

**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](mailto:andy.borses@cti.com)

Tim McCarthy  
657-208-8301  
Email: [tim.mccarthy@cti.com](mailto: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](mailto:nate.lawrence@cti.com)

**Project Contact:**

Andy Borses  
15300 Valley View Avenue  
La Mirada, CA,  
714-406-1121  
[Andy.borses@cti.com](mailto: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 Telemetry 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 Telemetry 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 o 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.)

*Nate Lawrence*

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

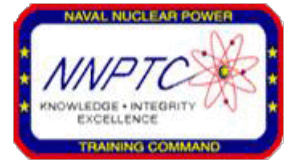
Project Name:	Bureau of Land Management – Classroom Upgrades
Contract Amount:	\$594,000.00
Location:	Phoenix, AZ
Completion Date:	January 2020
Category:	Federal
Owner:	Bureau of Land Management
Primary Contact:	Judith Bandstra
Phone:	(602)-906-5506
CTI Representative:	Phoenix Branch
Project Manager:	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](mailto: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](mailto: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](mailto: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](mailto: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](mailto: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.		3794 Arapaho Rd.		13228 W 99th St.		14990 Shepard St. Ste. 600		15300 Valley View Ave. Ste. A13	
Allentown, PA 18103 Office: 610.791.9081		Addison, TX 75001 Office: 469.941.4130		Lenexa, KS 66215 Office: 913.894.2500		Omaha, NE 68138 Office: 402.593.6750		La Mirada, CA 90638 Office: 800.743.6051	
ATLANTA	22	DES MOINES	9	LITTLE ROCK	7	PEORIA	5	TOLEDO	27
1230 Kennestone Cir. Ste. 140		333 Southwest 9 <sup>th</sup> St. Ste. N		1419 Westpark Dr. Ste. A		884 N. Main St.		6953 McNerney Dr.	
Marietta, GA 30066 Office: 404.352.3000		Des Moines, IA 50309 Office: 515.280.9800		Little Rock, AR 72204 Office: 501.375.2800		Morton, IL 61550 Office: 309.698.8150		Northwood, OH 43619 Office: 800.743.6051	
AUSTIN	16	DENVER	23	LYNDHURST	28	PHOENIX	14	QUAD CITIES	10
11525 Stonehollow Dr. Ste. 155A		6950 S. Tucson Way Ste. E		1099 Wall St. W		15915 S 46th St.		3513 Vine Ct.	
Austin, TX 78758 Office: 512.584.8275		Centennial, CO 80112 Office: 800.743.6051		Lyndhurst, NY 07071 Office: 800.743.6051		Phoenix, AZ 85048 Office: 480.816.7526		Davenport, IA 52806 Office: 563.359.1825	
BENTONVILLE	31	DETROIT	17	MEMPHIS	3	RALEIGH	32	WICHITA	6
1211 SE 28th St. Ste. 1		1307 East Maple Rd.		2013 Fletcher Creek		633 Hutton St. Ste. 101		248 North Cleveland Ave.	
Bentonville, AR 72712 Office: 479.434.1342		Troy, MI 48083 Office: 248.362.3335		Memphis, TN 38133 Office: 901.360.8332		Raleigh, NC 27606 Office: 984.308.0291		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.		3883 Linden Ave SE Ste. A&B		4508 West Burnham St.		11687 Adie Rd.		1900 Reston Metro Plaza Ste. 600	
Hiawatha, IA 52233 Office: 319.363.8144		Wyoming, MI 49548 Office: 616.258.2858		W. Milwaukee, WI 53129 Office: 262.790.1130		Saint Louis, MO 63043 Office: 314.993.1400		Reston, VA 20190 Office: 800.743.6051	
CHARLOTTE	30	HOUSTON	15	MINNEAPOLIS	36	SAN ANTONIO	35		
13900 South Lakes Drive Ste. A		4464 W 12th St.		412 Gateway Blvd.		12223 San Pedro Ave.			
Charlotte, NC 28273 Office: 704.593.6392		Houston, TX 77055 Office: 713.524.1956		Burnsville, MN 55337 Office: 800.743.6051		San Antonio, TX 78216 Office: 800.743.6051			
CHICAGO	12	INDIANAPOLIS	21	NASHVILLE	18	SAN FRANCISCO	13		
1501 Ardmore Ave.		5783 Park Plaza Ct.		1420 Donelson Pike Ste. A9		25509 Industrial Blvd. Ste. 5			
Itasca, IL 60143 Office: 630.467.1500		Indianapolis, IN 46220 Office: 317.360.0636		Nashville, TN 37211 Office: 615.913.3289		Hayward, CA 94545 Office: 415.849.9369			
COLUMBUS	25	JACKSONVILLE	37	OKLAHOMA CITY	26	SEATTLE	24		
7063 Huntley Rd.		Coming Soon!		330 W Gray St. Ste. 217		18255 Segale Park Drive Ste. B			
Worthington, OH 43229 Office: 380.900.7429		Jacksonville, FL Office: 800.743.6051		Norman, OK 73069 Office: 405.546.4080		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 have identified systematic and critical issues during the rack build process. One of the more commonplace issues we have identified is requisite space and location. Most projects will call for multiple racks, this in turn requires ample space to stage, store and layout equipment before and during the rack building process. Space can be limited, especially while our client's day to day operations remain open. Another paramount consideration is our reliance on third parties to deliver our client's equipment in an expeditious manner. Lastly and always, it is of utmost importance that CTI maintain an efficient and timely project schedule. We understand how this can be frustrating to our clients, especially if space and time is limited.

To better serve our clients 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.

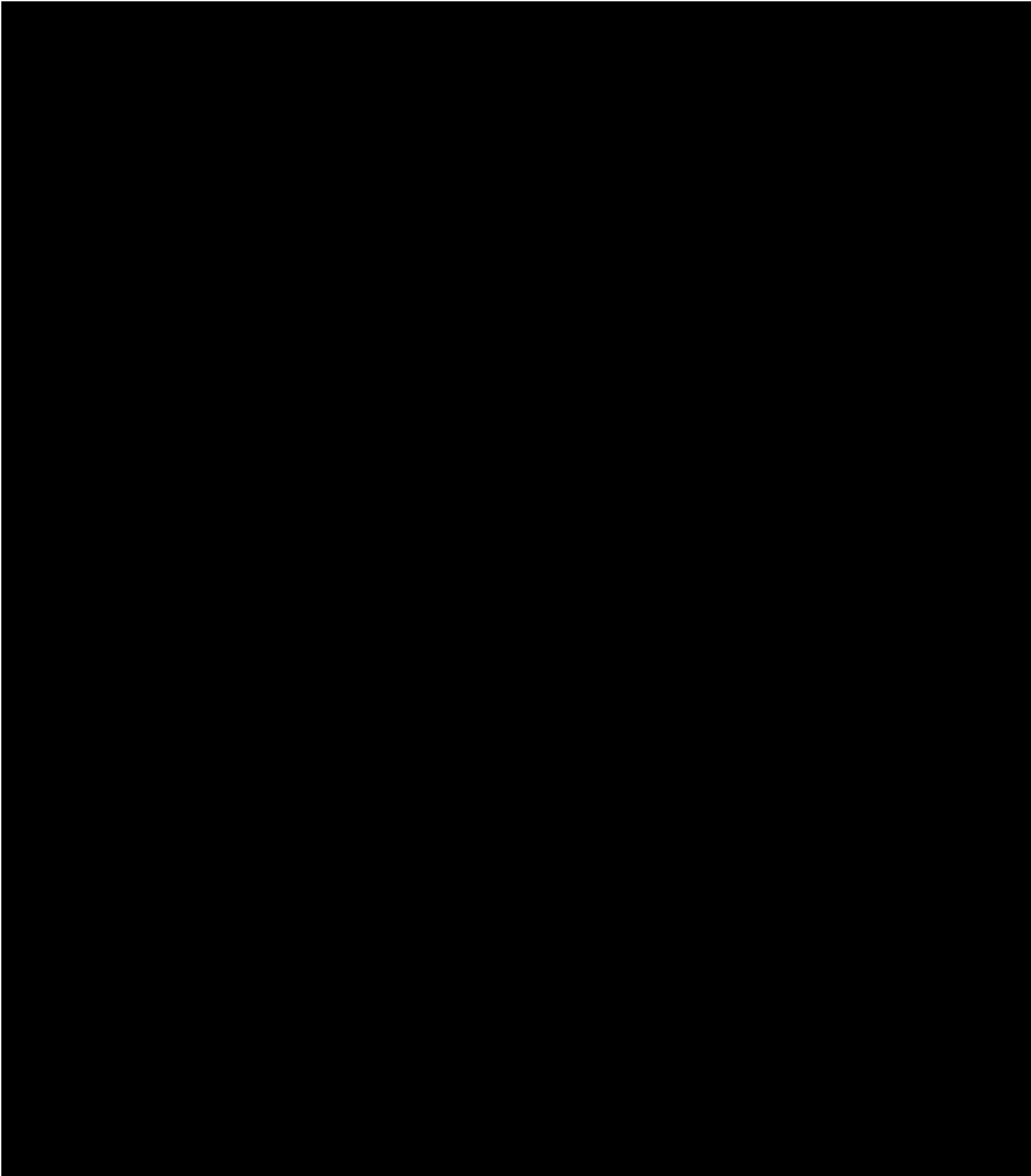
### BENEFITS OF OUR RACK FABRICATION CENTER

