



City of Roswell Fire Station 1
Training & Conference Room AV Systems

Lead # 335084948160

ATTN: Mac Rogers



Electrical Services

- EV Chargers
- LED Lighting Upgrades
- Exterior Lighting
- Parking Lot Lighting
- UV Disinfection Lighting
- Emergency Power(Generators & UPS)
- Sports Lighting
- Bonding & Grounding
- Conduit
- Pathways
- Boring & Trenching



**Network Infrastructure
& Specialty Systems**

- Voice & Data Cabling
- Fiber Optic Cabling
- Wireless Networks
- IDF and MDF Buildout
- Network Equipment Services
- Digital Signage
- Audio Visual Systems
- VoIP Phone Systems
- Air Quality Detectors
- Sound Systems (PA, Intercom, EVAC)
- Digital Mobile Radios (DMR)



Security & Life Safety

- Access Control
- Door Hardware
- Crisis Alert Status System
- Video Surveillance (CCTV)
- AI Analytics
- Facial Recognition
- Weapons & Gun Shot Detection
- Surveillance Trailers
- Video Intercom Systems
- Panic Duress
- Intrusion and Detection Alarms
- Fire Alarm

DOCUMENT CREDENTIALS

Copyright Statement

The copyright of this document is the property of APIC Solutions. All information provided by APIC Solutions in this response is provided on a commercial-in-confidence basis. No part of this document may be provided to any other person or organization in any form without the prior written permission of APIC Solutions.

Disclaimer

APIC Solutions will be providing skilled engineers and resources to complete its responsibilities within the project in the timeframe outlined in this proposal. While all due care and consideration has been taken in the preparation of the 'Statement of Work', APIC Solutions cannot take responsibility for additional products and/or service which may need to be purchased because of any increases in this scope during implementation nor for product being unavailable because of a vendor discontinuing any product.

ABOUT APIC SOLUTIONS

APIC Solutions was founded by industry professionals who recognized a need for a company centered on quality installations, responsiveness, and service. These founding values challenge the industry norm and set a new standard for Electrical Construction and Special Systems Integration. The management team at APIC Solutions has a combined 100 years' industry experience, and we employ only the most skilled technicians and partner with leading manufacturers to ensure the quality of the work we provide is consistent.

We are excited to bring our three divisions together to self-perform every project we do. This means certified APIC staff is designing, engineering, installing, and servicing all the systems we provide. We do so on a turn-key basis with 24/7 customer support and emergency service. We are always here ready to take your call.

APIC keeps its thumb on the pulse of technology as it relates to the solutions we provide. While other contractors provide the same services for decades, APIC challenges the norm by providing customized solutions with the absolute best technologies available. APIC utilizes a unique approach in all aspects of your project, we assign an account manager to each customer. No matter which division of APIC you are working with, each customer has a single point of contact. This approach insures a smooth transaction through fact-finding and project conception, to owner acceptance and invoicing

Whether you already have a system design and are looking for a reliable contractor, or require a complete design build solution, APIC is ready to assist. With a focused approach on quality and responsiveness, we do truly provide "Service Beyond Expectations!"

SERVICE PLEDGE

Dear Mac Rogers,

Thank you for your interest in partnering with APIC Solutions on your Fire Station 1 Training & Conference Room AV Systems. I personally will play a big role in our relationship and I want you to know I take that responsibility very seriously. I have crafted a lifetime of skills and experiences into a philosophy and a method for servicing customers with the value they all deserve. Much of being a valued partner to my customers is common sense, but the defining factors are being sincere and passionate about the service I provide to them.

I pledge, that I will always listen to you and do so in attempt to gain a complete understanding of your needs and desires. I pledge, that I will be responsive to any communications and outreach you have to me and my organization. I pledge, to always communicate clearly and concisely with you, so you and your staff understand our response and our commitment to meet your needs and expectations. I pledge, to consistently check in with you and your staff to evaluate your satisfaction and the overall performance of our Solutions and Service.

Please keep in mind that APIC Solutions is very proud of the service we provide to our customers. We provide a 24/7 telephonic and 24/7 remote network support for the life of our partnership at no additional cost. We have a 1-800 number you can call 24/7 to seek the support you require.

I have provided you with project references in the following pages. Please feel free to reach out to anyone of them and ask if they value our partnership.

Sincerely,

Darrin Heller

PROJECT SUMMARY

APIC Solutions proposes Crestron audiovisual systems for the training room and conference room at Roswell Fire Station 1. This project supports the City's broader effort to restore and upgrade Fire Department training facilities that also serve other City departments for meetings, presentations, and collaborative exercises.

