

**COUNTY OF VENTURA
REQUEST FOR PROPOSAL #6193**

**PREPARED FOR:
COUNTY OF VENTURA
ATTN. GENERAL SERVICES AGENCY
PROCUREMENT SERVICES**

800 S. VICTORIA AVE.
VENTURA, CA 93009

PREPARED BY:

BID TEAM
11653 ADIE ROAD
MARYLAND HEIGHTS, MO 63043
(314) 993-1400
AUGUST 19, 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:	37 offices in 24 states
Number of Employees:	935+ 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 \$8,417,102

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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Re: RFP 6193 - County of Ventura Board of Supervisors Hearing Room Technology Upgrade and Replacement Project

Dear Rory,

Thank you for the opportunity to submit our proposal for the AV/Broadcast County of Ventura Board of Supervisors Hearing Room Technology Upgrade and Replacement Project.

We are pleased to present a comprehensive proposal that includes all the required elements, along with relevant background information about CTI.

Our project team at CTI understands the critical importance of delivering a high-quality broadcast system tailored to the specific needs of the facility. Our proposal details the estimated labor and materials necessary to implement a complete system as outlined in the project plans, specifications, and addenda.

Recognizing the significance of training and ongoing support for the venue's staff, we have included thorough training sessions for the support team. Additionally, our proposal features CTI Complete, our industry-leading service package, which is included for one year following installation, in accordance with the project specifications. Our national broadcast team will ensure seamless event support and continuous maintenance for the facility.

CTI is fully aware of the importance of this project to the Ventura County Board of Supervisors. We are confident that our proposal positions CTI as the best choice for this endeavor as you move forward with the evaluation and interview process.

If you need any additional information please feel free to reach out to:

Andy Borses
661.714.5195
email: andy.borses@cti.com

Tim McCarthy
657-208-8301
Email: tim.mccarthy@cti.com

We sincerely appreciate your consideration and look forward to the opportunity to discuss our proposal further with you and your selection team.

Sincerely,



Nate Lawrence

CTI
nate.lawrence@cti.com

Project Contact:

Andy Borses
15300 Valley View Avenue
La Mirada, CA,
714-406-1121
Andy.borses@cti.com

SECTION 1: VENTURA COUNTY RFP #6193 BID RESPONSE

EXECUTIVE SUMMARY

RFP 6193 - County of Ventura Board of Supervisors Hearing Room Technology Upgrade and Replacement Project

The focus of this project is to replace nearly all TV Broadcast Production Systems and AV Presentation Technology Systems contained primarily within the Board Hearing Room and an adjacent Control Room.

The primary goals of this project require the TV & AV Systems Integrator to execute full turn-key systems as described herein, and to deliver functionally comprehensive technical systems intended for “live” coverage of the Board of Supervisors (“BOS”) meetings and accommodate other County meeting events or activities in the HOA Board Room.

The current Control Room will be modified with new racks and equipment, while the current Control Room operators and functions will move to an adjacent space and will be configured as the new TV & AV Control Room – Caribbean Conference Room, Room #241.

CTI will design, furnish and install equipment in the Board Room and Control Room including providing all labor, materials and equipment to replace all of the TV and AV current systems with a few exceptions and as defined and estimated by the Scope of Work and subject Equipment List.

Demolition of Equipment and Cabling – CTI will remove existing racks, cabling, and systems not used in the design of this project for the Broadcast TV Production and AV Presentation System. All of cabling between the current Control Room (designated as new Server Rack Room) and the Board Room.

Existing cable paths are designated and shall be indicated by the County for removal of cabling by the Systems Integrator. However, additional conduit and pathways are necessary and will be the responsibility of the County to provide. CTI will remove old speakers attached to the ceiling. Mix-Minus existing speakers at the Dais are to be decommissioned. CTI will remove old cameras and 2 of them will be reinstalled and commissioned for use in the Lobby. All items with current or existing functional equipment or systems in the project require decommissioning, while not necessarily called out, the entire scope of the decommissioning process, including cabling, is implied.

BROADCAST TV PRODUCTION

Video Camera System – The Telemetrics Robo Eye2 system will replace existing units at current locations with current cabling being replaced. A Sony SRG-x400 PTZ camera will be installed at the Clerks Desk.

Cameras will use power-over-ethernet (POE) as necessary. The existing PTZ cameras will be installed in the Lobby. New mounts will be included in the installation. CTI will use the existing camera brackets for the installation of the existing PTZ cameras in the Lobby.

TV Production Control System - A Telemetrics System RCCP-2A Controller, featuring both automation and manual controls, will be integrated with various devices within the TV Production System. Serving as the primary control point, the Telemetrics Control Panel and Touch Screen will manage all cameras and provide comprehensive control over the Ross XPression Character Graphics and Ross Production Switcher.

Automation of various control functions through the Telemetrics System Controller software will be implemented, including programming, setup, and adjustment. This will enable the recall of camera positions and movement presets, graphic lower thirds based on touch screen location, and camera selection control. Additionally, it will facilitate control and recall of various Video Switcher functions, including transitions, keys, and auxiliary operations.

Routing Switcher

CTI will provide and install a Blackmagic Video Hub 40x40 (BMD-VHUB) that will serve as the main hub of the system, directing IP video and audio signals in and out of the production system and allowing every signal to be routed properly.

Character Generator/Replay/Clips

The Ross XPression will provide live graphics and instant recall and control functionality by the Switcher and Telemetrics Control Panel for all live meetings or events in the designated locations to be covered by the Broadcast TV Production system. The C.G. will be broadcast quality and feature both an off-line solution for creating graphics and automation for sequencing of graphic events and online control from Switcher or Telemetrics Controller.

Data input from Granicus or other Data Sources is a major functionality feature to be programmed and automated so the Agenda can be automatically parsed and ingested into preset graphic templates and available for automatic recall.

The OFE Granicus OneMeeting API is a part of the current system and must be reintegrated

Solid State Audio Recorder

CTI will supply and install a Tascam SS-R250N audio recorder, designed to independently capture program feeds and other routable audio sources from the AV systems, separate from the primary broadcast video recorder. This system will allow for seamless integration and control via the Broadcast or Crestron systems through network, serial, or other control protocols. The setup will also support automatic or scheduled recording capabilities.

Video Switcher

A Ross Carbonite ULTRA 2 ME Live TV Production Switcher will be integrated with the system, featuring programmed functions to accommodate the necessary inputs and outputs for all specified sources and destinations.

Broadcast System AV Router

NVX from Crestron will provide a single level Broadcast TV router integration is required in the design of the system considering the various input and output connectivity, sources and destinations. The TV router is to be designed in a way that provides relief of AV Presentation Systems and Broadcast Switcher I/O limitations as well as routing various signals during civic meetings without affecting the proceedings or the recorded signals. The system also provides a very scalable approach and will sit on the network.

Web Stream Signal Monitor

An AJA Hi5 Plus will be installed for monitoring for Web streaming signal verification for integration and will show exclusively signals for confidence to confirm broadcast production systems are considered streaming to an appropriate destination. A routable signal from the Broadcast router may be appropriate in the design to accommodate this functionality.

Large Monitors

NEC M551 Monitors will be configured as Multiview Monitors displaying sources and destinations as desired will be integrated into the control console furniture. Floor Monitor Mounts are to be used as specified.

Broadcast TV Lighting

The Broadcast lighting in the Room is to be replaced with low profile, power-reduced, low-heat LED lighting. Illumination will be directed toward the Dais, staff and public comment areas and allow for better than minimum illumination required by the specified Cameras. Control of this Broadcast lighting is required and must be designed and controlled by presets in the AV Control System TS interface panels.

KVM System

A Raritan Dominion KVM switch will be installed allowing 4 local user stations and at least 8 PC control extensions will be provided to the System Integrator as an OFCI system. Selection menus and programmed functionality must be coordinate with County.

Network Integration / Cisco 9200-48P-4X

All devices within the TV & AV Control System and other systems specified in this RFP require County-Qualified IP Addresses and network setup approved by the County. Coordination with the County to assist in network configuration is required and includes individual equipment addresses, POE budgeting, VLANs and logical subnets.

Network Switch

County pre-approved switches up to 48-port will be integrated with this project and satisfy the network integration requirements specified herein. CTI will Coordinate with the County IT/Network team is necessary prior to final design.

Engineering PC MA081424-CTI2

A rack-mountable engineering PC to allow for software control, software updates and control and configuration of equipment is required to be installed. This PC shall be included in the KVM

Sound Speakers / Genelec

Separate from the rack-mountable monitor speakers in the Server Rack Room, 2 Genelec Program monitor speakers controlled by the Broadcast TV System mixer will be mounted on either side of the TV Console System.

Web Streaming

An AJA Helo to separate Web streaming, and recording will be integrated in the system. Available inputs should include both Program feeds or sources from the switches or router. Network connections shall be coordinated with the County.

Console & Rack Furniture – A Command-style control room console with adequate above-table RU for control and monitoring of signals is required to replace the existing racks. Some half racks below and to the side of the console will be required.

Software Programming

Setup, configuration, and programming all required Broadcast TV System software necessary to develop a complete operating system, including all control logic and system functionality required and as specified and described herein is required. Updated Software Programming of particular functions required of the system design goals or desired by the County should be expected until the close of the project.

AV Presentation System Functionality

Protect-in-Place – (2) Projectors are currently installed in the Board Room and will be re-integrated with the new AV system (See OFCI and Add Alternate). The County is considering replacing these projectors based on cost factors after the bid process. The replacement projectors are not and included as part of the Add ALT.

Live Call-in – The Board AV Presentation System will include Live Call-in capability, routed via Zoom computer applications. Feeds from the Live Caller will need to be included in the AV Sound Mix. The DSP includes a card for the inclusion of VoIP calls to be included in the mix of the space.

Sound Reinforcement System – The sound reinforcement system shall include various microphones, input panel connectors, a DSP, an amplifier, ceiling speakers as specified in the Equipment list.

Acoustic Room Tuning for this specific Board Room will be necessary and part of the programming of the DSP with the Systems Integrator considering the Board Rooms unique space and its acoustic response. Sound within the Board Room should be completely stable with adequate sound with proper zoning and proper power for the space the new amplifiers, new speakers and proper zoning from the new DSP the room will be Equalized to provide the room will level coverage of this difficult space.

Microphones – Up to 23 microphones will be available to the new sound system including wireless hand-held/lavaliere combination microphones. Muting and Level control of each mic source is necessary along with general DSP controls of the audio signal. Mic on/off will be controlled locally and by admin control. There are microphones currently accommodated by infrastructure and connections at the Dais that may need replacement based on testing of connections. The Dais includes extra microphone connections that are included in the microphone count and must be integrated and coordinated with other Dais AV Equipment. The microphones selected for this proposal will be 21 dais microphones, 2 combo ULXD systems, and 4 desktop mics and charging systems. The gooseneck mics will all be 15" in size and have a local mute feedback indicator installed on them. The microphones include all necessary batteries and will include charging station for the desktop base wireless microphones 4 total as well as either a handheld or lav x 2 for additional users. As well as the 21 gooseneck microphones located around the dais. The system will also include a hanging Shure microphones for ambient pick up of the space.