- 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

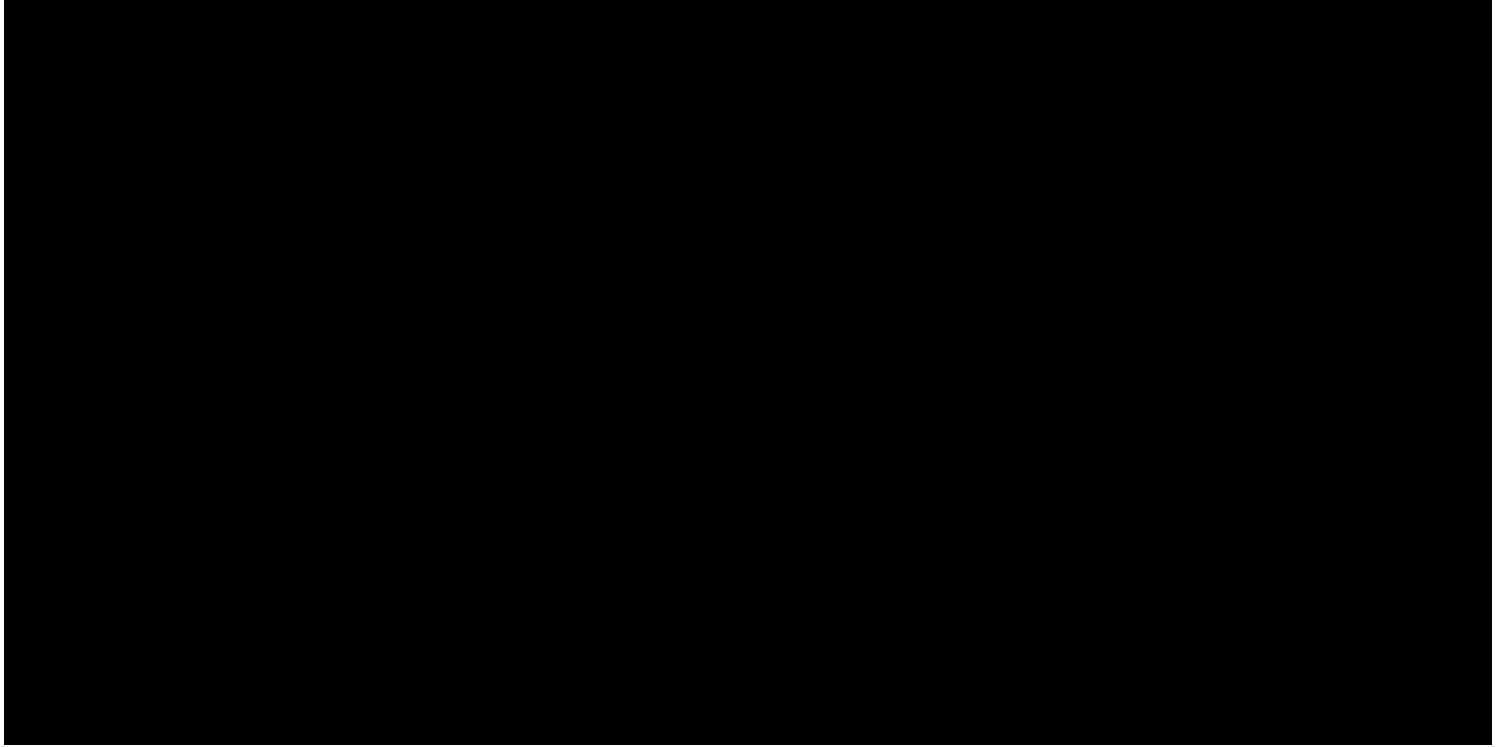
### RACK BUILD STAGES



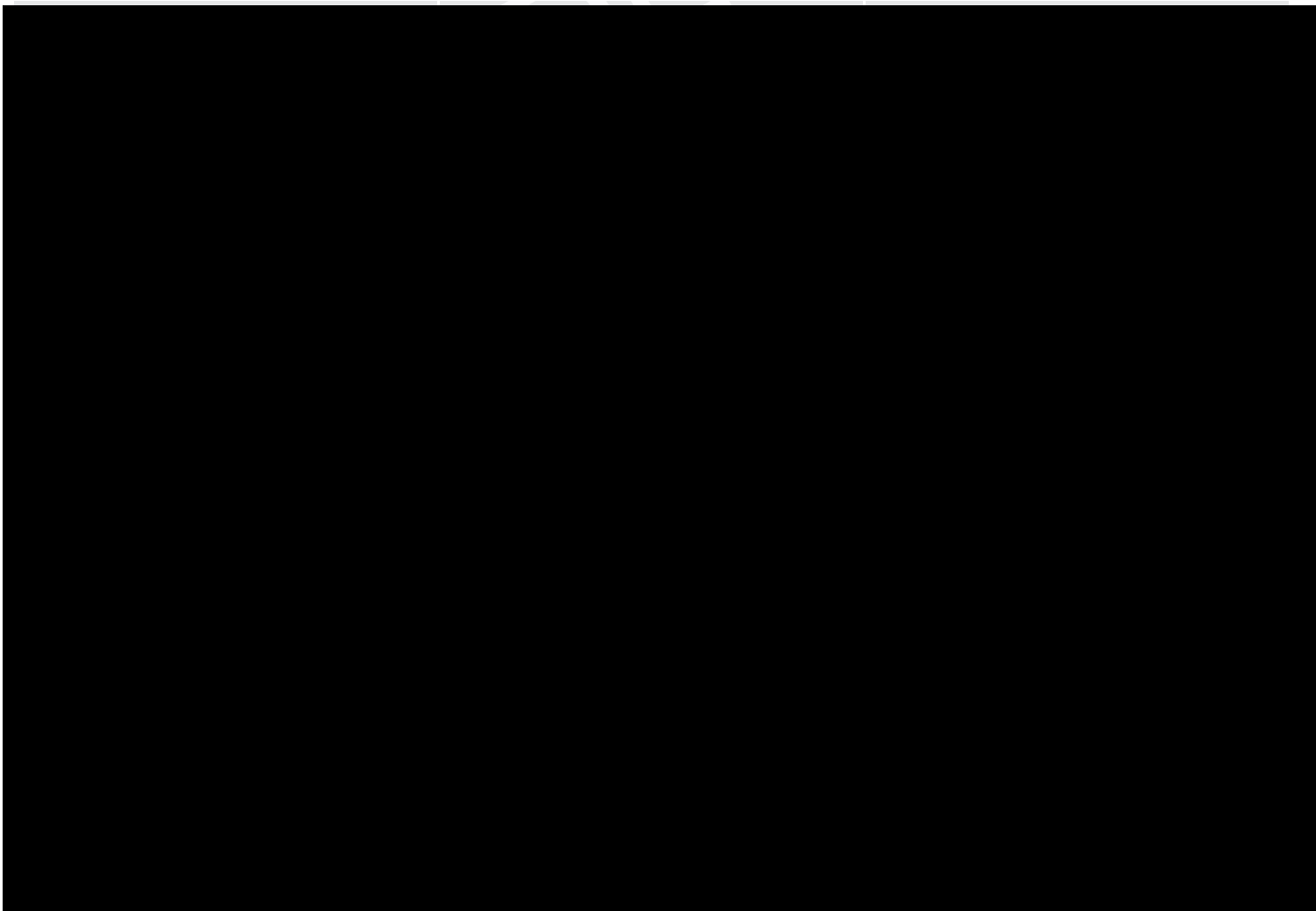