As part of Station 1's current remodel, the training room will be located in the new building addition. The proposed system will equip this space for in-person instruction, Microsoft Teams meetings, and small-group activities. A separate, standalone Microsoft Teams Room system will provide conferencing, presentation, and bring-your-own-device (BYOD) functionality in the adjacent conference room.

APIC completed two separate onsite assessments to inform the proposed solution. The initial assessment with Business Development Representative Darrin Heller and a second assessment with Estimating Engineer Jordan Payton. These visits helped establish the operational needs, evaluate site conditions, and develop the proposed design.

Throughout this process, APIC worked with City of Roswell Project Manager Mac Rogers, IT Director Jeff Bechtel, Network Systems Administrator Frank La Volpa, Fire Chief Steve Chavez, and Deputy Fire Chief Daniel Fuller. Input from each individual helped shape the design around the City's technical requirements, the Fire Department's operational needs, and the shared use of these spaces by other departments.

System Reliability and Personal Device Use

The Fire Department has experienced a department-wide issue with personnel modifying existing AV connections to accommodate gaming consoles and other entertainment devices. These changes can leave systems improperly configured when needed for training, meetings, or official City business.

The proposed training room system addresses this issue through wireless presentation and a dedicated HDMI connection at each monitor. Connecting a compatible device will automatically switch that monitor to the local source. Disconnecting the device will return the monitor to the Microsoft Teams Room system without requiring manual input changes.

This functionality removes the need to disconnect or alter permanent AV connections, allowing personnel to use compatible personal devices while preserving the system's professional functionality and readiness.

Training Room

- Four 85-inch wall-mounted displays and one 65-inch confidence monitor for the presenter.
- A Crestron Microsoft Teams Room system supporting scheduled and ad hoc meetings, one-touch meeting join, content sharing, and BYOD conferencing.
- Three Crestron AirMedia wireless presentation systems for sharing content from compatible laptops and mobile devices.
- An HDMI wall plate at each display, supporting independent local presentations with automatic switching back to the Teams Room source when disconnected.
- Two conferencing cameras providing intelligent framing, tracking, and participant coverage.
- Two ceiling-mounted microphones and four ceiling-mounted speakers, with audio processing for clear speech, presentation audio, and remote meeting participation.

- A Crestron tabletop touchscreen for meeting and system control.
- A room scheduling touchscreen outside the entrance displaying availability and scheduled meetings, with booking and check-in features available where enabled by the City's calendar policies.
- Programmed room startup, shutdown, and display control.
- AV head-end equipment housed in the IT closet directly attached to the training room.

Conference Room

- One 85-inch wall-mounted display for presentations and meeting content.
- A standalone Crestron Microsoft Teams Room system configured with the conference room's dedicated account and Microsoft 365 calendar.
- An all-in-one conferencing soundbar providing camera, microphone, and speaker functionality.
- Crestron AirMedia wireless presentation and BYOD functionality for compatible user devices.
- A room scheduling touchscreen outside the entrance displaying room availability and scheduled meetings.

Installation, Training, and Handoff

APIC will install, program, and test both systems to confirm they operate as intended. Upon completion, we will train City personnel on everyday use and basic troubleshooting and provide the final system documentation.

SCOPE OF WORK

Project Overview

Provide all labor, materials, installation, programming, testing, commissioning, documentation, and training for a Microsoft Teams Room (MTR) audiovisual system in the training room and a standalone MTR system in the adjacent conference room at the City of Roswell Fire Station #1, including all required mounting hardware and accessories.

Training Room

Display System

In the training room, provide and install four (4) Sony 85-inch and one (1) 65-inch professional displays on Chief Fusion tilt wall mounts at locations indicated on project drawings, each with WattBox surge protection and power conditioning.

Microsoft Teams Room System and Video Distribution

A Crestron MTR system consisting of a CCC-110 compute appliance, TS-1080 tabletop touch panel, and BYOD integration kit shall serve as the default source for all displays.

Local HDMI and Wireless Presentation

Crestron HDMI distribution amplifiers, HD-TXC-4KZ-101 transmitters, and HD-RX-4K-210-C-E receivers shall distribute MTR, local HDMI, and AirMedia sources to the displays. Provide a Crestron MP-WP152 HDMI wall plate at each display location, programmed so the associated display automatically switches to its local HDMI input when a source is connected and reverts to the MTR source when disconnected.

Provide three (3) Crestron AirMedia Series 3 wireless presentation systems as additional sources.

