATIVE SERVICES

Whether it's a press event, product roll-out, corporate retreat, or training, your audience will feel the impact through coordinated visuals, interactive displays, and immersive technology with the help of our team of experienced event planners and technicians.



DIGITAL COMMUNICATION

We have the experience and skill to merge your digital media and information systems and help your IT department integrate the next generation of network communication.



ENGINEERING

We design, integrate, and support collaborative systems that can simplify teamwork and provide your organization resources for productivity.



INSTALLATION AND INTEGRATION

CTI specializes in programming intuitive touch panel interfaces that simplify the interaction between the user and a complex AV or IT system.



MAINTENANCE AND SERVICE

We enhance virtual meetings with room rentals, concierge services, 24/7 bridging, recording, testing, and monitoring services for a custom communication solution.



PROCUREMENT AND ADMIN SUPPORT

Digital signage is an interactive visual display that delivers adaptable content to maximize user engagement and heighten experiences in your facility in a custom, timely application.



SOUND REINFORCEMENT

Sound reinforcement can amplify and distribute audio that spans to large or distant groups and improve overall sound quality.



TRAINING

We have the experience and skill to merge your digital media and information systems and help your IT department integrate the next generation of network communication.



RACK FABRICATION CENTER

WHAT WE DELIVER

AV Racks are a crucial component for any audio-visual project. They house various technology that control the function of room(s) from a centralized, and concealed location. Rack systems are systematically deployed to centralize and organize a great deal of key equipment, it is vital they are properly designed so they operate correctly, can be easily accessed, maintained, and any future removal/replacement of equipment is hassle free. Important factors when designing and building a rack are cable management, labeling, equipment security, power management, heat management, and overall build consistency. Additional tasks we perform are software/firmware upgrades, programming, testing, and final system commissioning assessments.

AV Racks simplify processes once fully operational, however through our years of experience we have identified systematic and critical issues during the rack build process. One of the more commonplace issues we have identified is requisite space and location. Most audio-visual projects will call for multiple racks, this in turn requires ample space to stage, store, and layout equipment before and during the rack building process. Space can be limited, especially while our client's day to day operations remain open. Another paramount consideration is our reliance on third parties to deliver our client's equipment in an expeditious manner. Lastly and always, it is of utmost importance that CTI maintain an efficient and timely project schedule. We understand how this can be frustrating to our clients, especially if space and time is limited.

To better serve our clients CTI built an AV Rack Fabrication Center at our headquarters location in St. Louis, MO where we pre-build all our AV racks ahead of installation, reducing the time and costs associated with building each rack onsite. By centralizing inventory, construction, quality control, programming and testing we can complete these racks ahead of time waiting to be installed according to project schedule timeframe.

BENEFITS OF AV RACK FABRICATION CENTER

- Reduces the number of equipment shipments directly to the customer site.
- Network and switching devices are staged and integrated prior to shipment to site.
- Reduces onsite installation intervals.
- Provides a controlled environment for rack fabrication.
- Ensures capture of equipment serial numbers
- All software and firmware upgrades installed.
- Reduces onsite delays associated with defective equipment or DOAs.
- Basic equipment configurations and internal rack connectivity testing prior to shipment to site
- Ability to load and test initial touch panel controls.

RACK BUILD STAGES



CORPORATE

Adecco	Emprise Bank	MS Society
AFLAC	Energizer	Mutual of Omaha
AIA Kansas City	Enterprise Rent-a-Car	Nestle Purina PetCare Company
AIG, Inc.	Ernst & Young	Northrop Grumman
Airbus Americas Inc.	Eventbrite	Northwestern Mutual
Alberici Corporation	Express Scripts	Pacific Life
Aldi Inc.	Farmers Insurance Group	Peabody Energy
Alliant Energy	Fed Ex	Pepsi
Ameren	FGM Architects	Pfizer
American National Bank	Fleishman-Hillard	Polsinelli Shughart
Amsted Rail	Funeral Directors Life Insurance	Principal Financial Group
Anheuser-Busch Companies, Inc.	Gallup Organization	Proctor & Gamble
Arch Coal	Garmin International	Purina Farms
Archer Daniels Midland Company	GE Energy	Ralcorp Holdings, Inc.
Arcturus	General Mills	Raymond James
Assurant	Georgia Pacific	Rockett Bankrise
Aventine	Girl Scouts of Eastern Missouri	Regional Chamber Growth Assoc.
Black & Veach	GKN Aerospace Services	Reinhardt Boerner & Van Deuren
Black Hills Energy	Graybar	RGA Reinsurance Company
BLDD Architects	Grinnell Mutual Reinsurance Company	Ross & Barruzini
Blue Beacon International Inc.	H&R Block	Safety National Casualty Corp.
Boeing	Hallmark	Sara Lee
Bombardier	Harley-Davidson	Savvis, Inc.
Boy Scouts of America	Hewlett Packard Enterprise	Scottrade
Brown Shoe	HPK	Shook, Hardy & Bacon, L.L.P.
Burns & McDonnell	Hon Company	Sigma Aldrich
Cargill	Honeywell Corporation	Spirit Aero Systems
Caterpillar	IBM	State Farm Insurance
Centene	Imperial PFS	Stereotaxis, Inc.
Cerner Corporation	Ingersoll-Rand	Stupp Bros., Inc.
Cessna Aircraft Company	JE Dunn	Swiss Re Insurance
Cintas Corporation	Jockey International	Thomson Reuters
Citi Group	John Deere	Thyssen Krupp
Citizens Bank	Johnson & Johnson	Union Pacific Railroad
Clifton Gunderson LLP	Jones Lang LaSalle	United Airlines
Coca-Cola	JP Morgan Chase Bank	United Way
Coleman Company	Kiewit	US Bank
Dell Corporation	Laclede Gas Company	Valmont
Deloitte and Touche	LinkedIn	Value Act Capital
Des Moines Register	Lockheed Martin	Verizon Wireless
Digital Insight	Major Brands	Von Maur
Dillard's Corporation	Mars, Incorporated	Wells Fargo
DLR Group	MasterCard	Woodmen of the World
Donald Danforth Center	Midwest Public Risk	World Agricultural Forum
Dow Chemical Company	Millard Refrigerated Services	World Wide Technology
eBay/PayPal	Moosylvania	Xceligent, Inc.
Edward Jones	Monsanto	YMCA
Emerson Electric	Motorola	Youth Villages

BROADCAST

Adult Swim	Georgia Institute of Technology	The Ohio State University
Atlanta Hawks	Houston Rockets	The Weather Channel
Bank of America Stadium	Hudson Alpha Institute for Biotechnology	Toronto Blue Jays
Boston Consulting Group	Interface, Inc.	Toyota Center
Carolina Panthers	Memphis Grizzlies	Troy University
Cartoon Network	Memphis Redbirds	Turner Broadcasting
Center for Combat Readiness	Milwaukee Bucks	United Parcel Service (UPS)
Charlotte Hornets	Nashville Predators	US Military Academy West Point
Chicago White Sox	Nashville Sounds	University of Arkansas
Clemson University	New Orleans Saints	University of California San Diego
Cleveland Cavaliers	North Carolina State	University of Georgia
Coca-Cola Company	Orlando Magic	University of North Carolina
Corning, Inc.	Papa John's International	University of South Carolina
Cox Media Group	Philadelphia Union	University of Virginia
Delta Airlines	RFD TV	US Air Force Academy
Detroit Pistons	Rocket City Trash Pandas	Virginia Polytechnic
Drug Enforcement Administration	Rocket Mortgage Fieldhouse (Cavaliers)	Virginia Tech
Federal Aviation Administration	Samaritan's Purse	WCL Channel 22
Florida Panthers	San Diego State University	World Changers Church International
Florida State University	Spirit Communications Park,	
Georgia Aquarium	The Georgia Aquarium	

STADIUMS/ARENAS & HOSPITALITY/ENTERTAINMENT

9 Bar	Hotel Phillips	Pinnacle Entertainment
AEG Live	Hyatt	Potawatomi Hotel & Casino
AMC Entertainment	IHOP	Renaissance Hotel
Ameristar Casinos, Inc.	Intrust Bank Arena	River City Casino
Argosy Casino	Isle of Capri Casino	Rococo Theatre
Bally's Casino Tunica	Jumer's Casino & Hotel	Santikos Theatres
Bellerive Country Club	Kansas Aviation Museum	Science Center of Iowa
Best Western	Kansas Speedway	Scotch & Sirloin
Biggest Loser Resorts	Kauffman Stadium	Sheraton
Bill Snyder Stadium	KC Sports Commission	Sierra Suites
Buffalo Wild Wings	Kohl's Department Stores, Inc.	South Side Country Club
Busch Stadium	Lawrence Dumont Stadium	St. Louis Cardinals HOF & Museum
Challenger Learning Center	Lego Land Discovery Ctr. KC	St. Charles Convention Center
Coterie Theatre	Little Rock CVB	St. Louis Art Museum
Crowne Plaza	Lumiere Place	St. Louis Blues Hockey
Cubby's Sports Bar and Grill	Macy's	St. Louis Cardinals, LLC
Delta Rivers Nature Center	Maggiano's Little Italy	St. Louis Country Club
Drone & Mueller	Marriott	St. Louis Science Center
Drury Hotels	McDonalds Corporation	St. Louis Symphony
Eaglewood Resort & Spa	Memphis Grizzlies	St. Louis Zoo
El Dorado Convention Center	Memphis Redbirds/Autozone Park	Swiftel Center
Embassy Suites	Memphis Zoo	The Wildwood Hotel
Foot Locker Inc.	Museum of Fine Arts Houston	Union Station Kansas City
Four Seasons Hotel	Nebraska Furniture Mart	Union Station St. Louis
Gateway Arch	Oakwood Country Club	University of Missouri Aquatic Ctr.
Harbor Center-716 Restaurant/Bar	Opera Theatre of St. Louis	Walmart
Hilton	Overland Park Soccer Complex	Wichita Art Museum
Holiday Inn	Par-A-Dice Hotel & Casino	Wisconsin Center
Hotel at Old Town	Payless Shoe Source	World Chess Museum
Hotel Lumiere	P.F. Chang's	Wrigley Field