CORPORATE



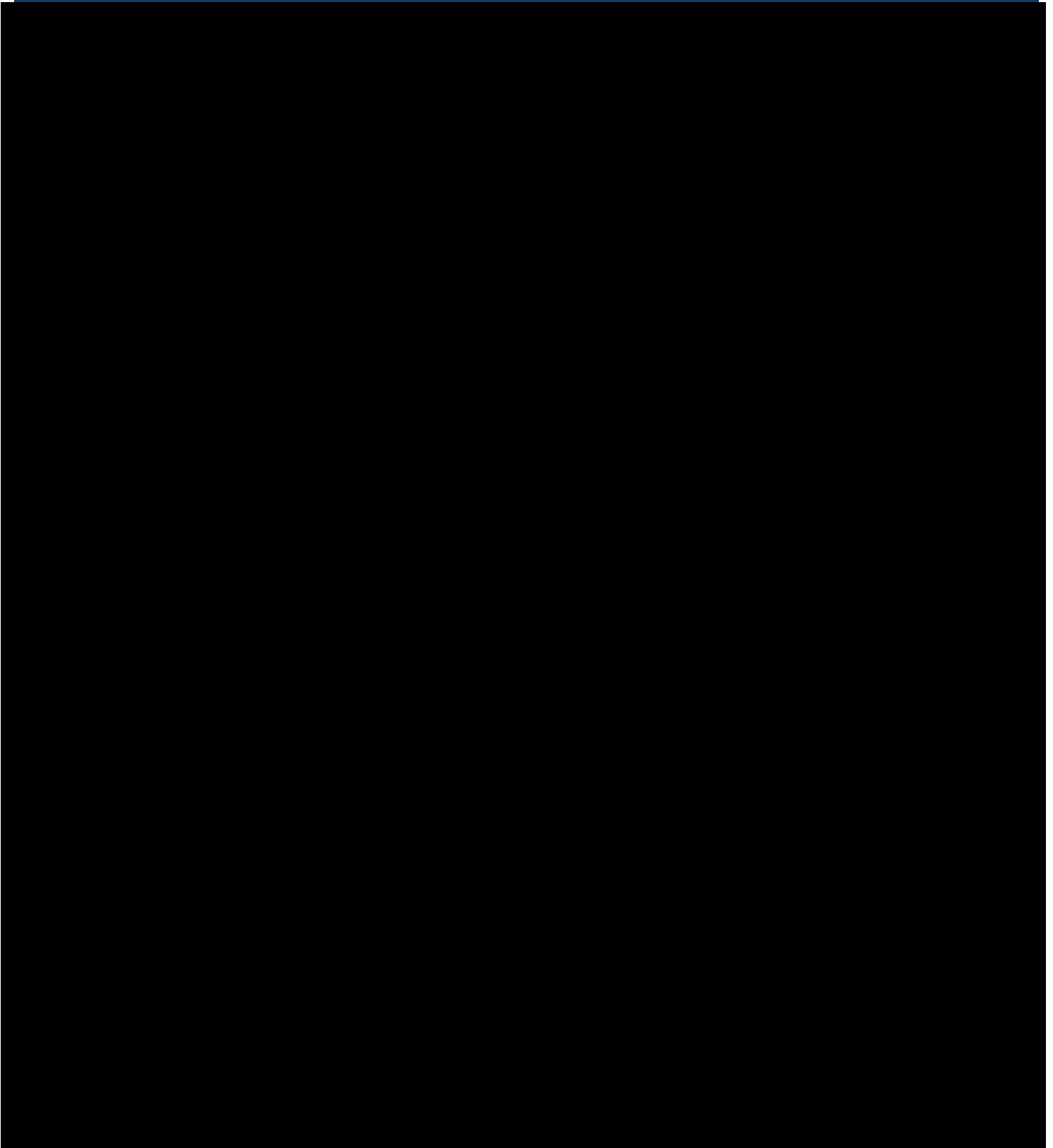
## BROADCAST



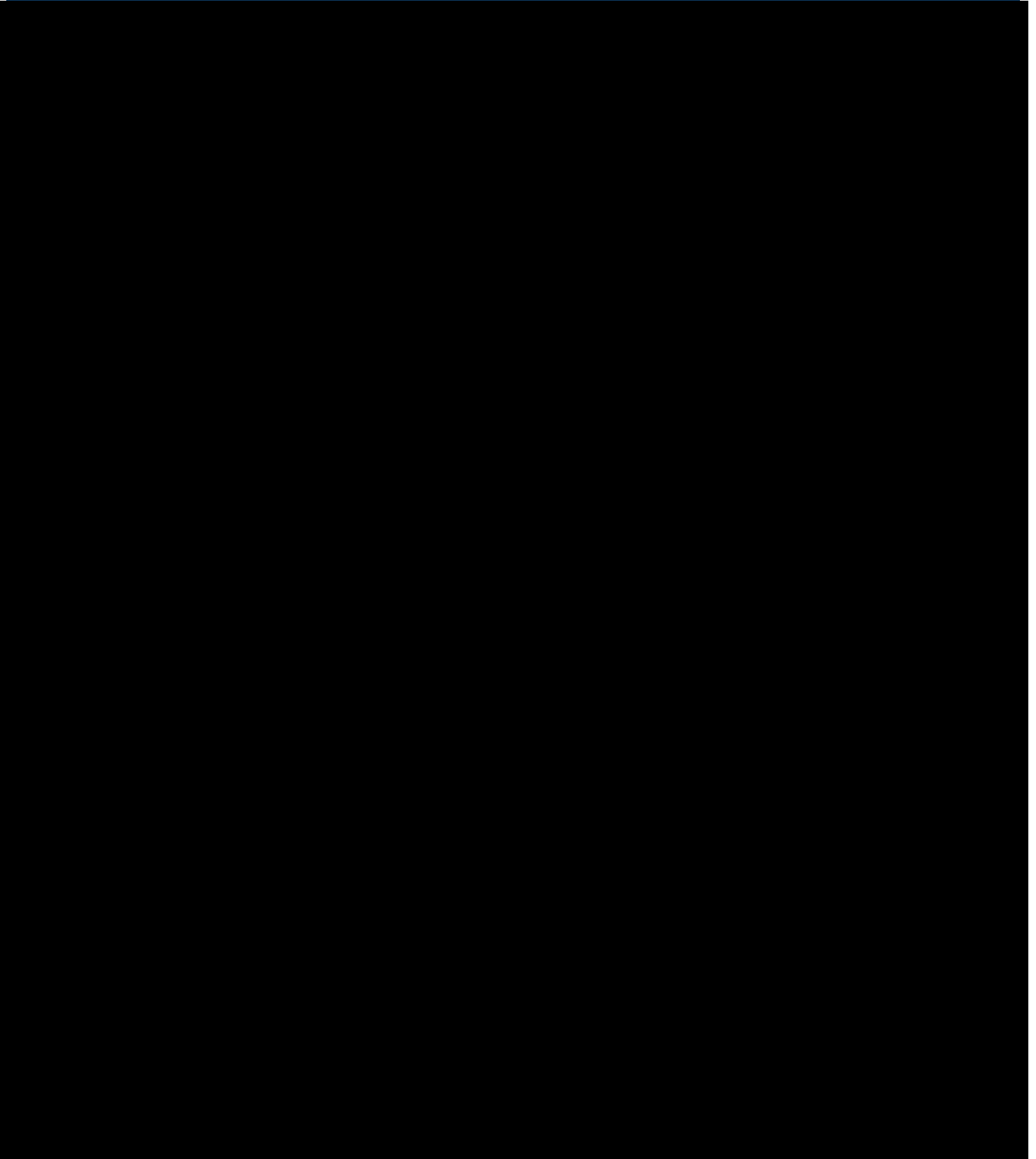
## STADIUMS/ARENAS &amp; HOSPITALITY/ENTERTAINMENT



