



# City Council Report

**Date:** October 16, 2023  
**To:** City Council  
**Through:** Michael Kennington, Deputy City Manager/Chief Financial Officer  
**From:** Edward Quedens, Business Services Director  
Kristy Garcia, Procurement Administrator  
**Subject:** Purchase of Broadcast and Audio Video (AV) Equipment (Replacement) for City Council Chambers (as requested by the Public Information and Communications Department) **(Citywide)**

## Recommendation

Council is requested to approve the award as recommended.

The Public Information and Communications Department and Purchasing recommend awarding the contract to the lowest, responsive, and responsible bidder, BKW, Inc. for \$331,739.33.

## Background / Discussion

This purchase will provide the broadcast equipment that will be permanently installed in the new City Council Chambers to facilitate broadcasting and recording live meetings, such as City Council meetings, Council Study Sessions, and Planning and Zoning meetings on COX 11, YouTube, and Facebook. This equipment was specifically chosen based on the technical and aesthetic requirements and standards for broadcasting meetings held in the new Council Chamber space. Delivery of the equipment is slated for no later than June 1, 2024.

## Purchase Information

Action: Award  
Procurement Type: Request for Bids  
Contract Number: 2024007  
Local Consideration: Not applicable as there were no Mesa responses  
Protests Received: None  
Funding Source: Capital – General Fund and Capital Improvement Program budget

## Bid Responses – August 17, 2023

B&H Foto & Electronics Corp.  
New York, NY

Group A – No Bid  
Group B – \$76,503.66\*  
Groups A and B Total – \$76,503.66\*

BKW, Inc. Phoenix, AZ	Group A – \$218,790.00 Group B – \$86,679.00 Groups A and B Total – \$305,469.00 (Recommended)
California Media Solutions, Inc. Benicia, CA	Group A – \$252,334.50 Group B – \$90,892.00 Groups A and B Total – \$343,226.50
CTI dba Conference Technologies Gilbert, AZ	Group A – \$230,702.80 Group B – \$87,139.38 Groups A and B Total – \$317,842.18
Engineering and Recording, Inc. Phoenix, AZ	Group A – \$246,899.00 Group B – \$89,353.00 Groups A and B Total – \$336,252.00
Ford Audio-Video Systems, LLC dba Ford AV Oklahoma City, OK	Group A – \$255,711.00 Group B – \$112,174.00 Groups A and B Total – \$374,628.00
Key Code Media Burbank, CA	Group A – \$236,880.71 Group B – \$89,075.18 Groups A and B Total – \$325,955.88

\*Not All Line Items Bid