GOVERNMENT & MILITARY

36th Judicial District Court, MI	Illinois Emergency Mgt. Agency	State Of Idaho
Air National Guard	Illinois House of Representatives	State Of Iowa
American Embassy - Brussels	Illinois State Police	State of Missouri
Ames Public Library	Jefferson City Fire Department	State of Nebraska
Arkansas State Crime Laboratory	Kansas Air National Guard	US Air Force
Arkansas State Police	Kansas City Public Library	US Army
Bluford Branch Library	Kansas Dept. of Transportation	US Army Corps of Engineers
Camp Robinson	Little Rock Air Force Base	US Attorney's Office
City of Austin, TX	Little Rock Fire Department	US Bankruptcy Court
City of Baton Rouge, LA	Marine Corps Community Services	US Census Bureau
City of Blue Springs, MO	Maxwell Air Force Base	US Coast Guard
City of Brookings, SD	McConnell Air Force Base	US Department of Agriculture
City of Cedar Rapids, IA	McLean County Government	US Court of Appeals
City of Champaign, IL	MO Department of Conservation	US DEA - El Paso Intelligence Center
City of Charleston, SC	MO Department of Transportation	US Department of Commerce
City of Clive, IA	MO National Guard	US Department of Defense
City of Independence, MO	Montana Army National Guard	US Department of Education
City of Lawrence, KS	National Geospatial Intelligence	US Department of Energy
City of Lincoln, NE	NASA	US Dept. Health & Human Resources
City of Little Rock, AR	Naval Special Warfare Dev Group	US Department of Homeland Security
City of Marion, IA	Naval Support Activity Mid-South	US Department of Interior
City of Maryland Heights, MO	NCIS	US Department of Justice
City of Memphis, TN	Nebraska National Guard	US Department of Labor
City of Olathe, KS	Nevada Supreme Court	US Department of State
City of Overland Park, KS	Nuclear Regulatory Commission	US Department of the Treasury
City of Peoria, IL	Office of Naval Intelligence	US Department of Veteran Affairs
City of Stafford, TX	Offutt Air Force Base	US District Court, IL
City of West Des Moines, IA	Olathe Court House	US District Court, IN
City of Wichita, KS	Olathe Fire Administration	US District Court, KY
City of Windsor Heights, IA	Olathe Police Department	US District Court, KS
Civil Corps of Engineers	Papillion Police Station	US District Court, PA
Clerk US District Court WV	Papillion Fire Department	US District Court, WV
Davenport Police Department	Patrick Air Force Base	US District Court Office of the Clerk
Eureka Fire Department, MO	Polk County Courts	US Environmental Protection Agency
FAA Aeronautical Center	Peoria Park District	US Farmers and Ranchers Alliance
FBI	Rock Comm. Fire Protection District	US Marine Corps
Federal Aviation Administration	Rock Island Arsenal	US Marine Corps JAG
Federal Railroad Administration	Schriever Air Force Base	US Navy
Federal Reserve Bank	Scott Air Force Base	US Postal Service
FEMA	Sedgwick County	US Secret Service
Fort Campbell	Smithsonian Institute	US Stratcom
Fort Leavenworth	Social Security Administration	Washington Fire Department
Fort Leonard Wood	State of New York	Webster County Law Enforcement
Fort Riley	St. Charles County Government	Whiteman Air Force Base
General Services Administration	St. Louis County Library	Wichita Chamber of Commerce
Great Lakes Naval Base	Starved Rock State Park	Wright-Patterson AFB
Hutchinson Public Library	State of Arkansas	Wynne Fire Department

EDUCATION

Alverno College	Knox College	St. Ambrose University
A.T. Still University	Lewis & Clark Community College	Sauk Valley Community College
Arkansas State University	Lewis University	St. Charles Community College
Arkansas Tech University	Lindenwood University	St. Louis Univ. School of Medicine
Augustana College	Logan College of Chiropractic	Texas Southern University
Avila University	Loyola University	Trinity International University
Baptist College of Health Sciences	Marquette University	University Of Arkansas
Barstow School	Maryville University Saint Louis	Univ. Of Arkansas Medical Sciences
Baylor College of Medicine	McKendree University	University of Central Arkansas
Baylor University	Memphis City Schools	University of Central Missouri
Black Hawk College	Memphis University School	University of Chicago Medical
Blue Valley North High School	Methodist College	University of Colorado
Bradley University	Middle Tennessee State University	University of Dubuque
Briarcrest Christian School	Milbank Public Schools	University of Florida
Central College	Millikin University	University of Georgia
Colorado State University	Milwaukee Public Schools	University of Houston
Columbia College	Missouri State University	University Of Illinois
Concordia University Chicago	Missouri University of S&T	University of Iowa
Creighton Prep	Missouri Western State University	University of Kansas
Creighton University	Monmouth College	University of Kansas Medical
Danville Area Community College	Moraine Valley Community College	University of Memphis
DePaul University	Mt. Mary University	University of Missouri - Columbia
Des Moines Area Community College	Naval War College	University of Missouri - KC
Douglass High School	Northeast Iowa Community College	University of Missouri - Rolla
Drake University	Northern Illinois University	University of Missouri - St. Louis
Eastern Illinois University	Northwest Missouri State University	University of NE Medical Center
Elmhurst College	Northwestern University	University of Nebraska - Lincoln
Emporia State University	Oklahoma State University	University of Nebraska - Omaha
Evangelical Christian School	Olathe School District No.233	University of Northern Iowa
Fort Hays State University	Ozark Technical Community College	University of St. Mary
Frontier School of Innovation	Park University	University of St. Francis
Grand View University	Parkland College	University of Tennessee
Greenfield College	Peoria School District 150	Univ. of Tennessee Health Science
Harding Academy	Philander Smith College	University of Texas at Austin
Harding University	Pittsburgh State University	University of Texas at Tyler
Heartland Community College	Principia College	University of Texas Medical
Henderson State University	Pulaski County Special School Dist.	University of Texas Rio Grande Valley
Hendrix College	Pulaski Technical College	University of Wisconsin
Hutchison School	Richland Community College	Upper Iowa University
Illinois Central College	Rockhurst University	USD 396 Douglass Public Schools
Illinois State University	Roosevelt University	Wartburg College
Indiana State University	Rosalind Franklin University M&S	Washington University
Iowa State University	Saint Louis University	Waukesha County Technical College
Iowa State Univ. College of Design	Saint Xavier University	Wayne State College
Iowa Wesleyan College	South Arkansas Community College	Webster University
Johnson County Community College	South Dakota State University	Western Illinois University
Kansas State University	Southeast Missouri State University	Wichita State University
KC Univ. of Medicine & Bioscience	Southeastern Illinois College	William Jewell College

HOUSE OF WORSHIP

Abundant Life Baptist Church	First Assembly of God of Aberdeen	Kirk of the Hills
Aldersgate United Methodist Church	First Assembly of God N. Little Rock	Lenexa Baptist Church
Antioch Family Worship	First Baptist Church Blue Springs	Liberty United Methodist Church
Ark of Safety Christian Church	First Baptist Church Harvester	Lord of Life Lutheran Church
Ascension Lutheran Church	First Central Congregational Church	Matthias Lot Church
Bellevue Baptist Church	First Evangelical Church	Mt. Olive Lutheran church
BreakPointe Community Church	First Presbyterian Church	Northland Baptist Church
Christ Community Church	First United Methodist Church	Peine Ridge Church
Church of the Resurrection	Forest Park Baptist Church	Racine Christian Church
Church on the Rock	Gateway Christian Church	Riverside Church
Church of the Savior	Good Shepherd Lutheran - Fremont	St. Charles Borromeo Church
Church of the Shepherd	Grace Church	St. John's Lutheran Church
Community of Christ World-HQ	Grace Evangelical Church	St. John's United Church of Christ
Country Club Christian	Grace-St. Luke's Episcopal Church	St. Louis Family Church
DeSoto Hills Baptist Church	Greater Grace Church	St. Patrick Presby. Church
Eastminster Presbyterian Church	Greek Orthodox Church of Omaha	St. Robert Bellarmine Parish
Eastside Baptist Church	Hope Church	Temple Israel
Elkton United Parish	Houston First Baptist Church	Trinity United Methodist Church
Faith Church	Immanuel Baptist Church	Village Presbyterian
Faith Lutheran Church	Immanuel United Methodist Church	Westley United Methodist Church
Faith Reformed Church	Independent Presby. Church	Windsor Crossing Comm. church
Fellowship Baptist Church	James River Assembly	Zion Lutheran Church

HEALTHCARE

Abraham Lincoln Memorial Hospital	Centennial	Methodist Hospital
Alegent Health	Children's Clinic of Jonesboro	MetLife
Alexian Brothers Health System	Children's Mercy Hospital	Naval Hospital Pensacola
Allen Memorial Hospital	Columbia/St. Mary's	Nebraska Medical Center
American Assoc. of Orthodontists	Covenant Medical Center	Proctor Hospital
Arkansas Children's Hospital	Creve Coeur Animal Hospital	Salina Family Healthcare Center
Ascension Health care	Family Cancer Center PLLC	Salix Pharmaceuticals, Inc.
Baptist Lutheran Medical Center	Graham Hospital	Seton Medical Center Hays
Barnes Jewish Hospital	Greenville Regional Hospital	SSM Health Care
Baxter Regional Medical Center	Hannibal Regional Healthcare Sys.	St. Luke's Hospital
BJC Health Care	Hillcrest Health and Rehabilitation	St. Mary's Good Samaritan Hospital
Blue Cross Blue Shield	Kansas University Medical	St. Vincent Hospital
Carle Foundation Hospital	Labette Health	Truman Medical Center
Castlewood Treatment Center	Lawrence Memorial Hospital	United Health Care
Catholic Health Association	Loyola Medical	Via Christi Health Systems Inc
CDC	MedPointe Pharmaceuticals	

CREENTIALS/CERTIFICATIONS

CTI's technical staff has a variety of certifications and designations that set us apart as one of the most qualified audio-visual integration partners available. Some of our designations include:

