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* GEORGE, SHEILA

Shelia:

Please accept my apologies for being late with this bid review. I had it flagged in my emails to go back and re-review and then it somehow got unmarked and I missed it.  Talking with Tom Berlin just last night prompted my memory that I still needed to send you this. I hope this information is helpful and not too late.

First, the Avitechture bid is considerably higher in price than the other three. There may be a little room for negotiation if you want to go with them.  I also think they are using considerably higher quality equipment for the critical components of projection and speakers. They are also providing more than the other bids with the addition of the projector and the capability of switch remotely. To have this capability it appears they have proposed a basic cuts only switcher and matching pan/tilt cameras. I would ask you to consider how important that capability is to Wesley and then I would ask Avitechture if you didn’t need that capability, what switcher and cameras they would propose. The reason I suggest this is having a switcher that can dissolve cameras and computer feeds provides smoother transitions for your viewers both in the sanctuary and on-line.

The 10,000 lumen projector they have proposed is a good choice.  For comparison of pricing, Floris installed two Panasonic 10,000 lumen projectors in our sanctuary 10 years ago. They cost $75,000 each back then. So even though $13,500 sounds high, they have come down considerably in cost. 10,000 lumen projects do provide a nice bright picture even when projected large.

I like the steerable speakers they have proposed. I've heard speakers like those before and they provide a clean crisp sound. The cost to tune those speakers seems high and that might have some room for negotiation.

GNTV

I feel this bid is for the camera system only. There is no projection and the audio proposal is very minimal with the addition of just a few microphones. I do not view this proposal as a good option since 25% of the cost is going to travel expenses.

Arlan Stehney Productions

Like GNTV, this is primarily a camera system proposal. The camera choice is sufficient and the switcher is good, however, I’m not a fan of the Sony camera controller. I’ve used that one before and it is not very smooth when starting and ending camera moves. This proposal does not include speakers either. If you are trying to improve sound quality in the room, I’m not sure a new mixer will make an improvement. If you need a new switcher for work flow purposes, then installing a new mixer without new speakers could be beneficial. I cannot remember your needs there. This company seems to be more of a production company and less of an equipment installation company. My experience is that dedicated installation companies tend to sweat the details more on these type of jobs. They will label cables better, route and bundle cables neatly, and usually provide as built drawings which can be helpful later on if you ever need to modify the system.

Atmos

I would really love to see the model numbers of the equipment they proposed.  This system is primarily cameras and a new sound system. I’m not as familiar with the Datavideo cameras and switcher but they have been around for awhile.  Like GNTV, I would be a little concerned over how much money is being spent on travel for the scope of this project. Even though Atmos specializes in houses of worship, there are many other companies in the DC area that can do this type of work.

Questions for you...

Most of these camera systems will have latency in the image. That means the video is slightly delayed. This will only be a problem if you want to project a live camera up on the screen.  The slight latency will cause the sound and any person talking to be out of sync ever so slightly. Do you ever plan to show cameras in the sanctuary on the screen?

Will you ever want to send cameras to the live stream and a computer to the projection screen but then switch and have cameras going to both the live stream and projection (ie…also show a camera up on the screen). Having this capability may change the switcher needed for the system.

Overall, I think you have four very different proposals with different scopes of work. It might be a good idea for us to talk on the phone again so I can understand better which areas are most important to you. There are a couple of questions I would be asking whomever you end up choosing… How will the speakers be placed and how will cables be run in the sanctuary? Will they be hidden or will there be cable channels? How do you plan to route wires in the booth area? etc….

I’m available at different times this week if you would like to talk. Just let me know and we can setup a time.

Charlie Kendall