Lectern – USB extensions with Stream Deck button control are to be programmed and integrated for various commands during presentations to perform functions such as advance slide, go-back, begin, stop, etc. Coordinate with County for specific commands and available applications. The ADA Table shall have duplicated functionality as represented in the Cost Proposal list. A clock system by Alzatex will be utilized for speaker/presenter timing during meeting with 8 total 4 inch digital screens.

ALS System – An ALS system with Inductive Loop and “Listen Everywhere” server is currently installed as well as an RF System and must be integrated and directly linked to the sound system. The system shall receive any signal that is currently being amplified in the room and at least accommodate 4% of the occupancy level with receivers and 25% of the receivers to be implant compatible according to ADA and CBC code requirements. Accommodate or replace the RF ALS system, we will send an output from the DSP into the translation system and repurpose the hearing loop for broadcast of the output for ALS.

Ceiling Speakers and Zoning – Using a ceiling speaker layout software solution considering the height, size and other relevant factors within the room install 32 speakers as specified and up to the maximum quantity in the equipment list with at least 3 independently controlled speaker zones. Demolition of existing speakers is required. We will install 36 Sonance 8 in speakers, grilles can either be either round or square and will utilize the 4 new LEA amplifier with the ability to have 350 watts per channel in 70v.

Floor Boxes and I/O Panels – There are current Floor box or I/O interface panels. The County may require the replacement of the floor boxes or just the panels within the floor boxes, without major cutting or damage to the carpet. I/O panels and plates are discussed and called-out elsewhere within this document. Either way, new floor boxes and I/O panels should be included in the AV System Integrator’s proposal as a place holder for potential a design change in this regard. These inputs shall be included as part of the NVX system allowing for these to have the ability to be both inputs to the system as well as outputs based on configuration.

Audio Integration - There will be cabling required between the DSP in the Server Rack Room and the TV Production audio mixer in the new Control Room via Dante and based on the design with at least 6 sub-mixes available. With the inclusion of the Tesira Server IO solution we replace existing DSP with a cards base solution and the audio system will incorporate the use of DANTE to effectively distribute audio for the space to the broadcast as well as locally in the room.

Lobby Camera – Two of the existing PTZ Board Room Cameras will be removed and re-integrated and installed in the Lobby with the exact location to be coordinated in the field with County assistance. The existing Camera Controller will also be used. This will be considered OFE and applicable equipment will be repurposed for this relocation of cameras.

Large Display Monitors – (2) 98” Video Display monitors are to be installed within the Board Room according to the locations provided in a plan-view drawing layout. Options for Column attachment or pole attachment will be determined by County. Power, AV and Control cabling will be installed at each Monitor with the Systems Integrator responsible for cabling and connection and County providing infrastructures. All sources of video shall be available for routing to these monitors. The AV switch mechanism shall be capable of independent sources to feed each monitor as necessary. The system will utilize the 98” display from Sony, the display will have a resolution 3840x2160 and is considered 4k and will be 440 nits in brightness.

Touch Screen Panel Layout – Preliminary meetings to discuss layout and graphics based on the previously designed Board AV System is required and will be scheduled by the Systems Integrator according to the County’s availability. A conceptual and preliminary version of the panel should be submitted based on initial meetings and to eventually be approved by the County. Additional meetings to approve control functionality are required and won’t be completed until control features and functions can be demonstrated to the County. GUI will be provided for review prior to on-site installation. This will be discussed in initial kick off with the clients.

AV Control System (Touch Screen Panels) – Three, (3) Admin Touch Screen Control Panels are to be implemented and added to be programmed with the capabilities for independent control of the Board Room AV Control system and various functions within the Broadcast Control System. Two (2) of the three Admin panels are to be installed at the Clerks positions and the other panel to be installed in the Control Room. X-Panels are to be included via tablet and will provide wireless control of the system. X-panel capability will be setup and demonstrated by the Integrator and coordinated with the County. These touch panels will be 10” in size there will actually be 4 as well as the inclusion of an iPad for system control.

Dais Member Control Interfaces – Each voting member will have a secondary input to their monitor which will be controlled by a local touch screen control panel for each position. Granicus Voting (local PC) and Presentation (AV Switch) are the primary inputs to the local monitors. AV switch outputs will be independently controlled by each member’s control panel with 4 defaulted outputs available for selection not including a Quad Multiview output to see all 4 outputs at once. The voting system shall have trigger type control over all Dais Member Monitors when a vote is called to switch to voting input screen. The desktop controller will be a 7 inch table top touch panel for local control.

Video Presentation System/Matrix Switch/Router – The main AV Matrix Switch will process all sources to destinations in the appropriate scale based on the Destination Display Resolution and Format. The AV Presentation System shall have independent switching and control, separate from the TV Production systems with integration of shared signal tie-lines between them. Special attention to make the routing of signals easy to use and intuitive, and is a required goal of the AV Systems Integrator's scope. The solution will be scalable and allow for multiple configurations. The system will utilize AV or IP from Crestron. This solution is NVX and will utilize 360 series encoder and decoder allowing for the devices the ability to act as either a TX or RX for the solution. The system includes the Director for up to 80 locations. The solution includes 29 locations as part of the design.

Quad Multiviewer – a multiviewer under control by the Crestron system shall be available to all sources and provided a Quad Split. Functionality shall include the ability to quickly and easily choose a source within the multiviewer source to then be displayed full screen with accompanying audio to be routed to the ceiling speakers. Returning to the Multiview or quad split should also be a simple one-button function on the Control Panel. The Quad splitter from Crestron has been included to allow for this functionality.

PC/AV Connection Points – Connection points at AV Wall Plates with HDMI and 3.5mm audio inputs sent to AV Matrix/AV over IP system through transmitters will be protected-in-place. Presentation for PC Connections are all carried out by staff in the Control Room. All Granicus PC's at Dais are considered Owner Furnished Contractor Integrated (protect-in-place) will be integrated as a source PC connection and require local display. 9 Dais displays have been included and will 22" Planar monitors. All Granicus functionality is considered OFE and the responsibility of the existing functionality for the voting system.

DAIS USB Accommodations: Dais and Staff positions are to be integrated with Desktop AC and USB Charging Stations that should be mounted to the face and accommodated with other connection points such as the microphone connections. Coordinate with the County for approval on design elements and layout. The 11 locations will be provided with both AC and USB charging options.

Wireless PC Connection – A replacement Barco wireless PC transmitters and receiver system shall be installed in the Board Room to allow for Video and Audio presentations from any location within the room. A Barco Clickshare C-10 will be utilized for wireless presentation utilizing a dongle push to present system.

STP Cabling - All video/audio interfaces utilizing HDBaseT are to be made with Shielded Twisted Pair (STP) cabling as specified in manufacturers specifications. All visible cabling is to be neatly organized and installed in Techflex or similar.

Training Schedule

CTI will provide system training and event support to the County Staff and Designated users on detailed operation of all systems, recommended maintenance and basic troubleshooting techniques at completion of the project.

Warranty Review

The Systems Integrator shall warranty installed systems and equipment for up to one year upon acceptance of the system and include hardware, software and the labor to troubleshoot, repair and re-install equipment as necessary (see Warranty Section).

Manufacturer Commissioning and Training

CTI has included manufacturer commissioning and training for the, Ross switcher and graphic systems provided within this proposal. CTI will provide system training and event support to the AV/Broadcast team at completion of the project.

NON-COLLUSION AFFIDAVIT

County of Ventura
RFP 6193 Board of Supervisors Hearing Room Technology Upgrade

RFP 6193
Non-Collusion Affidavit
To Be Executed by Proposer and Submitted With Proposal

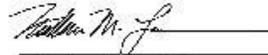
Nate Lawrence _____, being first duly sworn, deposes and says that he or she is an Authorized Representative of **Conference Technologies, Inc.** (Contractor Name), the party making the foregoing proposal, and affirms that the proposal is not made in the interest of, or on behalf of, any undisclosed person, partnership, company, association, organization, or corporation; that the proposal is genuine and not collusive or sham; that the proposer has not directly or indirectly induced or solicited any other proposer to put in a false or sham proposal, and has not directly or indirectly colluded, conspired, connived, or agreed with any proposer or anyone else to put in a sham proposal, or that anyone shall refrain from bidding; that the proposer has not in any manner, directly or indirectly, sought by agreement, communication, or conference with anyone to fix the proposal price of the proposer or any other proposer, or to fix any overhead, profit, or cost element of the proposal price, or of that of any other proposer, or to secure any advantage against the public body awarding the contract of anyone interested in the proposed contract; that all statements contained in the proposal are true; and further, that the proposer has not, directly or indirectly, submitted his or her proposal price or any breakdown thereof, or the contents thereof, or divulged information or data relative thereto, or paid, and will not pay, any fee to any corporation, partnership, company association, organization, proposal depository, or to any member or agent thereof to effectuate a collusive or sham proposal.

8/16/24

(Date)

CTI

(Signed at (Place))

Conference Technologies, Inc.Proposer Name
(Person, Firm, Corp.)

Authorized Representative

11653 Adie Rd.

Address

Nate Lawrence

Representative's Name

Maryland Hieghts, MO 63043

City, State Zip

VP Estimating

Representative's Title

PROJECT REFERENCES

UNIVERSITY OF CALIFORNIA SAN DIEGO

Project: Athletic Facilities Video upgrade
Contract Amount: \$2,135,000
Location: 9500 Gilman Dr, La Jolla, CA 92093
Start Date: June 2020
Completion Date: December 2020
Category: Higher Education/Sports & Entertainment/Broadcast
Delivery Method: Hard Bid
Owner: University of California San Diego
Primary Contact: Cory Robinson
Phone: (619) 456-5613
Email: csrobinson@ucsd.edu
CTI Representative: Ry Alford
Project Manager: Ryan Brodie
Project Engineer: Brandon Martin
Architect: Anthony James Partners [link](#)
Design Consultant: N/A
Electrical Contractor: N/A
General Contractor: Bycor
Dustin Holum
Dholum@bycor.com / (619) 456-5613
6490 Marindustry Dr. San Diego, CA 92121

Project Description: The project involved building a new video control room and renovating an existing control room. The control rooms serve the arena, baseball, softball, and soccer facilities. A fiber infrastructure is in place linking the various locations around campus.