Certification	Qualifications/Industry Certifications/Manufacturer Certifications
Avixa	Apex / Certified Technology Specialist / Design / Install (CTS, CTS-D, CTS-I)
IT	MCITP, MCTS, CompTIA A+, CompTIA Network+
Project Management	NSCA PM
Control Systems	Crestron, Harman (AMX), Extron
Audio DSP	Biamp, BSS, ClearOne, Crown, Peavey, Gentner
CAD	AutoCAD, Autodesk, Revit
Sound Modeling	SynAudCon

NUMBER OF EMPLOYEES CERTIFIED

AVIXA			BIAMP CERTIFICATION						
CTS	CTS-D	CTS-I	AUDIA	VOCIA	VOIP	TESIRA	TESIRAFORTE	TESIRALUX	TESIRA SERVER/SERVER-IO
93	16	19	8	8	10	11	24	5	4

CRESTRON CERTIFICATION												
MASTER PROGRAMMER MCP	MASTER PROGRAMMER MCP-P	MASTER PROGRAMMER MCP-G	MASTER PROGRAMMER MCP-S	CCP	DMC-D-4K	DMC-E-4K	DMC-T-4K	DMC-D	DMC-E	DMC-S	DMC-T	DM-NVX-N
8	0	1	3	16	25	6	5	18	7	3	2	6

CRESTRON CERTIFICATION											FUSION PROGRAMMER (CTI-FUSION-P)	
MASTER TECH ARCH	CSS-T	AUDIO TECH AUD	CTI-TCT-C	CTI-TCT-R	CTI-DCT-C	CTI-DCT-R	CTI-SCT-C	CTI-SCT-R	CORE CTI-CCT	FLEX	FUSION PROGRAMMER (CTI-FUSION-P)	
1	1	1	1	1	2	2	1	1	3	1	8	

AUDINATE - DANTE					EXTRON CERTIFICATION							
LEVEL 1	LEVEL 2	LEVEL 3	DOMAIN MANAGER	DANTE AV	EAP	EAVA	ECP	ECS	NETWORK SPEC.	PRODSP	XTPSE	XTPST
28	24	14	1	19	3	9	7	8	0	1	3	2

QSC CERTIFICATION									COMPTIA CERTIFICATION				
Q-SYS	Q-SYS LEVEL 1	Q-SYS LEVEL 2	Q-SYS CONTROL 101	Q-SYS CONTROL 201	Q-SYS QUANTUM LEVEL 1	Q-SYS VIDEO 101	Q-SYS ENTERPRISE MANAGER	Q-SYS ARCHITECT	A+	NETWORK +	SECURITY+	SECURITY+ CE	IT FUNDAMENTALS+
27	22	8	10	2	2	4	1	1	2	3	1	1	1

AQAV CERTIFICATION				BICSI CERTIFICATION					SDVoE CERT.		OSHA CERT.	
AQAV CQD	AQAV CQL	AQAV CQT	AQAV 9000	BICSI	BICSI INSTALLER 1 (INST1)	BICSI INSTALLER 2 COPPER (INSTC)	BICSI INSTALLER 2 OPTICAL FIBER (INSTF)	BICSI TECHNICIAN (TECH)	BICSI RCDD	SDVoE	OSHA 10	OSHA 30
27	22	8	10	2	0	0	0	1	1	2	74	14

CONTRACT VEHICLES

GENERAL SERVICES ADMINISTRATION (GSA)



CTI is proud to have been awarded a General Services Administration (GSA) Federal Supply Schedules for selected audio-visual products and design and installation services. You are eligible if you are a part of a federal government department or agency, or an entity that has funding through the federal government, such as grant mon...

Contract Number: GS-03F-0124Y
 Period Covered by Contract: June 15, 2012, through June 14, 2027
 Schedule Item Number: 58-I Professional Audio/Video Telemetry/Tracking, Recording/Reproducing and Signal Data

58-1	Recording and Reproducing Video and Audio Equipment
58-2	Monitors and Monitors/Receivers
58-3	Television Cameras
58-4	Audio Equipment
58-6	Telecommunications Equipment
58-8	Professional Audio/Video Assessment, Design, and Integration
58-9	Professional Audio/Video Production
219-3	Televisions
219-4	Television for Hospital, Hotels and Motel
219-9	VCRs, VCP, DVD, Blu-ray
219-11	Audio Components
219-13	Handheld Camcorders

Learn more at our website <http://www.cti.com/gsa>.

NORTH AMERICAN INDUSTRY CLASSIFICATION SYSTEM (NAICS)

238210	Electrical Contractors and other Wiring Installation Contractors
333316	Photographic & photocopying equipment manufacturing
334111	Electronic computer manufacturing
334118	Computer terminal & other computer peripheral equipment manufacturing
334220	Radio and television broadcasting and wireless communications equipment manufacturing
334290	Other Communications Equipment Manufacturing
334310	Audio and Video Equipment Manufacturing
334419	Other Electronic Component Manufacturing
337212	Custom Architectural Woodwork and Millwork Manufacturing
337214	Office furniture (except wood) manufacturing
423410	Photographic Equipment and Supplies Merchant Wholesalers
423430	Computer & computer peripheral equipment & software merchant wholesalers
423610	Electrical apparatus & equipment, wiring supplies, and related equipment merchant wholesalers
423620	Household appliances, electric housewares, and consumer electronics merchant wholesalers
423690	Other Electronic Parts and Equipment Merchant Wholesalers
512110	Motion Picture and Video Production
517911	Telecommunications resellers
517919	All other telecommunications
519130	Internet Publishing and Broadcasting and Web Search Portals
532490	Other Commercial and Industrial Machinery and Equipment Rental and Leasing
541330	Engineering Services
541512	Computer Systems Design Services
541519	Other computer related services
541519	Information technology value added resellers
541990	All Other Professional, Scientific, and Technical Services

Learn more at our website <http://www.cti.com/naics>.

SECTION 3: FINANCIAL & PROJECT INFORMATION

FINANCIAL INFORMATION

REVENUE

Expected 2024 Revenue: \$300 MIL
 Past Revenue (5 years): 2022-\$180 MIL / 2021-\$141 MIL / 2020-\$141 MIL / 2019-\$127MIL / 2018-\$105MIL

BACKLOG

Current Backlog (12/31/2023) \$129 MIL

PROJECT INFORMATION

PROJECT SIZE RANGE

Typical Project Value \$25,000 TO \$5 MIL
 Total # Projects (Previous Year): 3,156
 Average Project Size (in dollars): \$53,048

BONDING

Maximum Bonding Capacity \$150M
 Current Open Bond Capacity \$140M
 Single Project Bonding Capacity \$50M
 Performance Bond ever exercised No

LITIGATION STATEMENT

(Experiences Within the last 5 years)

Judgments	Zero	Arbitrations	Zero
Suits / pending Proceedings	Zero	Bankruptcy / Company	Zero
Bankruptcy / Principals	Zero	Bankruptcy / Officers	Zero
Project Related:	Zero incidents to claim	Non-Project Related:	Zero incidents to claim

SAFETY INFORMATION

EMR RATING

July '23 – July '24 .61%
 July '22 – July '23 .69%
 July '21 – July '22 .67%
 July '20 – July '21 .65%
 July '19 – July '20 .60%

INSURANCE INFORMATION

Producer: Marsh & McLennan Agency LLC
 Insurer A: Atlantic Specialty Inc.
 Insurer B: Hanover Insurance Company
 Coverage: 7/31/2023-7/31/2024

GENERAL LIABILITY

Coverage Limit: \$1,000,000.00 per claim
 \$2,000,000.00 aggregate

AUTOMOBILE

Coverage Limit: \$1,000,000.00

UMBRELLA

Coverage Limit: \$10,000,000.00

WORKERS COMPENSATION

Coverage Limit: \$1,000,000.00

ERRORS & OMISSIONS/PROFESSIONAL

Coverage Limit: \$2,000,000.00

ACORD		CERTIFICATE OF LIABILITY INSURANCE		DATE (MM/DD/YYYY)	
THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.				7/31/2024	
IMPORTANT: If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must be endorsed, if SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsements.					
PRODUCER	J.W. Terrill, a Marsh & McLennan Agency LLC co 825 Maryville Centre Drive Suite 200 Chesterfield MO 63017	AGENT	Paul Monahan PHONE: 314.594.2417 FAX: 636.644.0833 EMAIL: pmonahan@jwterrrill.com	DATE (MM/DD/YYYY) 7/31/2024	
INSURED	Confedence Technologies, Inc. 11653 Aulis Road Maryland Heights, MO 63043	INSURANCE APPROVING COVERAGE	INSURER A: Atlantic Specialty Insurance Company INSURER B: Hanover Insurance Company	NAIC # 27154 22292	
COVERAGES		CERTIFICATE NUMBER: 5562787306	REVISION NUMBER:		
THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.					
LINE	TYPE OF INSURANCE	NAIC #	POLICY NUMBER	POLICY EFF. DATE (MM/DD/YYYY)	LIMITS
A	X COMMERCIAL GENERAL LIABILITY <input type="checkbox"/> CLASSIFICATION: <input checked="" type="checkbox"/> UOCLUR DETAIL AGGREGATE LIMIT APPLICABLE PER POLICY: <input type="checkbox"/> PER <input type="checkbox"/> LOC	7112402000	7112402000	7/31/2024	EACH OCCURRENCE DAMAGE TO OTHERS \$1,000,000 OPERATING EXPENSES \$1,000,000 MEDICAL EXPENSE \$500,000 ENHANCED AD & ADMISSION \$1,000,000 GENERAL AGGREGATE \$2,000,000 PRODUCTS - COMP/WRK AD \$1,000,000
A	X AUTOMOBILE LIABILITY <input checked="" type="checkbox"/> ANY AUTO <input checked="" type="checkbox"/> ALL TYPED AUTOS <input checked="" type="checkbox"/> HIRE/AUTOS <input checked="" type="checkbox"/> HIRE/AUTOS <input checked="" type="checkbox"/> MICRO TRUCKS <input type="checkbox"/> SCHEDULED AUTOS <input type="checkbox"/> NON-SCHEDULED AUTOS	7112402000	7112402000	7/31/2024	COMBINED SINGLE LIMIT \$1,000,000 BODILY INJURY (PER PERSON) \$ BODILY INJURY (PER ACCIDENT) \$ PROPERTY DAMAGE \$ UNINSURED MOTORIST \$
A	X UMBRELLA LIAE <input type="checkbox"/> PERSONAL LIAE <input checked="" type="checkbox"/> COMM. MADE (SEE POLICY FOR FULL TECHNICAL TERMS)	7112402000	7112402000	7/31/2024	EACH OCCURRENCE \$1,000,000 AGGREGATE \$2,000,000
A	WORKERS COMPENSATION AND EMPLOYERS' LIABILITY EMPLOYER'S COMPENSATION INSURATIVE OFFER/EMPLOYER'S EXCLUSION (MANDATORY IN MO) <input type="checkbox"/> YES <input checked="" type="checkbox"/> NO (SEE POLICY FOR FULL TECHNICAL TERMS)	8894120000	7112402000	7/31/2024	X STATE X STATE S.L. FRODOACHMENT \$1,000,000 S.L. DISMEMBER. PTA EMPLOYEE \$1,000,000 S.L. DISMEMBER. PTA AD. LIMIT \$1,000,000 S.A. DISMEMBER. PTA AD. LIMIT \$1,000,000
A	Errors & Omissions (See Remarks)	7112402000	7112402000	7/31/2024	\$2,000,000 \$2,000,000 \$2,000,000
DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 101 - Additional Remarks Schedule may be attached if more space is required)					
CERTIFICATE HOLDER		CANCELLATION			
Evidence of Coverage only		SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS.			
		AUTHORIZED REPRESENTATIVE <i>Nelson Antoine</i>			
ACORD 25 (2014/01)		© 1988-2014 ACORD CORPORATION. All rights reserved. The ACORD name and logo are registered marks of ACORD			

