Statement of Work

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| Date: | 3/5/2024 |
| Client: | Gold Strike Casino Resort |
| Job Name: | IP Video Distribution & Control System Upgrade |
| Requested by: | Chris Farmer, Project Engineer |
| Addendum: |  |

The Cherokee Nation Entertainment IT/AV (“CNE”) group is seeking proposals for the purchase, delivery, and installation of an IP video distribution & control system upgrade for the Gold Strike Casino Resort in Tunica, Mississippi. Qualified audio-visual system integrators (“bidders”) are requested to provide bids to supply the equipment and related services as outlined in this document.

Bidders shall have a minimum of five (5) years of experience programming in a casino environment including the design, engineering, assembly, installation, and support of audiovisual systems of similar or greater complexity to those identified in this Statement of Work. Bidders shall be able to guarantee service and response time by providing onsite technical services, customer support, training, and telephone support.

CNE Purchasing will host a mandatory vendor online Microsoft Teams pre-bid conference. The lead engineer and/or project manager that will be involved in the project must be the attending representatives for each bidder. Attendance is mandatory for all vendors intending to submit a proposal.

1. Summary

This is for procurement and installation of a new IP video distribution system for the main casino and Sportsbook, new QSYS control & touch panels for the main casino and Sportsbook, and new displays at selected areas at the Gold Strike Casino Resort – Tunica Resorts, MS.

This work consists of but is not limited to, installing all AV equipment per specifications, system programming, labeling, and testing equipment.

Submittals and Manuals

1. Submit with bid a list of 3 projects of equal scope and references.
2. Example screen shots of touch panel designs with the following criteria:

* Video Routing for Casino
* Audio Volumes for Casino (zones, paging mic, etc.)
* Video Routing for Sportsbook
* Audio Volumes for Sportsbook (zones, paging mic, etc.)
* Satellite/Cable Controls Page

Requirements of this section are:

Within thirty (30) calendar days after the date of award of the Contract, the Contractor shall submit to the CNE AV team for review.

* 1. The submission shall consist of five major sections with each section separated with index tabs. Each page in the submission shall be numbered chronologically and shall be summarized in the index.
  2. The first section shall be the "Index" which shall include the project title and address, name of the firm submitting the proposal.
  3. The second section shall include a copy of the Installing Contractors valid Project Managers CTS-I Certification, QSYS Programmer Certification, letters of Visionary Solutions and QSYS factory authorization and guaranteed service, and list of proposed instrumentation for testing to be used by the Contractor.
  4. The third section shall contain an original factory data sheet for every piece of equipment in the specifications.
  5. The fourth section shall contain a wiring designation schedule for each circuit leaving each piece of equipment and drawings showing system wiring plans.
  6. The fifth section shall contain the complete listing of equipment being furnished, along with the value.

1. Project Scope

**Current Environment**

There are currently 50 Digital Signage Players, one behind each TV, Promotional Kiosk & Video Wall. Most of these players show the same content. The sportsbook currently has an IP video distribution system but needs an update due to the age.

There are currently three QSYS cores driving this casino property. One for the main casino, one for the sportsbook and one for a newly remodeled section, High Limits. The main casino Core 510i and sportsbook Core 510i will remain but the Core 110f can be removed with some configurations. QSC/QSYS amplifiers are already installed. The current QSYS design file will be given to the contractor awarded this SOW. The programmer must have regular scheduled meetings to discuss the QSYS Design. The contractor will also be given the AV Standards documents for Integration, QSYS Designer and UCI Standards.