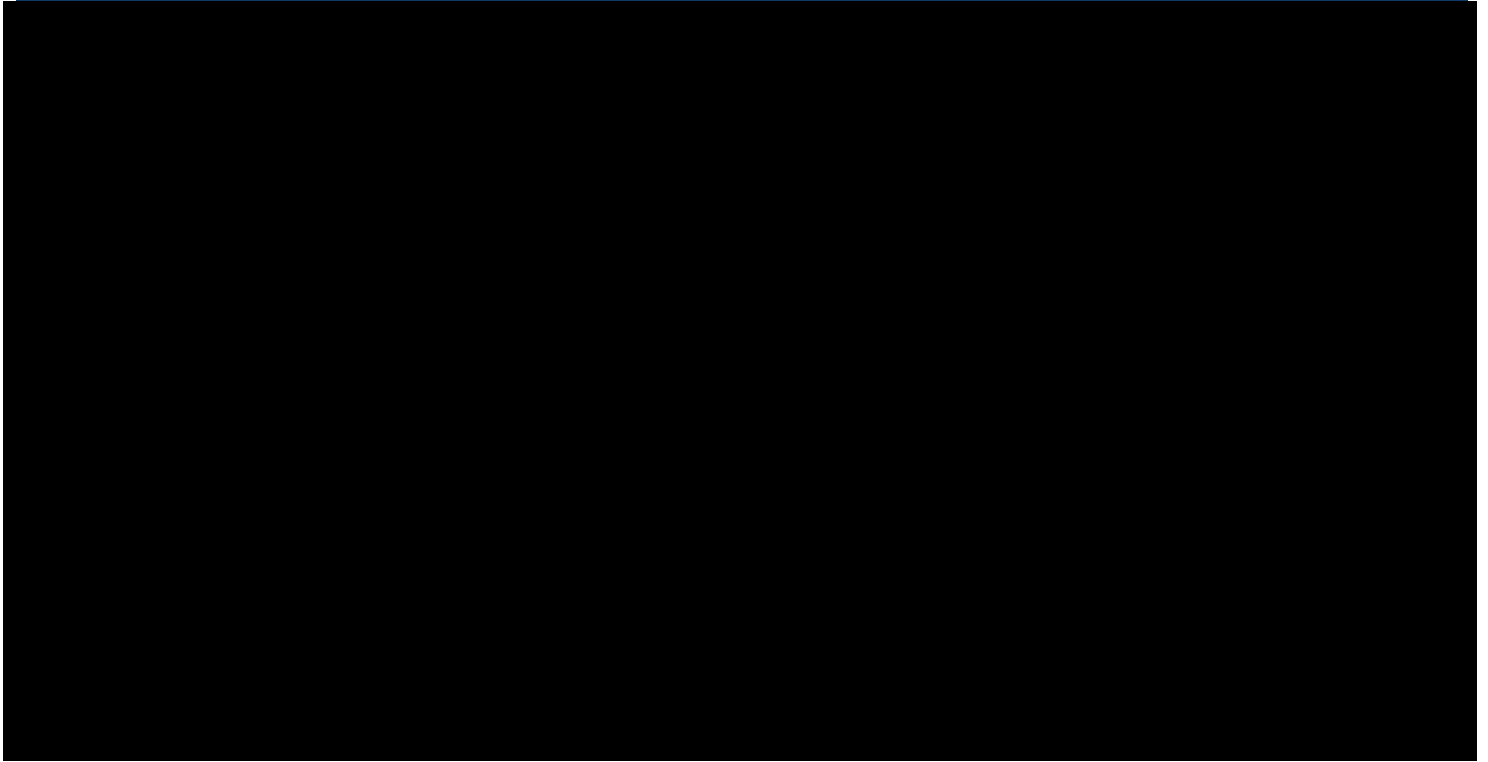
## GOVERNMENT &amp; MILITARY



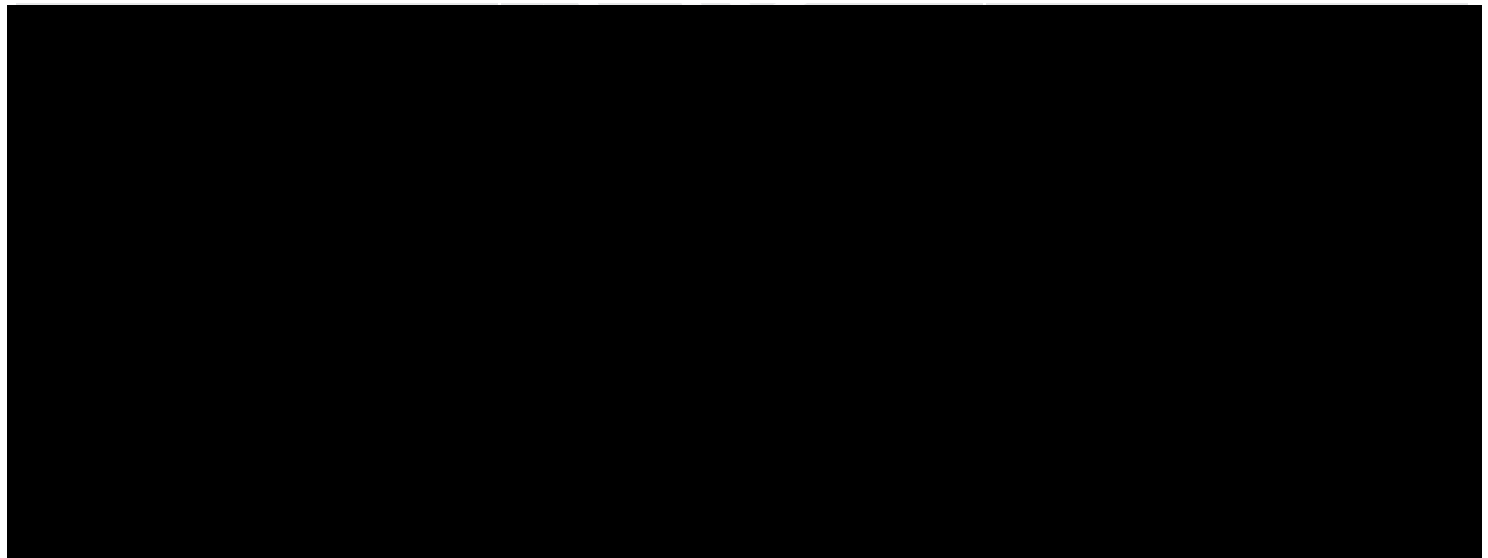
## EDUCATION



## 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
				Dante AV									
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 FUNDAMEN TALS+
													
27	22	8	10	2	2	4	1	1	2	3	1	1	1

AAVAV CERTIFICATION				BICSI CERTIFICATION						SDVoE CERT.	OSHA CERT.	
AAVAV CQD	AAVAV CQL	AAVAV CQT	AAVAV 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


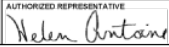
Coverage Limit: \$10,000,000.00

## WORKERS COMPENSATION

Coverage Limit: \$1,000,000.00

## ERRORS & OMISSIONS/PROFESSIONAL

Coverage Limit: \$2,000,000.00

	<b>CERTIFICATE OF LIABILITY INSURANCE</b>	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 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.		
<b>IMPORTANT:</b> 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).		
<b>PRODUCER</b> J.W. Terrill, a Marsh & McLennan Agency LLC co 825 Maryville Centre Drive Suite 200 Chesterfield MO 63017	<b>CONTACT</b> NAME: Patti Monteith PHONE: AC, HR, EM: 314 594-2617 EMAIL: pmoneth@jwterrill.com ADDRESS:	<b>NAIC #</b> INSURER(S) AFFORDING COVERAGE INSURER A: Atlantic Specialty Insurance Company 27154 INSURER B: Hanover Insurance Company 22292 INSURER C: INSURER D: INSURER E:
<b>INSURED</b> Conference Technologies, Inc. 11653 Adle Road Maryland Heights, MO 63043		
<b>COVERAGES      CERTIFICATE NUMBER: 556787398      REVISION NUMBER:</b>		
THIS IS TO CERTIFY THAT THE COVERAGE 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.		
<b>LINE</b>	<b>TYPE OF INSURANCE</b>	<b>AGENCY NUMBER</b> <b>POLICY NUMBER</b> <b>POLICY PERIOD (MM/DD/YYYY)</b> <b>POLICY EXPIRATION (MM/DD/YYYY)</b> <b>LIMITS</b>
A	<b>GENERAL COMMERCIAL LIABILITY</b> CLAIMS-MADE <input checked="" type="checkbox"/> OCCUR GEN'L AGGREGATE LIMIT APPLIED PER POLICY <input checked="" type="checkbox"/> IND. LIMIT <input type="checkbox"/> LOC <input type="checkbox"/> OTHER:	711014002-0005    7/31/2016    7/31/2019 EACH OCCURRENCE \$ 1,000,000 DAMAGE TO RENTED PREMISES (EA occurrence) \$ 1,000,000 MED EXP (Any one person) \$ 15,000 PERSONAL & ADV INJURY \$ 1,000,000 GENERAL AGGREGATE \$ 1,000,000 PRODUCTS - COMP/OP AGG \$ 2,000,000 \$
A	<b>AUTOMOBILE LIABILITY</b> <input checked="" type="checkbox"/> ANY AUTO <input type="checkbox"/> ALL OWNED AUTOS <input type="checkbox"/> SCHEDULED AUTOS <input checked="" type="checkbox"/> HIRED AUTOS <input checked="" type="checkbox"/> NON-OWNED AUTOS X HOTO 11,000 X Ded \$1,000	711014002-0005    7/31/2016    7/31/2019 COMBINED SINGLE DWT \$100,000 BODILY INJURY (Per person) \$ 1,000,000 BODILY INJURY (Per accident) \$ 1,000,000 PROPERTY DAMAGE (Per occurrence) \$ 1,000,000