Video Conferencing Cameras

Provide and configure a Crestron 1 Beyond i12 Intelligent PTZ camera and a Huddly L1 AI Collaboration Camera within the MTR system for coverage of the training room.

Audio System

The training room audio system shall consist of a Biamp TesiraFORTÉ DAN AI DSP, two (2) Sennheiser TeamConnect Ceiling Medium microphones, dual-channel receiver, two (2) Crestron Saros passive in-ceiling speakers, and two (2) Crestron Saros DM-NAX active network speakers. Program the DSP for echo cancellation, automatic mixing, gain structure, and room tuning.

Room Scheduling

Provide a Crestron TSS-880 Room Scheduling Touch Screen outside the training room entrance, configured with the training room MTR resource account and Microsoft 365 calendar.

Conference Room

Display System

In the conference room, provide and install one (1) 85-inch professional displays on Chief Fusion tilt wall mounts at locations indicated on project drawings, each with WattBox surge protection and power conditioning.

Conferencing, Wireless Presentation, and Scheduling

Provide a Crestron UC-B70-A-T all-in-one soundbar/video conferencing device at the display location indicated on project drawings, a Crestron AirMedia wireless presentation kit, and a Crestron TSS-880-B Room Scheduling Touch Screen outside the conference room entrance.

Configure all conference room devices with the conference room MTR resource account and Microsoft 365 calendar, including MTR sign-in and video bar camera and audio tuning.

AV Network Infrastructure

Provide and install a Netgear M4250 managed AV network switch, configured with AV VLANs and Dante for all training room and conference room devices.

System Programming

Crestron programming shall include source routing, display control, HDMI auto-switching, device monitoring, and system startup and shutdown.

Testing, Documentation, Training, and Proposal Conditions

Installation includes all equipment mounting, rack build and cable management, terminations, power connections, device configuration, system labeling, and APIC custom rack panel branding and rack finishing materials.

Upon completion, test and verify operation of all systems in both rooms, including MTR, cameras, audio, wireless microphones, AirMedia, displays, BYOD, HDMI auto-switching, scheduling panel calendar synchronization, and the AV network. Provide a commissioning report, as-built documentation, device inventory, programming backups, network configuration documentation, and owner training for both systems.

Proposal **CONTINGENT** on customer provided Microsoft Teams Rooms Pro licenses for each room.

Proposal **EXCLUDES** customer provided 4-post rack, internet connection, 120V outlets at each TV and MDF, conduit, rough-in, or Teams licensing.

INVESTMENT

Project Subtotal		\$129,866.73
Tax @ 8.2708%		\$10,741.02
Bond		\$2,272.67
TOTAL PROJECT COST		\$142,880.42

Based on State Price Agreement 00-00000-20-00093AC
Proposal is VALID for 30 days.

NOTES, EXCLUSIONS, TERMS & CONDITIONS

PROJECT SPECIFIC NOTES AND EXCLUSIONS

- Proposal **EXCLUDES** payment/performance bond and all associated permits and fees unless specified.
- Proposal **EXCLUDES** any unforeseen conditions; any equipment not listed in this quote.
- Proposal **EXCLUDES** any additional electrical/cooling upgrades required for this project.
- Proposal **EXCLUDES** patching, painting, and replacement of ceiling tiles.
- Proposal **EXCLUDES** the correction of existing code violations.
- Proposal **EXCLUDES** any warranty on existing equipment.
- Proposal **ASSUMES** all existing equipment and cabling is in proper working order. Unless otherwise stated above.
- Proposal is **VALID** for 30 days, excluding tariffs.
- Proposal **CONTINGENT** on customer provided Microsoft Teams Rooms Pro licenses for each room.
- Proposal **EXCLUDES** customer provided 4-post rack, internet connection, 120V outlets at each TV and MDF, conduit, rough-in, or Teams licensing.

TARIFF ADJUSTMENT CLAUSE

The pricing provided in this quote is based on current tariff levels as of the date of the quote. In the event that tariff rates change or suppliers impose tariff-based price increases after the issuance of this quote, the final price may need to be adjusted to reflect the new tariff rates prior to procurement or through a cost impact change order. Any such changes will be communicated to the client or contractor and will be subject to the applicable increase or decrease in costs due to tariff adjustments.

INVOICING AND PAYMENT TERMS

- All invoices are due net 30 days from date of invoice
 - Any delinquent invoices will cause project progress to cease until remedied. APIC Solutions shall not be held responsible for damages or delays that occur as a result of delinquency.
 - All equipment/material will be invoiced 100% once it has been delivered and accepted by the agency
 - Progress billings for labor, mobilization and equipment rental will occur monthly and will be based on the percentage complete at the time of billing.
- A 3.5% processing fee will be added to all purchases being made using a credit card.