BUSINESS IDENTIFICATION/REGISTRATION
TAX ID NUMBERS

Federal Tax ID Number: 43-1501713
 County Code (3 digit): 189
 Congressional District: 01
 MSA: 7040
 St. Louis District Office: SBA office code 0768
 Accepts GVT. Credit Card: Yes No


UNIFORM SALES & USE TAX CERTIFICATE MULTIJURISDICTIONAL

State	License #	State	License #	State	License #
AK - Alaska	21801285	LA - Louisiana	1701016-0001-400	OK - Oklahoma	STS-10284404-05
AL - Alabama	N/A	MA - Massachusetts	SLS-21296389-003	OR - Oregon	N/A
AR - Arkansas	267225-76-001	MD - Maryland	16014936	PA - Pennsylvania	67661107
AZ - Arizona	20584591	ME - Maine	N/A	PR - Puerto Rico	N/A
CA - California	103110055	MI - Michigan	U431501713	RI - Rhode Island	2-5076-4060
CO - Colorado	26790288-0001	MN - Minnesota	8160163	SC - South Carolina	115093415
CT - Connecticut	N/A	MO - Missouri	13647300	SD - South Dakota	1022-4773-ST
DC - District of Columbia	350-001727298	MS - Mississippi	083-38923-9	TN - Tennessee	104173397
DE - Delaware	N/A	MT - Montana	N/A	TX - Texas	32039849214
FL - Florida	78-8016767396-6	NC - North Carolina	601271997	UT - Utah	12601690-003-STC
GA - Georgia	175-958811	ND - North Dakota	N/A	VA - Virginia	12-431501713F-001
HI - Hawaii	N/A	NE - Nebraska	01-9367969	VI - Virgin Islands	N/A
IA - Iowa	200151118	NH - New Hampshire	N/A	VT - Vermont	N/A
ID - Idaho	5881511	NJ - New Jersey	431-501-713/000	WA - Washington	13647300
IL - Illinois	3508-0663	NM - New Mexico	N/A	WI - Wisconsin	456-000-3897944-02
IN - Indiana	136741304	NV - Nevada	NV20161089379	WV - West Virginia	N/A
KS - Kansas	004-431501713F-01	NY - New York	43-1501713	WY - Wyoming	N/A
KY - Kentucky	820398	OH - Ohio	99109291		

CONTRACTOR LICENSES

License	#	Expiration	Type	Class
Arkansas	0214590524	5-31-2024	Contractor	Communication, Computer or Sound Systems, Cabling
California	1072847	1-31-2025	Contractor	C-7 - Low Voltage Systems
Iowa	C000782	8-16-2024	Contractor	
Mississippi	18251-SC	2-12-2025	Contractor	Communication Systems & Low Voltage
Nebraska	34881-18	6-1-2024	Contractor	
City of St. Louis	LC9967889	5-31-2023	Contractor	General - C
St. Louis County	C-5033	12-31-23	Electrical	
Tennessee	00057713	9-30-24	Contractor	Class-CE-D CE-F

GOVERNMENT CONTRACTS & ID'S

(SAM) System for Award Management (formerly CCR)
 (DUNS) Data Universal Numbering System:
 (CAGE) Commercial and Government Entity:
 GSA Advantage Contract Number (Since 2012):

UEI: L6V8ZMLHQ436 Valid until 12/1/2022
 619503634
 0K420 (Valid until 01/29/2025)
 GS-03F-0124Y (Valid until 06/14/2032)

BANK REFERENCE

CARROLLTON
BANK

January 16, 2024

John Laughlin
Conference Technologies, Inc.
11653 Adie Rd
Maryland Heights, MO 63043-3509

Re: Conference Technologies, Inc. Bank Reference Letter

Dear Mr. Laughlin,

This letter shall serve as Carrollton Bank's reference letter for Conference Technologies, Inc. Current relationship status with Carrollton Bank is outlined below:

- **\$8,000,000.00 Line of credit**
 - o Secured by all business assets of Conference Technologies, Inc.
 - o Amount available to borrow is \$8,000,000.00 and is governed by borrowing base report.
 - o Maturity of Line: July 19, 2025
 - o Covenants – Standard financial reporting requirements
- **Payment History** : All accounts paid as agreed
- **Average Deposit Account Balance**
 - o \$13,232,000.00

Conference Technologies, Inc is an outstanding client and held in high regard at the Bank.

If there are any other inquires on the above referenced client, please feel free to contact me.

Sincerely,



Randy M Russell | CARROLLTON BANK
Regional President | Commercial Banking
1925 Richardson Rd. Arnold, MO 63010
636.306.2225 O 636.591.1035 F
rrussell@carrolltonbanking.com | www.carrolltonbanking.com

1925 Richardson Road • Arnold, Missouri 63010

(636) 590-6040 • (636) 591-1035

SURETY REFERENCE



Marsh McLennan Agency
825 Maryville Centre Drive | Suite 200
Chesterfield | MO 63017
T +1 314 594 2700
MarshMMA.com

January 5, 2024

RE: Conference Technologies, Inc.

To Whom It May Concern:

Conference Technologies, Inc. is a valued Travelers Casualty and Surety Company of America surety customer. Travelers Casualty and Surety Company of America is one of the most financially sound insurance companies in the United States and enjoys a Best Rating of A+ + with financial strength category of XV.

Due to Conference Technologies, Inc.'s reputation, technical expertise, financial strength, quality equipment and experienced labor force, Marsh McLennan Agency is prepared to consider performance and payment bonds for single jobs in the \$50,000,000.00 range with an aggregate work program of \$150,000,000.00 subject to the conditions below.

Marsh McLennan Agency is proud to be associated with Conference Technologies, Inc. Should a project be awarded to and accepted by Conference Technologies, Inc., we are prepared to consider providing the required bonds on their behalf. Any bonds are subject to acceptable review of the contract terms and conditions, bond forms, confirmation of financing, and any other underwriting considerations at the time of the request. It should be understood that any arrangement for bonds is strictly a matter between Conference Technologies, Inc. and the Travelers Casualty and Surety Company of America. We assume no liability to third parties or to you if for any reason we do not execute said bonds.

Please feel free to contact me if you have any specific questions regarding Conference Technologies, Inc. or their surety bond program.

Sincerely,

A handwritten signature in blue ink, appearing to read "APT", with a long horizontal flourish extending to the right.

Andrew P. Thome,
Attorney-in-Fact, Travelers Casualty and Surety Company of America

A business of Marsh McLennan
A business of Marsh McLennan

Your future is limitless.™

APPENDIX

APPENDIX A: COMPANY LEADERSHIP TEAM


John Laughlin
President & Chief Executive
Office



Brandon Conick
Chief Operations Officer



Dan Bunyard
Chief Financial Officer



Ken Red
Chief Information Officer



Tobi Tungl
Chief Marketing Officer



Cathy Kelly
Chief Strategy Officer



Eric Snider
Chief Technology Officer



Matt McNeil
Chief Solutions Officer



Terry Bray
Chief Labor Officer



Tim Kersting
Chief Design Officer



Jimmy LoMonaco
Chief Talent Acquisition Officer

COMPANY LEADERSHIP (Continued)