**Components**

1. **Contractor Provided**

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| --- | --- | --- | --- |
| **Description** | **MFR** | **MFR P/N** | **QTY** |
| Visionary Solutions Encoder | Visionary Solutions | E4100 | 60 |
| Visionary Solutions Decoder | Visionary Solutions | D4100 | 192 |
| Visionary Solutions 14 Unit Rackmount Kit | Visionary Solutions | AVIP-Rackmount-14 | 6 |
| Visionary Solutions 3 Unit Rackmount Kit | Visionary Solutions | AVIP-Rackmount-3 | 2 |
| Visionary Solutions Blanker Plate | Visionary Solutions | AVIP-BLNK-1 | 16 |
| QSYS 10” Touch Panel | QSYS | TSC-101-G3 | 7 |
| QSYS 7” Touch Panel | QSYS | TSC-70-G3 | 4 |
| QSYS Tabletop Accessory | QSYS | TSC-710t-G3 | 1 |
| QSYS QIO IR1x4 | QSYS | QIO IR1x4 | 7 |
| QSYS QIO GPIO8x8 | QSYS | QIO GPIO8x8 | 1 |
| UCI Deployment License for Core 510i | QSYS | License | 1 |
| Scripting License for Core 510i | QSYS | License | 1 |
| 32x32 Dante License for Core 510i | QSYS | License | 1 |
| BrightSign Series5 Player | BrightSign | HD225 | 1 |
| LG 65” Display | LG | 65UR640S9UD | 10 |
| Peerless Mount | Peerless | ST680 | 10 |
| Extron ASA 111 Adapter | Extron | 60-738-01 | 6 |
| All HDMI patch cables |  |  |  |
| All Network patch cables (blue color only, Snagless, Cat6A) |  |  |  |
|  |  |  |  |
|  |  |  |  |
| **Spare Equipment** |  |  |  |
| Visionary Solutions Encoder | Visionary Solutions | E4100 | 5 |
| Visionary Solutions Decoder | Visionary Solutions | D4100 | 5 |
| QSYS QIO IR1x4 | QSYS | QIO IR1x4 | 1 |
| QSYS QIO GPIO8x8 | QSYS | QIO GPIO8x8 | 1 |
| TSC-101-G3 | QSYS | TSC-101-G3 | 1 |
| TSC-70-G3 | QSYS | TSC-70-G3 | 1 |

1. **CNE Provided**

|  |  |  |  |
| --- | --- | --- | --- |
| **Description** | **MFR** | **MFR P/N** | **QTY** |
| New Cat6 Cable drops to each location requiring a new drop |  |  |  |
| Custom QSYS Pin Pad Plugin |  |  |  |
| Custom QSYS Fire Alarm Notification Emailer |  |  |  |
| All Network requirements |  |  |  |
| Existing QSYS Design file |  |  |  |
| All electrical requirements |  |  |  |
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1. **Miscellaneous** – Contractor will provide all miscellaneous components to complete the install except the specific items listed in “CNE Provided” section above. This includes, but not limited to, cables, connectors, j-hooks, brackets, custom panels, labels, hardware, cable wraps, etc. Zip ties are not allowed. Cabling above ceiling must be kept off the ceiling, use j-hooks to accommodate this.

**Summary of Requirements**

**This project is to add an IP Video distribution system to the main casino and upgrade the IP Video distribution in the Sportsbook. This project will also be adding touch panels across the casino. This will give the casino control of video routing, audio zone volume adjustments, and more. This project will also be upgrading the existing Crestron control system in the Sportsbook to a QSYS control system.**

**Since this is an open 24-hour casino, a solid game plan must be put into play to not disrupt service to the casino guests. Any system down time must be at a kept to a minimum. The existing QSYS Designer file will be used and changes to the system will be made using that file.** Contractor must have a complete grasp and understanding of the existing user interfaces and control functionality prior to installing equipment or making any programming changes. QSYS Design file loads must be kept to a minimum. The Design file must be 100%, fully tested before installation takes place.

Contractor will work with CNE on the installation schedule. CNE’s plan is to have the install completed in 2 weeks. This will be covered in the pre-bid conference.

**Functionality**

QSYS Touch Panel & Designer Functionality

* + - Audio zone volume control
    - Audio/Video source selection for all end points and zones
    - Video routing – any source to any destination
    - Multiple passcode login’s
    - Emergency Alert Messaging Playback – Use of Triggers to cue audio & video playback.
    - Use of snapshots to recall audio levels and other audio parameters throughout certain times of the day.
    - Adding an audio player for pre-recorded marketing announcements. (adding play functions in names controls for scheduling purposes)
    - “Hot Button”
      1. The ability to select a group of video endpoints that can be switched to a designated source upon activation of a button. When deactivated, the endpoints must switch back to the source it was previously on.

QSYS Touch Panel Design

* + - Contractor agrees to consultation meeting with CNE IT/AV prior to panel design to “storyboard” touch panel interfaces for various areas and ensure aesthetics and functionality are acceptable. CNE IT/AV will provide a UCI Standards Document.

QSYS Custom Plug-ins

* + - CNE IT/AV will provide any CNE Owned QSYS Plug-ins to use. These Plug-ins are expected to be used.

QSYS UCI APP

* + - Design/Program iPhone & iPad mobile interface for control of gaming floor zone volumes.
    - Design/Program iPhone & iPad mobile interface for Sportsbook AV systems.
    - Design/Program iPhone & iPad mobile interface for High Limit room AV systems.

Q-SYS Designer

* + - CNE IT/AV will provide a QSYS Designer Standards Document to follow.