BYCOR
GENERAL CONTRACTORS



BUREAU OF LAND MANAGEMENT

Project Name: Bureau of Land Management – Classroom Upgrades
Contract Amount: \$594,000.00
Location: Phoenix, AZ
Completion Date: January 2020
Category: Federal
Owner: Bureau of Land Management
Primary Contact: Judith Bandstra
Phone: (602)-906-5506
CTI Representative: Phoenix Branch
Project Manager: Jennifer Pagas
Project Engineer: Kevin Sanders
Lead Software Programmer: Matt Childs
Design Consultant: CTI
Project Description: Install 11 Classroom systems with local and remote streaming capabilities. Systems included a 3 classroom combine system.



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 & Ongoing Through 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
 Cody Plummer - cplummer@burnsmcd.com / (816) 822-3854
 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.



PROJECT TEAM RESUMES

CRAIG EADY

ENGINEER



As a previous electrical contractor and AV installer, Craig brings practical knowledge to each design, which translates to efficient optimized installations. As a professional engineer, Craig is comfortable navigating with architects and other design engineers to produce an end product that matches or exceeds the client's expectations.



CONTACT INFORMATION

Office: Southern California
Address: 15300 Valley View Avenue, Suite A13
La Mirada, CA 90638

Phone: (714) 459-3106
Email: craig.eady@cti.com



AV EXPERIENCE

15+ years
CTI Member since 2022



EDUCATION

Lakehead University
Electrical Engineering



CERTIFICATIONS

Manufacturer Training



PROJECT EXPERIENCE

Chapman EDU
Edmunds.com
Jobot
Loyola Law School
Match
Netflix
Netgear
Nordstrom
Paradigm Talent Agency
SAG-AFTRA
Sony
Tik Tok
United Talent Agency

CHRISTOPHER BERTELL
PROJECT MANAGER

Christopher joined CTI in 2022. He brings over 15 years of audiovisual experience to CTI, with managing projects ranging from finance and entertainment to health and education. Christopher is responsible for managing projects for the Southern California Branch and is utilized as an additional team resource for nationwide projects.

**CONTACT INFORMATION**

Office: Southern California
Address: 15300 Valley View Avenue, Suite A13
La Mirada, CA 90638

Phone: (714) 459-3102
Email: chris.bertell@cti.com

**AV EXPERIENCE**

16+ years
CTI Member since 2022

**EDUCATION**

California State University, Fullerton
Master of Science, Electrical Engineering
University of California, Riverside
Bachelor of Science, Electrical Engineering

**CERTIFICATIONS**

LEED AP

**PROJECT EXPERIENCE**

Blizzard Entertainment
CBRE
Chapman University
City of Hope
Edmunds.com
Latham & Watkins
Loyola Law School
LPA Design Studios
Netflix
Nordstrom
Orrick
Paradigm Talent Agency
Paramount

Pepperdine University
Pimco
Port of San Diego
Producers Guild
SAG-AFTRA
Sony Music
The Irvine Company
TRUECar
Union Bank
United Talent Agency
Viking Cruises
William Morris Endeavor
Writers Guild

KEVIN KARUBIN
PROGRAMMER

Kevin is an A/V Programmer with more than 10 years' experience in networking and IT Systems, with a Swiss army knife skillset able to tackle any job.

**CONTACT INFORMATION**

Office: Southern California
Address: 15300 Valley View Avenue, Suite A13
La Mirada, CA 90638

Phone: (714) 459-3122
Email: kevin.karubin@cti.com

**AV EXPERIENCE**

11+ years
CTI Member since 2022

**EDUCATION**

Pasadena Community College

**CERTIFICATIONS**

Audinate Dante Level 1
Crestron Core
Crestron Fusion
Crestron Home
Crestron Advanced System Programming
QSC Q-SYS Level 1
QSC Q-SYS Control 101
QSC Q-SYS Video 101

**PROJECT EXPERIENCE**

Activision/Blizzard
Apple Inc
Broad Foundation
CalOptima
CRB Consulting
Debbie Allen Dance Academy
GoodRX
Jobot
Kiewitt
Louis Vuitton
Loyola Law School
Motorcar Parts of America
School's First FCU
Sony Music
Summit Club Las Vegas
ThredUP
UTA Screening Room
Venable LLP

JOSH HEYMIG
BROADCAST ENGINEER



Josh is an experienced broadcast engineer with nearly two decades of broadcast and more than two decades of IT experience. His experiences have covered the gamut from broadcast engineering to network engineering, to management of critical building systems, to developing custom systems, and to the support of critical production systems.



CONTACT INFORMATION

Office: Atlanta, GA
Address: 1230 Kennestone Circle Suite 140
Marietta, GA 30066

Phone: (317) 762-0546
Email: josh.heymig@cti.com



AV EXPERIENCE

19+ years AV/Broadcasting
26+ years IT
CTI Member since 2023



EDUCATION

Ivy Tech Community College
Society of Broadcast Engineers – Chairman – Chapter 25, Indianapolis
SMPTE - Member



CERTIFICATIONS

Audinate Dante Level 1
Audinate Dante Level 2
Audinate Dante Level 3
Avixa Netgear Certification
Bose Professional Modeler - Certified
Calrec Brio Engineering Certification
Grass Valley K2 Certification
HDBaseT – Master Certificate
Netgear AV over IP Certification
Netgear Switch Certification



PROJECT EXPERIENCE

Charlotte Knights
Clemson Tigers
Cobb County, GA
Columbus Blue Jackets
Decatur High School
Indiana State Law Enforcement Academy
Multiple WXIN Set Rebuilds
Ohio State University
Purdue University
University of New Mexico
Walmart
WFYI Indianapolis
WXIN Indianapolis 500 Race Day Live Productions
WXIN SDR Radio
WXIN/WTTV Indianapolis – Nexstar Media

TIFFANY HOSTETLER

BROADCAST PROJECT MANAGER

Tiffany is a knowledgeable and results-driven Broadcast Project Manager with extensive experience in delivering broadcast solutions to both domestic and international clients. She has a strong track record of successfully navigating complex organizations and understanding customer requirements to deliver optimal outcomes. She is an effective communicator and skilled problem solver, whose attention to detail drives successful project delivery.

**CONTACT INFORMATION**

Office: Atlanta
Address: 1230 Kennestone Circle, Ste 140
Marietta GA 30066

Phone: (470) 668-5015
Email: tiffany.hostetler@cti.com

**AV EXPERIENCE**

5+ years
CTI Member since 2024

**EDUCATION**

Dallas County Community College

**CERTIFICATIONS**

Select Manufacturer Training

**PROJECT EXPERIENCE**

Accenture
Apple
Barclay's Center
Canon
Cobb County Government
Creative Technology
Facebook
Hawk-eye Innovations
Jaz Entertainment
LA Chargers
Major League Soccer
Michigan State University
National Basketball Association
National Football League
National Hockey League
National Women's Soccer League
PGA of America
Rocket Mortgage Field House
Second Spectrum
Sportec Solutions
Tennessee Titans
Texas Rangers
Turner Bleacher Report
University of Arizona
University of Maryland
XFL
Zebra Technologies

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 broadcast, 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 in the Conference Technologies, Inc. team understands that they are a network of professionals whose purpose is to provide technology 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 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 technology 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 technology and communication needs.

OUR PEOPLE

WE ELEVATE INDUSTRY TALENT AND PLEDGE TO BE YOUR AV AUTHORITY

At Conference Technologies, Inc., we take great pride in our commitment and investment in our people. Our specialists are bound not only to the technical proficiency of industry certifications but a code of ethics, professionalism, and practice, to the highest standards. Our technical personnel also earn multiple manufacturer certifications 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 technology 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 experts that you can count on.

OUR PROMISE

Your investment in technology is significant and analyzed with diligence at Conference Technologies, Inc. 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.




COVERAGE

37 Offices
24 States

CORPORATE HQ		11653 Adie Rd.		Saint Louis, MO 63043		Office: 314.993.1400			
ALLENTOWN	34	DALLAS	19	KANSAS CITY	2	OMAHA	4	SoCAL	29
1902 Vultee St. Allentown, PA 18103 Office: 610.791.9081		3794 Arapaho Rd. Addison, TX 75001 Office: 469.941.4130		13228 W 99th St. Lenexa, KS 66215 Office: 913.894.2500		14990 Shepard St. Ste. 600 Omaha, NE 68138 Office: 402.593.6750		15300 Valley View Ave. Ste. A13 La Mirada, CA 90638 Office: 800.743.6051	
ATLANTA	22	DES MOINES	9	LITTLE ROCK	7	PEORIA	5	TOLEDO	27
1230 Kennestone Cir. Ste. 140 Marietta, GA 30066 Office: 404.352.3000		333 Southwest 9 th St. Ste. N Des Moines, IA 50309 Office: 515.280.9800		1419 Westpark Dr. Ste. A Little Rock, AR 72204 Office: 501.375.2800		884 N. Main St. Morton, IL 61550 Office: 309.698.8150		6953 McEnerney Dr. Northwood, OH 43619 Office: 800.743.6051	
AUSTIN	16	DENVER	23	LYNDHURST	28	PHOENIX	14	QUAD CITIES	10
11525 Stonehollow Dr. Ste. 155A Austin, TX 78758 Office: 512.584.8275		6950 S. Tucson Way Ste. E Centennial, CO 80112 Office: 800.743.6051		1099 Wall St. W Lyndhurst, NY 07071 Office: 800.743.6051		15915 S 46th St. Phoenix, AZ 85048 Office: 480.816.7526		3513 Vine Ct. Davenport, IA 52806 Office: 563.359.1825	
BENTONVILLE	31	DETROIT	17	MEMPHIS	3	RALEIGH	32	WICHITA	6
1211 SE 28th St. Ste. 1 Bentonville, AR 72712 Office: 479.434.1342		1307 East Maple Rd. Troy, MI 48083 Office: 248.362.3335		2013 Fletcher Creek Memphis, TN 38133 Office: 901.360.8332		633 Hutton St. Ste. 101 Raleigh, NC 27606 Office: 984.308.0291		248 North Cleveland Ave. Wichita, KS 67214 Office: 316.651.0119	
CEDAR RAPIDS	8	GRAND RAPIDS	20	MILWAUKEE	11	SAINT LOUIS	1	WASHINGTON D.C.	33
820 North 15th Ave. Hiawatha, IA 52233 Office: 319.363.8144		3883 Linden Ave SE Ste. A&B Wyoming, MI 49548 Office: 616.258.2858		4508 West Burnham St. W. Milwaukee, WI 53129 Office: 262.790.1130		11687 Adie Rd. Saint Louis, MO 63043 Office: 314.993.1400		1900 Reston Metro Plaza Ste. 600 Reston, VA 20190 Office: 800.743.6051	
CHARLOTTE	30	HOUSTON	15	MINNEAPOLIS	36	SAN ANTONIO	35		
13900 South Lakes Drive Ste. A Charlotte, NC 28273 Office: 704.593.6392		4464 W 12th St. Houston, TX 77055 Office: 713.524.1956		412 Gateway Blvd. Burnsville, MN 55337 Office: 800.743.6051		12223 San Pedro Ave. San Antonio, TX 78216 Office: 800.743.6051			
CHICAGO	12	INDIANAPOLIS	21	NASHVILLE	18	SAN FRANCISCO	13		
1501 Ardmore Ave. Itasca, IL 60143 Office: 630.467.1500		5783 Park Plaza Ct. Indianapolis, IN 46220 Office: 317.360.0636		1420 Donelson Pike Ste. A9 Nashville, TN 37211 Office: 615.913.3289		25509 Industrial Blvd. Ste. 5 Hayward, CA 94545 Office: 415.849.9369			
COLUMBUS	25	JACKSONVILLE	37	OKLAHOMA CITY	26	SEATTLE	24		
7063 Huntley Rd. Worthington, OH 43229 Office: 380.900.7429		Coming Soon! Jacksonville, FL Office: 800.743.6051		330 W Gray St. Ste. 217 Norman, OK 73069 Office: 405.546.4080		18255 Segale Park Drive Ste. B Seattle, WA 98188 Office: 360.602.6030			

SERVICES

Conference Technologies, Inc. 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

Conference Technologies, Inc. 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.