APIC SOLUTIONS GENERAL TERMS AND CONDITIONS

- **Supply**
APIC Solutions Inc. agrees to supply goods and/or services to the customer on these standard terms and conditions
- **Purchase Orders**
Purchase orders for products or services will constitute an offer by the Customer and may only be accepted by APIC Solutions in writing. Any amendments to purchase orders for products or services must be approved by

APIC Solutions in writing to be effective. Only these Terms (no other terms and conditions which may be attached to or incorporated in a purchase order) form part of the agreement between the parties

- **Warranty**

APIC Solutions makes no warranty in relation to the products or services other than as prescribed by law which cannot be excluded or in the case of products, as provided by the products' respective manufacturers as made know to the customer in the documents supplied by APIC Solutions or the manufacturer or as otherwise published or made known to the customer.

- **Risk and Insurance**

Risk of loss, theft, damage, deterioration or destruction of products passes to the customer upon the earlier or:

(1) Delivery to the customer'

(b) The taking possession by the customer; and

(c) The delivery to any carrier (who will be deemed to be the agent of the customer) for delivery to the customer

- **Title**

Until the products have been paid for in full, they remain the property of APIC Solutions Inc. If the customer fails to pay any moneys to APIC Solutions when due, APIC Solutions may immediately without notice or demand enter upon the Customer's premises and take possession of the products. This right without prejudice to any other rights that APIC Solutions may have

- **Intellectual Property**

The customer acknowledges that, unless otherwise agreed in writing, all intellectual property rights attaching to the products or arising out of the provision of services are and will remain property of APIC Solutions or its supplier, where such rights are owned by that supplier. Software will be licensed to the customer on the terms of the relevant license agreement provided with the product or as otherwise agreed between APIC Solutions and the customer in writing

- **Limitation of Liability**

(a) APIC Solutions will not be liable to the customer for any indirect or consequential damages including loss of profits, revenues, data or use arising out of or in relation to the supply of products and/or services, even in APIC Solutions knew or should have known of the possibility of such loss or damage and whether damages are claimed in contract, tort (including negligence) or statue

(b) Except in relation to liability for personal injury, or damage to tangible property, APIC Solutions liability to the customer in respect of any loss or damage which may be suffered or incurred or which may arise directly or indirectly in respect of the supply of products and/or services pursuant to these terms or in respect of a failure or omission on the part of APIC Solutions to comply with its obligations under these terms, shall be, in aggregate, limited to an amount equal to the amount paid by the customer the APIC Solutions under these terms.

- **Taxes**

The amount payable to APIC Solutions price is inclusive of existing taxes, duties and government charges imposed or levied in connection with the supply of products and services. The customer shall be liable for any new taxes, duties or charges imposed to subsequent to APIC Solutions quotation or proposal or to this agreement in respect of the supply of the products and services

- **Termination**

Where the customer:

(a) Makes default in any payment or breaches any of the terms;

(b) becomes unable to pay its debts as and when they fall due; or

(c) commits an act of bankruptcy or, being a company, enters into liquidation or provisional liquidation whether compulsory or voluntary or compounds with its creditors generally or has a receiver or receiver manager or administrator appointed over all or part of its assets or passes a resolution for winding-up or petition is presented for its winding-up, APIC Solutions may without prejudice to any of its rights or remedies under these terms or otherwise by notice to the customer;

(i) Suspend further supply and require payment in advance for future supply;

(ii) Recover possession of any product for which payments has not been made;

(iii) Terminate all or any purchase orders for products or services which have been accepted by APIC Solutions;

(iv) Claim immediate payment of all moneys due by customer in respect of all products and/or services which will then be immediately due and payable notwithstanding the due date or dates for payment or any terms agreed by APIC Solutions and/or

(v) Continue to enforce its rights and recover from the customer such payments and any other amounts owing as and when they call due.

PROJECT INFORMATION SHEET

APIC ACCOUNT MGR	Darrin Heller
APIC ESTIMATOR	Jordan Payton
COMPANY NAME	City of Roswell
JOBSITE ADDRESS	200 S Richardson Roswell, NM 88203
Where should APIC staff park during this project?	
What hours will we have access to work areas during this project?	
If necessary, could we plan to work weekends or outside standard business hours?	
Is there a secure area we can use for project staging and/or to store material during this project?	
Preferred method of invoice (Email or Mail)	

Where should we send invoices?
Is this a wage scale job?
Has a wage decision schedule been received?
Is this a tax exempt job?