A	<b>UMBRELLA LIAB</b> <b>EXCESS LIAB</b> <input checked="" type="checkbox"/> OCCUR <input checked="" type="checkbox"/> CLAIMS-MADE DED <input checked="" type="checkbox"/> RETENTION \$ 10,000	711014002-0005    7/31/2016    7/31/2019 EACH OCCURRENCE \$ 10,000,000 AGGREGATE \$ 10,000,000
A	<b>WORKERS COMPENSATION AND EMPLOYERS' LIABILITY</b> ANY PREPARED COMPANARY/EXECUTIVE OFFICER/OWNER EXCLUDED? (Mandatory in HI) If yes, describe under DESCRIPTION OF OPERATIONS below	430041029-0005    7/31/2016    7/31/2019 X PER STATUTE    OTHER: <input type="checkbox"/> E/L EACH ACCIDENT \$ 1,000,000 E/L DISEASE - EA EMPLOYEE \$ 1,000,000 E/L DISEASE - POLICY LIMIT \$ 1,000,000
B A	C Error & Omissions A Licensed/Retired	LHA 4440021_04 392010134-0001    7/31/2016    7/31/2019 711014002-0005    7/31/2016    7/31/2019 Ded \$10,000 2,000,000/200,000 Ded \$10,000 2,000,000/200,000 Ded \$1,000 \$ 100,000
DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required)		
<b>CERTIFICATE HOLDER      CANCELLATION</b>		
SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS.		
Evidence of Coverage only		
AUTHORIZED REPRESENTATIVE 		
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The ACORD name and logo are registered marks of ACORD		

## BUSINESS IDENTIFICATION/REGISTRATION

### TAX ID NUMBERS

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



### UNIFORM SALES & USE TAX CERTIFICATE MULTIJURISDICTIONAL

State	#	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](mailto:russell@carrolltonbanking.com) | [www.carrolltonbanking.com](http://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.
- Have 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 have met all site requirements. Before other hardware items arriving on site, the PM and the client's project team will be 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 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 have 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    | ▪ Escalation Process |
| ▪ Project Contact List | ▪ Project Schedules  |

### **PROJECT SOFTWARE APPLICATIONS:**

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

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

- Real-time tracking and alerts



#### On-Demand

- Field Service Repair On-site
- Extended Equipment Warranty
- Storage Workflow Updates
- Firmware and Software updates/upgrades\*



#### CTI Care Team

- Unlimited Phone Support
- QBR
- Dedicated Customer Experience Team



#### Critical Meeting Support

- 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.