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

Racks are a crucial component for any technology 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.

Racks simplify processes once fully operational, however through our years of experience we he identified systematic and critical issues during the rack build process. One of the more commonplace issues we he identified is requisite space and location. Most 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 and 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 Conference Technologies, Inc. built a Rack Fabrication Center at our headquarters location in St. Louis, MO where we pre-build all our 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.

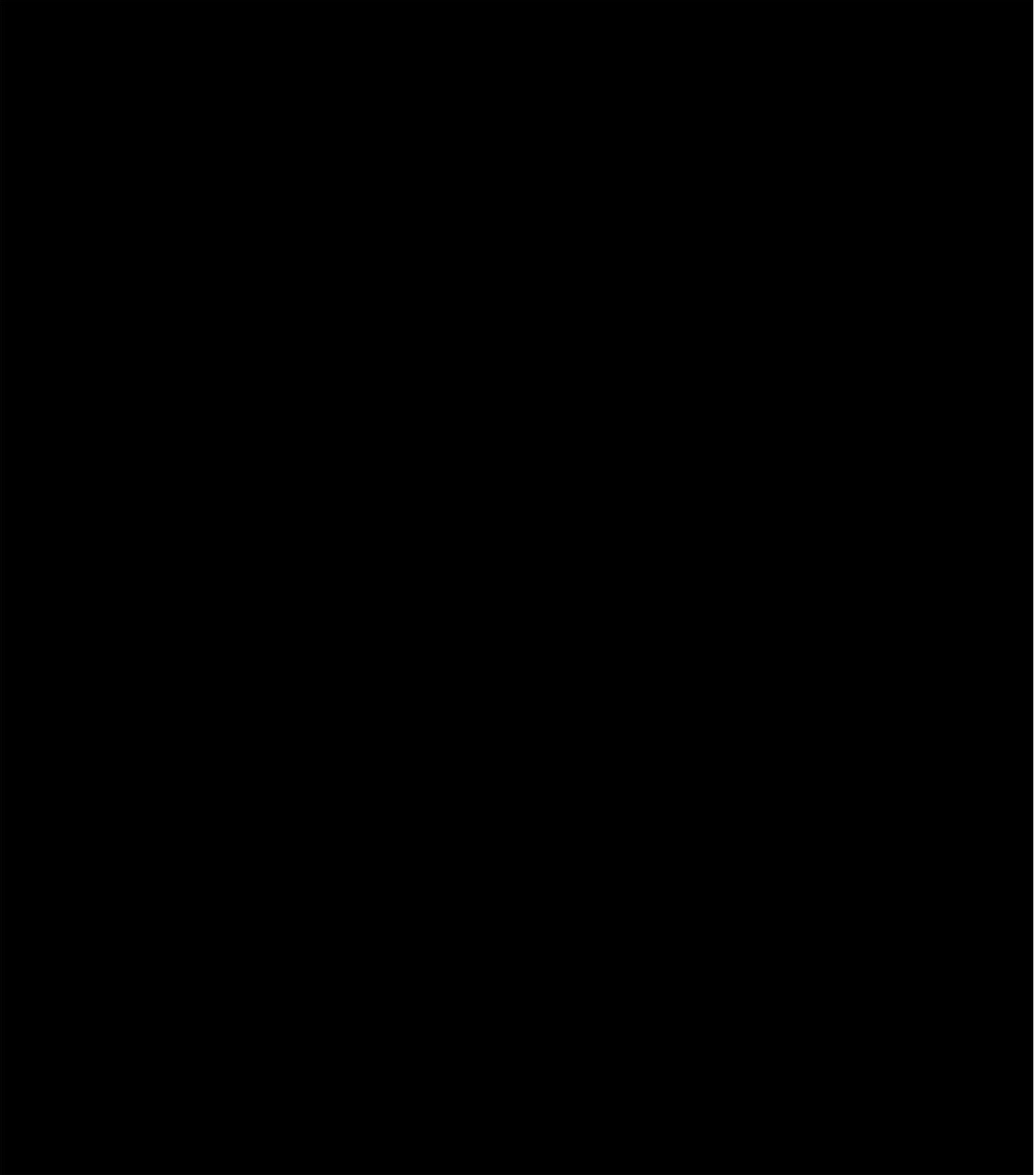
BENEFITS OF OUR RACK FABRICATION CENTER

- 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

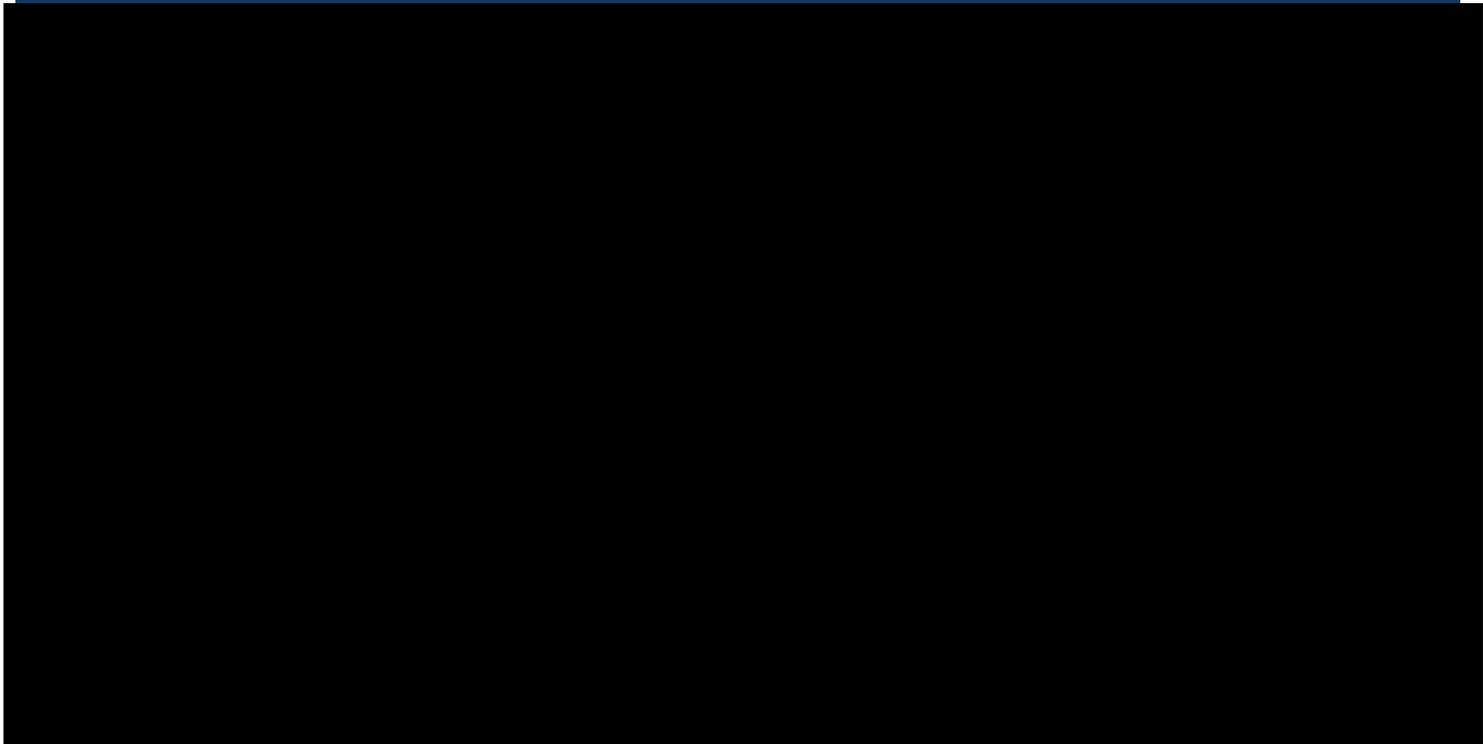
RACK BUILD STAGES



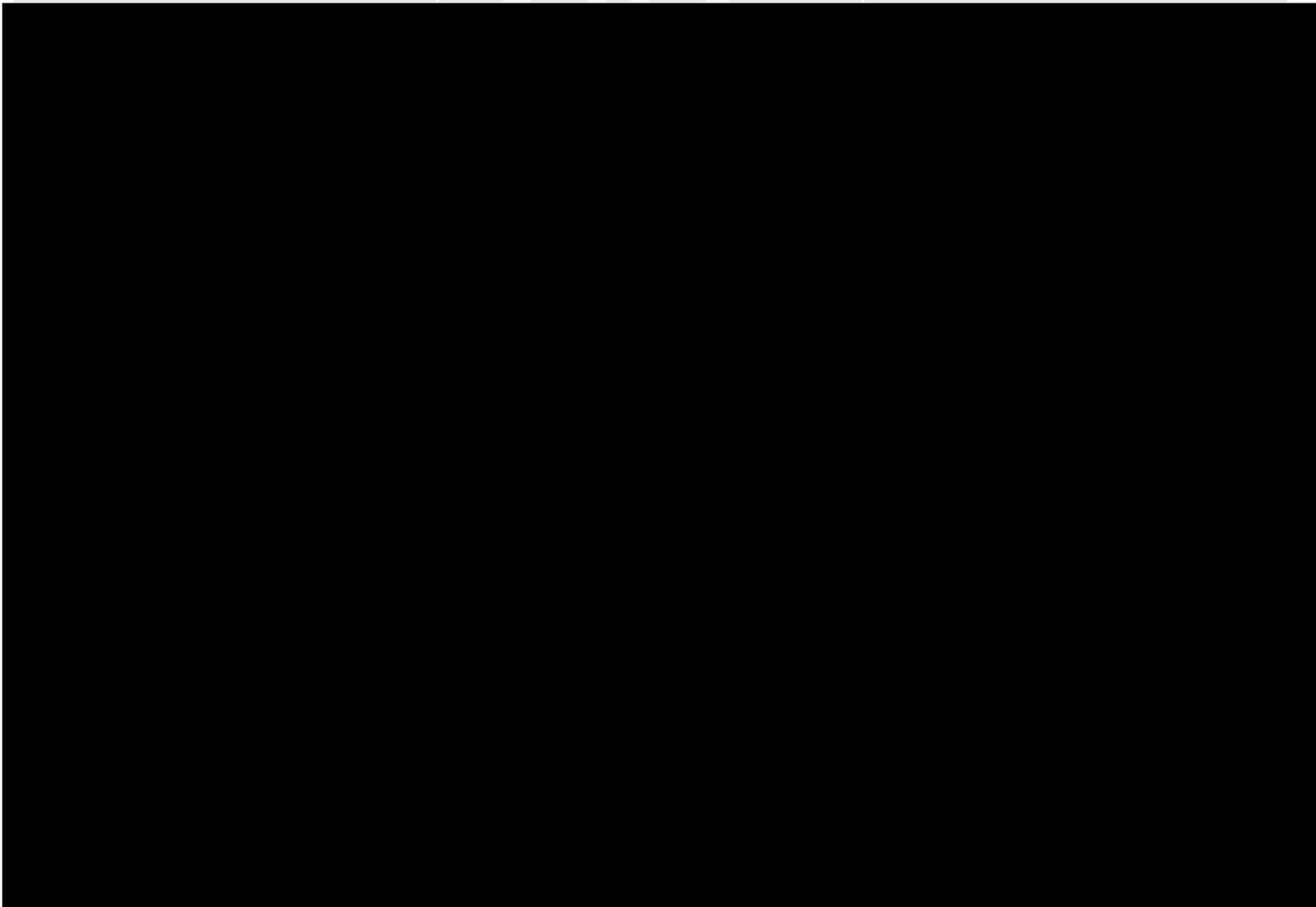
CORPORATE



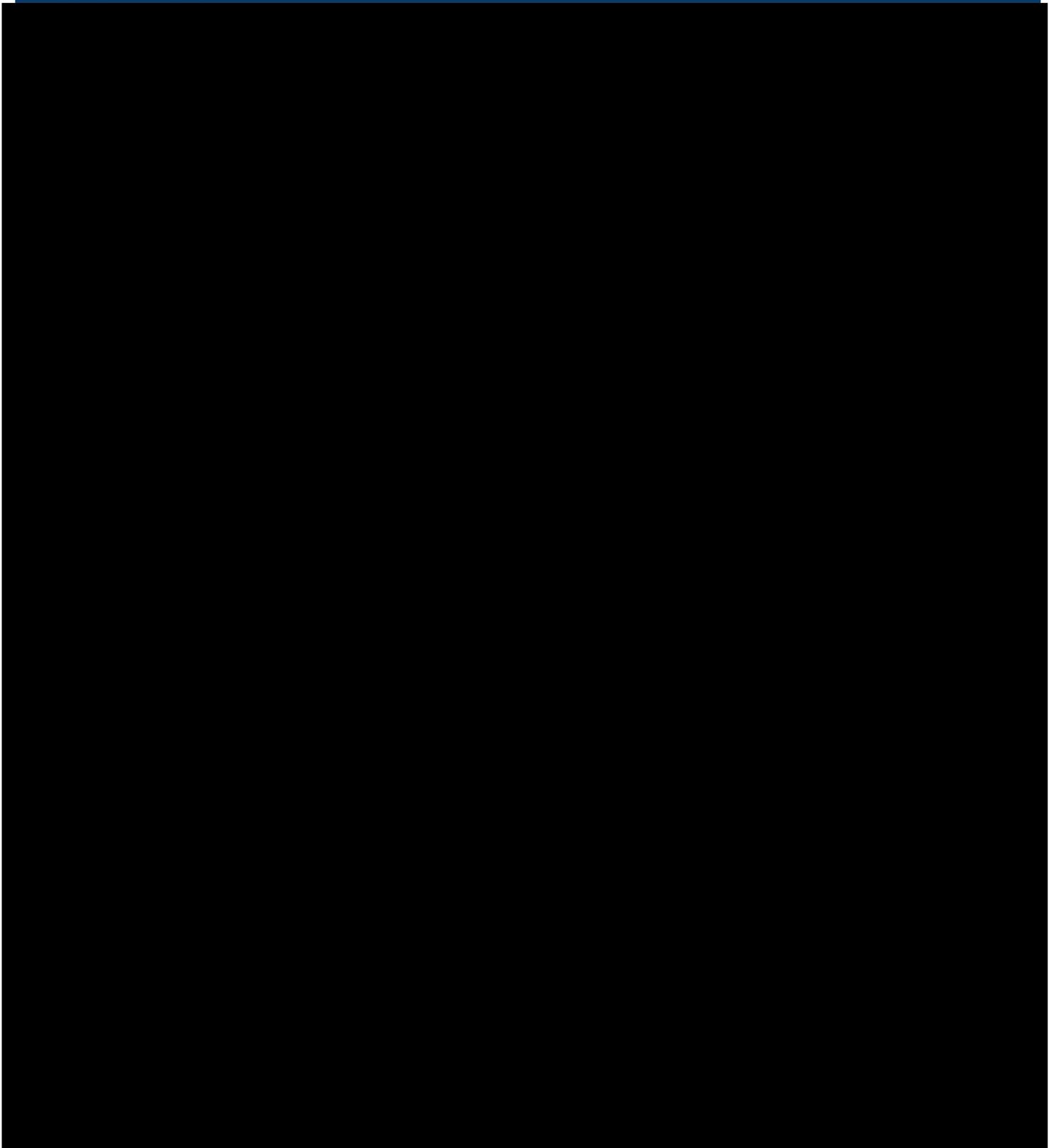
BROADCAST



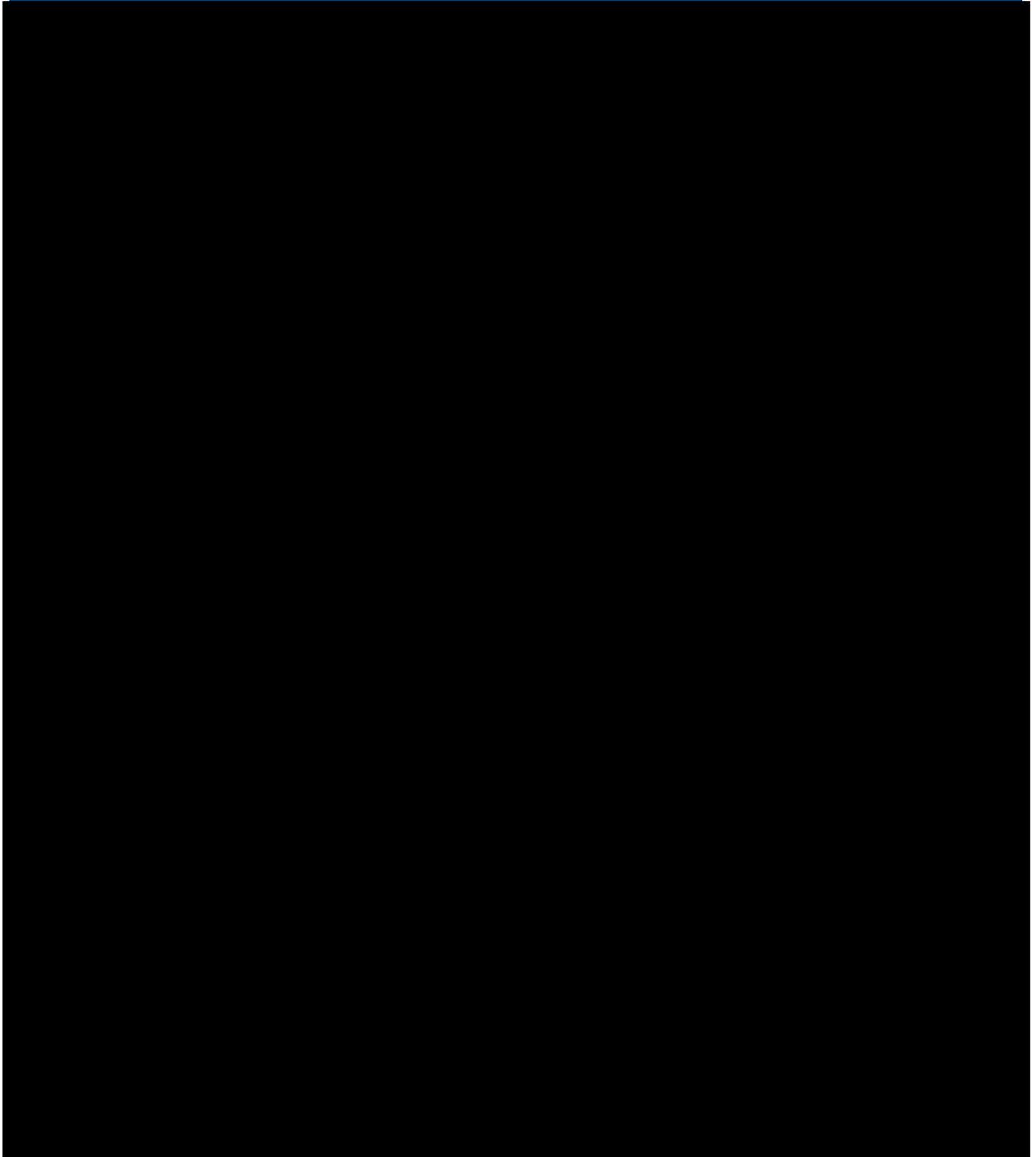
STADIUMS/ARENAS & HOSPITALITY/ENTERTAINMENT