City of Roswell POINTS OF CONTACT INFORMATION			
NAME	CELL PHONE	EMAIL ADDRESS	WORK PHONE



POINTS OF CONTACT

OFFICE MAILING AND PHYSICAL ADDRESS

7401 Snaproll St NE
Albuquerque, NM 87109
OFFICE PHONE 505.345.1381

*** 24/7 EMERGENCY SERVICE HOTLINE 800-518-3931 ***

EXECUTIVE MANAGEMENT TEAM

<u>Chris Pickard</u> President 505.345.1381 cpickard@apicnm.com	<u>Jesse Pickard</u> Chief Executive Officer 505.345.1381 jpickard@apicnm.com	<u>Jason Couillard</u> Chief Financial Officer 505.345.1381 Jason.couillard@apicmsi.com	<u>Steve Foster</u> General Manager 505.345.1381 sfoster@apicnm.com
--	--	--	---

BUSINESS DEVELOPMENT & ACCOUNT MANAGEMENT TEAM

<u>Andrew De Mattos</u> VP of Business Development 505.573.8719 andrew@apicnm.com	<u>Chris Martinez</u> Bus. Development Manager 505.900.4974 cmartinez@apicnm.com	<u>Kaity Dobson</u> Bus. Dev. Coordinator 505.345.1381 kaity.dobson@apicmsi.com	<u>Aaliyah Gallegos</u> Bus. Dev. Coordinator 505.345.1381 aaliyah.gallegos@apicmsi.com
<u>Darrin Heller</u> Associate Business Development Representative 505.554.5558 darrin.heller@apicmsi.com	<u>Paul "Sarge" Modesto</u> National Government Manager 505.933.2112 sarge@apicnm.com	<u>Steve Konst</u> Education Market Executive 505.389.7268 Steven.konst@apicmsi.com	<u>Matt Gordon</u> Strategic Account Manager 505.238.1668 mgordon@apicnm.com
<u>Karla Baca Bornfield</u> Client Relationship Manager 505.263.8579 karla@apicnm.com	<u>Andres Montoya</u> Fire Alarm Division Manager 505.504.6977 amontoya@apicnm.com	<u>Jerrold Robles</u> Procurement & Licensing Manager 505.345.1381 Ext.2039 jrobles@apicnm.com	<u>Robert Duran</u> Strategic Account Manager 505.306.0887 rduran@apicnm.com

SPECIALTY SYSTEMS ESTIMATING AND ENGINEERING TEAM

<u>Jason Ziglar</u> Dir. of Engineering 505.948.6213 jziglar@apicnm.com	<u>Bert Broten</u> Engineering Manager 505.933.0730 bbroten@apicnm.com	<u>Nick Pitts</u> Project Estimator/Designer 505.933.0729 npitts@apicnm.com	<u>Jordan Payton</u> Engineer/Estimator 505.850.5205 jpayton@apicnm.com
<u>Colton Miakos</u> FA/LV Engineer & Drafter 505.345.1381 cmiakos@apicnm.com	<u>Issac Martinez</u> Project Development Engineer 505.948.7055 imartinez@apicnm.com	<u>Billy McManaway</u> Fire Service Manager 505.639.2871 billy.mcmanaway@apicmsi.com	<u>Josh Martinez</u> Project Development Engineer 505.796.2904 josh.martinez@apicmsi.com

ELECTRICAL DIVISION/SERVICE TEAM

<u>Alex Dzogola</u> Service Division Manager 505.933.0005 adzogola@apicnm.com	<u>Ty Miller</u> Low Voltage Service Manager 505.239.7932 tmiller@apicnm.com	<u>Ralph Himes</u> Low Voltage PMA Manager 505.263.0412 rhimes@apicnm.com	<u>James Griffin</u> Service Dept. Sales Account Manager 505.239.9407 james.griffin@apicmsi.com
---	---	---	---

ACCEPTANCE & ENGAGEMENT

The signatures below indicate City of Roswell and APIC Solutions agreement to the **Scope of Work, Project Pricing, and Terms and Conditions** in this document:

City of Roswell	APIC Solutions
Name:	Name:
Signature:	Signature:
Title:	Title:
Date:	Date:

PROJECT TOTAL	\$142,880.42
----------------------	---------------------

Attachments (If Any)

PO# (If Applicable):	
----------------------	--

Please send all PO's to Orders@apicnm.com