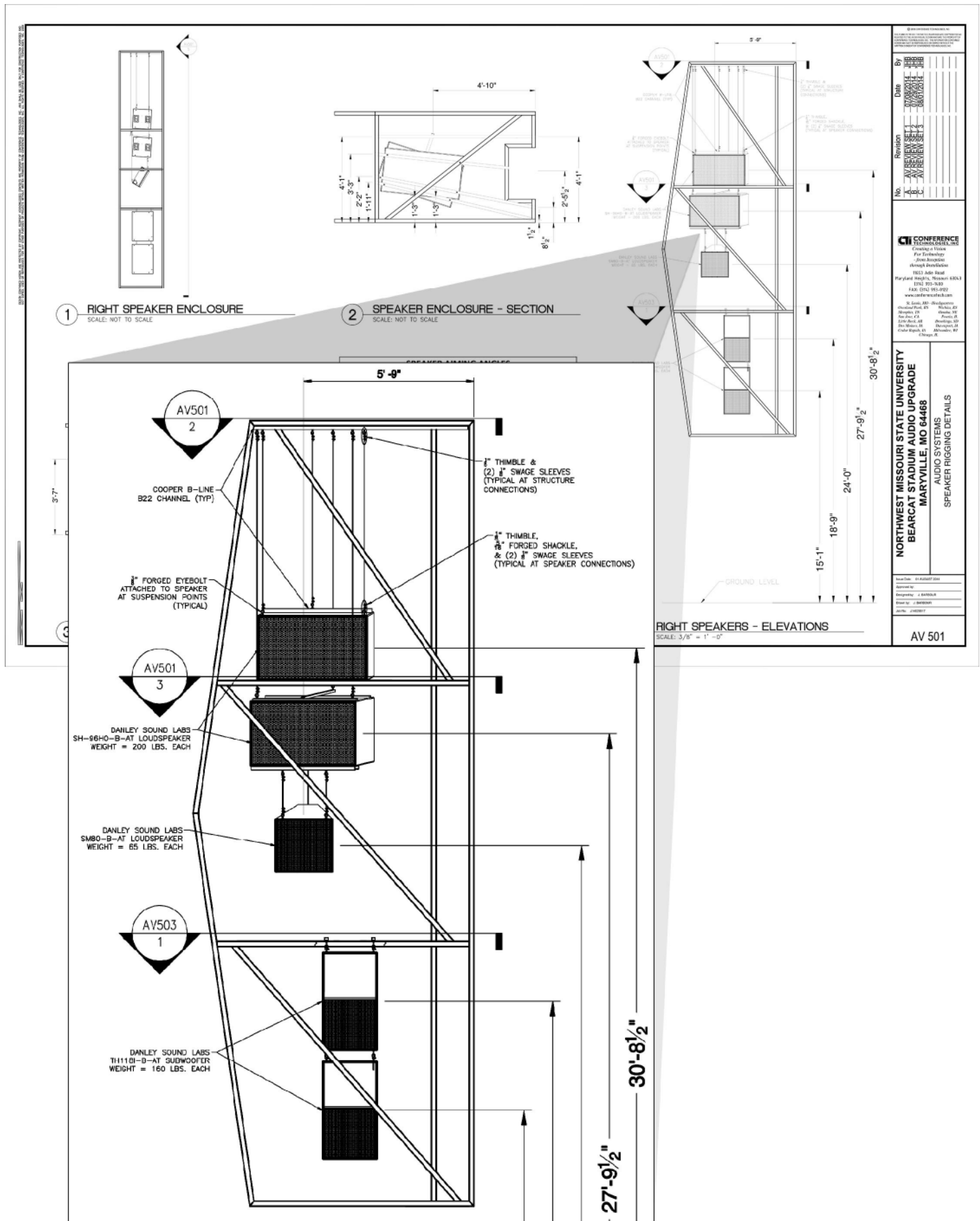
This service plan provides technical support and engineering services to ensure the maximum performance and reliability of your technology, as well as programming updates, an on-line customer service portal and Critical Event Support.

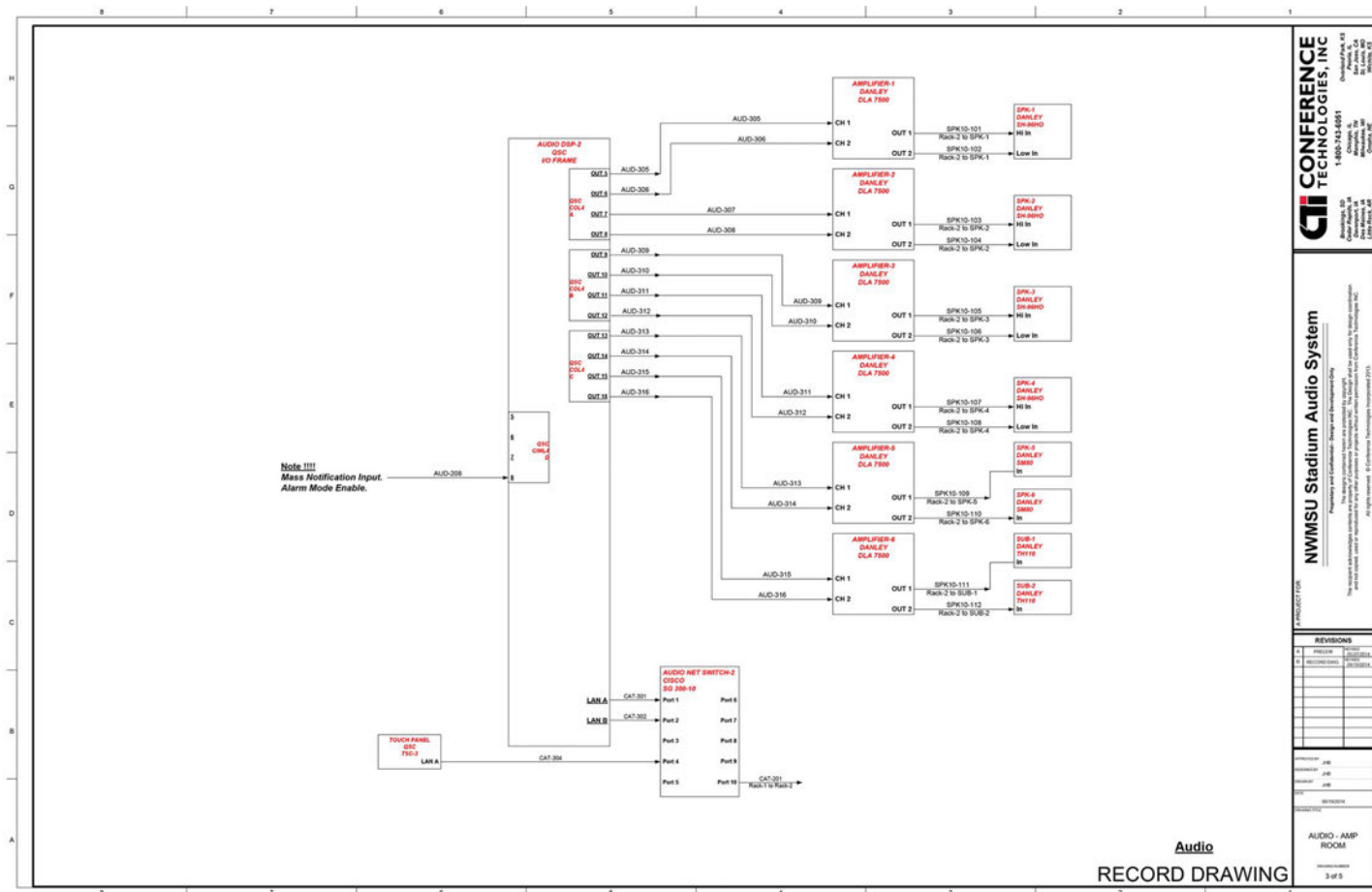
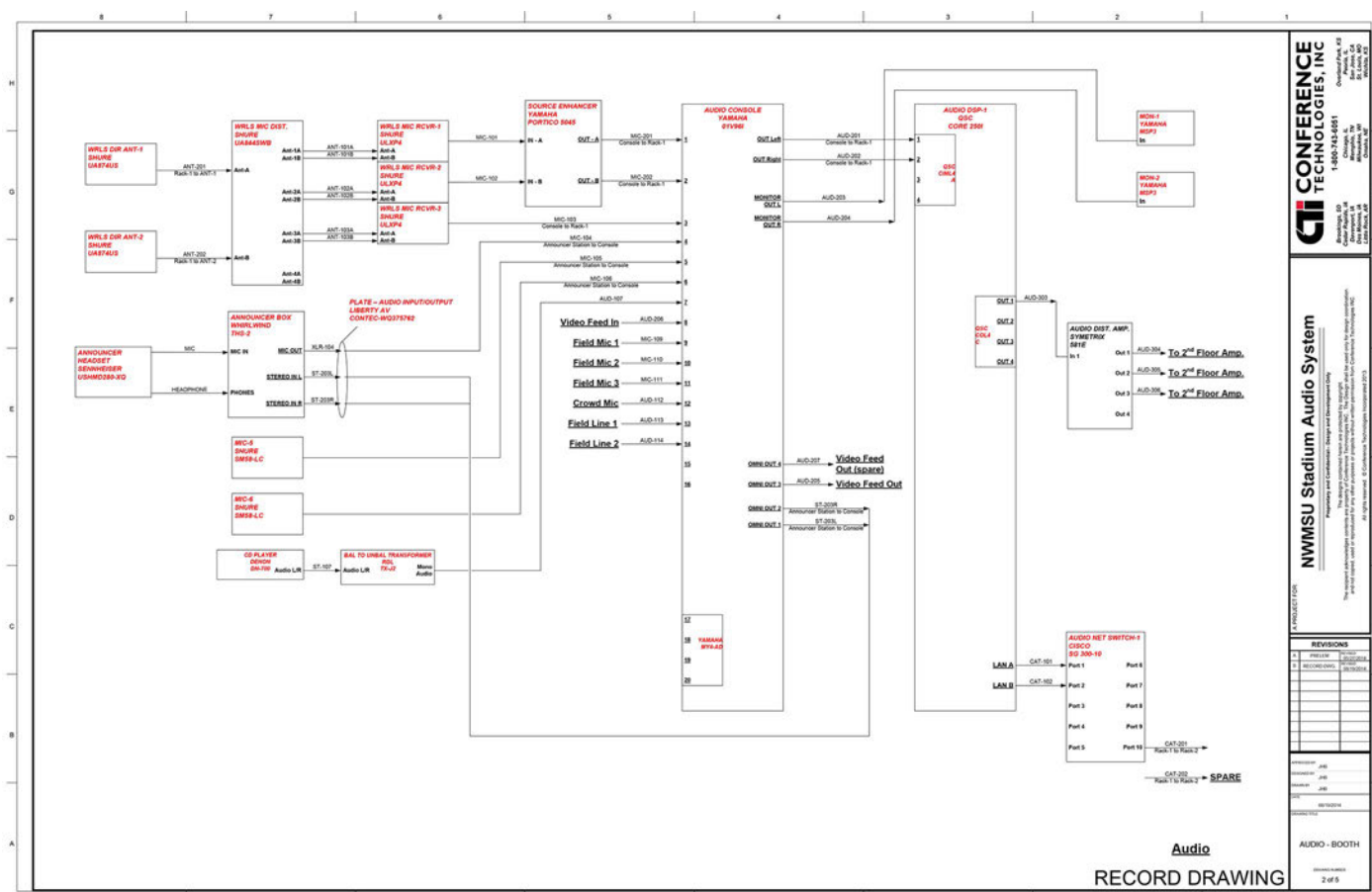
Thank you for choosing Conference Technologies, Inc. to support and maintain your technology investment. We value your partnership as your Technology Solutions provider.