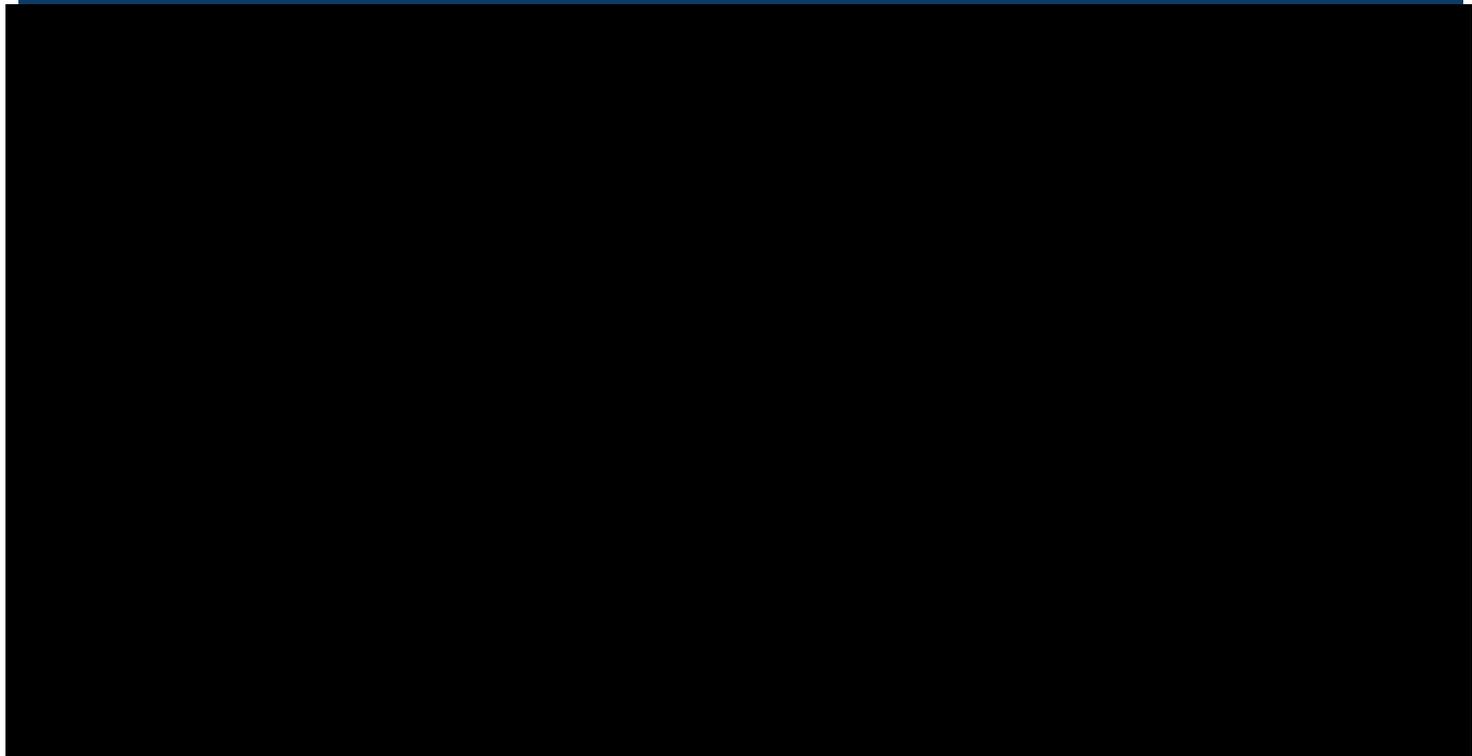
GOVERNMENT & MILITARY



EDUCATION



HOUSE OF WORSHIP



HEALTHCARE



CREDENTIALS/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											
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 any federal government department or agency, or an entity that has funding through the federal government, such as grant money.

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 Single Project Bonding Capacity \$50M
 Current Open Bond Capacity \$140M 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)
						7/27/2018
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.						
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 endorsement(s).						
PRODUCER J.W. Terrill, a Marsh & McLennan Agency LLC co 825 Maryville Centre Drive Suite 200 Chesterfield MO 63017		CONTACT NAME: Patti Monteith PHONE: FAC. No. Ext. 314 594-2617 FAX: (AC. No.) 888 307-1561 EMAIL: pmoniteb@ajwaterill.com ADDRESS: pmoniteb@ajwaterill.com		INSURER(S) AFFORDING COVERAGE		
INSURED Conference Technologies, Inc. 11653 Adie Road Maryland Heights, MO 63043		INSURER A: Atlantic Specialty Insurance Company		NAIC # 27154		
		INSURER B: Hanover Insurance Company		22292		
		INSURER C:				
		INSURER E:				
		INSURER F:				
COVERAGES		CERTIFICATE NUMBER: 656787398		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	INSURER	POLICY NUMBER	POLICY EFF. DATE (MM/DD/YYYY)	POLICY EXP. DATE (MM/DD/YYYY)	LIMITS
A	<input checked="" type="checkbox"/> COMMERCIAL GENERAL LIABILITY <input type="checkbox"/> CLAIMS-MADE <input checked="" type="checkbox"/> OCCUR		711014032-0005	7/31/2018	7/31/2019	EACH OCCURRENCE DAMAGE TO RENTED PREMISES (Ea occurrence) \$ 1,000,000 MED EXP (Any one person) \$ 10,000 PERSONAL & ADJ INJURY \$ 1,000,000 GENERAL AGGREGATE \$ 2,000,000 PRODUCTS - COMPROP AGG \$ 2,000,000 OTHER \$
GEN'L AGGREGATE LIMIT APPLIES PER: <input type="checkbox"/> POLICY <input checked="" type="checkbox"/> PROCL <input type="checkbox"/> ADCT <input type="checkbox"/> LOC						
A	<input checked="" type="checkbox"/> AUTOMOBILE LIABILITY <input checked="" type="checkbox"/> ANY AUTO <input type="checkbox"/> ALL OWNED AUTOS <input checked="" type="checkbox"/> HIRE/RENTED AUTOS <input checked="" type="checkbox"/> HIRE/RENTED NON-OWNED AUTOS <input checked="" type="checkbox"/> HIRE/RENTED EXCESS LIAB		711014032-0005	7/31/2018	7/31/2019	DISABLED SINGLE DWY ISA RIGHTS \$ 1,000,000 BODILY INJURY (Per person) \$ BODILY INJURY (Per accident) \$ PROPERTY DAMAGE \$ AGGREGATE \$ 10,000,000 EACH OCCURRENCE \$ 10,000,000 AGGREGATE \$ 10,000,000 OTHER \$
A	<input checked="" type="checkbox"/> UMBRELLA LIAB <input checked="" type="checkbox"/> EXCESS LIAB <input type="checkbox"/> RETENTION \$ 10,000		711014032-0005	7/31/2018	7/31/2019	EACH OCCURRENCE \$ 10,000,000 AGGREGATE \$ 10,000,000 OTHER \$
A	WORKERS COMPENSATION AND EMPLOYERS' LIABILITY ANY PROPRIETOR/PARTNER/RETIREE/EXECUTIVE/ OFFICER/OWNER EXCLUDED (Mandatory in NH) If yes, describe under DESCRIPTION OF OPERATIONS below		408041029-0005	7/31/2018	7/31/2019	X PER STATUTE E.L. EACH ACCIDENT \$ 1,000,000 E.L. DISEASE - EA EMPLOYEE \$ 1,000,000 E.L. DISEASE - POLICY LIMIT \$ 1,000,000
B	Coverage A: Error & Omissions Covered/Retired		LHK 443023 04 98010134-0007 711014032-0005	7/31/2018 7/31/2018 7/31/2018	7/31/2019 7/31/2019 7/31/2019	1,000,000 2,000,000/20,000,000 \$100,000
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>Nelen Antoine</i>		
ACORD 25 (2014/01) The ACORD name and logo are registered marks of ACORD. © 1988-2014 ACORD CORPORATION. All rights reserved.						

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	#	State	License #	State	License #
Arizona	20584591	Louisiana	1701016-0001-400	Ohio	99109291
Arkansas	267225-76-001	Maryland	16014936	Oklahoma	STS-10284404-05
California	103110055	Michigan	U431501713	Pennsylvania	67661107
Colorado	26790288-0001	Mississippi	083-38923-9	South Carolina	115093415
Florida	78-8016767396-6	Missouri	13647300	South Dakota	1022-4773-ST
Georgia	175-958811	Montana	D1234935	Tennessee	104173397
Idaho	005881511	Nebraska	01-9367969	Texas	32039849214
Illinois	3508-0663	Nevada	NV20161089379	Utah	12601690-003-STC
Indiana	136741304	New York	43-1501713	Virginia	12-431501713F-001
Iowa	200151118	New Jersey	431-501-713/000	Washington	13647300
Kansas	004-431501713F-01	North Carolina	601271997	Wisconsin	456-000-3897944-02
Kentucky	000820398				

CONTRACTOR LICENSES

License	#	Expiration	Type	Class
Arkansas	0214590522	5-31-2023	Contractor	Communication, Computer or Sound Systems, Cabling
California	1072847	1-31-2025	Contractor	C-7 - Low Voltage Systems
Iowa	C000782	8-1-2023	Contractor	
Mississippi	18251-SC	1-14-2024	Contractor	Communication Systems & Low Voltage
Nebraska	34881-18	6-1-2023	Contractor	
City of St. Louis	LC9967889	5-31-2023	Contractor	General - C
St. Louis County	C-5033	12-31-23	Electrical	
Tennessee	00057713	9-30-23	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)

LETTER OF SURETY

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,



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

A business of Marsh McLennan
Marsh & McLennan Agency LLC

Your future is limitless.™

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
russell@carrolltonbanking.com | www.carrolltonbanking.com

1925 Richardson Road • Arnold, Missouri 63010

(636) 590-6040 • (636) 591-1035

SECTION 4: OUR APPROACH

PROJECT PLAN FOR INSTALLATION/INTEGRATION

PHASE 1: ENGINEERING:

The PM will review all the project information and existing drawings. The PM's goals phase 1 of the project are:

- Verify design concepts and location of all devices.
- Validate the design's performance and concepts.
- He the engineering team produce schematic, "build to" shop drawings.
- Submit final shop drawings and hardware list for approval prior to procurement and construction.

The engineering documents that the PM must review and accept include:

- Rack Elevations
- Lighting fixture locations
- Custom assembly details
- Panel details
- Verification of Conduit Requirements
- Verification of Junction Box Requirements
- Creation of Fabrication Documentation including wire numbers
- Verification of Wire Types
- Creation of accurate hardware/bill of quantities (BOQ) list
- Create cut sheet books for hardware items
- Provide other submittals as required (Color selections etc.)

After completing Phase 1, the PM will begin system procurement and begin planning of the installation.

PHASE 2: PROCUREMENT:

The PM authorizes the purchasing department to begin procurement of the hardware required for the system. The priority of procuring the equipment depends on the following:

- Items immediately required for the initial onsite pre-installation by the electrical subcontractor if one is involved.
- Long lead items.
- Custom panels and custom/project specific hardware items
- All other hardware items
- Engineering and development of custom control software and audio DSP software.

The Procurement Manager will inform the PM of any discontinued items, new models or upgraded products on the hardware list. In these instances, the PM will submit cut sheets on new hardware items for approval and substitution into the system. Additionally, if system performance can be enhanced with an upgraded or a lower cost hardware item, the PM will submit his recommendations to the Primary Point of Contact for consideration.

PHASE 3: INTEGRATION:

During the integration phase, the PM is responsible for ensuring the received equipment is placed into Conference Technologies, Inc. Quality Control Process where the equipment is inventoried and prepared for integration. During this process, the PM will select the installation team, arrange, and oversee the integration process.