Documentation

* + - All written code must be documented (commented) to a function/line level as appropriate.
    - Non-written code shall have comment blocks in design and/or accompanying documentation as needed to describe functions.

Code Review

* + - The programmer will perform a thorough code review with CNE IT/AV engineering staff. This includes touch panel designs, Designer layout and functionality.

**Task**

1. **Pre-Install** – Contractor will meet with CNE IT/AV to develop a project timeline and a systematic install approach.
2. **Installation** – Contractor will install all necessary components to complete the project. This will include components provided by CNE IT/AV.
   1. Conditions
      1. Due to 24/7 Casino operational hours, project work hours may be late night and/or overnight depending on guest impact of specific tasks. CNE IT/AV will dictate as necessary.
      2. Work schedule will be coordinated with CNE IT/AV.
      3. Contractor is responsible for keeping all work areas clean.
   2. Cabling General - Contractor will install, terminate, and test all cabling needed to complete the project. Any cabling not provided by CNE or Gold Strike.
   3. Equipment – Contractor is responsible for procuring and installing all components needed to complete this project. Label all equipment with appropriate names and network information as applicable.
3. **Testing & Commissioning** –
   1. Provide all instruments for testing and demonstrating in the presence of the owner. Check all circuits and wiring to verify they are free of shorts and grounds.
   2. The owner reserves the right to make independent tests of all equipment furnished to determine whether the equipment complies with the requirements specified herein and to accept or reject any or all the equipment based on the results thereby obtained.
   3. Check out and final connections to the system shall be made by a factory-trained technician of the products installed. In addition, factory-trained technicians shall demonstrate operation of the complete system and each major component to the owner.
   4. Upon completion of the installation of the equipment, contractor shall provide to the owner a signed statement from the equipment manufacturer that the system had been tested and functions properly according to the specifications.
4. **Training** –
   1. Contractor shall provide a minimum of 6 hours of on-site training to Gold Strike & CNE IT/AV personnel on all system functions.

**Statement of Deliverables**

Proposals must provide a complete turn-key solution, including purchase of all products and services contained in the SOW, and the following documentation.

1. **System Operation** must include introduction and overview to system components, their functions, and locations.
2. **System Documentation** must include:
   1. Complete inventory of system components including serial numbers, MAC Address, IP Address, and location (e.g., IDF, equipment rack, etc.) of each.
   2. Cable documentation including cable numbers, functions, originating and terminating location, and signal levels.
   3. All shop drawings correct to reflect as built conditions.
   4. Initial tests and adjustments data.
   5. Final tests and adjustments data.

* 1. Thumb drive that includes all utilized manufacturer’s software, editable copies of all software configurations, editable copies of source code in an industry standard format, e.g., AutoCAD; this includes but is not limited to the control panel, and other source code.

1. **Manufacturer’s Documentation** must include:
   1. Manufacturer’s product data
   2. Operating instructions
   3. Installation instructions
   4. Service requirements and information
   5. Schematic diagrams
   6. Replacement parts list
2. **Warranty Information** must include all components and software covered under this SOW and must include, at a minimum, the following:
   1. A warranty period of no less than one year for all components and software covered under this SOW.
   2. Manufacturer’s statement that shows the maintenance support of the proposed equipment for the period after the equipment is installed.
   3. Any proprietary equipment, technology, or software proposed must be clearly identified and the source code of all software developed for this project must be owned by the CNE IT/AV.
   4. All systems delivered must include all tools for upgrading and monitoring the system. All systems provided and installed must be turnkey solutions.
   5. Contractor will not be allowed to substitute system components after award of contract without CNE IT/AV’s written approval.
   6. During performance and upon completion of work on this project, contractor must remove all unused equipment and instruments of services, all excess or unsuitable materials, and trash or debris unless otherwise directed by this SOW. CNE IT/AV will provide an instruction for all unused equipment.
   7. Contractor shall be held responsible for any breakage or loss of CNE IT/AV’s equipment or supplies due to contactor’s negligence or negligence of contractor’s employees or subcontractors while working on his project. Contractor shall be responsible for restoring or replacing any damaged equipment or damage to facility resulting from work performed under this contract. Failure or refusal to restore or replace such damaged property will be considered a breach of the contract.
3. General Information

The submission requirements for this SOW are set forth below.