#### 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.

## APPENDIX B: SAMPLE DRAWINGS







A&U RACK		Middle Atlantic WKS-44-32		27RU RACK		Middle Atlantic WKS-37-32		Middle Atlantic WKS-40-77-32	
1	1	1	1	1	1	1	1	1	1
2	2	2	2	2	2	2	2	2	2
3	3	3	3	3	3	3	3	3	3
4	4	4	4	4	4	4	4	4	4
5	5	5	5	5	5	5	5	5	5
6	6	6	6	6	6	6	6	6	6
7	7	7	7	7	7	7	7	7	7
8	8	8	8	8	8	8	8	8	8
9	9	9	9	9	9	9	9	9	9
10	10	10	10	10	10	10	10	10	10
11	11	11	11	11	11	11	11	11	11
12	12	12	12	12	12	12	12	12	12
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48	48	48	48	48	48	48	48	48	48
49	49	49	49	49	49	49	49	49	49
50	50	50	50	50	50	50	50	50	50
51	51	51	51	51	51	51	51	51	51
52	52	52	52	52	52	52	52	52	52
53	53	53	53	53	53	53	53	53	53

RACK-1: CNTRL RM 405

RACK-2: AMP RM 116

(Signal Type)	(Signal Description)	(Cable Description)	(Cable Part #)	(Sig Type Min Max Length)
CN	Cresnet	AMX A&U / Cresnet Plenum	Liberty A&U-P	1R - 300R
AX	Audio	AMX A&U / Cresnet Plenum	Liberty A&U-P	1R - 300R
VID	Composite Video	Composite Video Digital Video Plenum	Liberty 25-CMP-VID-Coax-White	1R - 150R
SDI	Serial Digital Signal	Composite Video Digital Video Plenum	Liberty 25-CMP-VID-Coax-White	1R - 125R
RGB	RGBHV Analog	RGBHV mini high-res Plenum	Liberty RGBSC-PLN	1R - 125R
HD15	RGBHV Analog / Component	1R - 12R (VGA) HD15 Male to Male	Liberty E-MVGAM-M-15	1R - 30R
HD15a	RGBHV / Component with Audio	2R - 12R (VGA) HD15 Male to Male w/ Audio	Liberty E-MVGAMAM-M-15-12	1R - 30R
HDMI	HDMI	2R - 1R HDMI Cable	Liberty E-HDMI-M-12	1R - 30R
DVI	Digital DMS video	2R - 1R DVI Cable	Liberty 30X-DVI-M-12-12	1R - 30R
DVI-A	Analog DVI	DVI-A to 3 BNC	Liberty E-DVIA-BNCP-1	1R - 50R
SHRED	Analog Component / RGBHV	1R - 1R or 1R HD15 to 3 BNC	Liberty E-VGAM-BNCP-1-3 E-VGAM-BNCP-1-3-12	1R - 50R
COMP	Component Video	RGBHV mini high-res Plenum	Liberty RGBSC-PLN	1R - 125R
SVID	Video	RGBHV mini high-res Plenum	Liberty RGBSC-PLN	1R - 125R
CTV	RF Base Band	CATV/MATV Plenum	Liberty RG5-P-CATV-BLK	1R - 300R
SPK	70c Speaker	70V/160W Speaker Cabled Plenum	Liberty 16-25-P-WHT	1R - 100R
SPKb	Sohnm Speaker	160W/25 Speaker Cabled Plenum	Liberty 14-25-P-WHT	1R - 100R
DC	Low Voltage (DC)	160W/25 Speaker Cabled Plenum	Liberty 16-25-P-WHT	1R - 65R
CAT LAN	Ethernet	Category 16 Enhanced Plenum	Liberty 24-4P-PLS-EN-WHT	1R - 300R
RS	RS-232	Category 16 Enhanced Plenum	Liberty 24-4P-PLS-EN-WHT	1R - 125R
RS- RS232	Category 16 Enhanced Plenum	Liberty 24-4P-PLS-EN-WHT	Liberty 24-4P-PLS-EN-WHT	1R - 125R
MTP	Video Over Cat 5	Category 16 Enhanced Plenum	Liberty 24-4P-PLS-EN-WHT	30R - 150R
MTPb	Video Over Cat 5	Category 16 Enhanced Plenum	Liberty 24-4P-PLS-EN-WHT	150R - 1000R
IR	IR	1 pair 2002 cabled Plenum	Liberty 20-1P-CMP-E2-WHT	1R - 200R
AUD	Balanced Line Level Audio	1 pair 2002 cabled Plenum	Liberty 20-1P-CMP-E2-WHT	1R - 1000R
URSL	Unbalanced Audio	1 pair 2002 cabled Plenum	Liberty 20-1P-CMP-E2-WHT	1R - 20R
MC	Balanced Mic Level	1 pair 2002 cabled Plenum	Liberty 20-1P-CMP-E2-WHT	1R - 300R
ST	Balanced Line Level Stereo	2 pair 2002 audio cabled Plenum	Liberty 20-2P-CMP-6MM-E2	1R - 1000R
ANT	RF Wireless Ant	20 inch antenna cabled Plenum	Liberty 20-2P-CP-CP-WHT	1R - 150R
CCAT	Video, DC or CN over low shield UTP	Low Shield UTP media Plenum	Cresnet CAT-OM-P	1R - 500R
SCAT	Digital Video over Shielded UTP Plenum	Shielded UTP Plenum	Liberty 24-4P-PLS-EN-WHT	1R - 150R
DM	Cresnet Digital Media Cable - Multi Plenum	Cresnet Digital Media Cabled Plenum	Cresnet DMG-DL-CP-125	15R - 125R
GD	Cresnet SD/4 Bandwidth DM signal	Category 16 Enhanced Plenum	Liberty 24-4P-PLS-EN-WHT	30R - 300R
FIBER	Digital data over fiber	4 Pair Multi-Mode Fiber Plenum	Superior Eros 40006651-4P-60PL, Falcon Part #	30R - 1000R
DMX	DMX 512 Theatrical Lighting	1 pair 2002 cabled Plenum	Liberty 20-1P-CMP-E2-WHT	1R - 500R

