



## AWARD RECOMMENDATION

**Date: February 21, 2017**

**RFP #16242 – Courtroom Technology & Miscellaneous Audio Visual Systems**

**Buyer: Michael Schieve**

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Company Address: Conference Technologies Inc.  
1501 Ardmore Avenue  
Itasca, IL 60143  
Contact: Adam Lofredo  
Phone: 630-467-1500  
Email: [Alofredo@conferencetech.com](mailto:Alofredo@conferencetech.com)  
Account #: 101-1103920-82020  
Department: FAS/Construction  
Department Contact: Kurt Schultz

Total Award: \$2,709,341

Contract Start Date: Upon Contract Execution  
Initial Term: Upon Project Completion  
Term Dates: Project Based  
Renewals: N/A  
PO #: TBD  
Contract Type: Construction

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### **DESCRIPTION OF PURCHASE: Courtroom Technology & Miscellaneous Audio Visual Systems for Lake County**

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BOARD APPROVAL	Yes, 3/14/2017			
ISSUE AWARD WITH A ONE-TIME PURCHASE ORDER	YES	X	NO	
SEND AN AWARD LETTER	YES	X	NO	
INSURANCE CERTIFICATE RECEIVED	YES		NO	X

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### **RFPs RECEIVED:**

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**37** Registered Vendors (1 local; 36 non local)  
**2** Responses Received (0 local; 2 non local)  
**0** submitted a 'no response'  
**35** did not respond

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### **INTENT:**

Lake County sought to provide audio visual support systems required to make the new court facility operational at completion of construction (assisted listening systems, courtroom display systems, courtroom sound systems, etc...). It also seeks to collaboratively identify and install systems, infrastructure, and supporting technology which will improve agency operations and customer service. The County has also made significant investments in its building automation software in recent years. Technology systems provided under this solicitation will be interfaced with Lake County's BACnet system when possible/practical. The selected vendor will work with Lake County to identify systems appropriate for use in its facilities, within the established budgets, and consistent with previous user group discussions. Lake County

technology experts and user groups will participate in the design process via coordination through Construction Administration. These individuals will provide detail relative to technology platforms currently being utilized, agency support capacity, long term system goals, and user expectations.

**SCOPE OF WORK:**

Conference Technologies confirmed through their proposal that they will propose procedures, specifications and cost to accomplish the following major tasks/deliverables listed below:

- Identify specific AV needs
- Recap what is built into AECOM design
- Confirm technology needs
- Propose value alternates
- Coordinate design with County and Clark and end users
- Install A/V and train users

**EVALUATION OF PROPOSALS:**

Lake County evaluated the Proposers response and the extent to which it meets the requirements delineated in this RFP. All proposals submitted in response to this RFP were scored based on the ability to meet or exceed the following evaluation factors:

- Experience, background, financial capability and years in business performing similar services
- Understanding and ability to meet the scope of services
- Project Plan, including ability to meet County implementation schedule
- Completeness of proposal and responses for required information
- Proposed Price Summary

Short List

The evaluation factors were used to assist the evaluation committee in determining a short list. Three proposers were notified by the County that were selected for the short list and invited for an interview with the evaluation committee.

Interview

The evaluation committee identified the following criteria to evaluate the three selected firms that were invited to interview:

- Newly emerging technologies, additional features, and value added benefit.
- Experience, background, financial capability and years in business performing similar services.
- Implementation and transition plan.
- Understanding and ability to meet the scope of services.
- Cost Proposal
- Shortlist Interview

**DEPARTMENT RECOMMENDATION:**

The Construction and Courts recommend an award to Conference Technologies Inc. based on the criteria set forth in the Request for Proposal and reference checks. The Evaluation Committee comprised of representatives from Lake County (FAS, Courts, IT), selected Conference Technologies Inc. as the most favorable proposal for Lake County.