Tom Koch
EVP Live Events



Ken Jaques
EVP Programming



Brian Van Der Hagen
Regional Vice President



Dan Szymanski
Regional Vice President



David Ferlino
Regional Vice President



David Walshe
Regional Vice President



Doug Carnell
Regional Vice President



George Sherman
Regional Vice President



Jeff Rollins
Regional Vice President



John Holland
Regional Vice President



John Rios
Regional Vice President



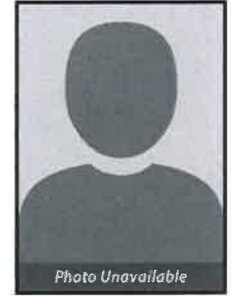
Travis Ellis
Regional Vice President



Adam Rosenthal
VP System Integration



Andrew Pearson
VP System Integration



Dan Lumsden
VP System Integration



Jim Wile
VP System Integration



Jonathon Reany
VP System Integration



Marek Walaszkowski
VP System Integration



Keith Sandy
VP System Integration



Patrick Wheelon
VP System Integration

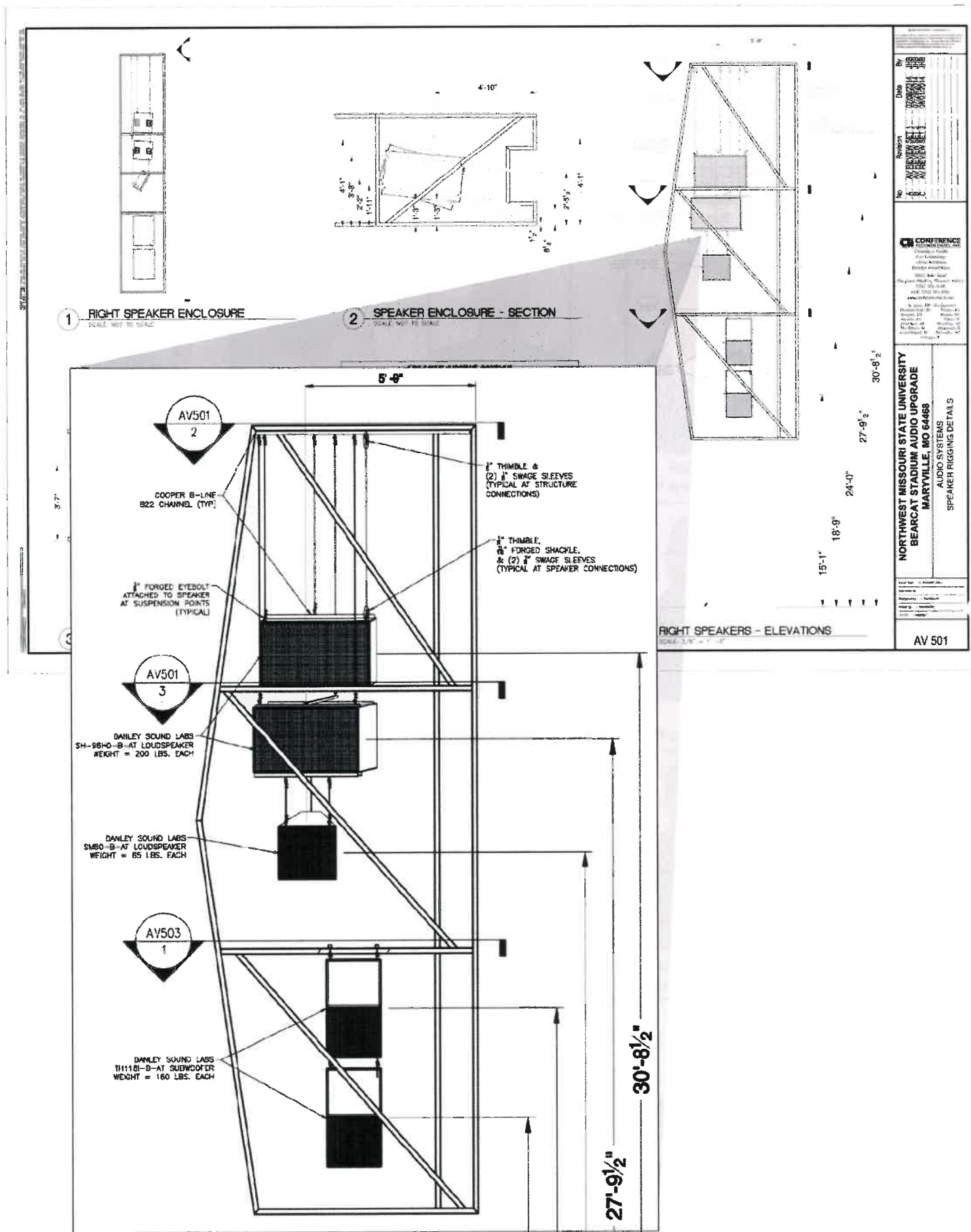


Tim Wright
VP System Integration

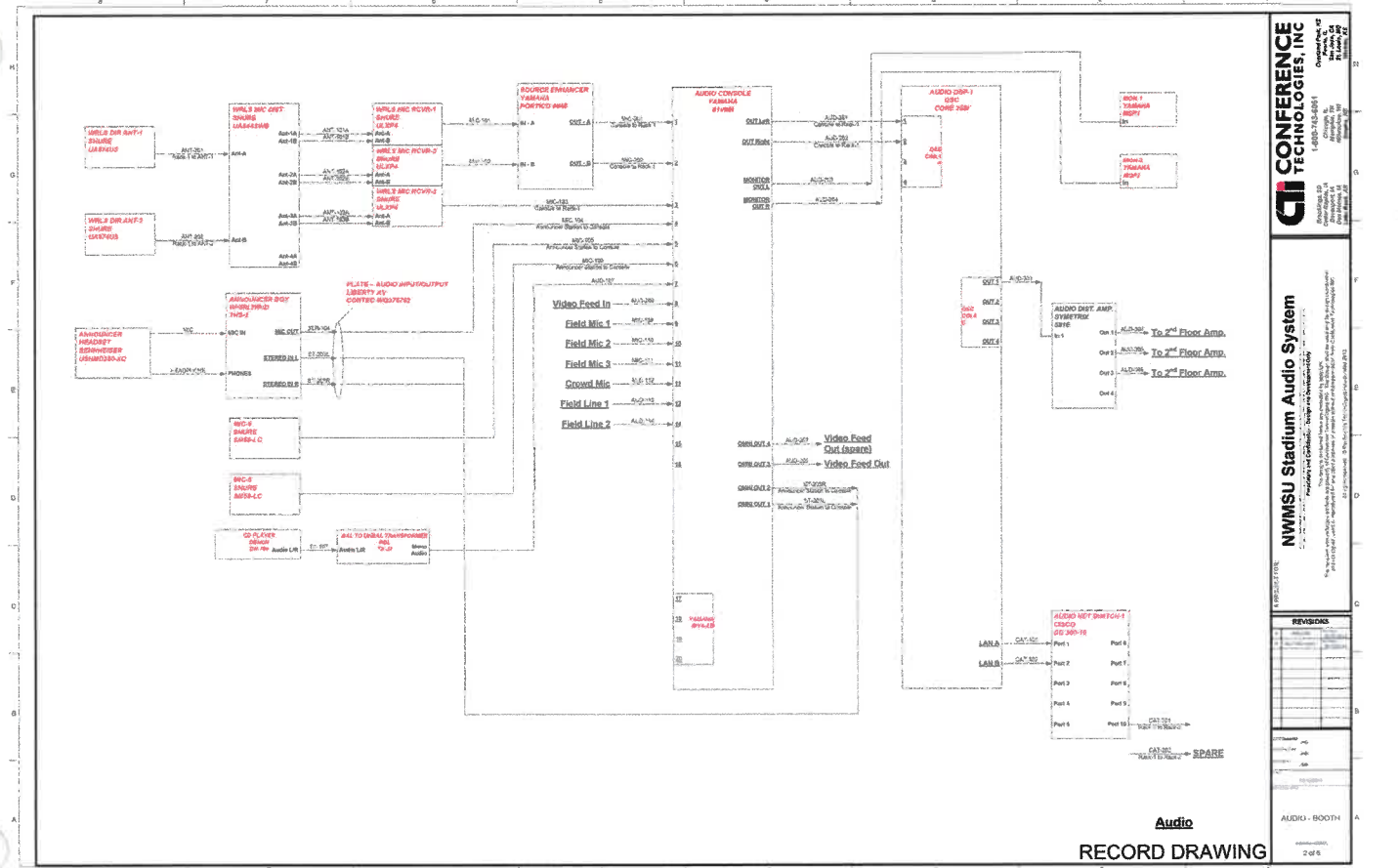


Todd Callahan
VP System Integration

APPENDIX B: SAMPLE DRAWINGS



SAMPLE DRAWINGS (CONTINUED)



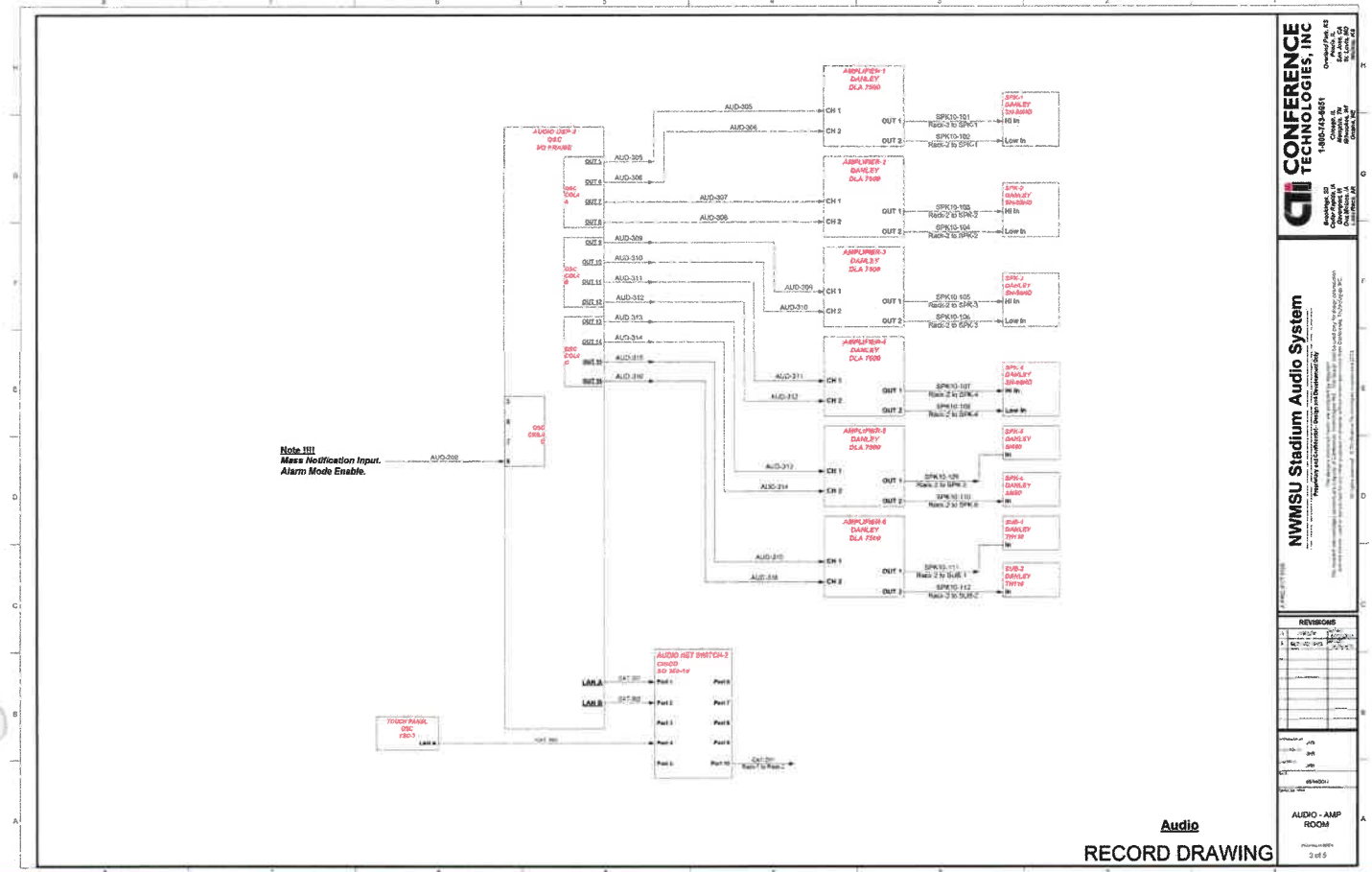
CONFERENCE TECHNOLOGIES, INC
 1-800-744-8811
 1400 W. 10th Street, Suite 100
 Lincoln, NE 68502