PHASE 4: ONSITE INSTALLATION:

The PM coordinates the onsite installation and provides the client with any additional facility infrastructure requirements that may include, but not limited to, power, conduit, and core drill requirements. With the release of the facility-drawing package showing conduit and junction boxes, the PM is onsite to supervise the installation and verify we he been met all site requirements. Before other hardware items arriving on site, the PM and the client's project team will he approved and accepted the installation of the conduit as well as any items provided by others.

Upon completing the fabrication of the equipment racks, the PM oversees the testing and "burn in" of the completed rack system. After initial testing, the PM is will make sure any changes and all "punch list" items are dealt with in a timely manner. When the installation of the system is complete and each system is checked, the PM brings it on-line, and assists in the commissioning, training, and turnover of the systems.

PHASE 5: TEST AND ACCEPTANCE

Once the PM has brought the system up to an operational status, complete testing and final adjustments of the system are completed. The PM will coordinate testing and tuning of the system with the client's project team. For complex systems, additional engineers may be involved to commission a system. A thorough system check is completed prior to "turn on." Issues will be corrected as detected, and all equipment is adjusted for optimal performance. The Phase 5 goal is a short final punch list. Our projects typically he short punch lists due to:

- Adherence to our quality assurance program
- Correcting site-specific problems as they are detected
- Installation of fully tested and “burned in” electronic hardware
- Termination into fully tested and verified cabling
- Adhering to these engineering policies and standards limits the number of items in the final punch list for projects.

PHASE 6: TRAINING:

The PM will provide training for system operators and personnel designated by the COR. Additional training sessions such as system operation and basic troubleshooting procedures for each space will be provided after the system is turned over to the client. The training will provide system users with an in-depth introduction to the systems provided, as well as hands-on training to ensure good working knowledge. The PM will make sure the hardware manuals, “as-built” engineering documents, and any other required materials are delivered to the end user.

MANAGEMENT PLAN

COMMUNICATION PLAN:

Clear and consistent communication is essential to the success of any project. The Communication Plan ensures that the methods, means, and frequencies of communication are clearly defined early on for all project stakeholders.

- Define the type of communication that will be used to provide status on the project.
- Define how often the communication on the progress of the project will be distributed to project stakeholders.
- Define which project stakeholders these methods of communication should be delivered to.
- Define who will be delivering the different methods of communication to the project stakeholders.
- Define Software Application name and version numbers for all documentation throughout the project.

COMMUNICATION METHODS:

This section identifies the communication methods used throughout this project. The communications include:

- Project Reporting
- Project Contact List
- Escalation Process
- Project Schedules

PROJECT SOFTWARE APPLICATIONS:

All hard and electronic documentation will be provided using the following Software Applications:

- Reports, memos, letters, plan, etc.
- Spreadsheets, financials, tracking, etc.
- E-mail and meeting notices
- Project timelines and schedules
- Drawings and Diagrams
- Conversion Files
- File Compression
- Microsoft Word
- Microsoft Excel
- Microsoft Outlook
- Microsoft Project
- AutoCAD 2011
- Adobe Acrobat
- WinZip

PROJECT REPORTING:

Periodic reports summarizing the status of each portion of the installation project will be submitted.

Deliverable	Type	Target Audience	Delivery Method	Frequency	Responsible
Status Reports	Mandatory	Team /COR	Weekly Status Report sent via e-mail	Weekly	PM
Project Schedule	Mandatory	Team /COR	Weekly Project Schedule sent via e-mail	Weekly	PM
Milestone Reports	Mandatory	Team /COR	E-mailed when Milestone is completed.	As Completed	PM
Updates	Mandatory	Team /COR	Project Schedule updated once a week.	Weekly	PM
Executive Reports	Mandatory	Team /COR	Every 1 st of every month	Monthly	PM

Table 1 Project Reporting

PROJECT MEETINGS:

The Project Manager will hold a weekly meeting with all Conference Technologies, Inc. team members (including all other trades involved) during the project so that issues and details can be addressed in a timely manner. The Project Manager will arrange for the weekly meeting, including a reminder notice at least 24 hours in advance of the meeting.

CONTACT LIST:

Upon contract award, Conference Technologies, Inc. will provide the Contracting Officer's Representative with a contact list that will include the name, telephone number, and e-mail address for each of the five Key Conference Technologies, Inc. personnel. This list will be updated at the start of the installation to include other on-site project team personnel. While the Conference Technologies, Inc. Project Manager will be the single point of contact for all issues, the contact list will enable the client to contact other Conference Technologies, Inc. employees, if necessary.

ESCALATION PROCESS:

In the event the Project Manager, the project stakeholders and COR cannot arrive at closure on any item not addressed in the signed contract or explicitly specified within this document, the following escalation procedure is provided to a prompt an equitable resolution between both parties.

The unresolved issue will be sent to the levels of management as listed below until an acceptable resolution is achieved.

Conference Technologies, Inc. Escalation List	Contact Number
Cathy Kelly, Chief Business & Strategy Officer	(314) 993-1400
John Laughlin, President and CEO	(314) 993-1400

Table 2: Escalation List

PROJECT MILESTONE REPORTING:

As project milestones are achieved the progress will be documented and communicated to the project stakeholders. The following is a breakdown of when these milestones might be communicated.

- Phase One: Engineering, Design and Shop Drawings are produced and ready to submit.
- Phase Two: After Design and shop drawings are reviewed and approved, equipment procurement will begin.
- Phase Three: Fabrication of Racks, custom items and cable assemblies can now proceed.
- Phase Four: As milestones are achieved these will be communicated to the project stakeholders.
- Phase Five: After installation is complete, commissioning, testing, and final adjustments, and documented
- Phase Six: After all commissioning, tests, adjustments, and punch list items he been completed;
- We will begin the training process. The scheduled dates of training will be coordinated to the project stakeholders.

CHANGE ORDER MANAGEMENT PLAN

PURPOSE

The purpose of the change order management plan is to set out the methods and procedures to handle any possible change orders affecting this project.

- Resources, costs, and timing as set out in the Project Plan
- Deliverable product and process Quality

Our change order management plan employs a standard industry cyclical approach to do the following:

- Ensure a standardized method for all project changes
- Facilitate efficient and prompt handling of all changes
- Maintain a balance between the benefits of change and the detrimental impact of change on the Project Plan.

INSPECTION AND TEST:

The final Test and Acceptance Plan will be submitted after award of contract per the specifications and will conform to the scope of testing contained in the (SOW). The general procedures for testing will be as follows:

- A separate set of drawings shall be used to confirm all wiring is labeled properly. Labels shall be initialed as having been checked on the drawing. These drawings shall become a part of the conformance documentation.
- A testing document shall be generated for each system. The document shall list all equipment within the system and list inputs and outputs. This document shall become a part of the conformance documentation.
- Test programs shall be installed in all DSP-based products to allow input/output testing of these devices.
- Test programs shall be installed in all control systems to allow confirmation of control to all controlled devices.
- Each audio input shall be checked for proper routing of a clean audio signal to each applicable audio output. Input and output results shall be noted in the testing document with test date indicated and initials of tester.
- Each video input shall be checked for proper routing of a clean video signal to each applicable video output. Input and output results shall be noted in the testing document with test date indicated and initials of tester.
- Each controlled device shall be checked for proper communication with the control system. Control results shall be noted in the testing document with test date indicated and initials of tester.
- All final control system code will become the property of and handed over to the project stakeholders on CD-ROM at the completion of the project.

APPENDIX

APPENDIX A: WARRANTY INFORMATION & SERVICES

By choosing a Conference Technologies, Inc. service agreement, you are choosing a special extended warranty plan that provides you with nationwide, 24/7 support and protects the reliability and life span of your system. We want to drastically reduce or even eliminate delays and guarantee that your system will be up and running immediately so you can carryout important stadium events. We can work with you to find a support program that will meet all your needs.

One (1) year CTI Complete warranty and service agreement included in proposal price.

➔ **Service Support Plan Includes:**

	CTI Scout	<ul style="list-style-type: none"> • Real-time tracking and alerts
	On-Demand	<ul style="list-style-type: none"> • Field Service Repair On-site • Extended Equipment Warranty • Storage Workflow Updates • Firmware and Software updates/upgrades*
	CTI Care Team	<ul style="list-style-type: none"> • Unlimited Phone Support • QBR • Dedicated Customer Experience Team
	Critical Meeting Support	<ul style="list-style-type: none"> • Health Checks • Critical Event Support • Event Solutions preferred pricing

*Programming and firmware updates are included upon manufacturer release and at the recommendation of the manufacturer and Conference Technologies, Inc.

PLAN OVERVIEW:

Conference Technologies, Inc. (CTI) is pleased to offer CTI Complete, a Service Agreement to support your technology system. The CTI Complete Service Agreement covers Broadcast Systems, Display Systems, Video Systems, Audio Systems, Control Systems, Lighting Systems, Rack Accessories and Furniture, and miscellaneous cables, connectors, etc. within the equipment list contained in the contract documents.

