

TO: David Billingsley, Chief Procurement Officer

FROM: Craig H. Borkon, Venues Assistant Director

DATE: July 13, 2016

SUBJECT: Comprehensive Technical Group (CTG)
Negotiated Procurement Request



Orlando Venues is requesting approval to purchase via of a negotiated procurement certain critical video control equipment within the Amway Center that are nearing the end of their expected life cycle.

The basis for the negotiated procurement is due to schedule. Lead time for delivery, installation configuration and testing of the equipment is estimated to be eleven (11) weeks. If we were to pursue a competitive process the timeline would not allow for the equipment to be in place for the start of the Magic Season. CTG is currently the sole integrator of all equipment in the Amway Center video control room and we believe there is a limited supplier base for this type of video control equipment that will integrate with our current platform.

We have done our due diligence and found that CTG can provide the equipment at a cost of \$598,948.03 for a total savings compared to other quotes of 18.1% (\$132,591.97).

The equipment is as follows:

Evertz Router - The router is arguably the most critical component within the Amway Center video control room. It directs all video, audio, and digital signals from the video control room to the various end points in the Amway Center; camera signals to Multiviewer and replay channels, audio feeds to speakers, video to / from truck docks, video to digital signage, etc. Many of the critical cards and components of the current system are out of warranty and unsupported by the manufacturer. Failure of this component would result in total loss of functionality in the video control room.

Evertz Multiviewer - The Multiviewer sends multiple video and data signals to the monitor walls in the control room and audio booth in turn converting one monitor into a multiscreen display. This multiscreen display allows for the Director, Producer, and other production staff to simultaneously view all video sources and the program feed. Failure of the component cards have rendered sections of monitor walls unusable and locked out changes to video. Many of the critical cards and components of the current system are out of warranty and unsupported by the manufacturer. Should the Multiviewer fail, the production of shows, games and other events would be negatively impacted.

The funding source is to be the Amway Center Capital funding mechanism.