NWMSU Stadium Audio System

REVISIONS

NO.	DATE	DESCRIPTION
1	08/12/10	ISSUED FOR PERMIT
2	08/12/10	ISSUED FOR PERMIT
3	08/12/10	ISSUED FOR PERMIT
4	08/12/10	ISSUED FOR PERMIT
5	08/12/10	ISSUED FOR PERMIT

PROJECT: NWMSU Stadium Audio System
 DRAWING NO: 10-000-001
 SHEET NO: 2 of 5



CONFERENCE TECHNOLOGIES, INC
 1-800-744-8811
 1400 W. 10th Street, Suite 100
 Lincoln, NE 68502

NWMSU Stadium Audio System

REVISIONS

NO.	DATE	DESCRIPTION
1	08/12/10	ISSUED FOR PERMIT
2	08/12/10	ISSUED FOR PERMIT
3	08/12/10	ISSUED FOR PERMIT
4	08/12/10	ISSUED FOR PERMIT
5	08/12/10	ISSUED FOR PERMIT

PROJECT: NWMSU Stadium Audio System
 DRAWING NO: 10-000-001
 SHEET NO: 2 of 5

Signal Type	Signal Description	Cable Description	Cable Part #	Pin Type (Pin #) Length
CH	Channel	14K 14B Unshielded Twisted Pair	14B-14U	14 - 1000
AK	Auxiliary	14K 14B Unshielded Twisted Pair	14B-14U	14 - 1000
WD	Compos Video	Composite Video Shielded Twisted Pair	14B-14V	14 - 1000
SD	Serial Digital Signal	Composite Video Shielded Twisted Pair	14B-14V	14 - 1000
RGB	RGB/Analog	RGB/Analog Shielded Twisted Pair	14B-14G	14 - 1000
HDB1	HDBase 1.0/2.0 Component	DB15 HD-15 Shielded Twisted Pair	14B-14H	14 - 1000
HDB3C	HDBase 1.0/2.0 Component with Audio	DB15 HD-15/HD-15 Audio Shielded Twisted Pair	14B-14HC	14 - 1000
HDMI	HDMI	HDMI Cable	HDMI-C	19 - 3000
DVI	Digital Video	DVI Cable	DVI-D	19 - 3000
DPA	Display Port	DP Cable	DP-C	19 - 3000
HDMI/DPA	HDMI/Display Port	HDMI/DP Cable	HDMI-DP	19 - 3000
COM1	RS-485 A/B	RS-485 Cable	COM1-C	19 - 3000
COM2	RS-485 A/B	RS-485 Cable	COM2-C	19 - 3000
COM3	RS-485 A/B	RS-485 Cable	COM3-C	19 - 3000
COM4	RS-485 A/B	RS-485 Cable	COM4-C	19 - 3000
COM5	RS-485 A/B	RS-485 Cable	COM5-C	19 - 3000
COM6	RS-485 A/B	RS-485 Cable	COM6-C	19 - 3000
COM7	RS-485 A/B	RS-485 Cable	COM7-C	19 - 3000
COM8	RS-485 A/B	RS-485 Cable	COM8-C	19 - 3000
COM9	RS-485 A/B	RS-485 Cable	COM9-C	19 - 3000
COM10	RS-485 A/B	RS-485 Cable	COM10-C	19 - 3000
COM11	RS-485 A/B	RS-485 Cable	COM11-C	19 - 3000
COM12	RS-485 A/B	RS-485 Cable	COM12-C	19 - 3000
COM13	RS-485 A/B	RS-485 Cable	COM13-C	19 - 3000
COM14	RS-485 A/B	RS-485 Cable	COM14-C	19 - 3000
COM15	RS-485 A/B	RS-485 Cable	COM15-C	19 - 3000
COM16	RS-485 A/B	RS-485 Cable	COM16-C	19 - 3000
COM17	RS-485 A/B	RS-485 Cable	COM17-C	19 - 3000
COM18	RS-485 A/B	RS-485 Cable	COM18-C	19 - 3000
COM19	RS-485 A/B	RS-485 Cable	COM19-C	19 - 3000
COM20	RS-485 A/B	RS-485 Cable	COM20-C	19 - 3000
COM21	RS-485 A/B	RS-485 Cable	COM21-C	19 - 3000
COM22	RS-485 A/B	RS-485 Cable	COM22-C	19 - 3000
COM23	RS-485 A/B	RS-485 Cable	COM23-C	19 - 3000
COM24	RS-485 A/B	RS-485 Cable	COM24-C	19 - 3000
COM25	RS-485 A/B	RS-485 Cable	COM25-C	19 - 3000
COM26	RS-485 A/B	RS-485 Cable	COM26-C	19 - 3000
COM27	RS-485 A/B	RS-485 Cable	COM27-C	19 - 3000
COM28	RS-485 A/B	RS-485 Cable	COM28-C	19 - 3000
COM29	RS-485 A/B	RS-485 Cable	COM29-C	19 - 3000
COM30	RS-485 A/B	RS-485 Cable	COM30-C	19 - 3000
COM31	RS-485 A/B	RS-485 Cable	COM31-C	19 - 3000
COM32	RS-485 A/B	RS-485 Cable	COM32-C	19 - 3000
COM33	RS-485 A/B	RS-485 Cable	COM33-C	19 - 3000
COM34	RS-485 A/B	RS-485 Cable	COM34-C	19 - 3000
COM35	RS-485 A/B	RS-485 Cable	COM35-C	19 - 3000
COM36	RS-485 A/B	RS-485 Cable	COM36-C	19 - 3000
COM37	RS-485 A/B	RS-485 Cable	COM37-C	19 - 3000
COM38	RS-485 A/B	RS-485 Cable	COM38-C	19 - 3000
COM39	RS-485 A/B	RS-485 Cable	COM39-C	19 - 3000
COM40	RS-485 A/B	RS-485 Cable	COM40-C	19 - 3000
COM41	RS-485 A/B	RS-485 Cable	COM41-C	19 - 3000
COM42	RS-485 A/B	RS-485 Cable	COM42-C	19 - 3000
COM43	RS-485 A/B	RS-485 Cable	COM43-C	19 - 3000
COM44	RS-485 A/B	RS-485 Cable	COM44-C	19 - 3000
COM45	RS-485 A/B	RS-485 Cable	COM45-C	19 - 3000
COM46	RS-485 A/B	RS-485 Cable	COM46-C	19 - 3000
COM47	RS-485 A/B	RS-485 Cable	COM47-C	19 - 3000
COM48	RS-485 A/B	RS-485 Cable	COM48-C	19 - 3000
COM49	RS-485 A/B	RS-485 Cable	COM49-C	19 - 3000
COM50	RS-485 A/B	RS-485 Cable	COM50-C	19 - 3000
COM51	RS-485 A/B	RS-485 Cable	COM51-C	19 - 3000
COM52	RS-485 A/B	RS-485 Cable	COM52-C	19 - 3000
COM53	RS-485 A/B	RS-485 Cable	COM53-C	19 - 3000
COM54	RS-485 A/B	RS-485 Cable	COM54-C	19 - 3000
COM55	RS-485 A/B	RS-485 Cable	COM55-C	19 - 3000
COM56	RS-485 A/B	RS-485 Cable	COM56-C	19 - 3000
COM57	RS-485 A/B	RS-485 Cable	COM57-C	19 - 3000
COM58	RS-485 A/B	RS-485 Cable	COM58-C	19 - 3000
COM59	RS-485 A/B	RS-485 Cable	COM59-C	19 - 3000
COM60	RS-485 A/B	RS-485 Cable	COM60-C	19 - 3000
COM61	RS-485 A/B	RS-485 Cable	COM61-C	19 - 3000
COM62	RS-485 A/B	RS-485 Cable	COM62-C	19 - 3000
COM63	RS-485 A/B	RS-485 Cable	COM63-C	19 - 3000
COM64	RS-485 A/B	RS-485 Cable	COM64-C	19 - 3000
COM65	RS-485 A/B	RS-485 Cable	COM65-C	19 - 3000
COM66	RS-485 A/B	RS-485 Cable	COM66-C	19 - 3000
COM67	RS-485 A/B	RS-485 Cable	COM67-C	19 - 3000
COM68	RS-485 A/B	RS-485 Cable	COM68-C	19 - 3000
COM69	RS-485 A/B	RS-485 Cable	COM69-C	19 - 3000
COM70	RS-485 A/B	RS-485 Cable	COM70-C	19 - 3000
COM71	RS-485 A/B	RS-485 Cable	COM71-C	19 - 3000
COM72	RS-485 A/B	RS-485 Cable	COM72-C	19 - 3000
COM73	RS-485 A/B	RS-485 Cable	COM73-C	19 - 3000
COM74	RS-485 A/B	RS-485 Cable	COM74-C	19 - 3000
COM75	RS-485 A/B	RS-485 Cable	COM75-C	19 - 3000
COM76	RS-485 A/B	RS-485 Cable	COM76-C	19 - 3000
COM77	RS-485 A/B	RS-485 Cable	COM77-C	19 - 3000
COM78	RS-485 A/B	RS-485 Cable	COM78-C	19 - 3000
COM79	RS-485 A/B	RS-485 Cable	COM79-C	19 - 3000
COM80	RS-485 A/B	RS-485 Cable	COM80-C	19 - 3000
COM81	RS-485 A/B	RS-485 Cable	COM81-C	19 - 3000
COM82	RS-485 A/B	RS-485 Cable	COM82-C	19 - 3000
COM83	RS-485 A/B	RS-485 Cable	COM83-C	19 - 3000
COM84	RS-485 A/B	RS-485 Cable	COM84-C	19 - 3000
COM85	RS-485 A/B	RS-485 Cable	COM85-C	19 - 3000
COM86	RS-485 A/B	RS-485 Cable	COM86-C	19 - 3000
COM87	RS-485 A/B	RS-485 Cable	COM87-C	19 - 3000
COM88	RS-485 A/B	RS-485 Cable	COM88-C	19 - 3000
COM89	RS-485 A/B	RS-485 Cable	COM89-C	19 - 3000
COM90	RS-485 A/B	RS-485 Cable	COM90-C	19 - 3000
COM91	RS-485 A/B	RS-485 Cable	COM91-C	19 - 3000
COM92	RS-485 A/B	RS-485 Cable	COM92-C	19 - 3000
COM93	RS-485 A/B	RS-485 Cable	COM93-C	19 - 3000
COM94	RS-485 A/B	RS-485 Cable	COM94-C	19 - 3000
COM95	RS-485 A/B	RS-485 Cable	COM95-C	19 - 3000
COM96	RS-485 A/B	RS-485 Cable	COM96-C	19 - 3000
COM97	RS-485 A/B	RS-485 Cable	COM97-C	19 - 3000
COM98	RS-485 A/B	RS-485 Cable	COM98-C	19 - 3000
COM99	RS-485 A/B	RS-485 Cable	COM99-C	19 - 3000
COM100	RS-485 A/B	RS-485 Cable	COM100-C	19 - 3000