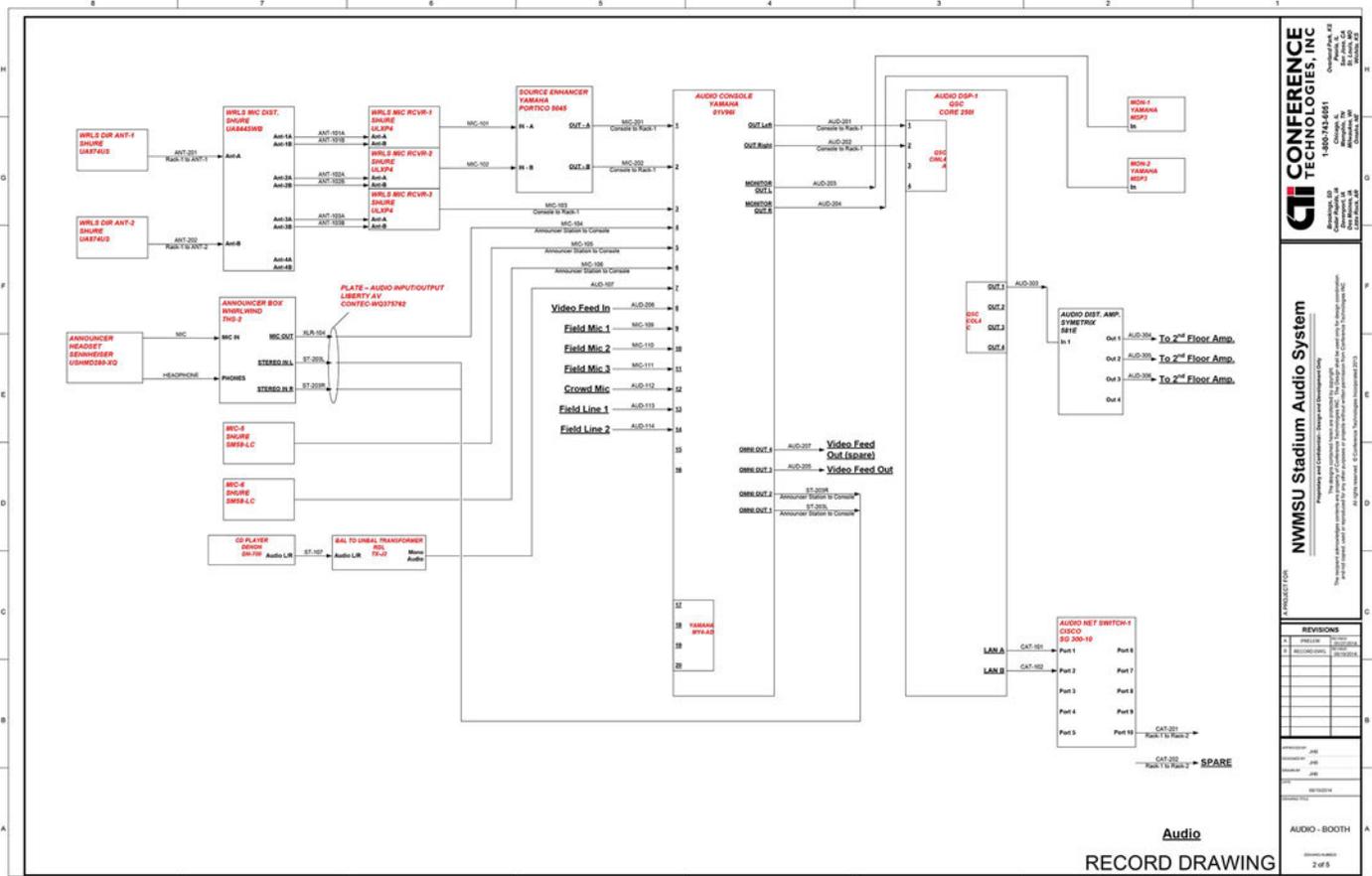
This service plan provides technical support and engineering services to ensure the maximum performance and reliability of your technology, as well as programming updates, an on-line customer service portal and Critical Event Support.

Thank you for choosing Conference Technologies, Inc. to support and maintain your technology investment. We value your partnership as your Technology Solutions provider.

CTI COMPLETE – PLAN SUMMARY:

- Labor for parts repair & replacement are covered for the duration of the agreement.
- On-Site within 24 hours of initiated request for any location where a CTI branch is located.
- On-Site within 48 hours of initiated request where CTI does NOT have a branch.
- Any shipping/freight costs are covered within this agreement on 2-day shipping.
- All parts are included, except for consumables.

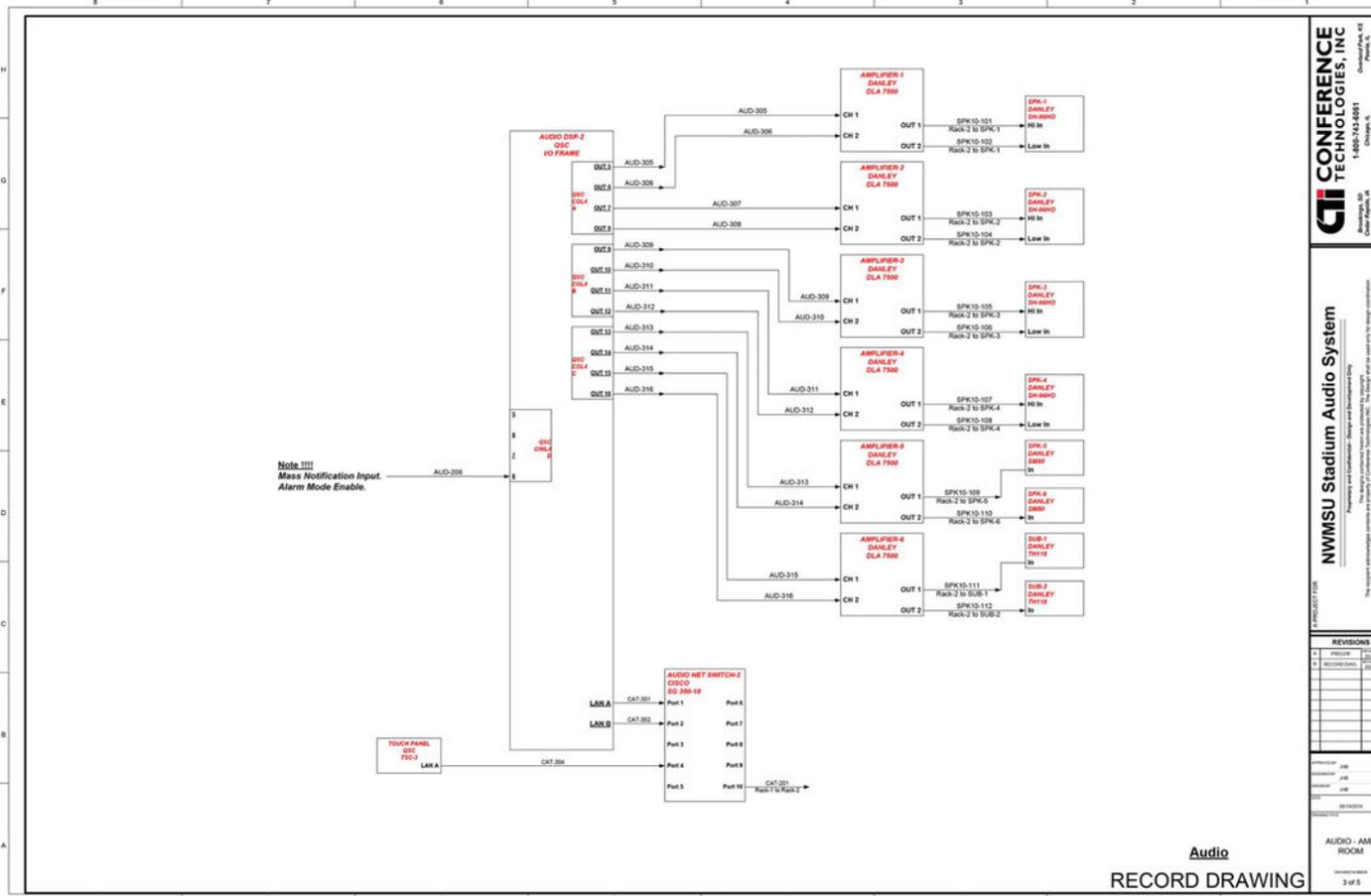
SAMPLE DRAWINGS (CONTINUED)



CTI CONFERENCE TECHNOLOGIES, INC
 1-800-743-6991
 4000 Park Ave. #2
 San Diego, CA 92121
 619-591-1100
 Fax: 619-591-1101

NWMSU Stadium Audio System
 Project: NWMSU Stadium Audio System
 The design contained herein was prepared by CTI. It is the property of CTI and is not to be used, copied, or reproduced in any form without the written consent of CTI. © Copyright 2010. All rights reserved. All trademarks are acknowledged.

REVISIONS	
4	REVISED
3	REVISED
2	REVISED
1	REVISED



CTI CONFERENCE TECHNOLOGIES, INC
 1-800-743-6991
 4000 Park Ave. #2
 San Diego, CA 92121
 619-591-1100
 Fax: 619-591-1101

NWMSU Stadium Audio System
 Project: NWMSU Stadium Audio System
 The design contained herein was prepared by CTI. It is the property of CTI and is not to be used, copied, or reproduced in any form without the written consent of CTI. © Copyright 2010. All rights reserved. All trademarks are acknowledged.

REVISIONS	
4	REVISED
3	REVISED
2	REVISED
1	REVISED

APPENDIX C: PARTNER/SUBCONTRACTORS

Conference Technologies, Inc. partners with a variety of architects, consultants, and other companies from subcontracting to general contractors or electrical engineers etc. on numerous projects throughout the country. We greatly appreciate and value the relationships that have been established over the years. Below is a short list of companies that we have partnered with on a variety of projects.

ARCHITECTS		
360 Architecture	Gastinger Walker Harden Architects	PGAV Architects
Arcturis	Gensler	Ross & Baruzzini, Inc.
BLDD Architects	Gossen Livingston Associates, Inc.	Sabatini Architects Inc.
Burns & McDonnell	Gould Evans Associates	Shive-Hattery
Cannon Design	Harley Ellis Devereaux	Treanor Architects
Chiodini Associates	HOK	VOA
Dewberry	KAI Design & Build	
DLR Group	Leo A Daly	

DESIGN FIRMS/CONSULTANTS		
AECOM	DLR	K2 Audio
Anthony James Partners	Engineering Plus	Kirkegaard Associates
ARUP	Gensler	Perkins+Will
Avant Acoustics	HDR	Sextant Group
BAJ	Henderson Engineers	Shen Milson & Wilke
Black & Veatch	HKS	Skidmore, Owings & Merrill
Burns & McDonnell	HNTB	Stantec Inc.
CAA Icon	HOK	Terracon Consultants Inc.
Charles M. Salter & Associates	Idibri	Thershold Acoustics
CMS Audiovisual	Jacobs	Waveguide
Dewberry	Jaffe Holden	WJHW

GENERAL CONTRACTORS		
AECOM	Gilbane Building Company	Paric Holdings Corp
Alberici- Flintco	Haskell	Pepper Construction
Baldwin & Shell Construction	HBE Corporation	Person Brinckerhoff
Balfour Beatty US	Hensel Phelps Construction	River City Construction LLC
Bell & Associates Construction	Jacobs	Shawmut Design and Construction
Brasfield & Gorrie LLC	James McHugh Construction Co.	Skyline Construction
Brinkmann Constructors	JE Dunn Construction	S. M. Wilson & Company
Caddell Construction Company	Key Construction Inc.	Tarlton Corporation
Clarkson Construction	Kiewit Corporation	The Korte Company
Clayco Inc.	McCarthy Building Companies, Inc.	The Weitz Company
Clune Construction Company	McCownGordon Construction	TS Sports
DPR Construction	Messer Construction	Turner construction company
Duke Construction	Miron Construction Company	Weis Builders Inc.
EMJ Corp	Mortensen Construction	Weitz Company
GE Johnson	Nabholz Construction	Yates

ELECTRICAL CONTRACTORS		
Aschinger Electric Co	Kaemmerlen Electric	Sachs Electric
Bell Electrical Contractors	Miller Electric	Schneider Electric
Capital Electrical	Motor city electric co	Tri-City Electric Company
Cupertino Electric Inc.	PayneCrest Electric	Wachter Inc.
Faith Technologies Inc.	Prism Electric Inc	
Guarantee Electrical	Quanta services	
Helix Electric Inc.	Rosendin Electric	



Clients Nationwide