1. **Submission Requirements**
2. To be considered responsive, a proposal must contain the following, prefaced by a table of contents, referenced by number and in the order below.
3. A brief description of the history and organization of the bidder’s firm, and of any proposed subcontractor.
4. A description of at least three (3) similar projects completed by the bidder within the past three (3) years. Include personal references with contact information for each. Provide a statement of your firm’s background and experience in performing similar projects for other organizations. Qualifications, background and experience of the project director and other staff proposed to work on the project. List all key personnel assigned to the project by level and name. Provide a resume or similar state of the qualifications of the project manager and/or lead person.
5. QSYS Programmer’s qualifications: proof of level 2 certification. At least 3 years of QSYS programming experience, including programming for Casino’s. Programmer must be always onsite during turn-up, and commissioning.
6. Lead Installer’s qualifications: proof of Avixa CTS-I certification. At least 5 years of experience leading a crew.
7. List any subcontractors that may be used and specify the work to be performed by each.
8. Describe your commitment to the project. Describe warranties. Describe commitment to resolving problems that arise after implementation.
9. Provide a detailed implementation schedule and timeline for completing migration from the existing to the new system, with a minimum of down time.
10. A detailed cost proposal, including any travel costs and other expenses. Bidders must submit an **Itemized Cost Proposal** electronically per instructions below.
11. A detailed equipment list: List all hardware, software, and all associated materials along with the quantity, manufacturer, model, accessories with their price.
12. Labor: List the total dollar number, including any subcontractors.
13. Programming: List the total dollar number, including any subcontractors.
14. Travel Costs: List amount of travel costs and basis of estimate to include trip destination, length, airline fare or mileage expense, per diem costs, lodging and car rental.
15. Other Direct Costs.
16. **Evaluation Process and Highest Scored Bidder**

An evaluation team will review, in detail, all proposals received to determine the Highest Scored Bidder (“HSB”).

Following the initial review and screening of the Proposals, using the selection criteria described below, several bidders may be invited to participate in the final selection process, which may include participation in an oral interview and/or submission of any additional information as requested by CNE Purchasing.

During the evaluation process, a bidder’s representative may be required to answer questions regarding the proposal and/or required to make a formal presentation to the evaluation team.

1. The following criteria will be used in reviewing and comparing the proposals and in determining the HSB. The weight to be assigned to each criterion appears following each item.
2. Responsiveness of the proposal to the submission requirements set forth in the SOW (10%).
3. Vendor qualifications (20%).
4. The technical ability, capacity, and flexibility of the bidder to perform the contract in a timely manner and on budget, as verified by, e.g., the quality of any demonstration, client references, demonstrated success in projects with similar requirements (40%).
5. The total cost of the proposal. If the proposal contains per piece pricing, itemized labor & programming rates (30%).
6. All qualified proposals will be evaluated based on the Submission Requirements and Cost, with the top candidates advancing as finalists and receiving a full evaluation as outlined above.
7. **Errors in the SOW**

If a bidder discovers any ambiguity, conflict, discrepancy, omission, or other error in the SOW, the bidder should immediately provide CNE Purchasing with written notice of the problem and request that the SOW be clarified or modified. Without disclosing the source of the request, CNE Purchasing may modify the document prior to the date fixed for submission of proposals by issuing an addendum to all potential bidders to whom the SOW was sent.

If prior to the date fixed for submissions, a bidder knows of or should have known of an error in the SOW but fails to notify CNE Purchasing of the error, the bidder shall bid at its own risk, and if, awarded the contract, shall not be entitled to additional compensation or time by reason of the error or its later correction.

Key Requirements

* QSYS Programmer must be always onsite during turn-up, and commissioning.
* CTS-I certification is required for the Lead Installer or Project Manager running the job and that person must be onsite during install, turn-up, and commissioning.
* Contractor must keep all work areas always clean of debris.
* Must follow Avixa standards.
* An End of Day Update, via email, must be submitted daily to the CNE IT/AV Team.
* Contractor has all necessary tools to accomplish tasks associated with the project.
* Contractor understands and agrees to late night and/or overnight working hours if needed.
* No substitutions allowed unless owner permission is provided in writing.
* Any change orders must be agreed upon and signed off on by the CNE IT/AV Engineer & CNE IT/AV Manager.
* Bid prices must be good for 120 days. Once contract is signed, equipment can be ordered. Proof of delivery, including packing slips & pictures must be submitted for payment. Equipment, Labor, and Programming, once work has started, can be invoiced as following:
  + 35% - Equipment is ordered, received & delivered. Programming has started.
  + 20% - Programming is 100% complete and verified by CNE.
  + 35% - Install is complete, commissioning/testing is 100%, punch list is complete.
* 10% retainage shall be withheld and final payment to contractor shall not be authorized until all deliverables are met.
* A Mississippi Gaming Commission License might be required to work. Vendor will need to work with CNE to submit paperwork to MGC.