CTI CONFERENCE TECHNOLOGIES, INC.
 1400 14th Street, Suite 400
 Waco, Texas 76787
 Phone: 817.877.8777
 Fax: 817.877.8778
 Email: sales@cti-technologies.com
 Website: www.cti-technologies.com

NWMSU Stadium Audio System

RECORD DRAWING

4 of 8

ALL RJ45 Terminations (Unless you are making a Crossover)

TYPICAL RJ45 CONNECTIONS

CROSSOVER CABLE ONLY USE FOR THIS

TYPICAL RJ45 CONNECTIONS FOR CROSSOVER CABLE

Female DB9-RJ Adapter

Use this on all DB9 ports that do not require RJ45 breakout boxes. Do not connect RJ45 to female DB9 adapter.

Crossover Female DB9-RJ Adapter

Use this on all DB9 ports that do require RJ45 breakout boxes. Do not connect RJ45 to crossover female DB9 adapter.

Female DB9-RJ Adapter

Use this on all DB9 ports that do not require RJ45 breakout boxes. Do not connect RJ45 to female DB9 adapter.

Male DB9-RJ Adapter

Use this on all DB9 ports that do not require RJ45 breakout boxes. Do not connect RJ45 to male DB9 adapter.

Common Cable Pinouts RECORD DRAWING

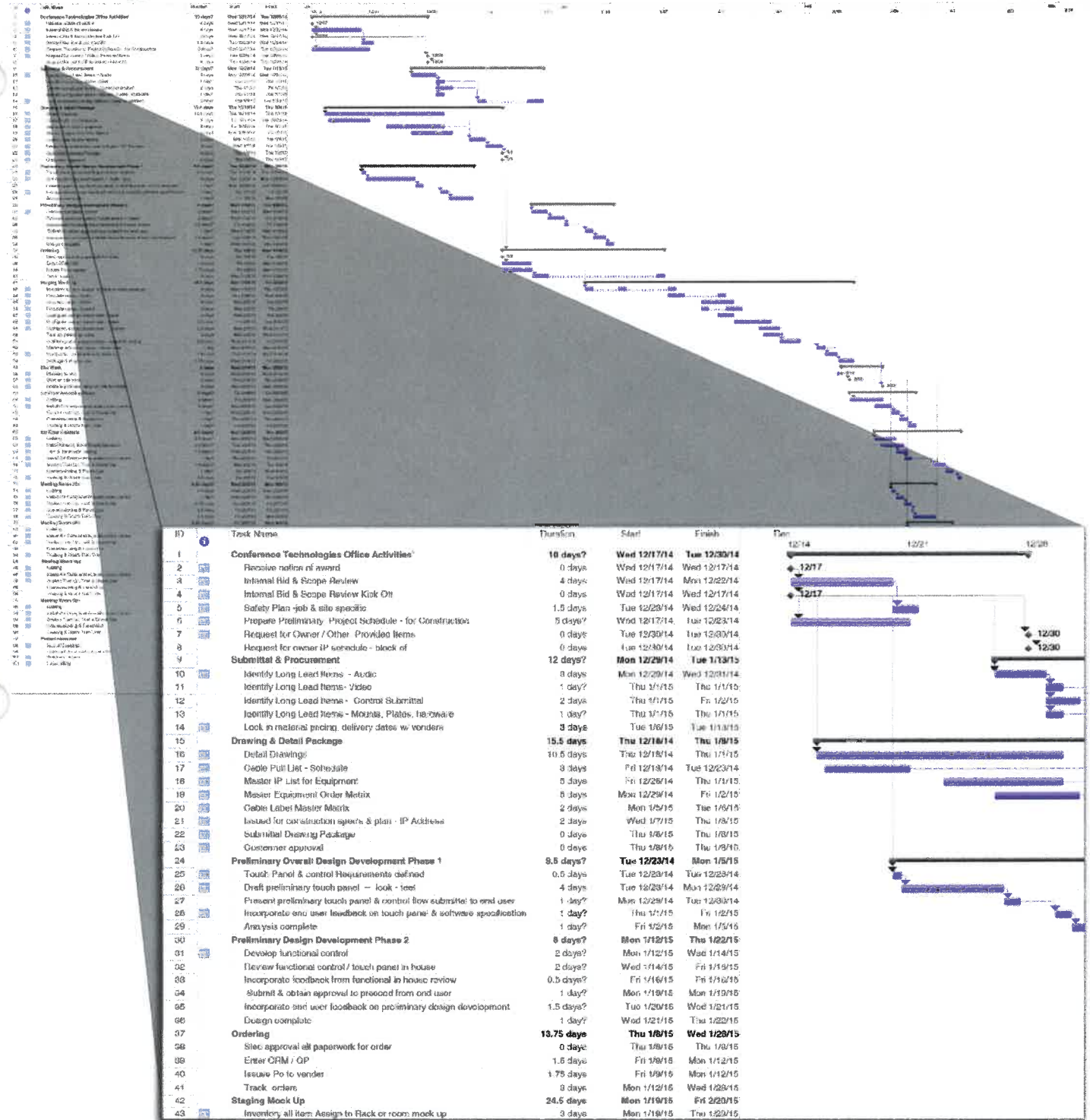
CTI CONFERENCE TECHNOLOGIES, INC.
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 Fax: 817.877.8778
 Email: sales@cti-technologies.com
 Website: www.cti-technologies.com

NWMSU Stadium Audio System

RECORD DRAWING

5 of 8

APPENDIX C: SAMPLE PROJECT SCHEDULE



APPENDIX D: PAST PROJECTS

FIRST NATIONAL BANK OF OMAHA

Project Name: FBO update
Contract Amount: \$1,200,000
Location: Omaha Nebraska
Completion Date: 1/1/23
Category: Corporate
Owner: First National Bank of Omaha
CTI Representative: Josh Keller
Project Manager: Todd Laird
Lead Software Programmer: Isaac Porter
Project Description: CTI installed a Background Audio System broken out into 5 zones, Ultra Stretch Displays with Digital Signage players, Charter and Map Wall with Ultra short throw projector that will be mapped to the wall based on the custom projection surface and Motion sensor for triggering playback of video clip, 98" Portrait Displays, LED Video Walls and Digital Signage where some were installed as a Corner wrapped video wall on a custom mount, Zoom Studios. Studio 1 got an electric green screen to be mounted into the ceiling Control will be through a LVC on the wall.



UNIVERSITY OF MICHIGAN

Project Name: Michigan Stadium
Contract Amount: \$6,595,104
Location: 500 S State St, Ann Arbor, MI 48109
Start Date: 2/20/2023
Completion Date: 8/31/2023
Category: Higher Education/Sports & Entertainment/Broadcast
Delivery Method: Hard Bid
Owner: University of Michigan
CTI Representative: Andrew Pearson
Project Manager: Cheri Parker
Project Engineer: David Watson
Design Consultant: WJHW
Project Description:

CTI was brought in to update the video production system, the core of a comprehensive project that included video boards, audio, and lighting systems on multiple sports facilities throughout the campus, including Michigan Stadium, the largest stadium in the US. CTI worked with the end user team to coordinate this centralized control room project and connect all the venues on the campus. CTI provided and installed cameras, switcher, routing core, graphics, slow motion, intercom, and supporting systems. The control rooms drive board shows at all campus venues including the new scoreboard at Michigan Stadium, "The Big House" which is the largest stadium in the country.