Cable Type Abbreviation (Cross check to table above)  
Cable Identification Number (Cross check to pull schedule below)  
SCAT-101  
Stage Wall Plate to projector  
P&T Notes  
Point to point cable pull

Cable Schedule and Owner Furnished Network

RECORD DRAWING

CONFERENCE TECHNOLOGIES, INC

1-800-343-8561

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Dallas, TX  
Denver, CO  
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Houston, TX  
Los Angeles, CA  
Miami, FL  
Minneapolis, MN  
New York, NY  
Orlando, FL  
Phoenix, AZ  
Portland, ME  
San Francisco, CA  
Seattle, WA  
Tampa, FL  
Washington, DC

NWMSU Stadium Audio System

Installation and Configuration - Design and Implementation

The NWMSU Stadium Audio System is a state-of-the-art, multi-channel, multi-zone, multi-room, multi-venue, multi

Cable Schedule and Owner Furnished Network

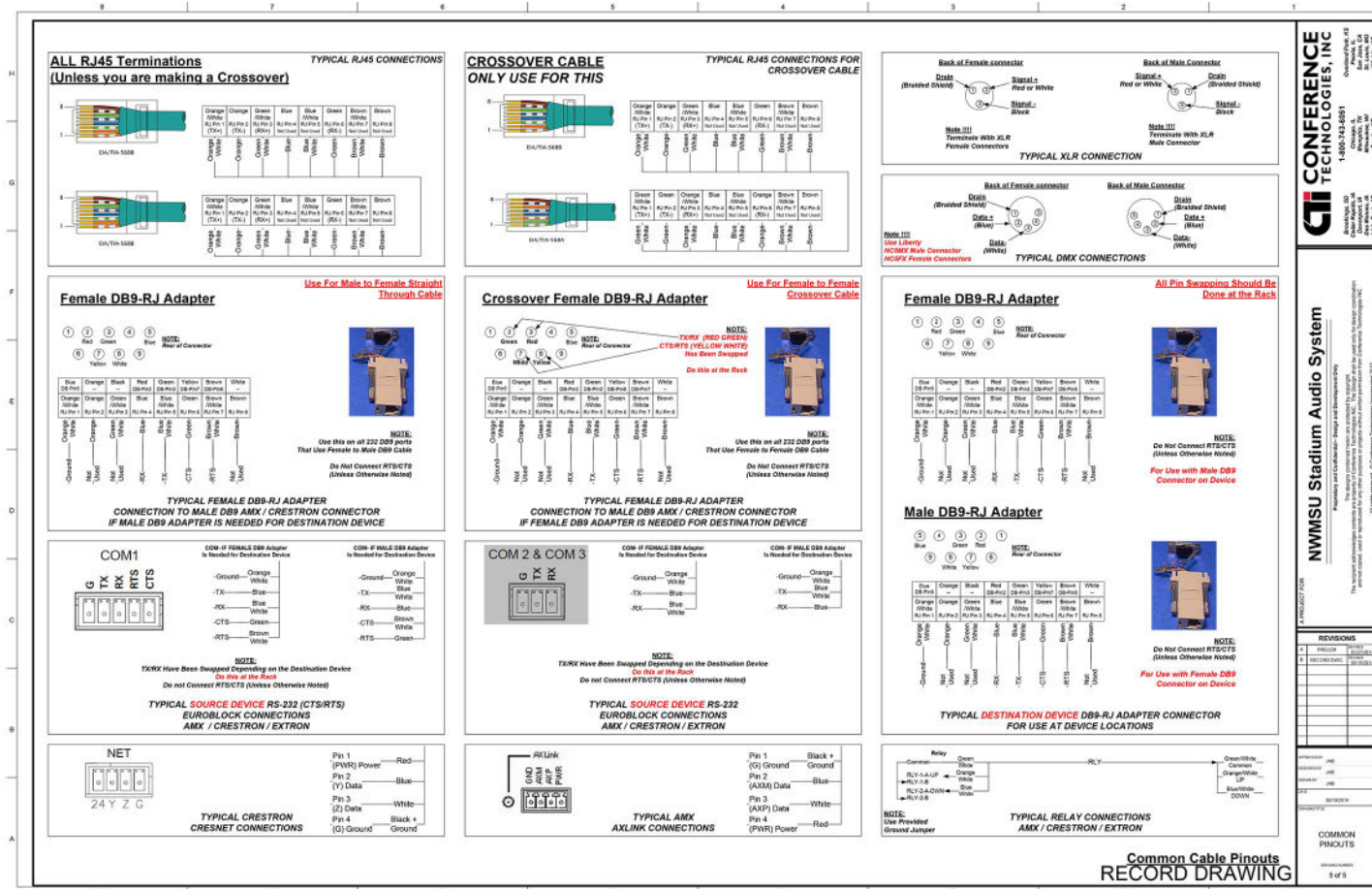
and Owner Furnished Network  
RECORD DRAWING

**CI CONFERENCE TECHNOLOGIES, INC.**  
1-800-743-8951

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Seattle, WA  
Tampa, FL  
Washington, DC  
Wichita, KS  
Winnipeg, Canada

WMSU Stadium Audio System

[illegible]

## Common Cable Pinouts

COMMON  
PINOUTS



## 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	