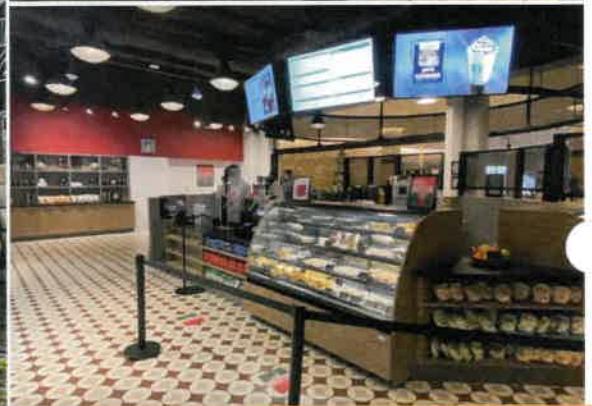


Additional Information:

[Sports Video Group Article](#)

KALAHARI RESORTS

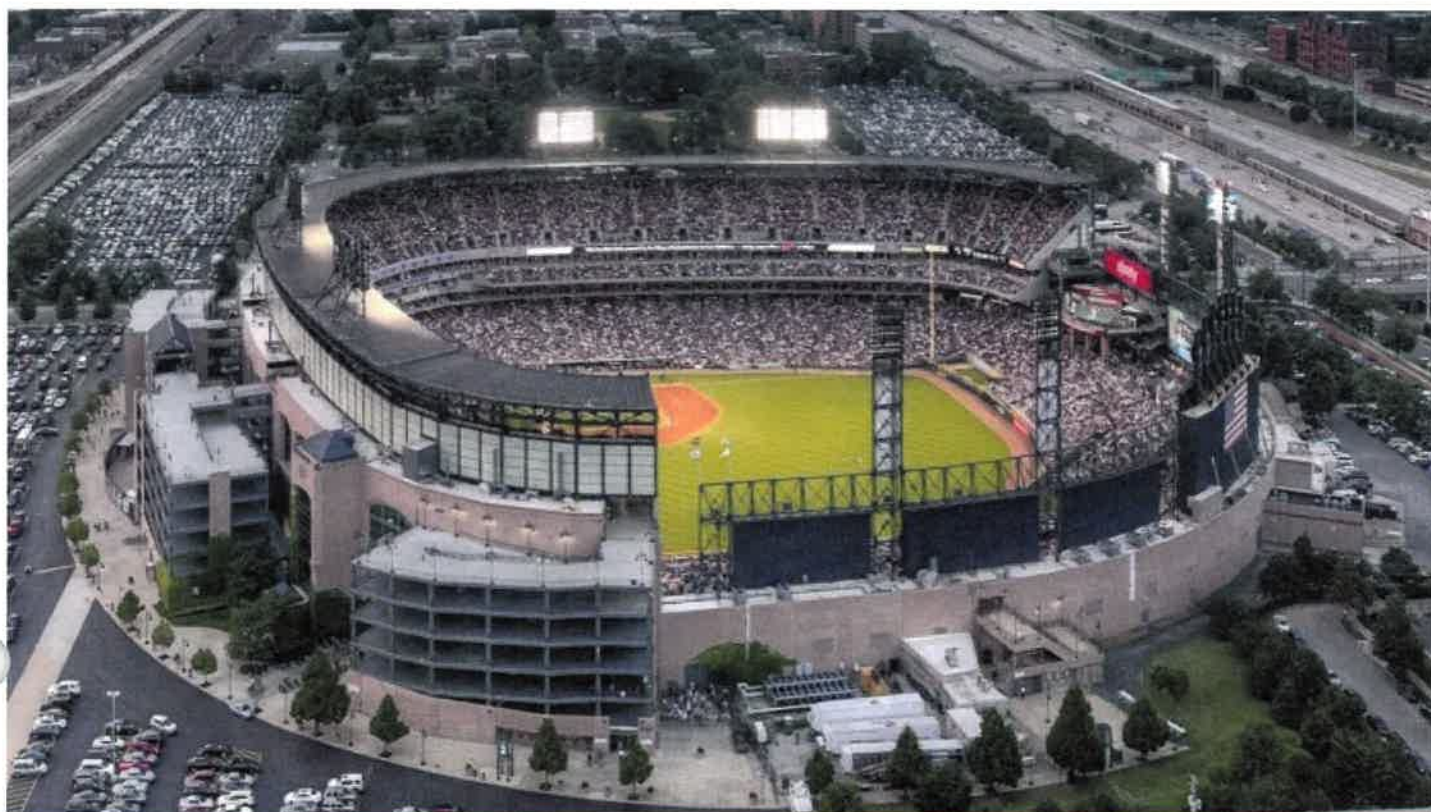
Project Name: Kalahari Resorts Round Rock
Contract Amount: Non-Disclosed
Location: Round Rock, TX
Start Date: 3/1/18
Completion Date: 1/15/2021
Category: Hospitality/Entertainment
Delivery Method: Hard Bid
Owner: Kalahari Resorts
CTI Representative: David Lahey
Project Manager: Melissa Eggleston / Patty Richmond / Patrick Baum
Project Engineer: John Barbour
Lead Software Programmer: David Lockmiller
General Contractor: Hensel Phelps
Project Description: CTI was hired by Kalahari Resort Round Rock to provide the design, engineering, and installation of all AV in the resort. The 350-acre mixed-use development consists of 200,000 ft² recreation facility, 150,000 ft² conference / convention center, and 990 room hospitality development. The resort is also outfitted with a fitness center, restaurants, and retail space.



CHICAGO WHITE SOX

Project: Guaranteed Rate Field Scoreboard Control Room Upgrades
 Contract Amount: \$705,663
 Location: 333 W 35th St, Chicago, IL 60616
 Start Date: August 2021
 Completion Date: January 2022
 Category: Sports & Entertainment/Hospitality/Broadcast
 Delivery Method: Hard Bid
 Owner: Illinois Sports Facilities Authority/Chicago White Sox
 CTI Representative: Ry Alford
 Project Manager: Cheri Parker
 Project Engineer: Eddie Daniels
 Project Description:

CTI integrated a LED head end system comprised mainly of a Ross Tessera system for the facility. A sizeable amount of Ross Rocket Surgery design services was incorporated in this project. This project had stringent MWBE requirements of at least 30% which was accomplished through our use of a local MWBE certified subcontractor.





Clients Nationwide



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CONTRACT AND GRANT DISCLOSURE AND CERTIFICATION FORM

Failure to complete all of the following information may result in a delay in obtaining a contract, lease, purchase agreement, or grant award with any Arkansas State Agency.

SUBCONTRACTOR: **Yes** **No** SUBCONTRACTOR NAME: Conference Technologies, Inc. dba CTI

TAXPAYER ID NAME: IS THIS FOR: **Goods?** **Services?** **Both?**

YOUR LAST NAME: FIRST NAME: M.I.:

ADDRESS: 11653 Adie Rd.

CITY: Maryland Heights STATE: MO ZIP CODE: 63043 COUNTRY: USA

AS A CONDITION OF OBTAINING, EXTENDING, AMENDING, OR RENEWING A CONTRACT, LEASE, PURCHASE AGREEMENT, OR GRANT AWARD WITH ANY ARKANSAS STATE AGENCY, THE FOLLOWING INFORMATION MUST BE DISCLOSED:

FOR INDIVIDUALS *

Indicate below if: you, your spouse or the brother, sister, parent, or child of you or your spouse *is* a current or former: member of the General Assembly, Constitutional Officer, State Board or Commission Member, or State Employee:

Position Held	Mark (√)		Name of Position of Job Held <small>[senator, representative, name of board/ commission, data entry, etc.]</small>	For How Long?		What is the person(s) name and how are they related to you? <small>[i.e., Jane Q. Public, spouse, John Q. Public, Jr., child, etc.]</small>	
	Current	Former		From MM/YY	To MM/YY	Person's Name(s)	Relation
General Assembly							
Constitutional Officer							
State Board or Commission Member							
State Employee							

None of the above applies

FOR AN ENTITY (BUSINESS) *

Indicate below if any of the following persons, current or former, hold any position of control or hold any ownership interest of 10% or greater in the entity: member of the General Assembly, Constitutional Officer, State Board or Commission Member, State Employee, or the spouse, brother, sister, parent, or child of a member of the General Assembly, Constitutional Officer, State Board or Commission Member, or State Employee. Position of control means the power to direct the purchasing policies or influence the management of the entity.

Position Held	Mark (√)		Name of Position of Job Held <small>[senator, representative, name of board/commission, data entry, etc.]</small>	For How Long?		What is the person(s) name and what is his/her % of ownership interest and/or what is his/her position of control?		
	Current	Former		From MM/YY	To MM/YY	Person's Name(s)	Ownership Interest (%)	Position of Control
General Assembly								
Constitutional Officer								
State Board or Commission Member								
State Employee								

None of the above applies

Contract and Grant Disclosure and Certification Form

Failure to make any disclosure required by Governor's Executive Order 98-04, or any violation of any rule, regulation, or policy adopted pursuant to that Order, shall be a material breach of the terms of this contract. Any contractor, whether an individual or entity, who fails to make the required disclosure or who violates any rule, regulation, or policy shall be subject to all legal remedies available to the agency.

As an additional condition of obtaining, extending, amending, or renewing a contract with a state agency I agree as follows:

1. Prior to entering into any agreement with any subcontractor, prior or subsequent to the contract date, I will require the subcontractor to complete a **CONTRACT AND GRANT DISCLOSURE AND CERTIFICATION FORM**. Subcontractor shall mean any person or entity with whom I enter an agreement whereby I assign or otherwise delegate to the person or entity, for consideration, all, or any part, of the performance required of me under the terms of my contract with the state agency.

2. I will include the following language as a part of any agreement with a subcontractor:

Failure to make any disclosure required by Governor's Executive Order 98-04, or any violation of any rule, regulation, or policy adopted pursuant to that Order, shall be a material breach of the terms of this subcontract. The party who fails to make the required disclosure or who violates any rule, regulation, or policy shall be subject to all legal remedies available to the contractor.

3. No later than ten (10) days after entering into any agreement with a subcontractor, whether prior or subsequent to the contract date, I will mail a copy of the **CONTRACT AND GRANT DISCLOSURE AND CERTIFICATION FORM** completed by the subcontractor and a statement containing the dollar amount of the subcontract to the state agency.

I certify under penalty of perjury, to the best of my knowledge and belief, all of the above information is true and correct and that I agree to the subcontractor disclosure conditions stated herein.

Signature  Title Branch Director Date 04/11/2024
Vendor Contact Person Jonathan Parker Title Branch Director Phone No. 501-404-7807

Agency use only

Agency Number _____ Agency Name _____ Agency Contact Person _____ Contact Phone No. _____ Contract or Grant No. _____



Illegal Immigrant Disclosure Certification

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Submission Confirmation

Thank you for your submission.

We have recorded your submission. Please [click here](#) to return to the home page.

Print Disclosure Submission

Vendor:	Conference Technologies, Inc.
Tax ID:	1713
Disclosure Statement:	I certify that I DO NOT employ or contract with an illegal immigrant.
Contact E-mail:	bidteam@cti.com
Submitted on:	04-10-24