

AVI SPL

Audiovisual Proposal



Prepared for City of Hallandale Beach
Emergency Operations Center (EOC)
Upgrade



AVI-SPL LLC

2501 SW 160th Ave Suite 500
Miramar, FL 33027
(954) 938-9382

Prepared By:

Lindsey Mosby
Lindsey.Mosby@avispl.com
(813) 809-1468

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Transmittal Letter

Date: 1/13/2026

City of Hallandale Beach

Attn: Procurement Department
400 South Federal Highway
Hallandale Beach, FL 33009

Re: Transmittal Letter - RFP [EMERGENCY OPERATIONS CENTER (EOC) UPGRADE]

Dear Evaluation Committee Members:

AVI-SPL is pleased to submit this proposal to the City of Hallandale Beach in response to the referenced Request for Proposals. We understand the scope of work and are committed to performing all services in accordance with the City's requirements and within the specified timeframes.

AVI-SPL is well qualified to perform this work based on our extensive experience delivering audiovisual and technology solutions for municipal and public-sector clients. Our integrated service model, certified professionals, and proven project management approach enable us to deliver reliable, scalable, and user-focused solutions.

By submitting this proposal, AVI-SPL affirms its commitment to enter into a contract with the City of Hallandale Beach. This proposal constitutes a firm and irrevocable offer and shall remain valid until the City Commission awards a contract as a result of this RFP.

Authorized Representatives and Account Manager of the Proposer

The following individuals are authorized to make representations on behalf of AVI-SPL regarding this proposal and any resulting agreement:

Name: Lindsey Mosby

Title: Account Manager

Address: 2501 SW 160th Ave Suite 500 Miramar, FL 33027

Telephone: (813) 809-1468

Email: Lindsey.Mosby@avispl.com

Designated Project Manager

The following individual will serve as the Project Manager and direct point of contact during the term of the Agreement:

Name: John McQuade

Title: Senior Project Manager

Address: 2501 SW 160th Ave Suite 500, Miramar, FL 33027

Telephone: (754) 253-9885

Email: John.McQuade@avispl.com



Thank you for the opportunity to submit this proposal. AVI-SPL looks forward to the possibility of partnering with the City of Hallandale Beach.

Sincerely,

Mark

Payne

Mark Payne

Chief Financial Officer

AVI-SPL

(813) 884-7168

Mark.Payne@avispl.com

Digitally signed by
Mark Payne
Date: 2026.01.12
17:10:46 -05'00'

Executive Summary

AVI-SPL is a global leader in audiovisual and unified communications solutions, delivering secure, reliable, and user-focused technology environments for public sector organizations. For the City of Hallandale Beach, AVI-SPL brings proven experience supporting municipal operations, council chambers, public safety facilities, and community spaces—ensuring technology enhances transparency, collaboration, and service delivery. Our approach prioritizes simplicity, accessibility, and compliance with government standards, allowing city staff and officials to focus on serving the community.

Through a comprehensive, end-to-end service model, AVI-SPL provides system design, integration, deployment, and ongoing support tailored to the City's operational and budgetary requirements. We specialize in creating standardized yet flexible solutions that support hybrid meetings, public broadcasting, emergency communications, and interdepartmental collaboration. With a strong focus on reliability and ease of use, our solutions are designed to perform consistently across city facilities while minimizing downtime and maintenance burden.

AVI-SPL's proactive managed services and monitoring capabilities further support the City of Hallandale Beach by improving system uptime and extending the lifecycle of technology investments. Using data-driven insights, we help identify performance trends, optimize room utilization, and address issues before they impact public meetings or critical operations. This approach reduces operational risk, enhances user confidence, and ensures public-facing spaces remain functional and accessible.

As a trusted technology partner, AVI-SPL is committed to supporting the City of Hallandale Beach with scalable, future-ready solutions that evolve alongside community needs. By combining local support with global expertise, AVI-SPL delivers dependable technology environments that strengthen civic engagement, improve operational efficiency, and provide long-term value to the City and its residents.

Minimum Qualification Requirements (MQRs)

MINIMUM QUALIFICATION REQUIREMENTS (MQRs):

1. This RFP contains Minimum Qualification Requirements (MQRs) which the Firm must meet for the Firm to be considered responsive.
2. If multiple firms submit under one proposal, all firms must provide and meet all MQRs.
3. Please read the MQRs to ensure the Firm meets these requirements prior to submitting a response to this RFP.
4. All Minimum Qualification Requirements (MQRs) must be submitted with Firm's response.
5. Firm(s) that do not comply with MQRs will be determined non-responsive and disqualified from the evaluation process and their Proposal will not be evaluated.
6. Firm awarded the Contract will be required to maintain Minimum Qualification Requirements during the term of the Contract and any Contract extensions.

MINIMUM QUALIFICATION REQUIREMENT # 1: SUNBIZ

- a. Proposer must be incorporated through Sunbiz with a status of "Active".

MINIMUM QUALIFICATION REQUIREMENT # 2: FIRM'S PREVIOUS EXPERIENCE

- a. Proposer must include the completed affirmation below with their submittal.

Proposer fully affirms that firm possesses the requisite experience, qualifications, and technical expertise necessary to fully perform the services outlined in this formal solicitation.

Company: AVI-SPL LLC


Name of Authorized Signer: Mark Payne

Signature: Mark Payne
Digitally signed by Mark Payne
Date: 2026.01.12 17:10:11
-05'00'

Date: 1/13/2026

Required Forms

FORM A: PROPOSAL SUBMITTED BY

COMPANY: AVI-SPL LLC
ADDRESS: 6301 Benjamin Rd, Suite 101
CITY, STATE, ZIP: Tampa, FL 33634-5115
TELEPHONE: (813) 884-7168
E-MAIL ADDRESS: Mark.Payne@avispl.com
FEDERAL ID NUMBER: 59-1958935
NAME & TITLE PRINTED: Mark Payne, Chief Financial Officer
SIGNED BY: 

We/I, the above signed hereby agree to furnish the item(s), service(s) and have read all attachments including specifications, terms and conditions and fully understand what is required.

The Solicitation, Specifications, Proposal Forms, and/or any other pertinent document form a part of this proposal and by reference made a part hereof. Signature indicates acceptance of all terms and conditions of the solicitation.

FORM B: VARIANCE FORM

The Proposer must provide and state all variances to this solicitation, specifications, the Terms and Conditions on this variance form (provide additional pages if necessary).

If variances are provided on the Variance Form, they will be reviewed by appropriate City Staff, the City Attorney, and the Risk Manager. If the Variances presented by the Firm are acceptable to the City, a City Agreement will be routed to the awarded Firm for execution by the authorized officer per Sunbiz. The Project Manager will manage the execution of the agreement process.

Variances requested to either the Bid/RFP, Terms and Conditions and Agreement may result in the City rescinding award of Contract.

If Firm has no Variances, Firm must state "None" below. This form must be provided back in the Firm's response.

None

FORM C: LEGAL PROCEEDINGS FORM

Proposing Firm **must** provide Items a - e with response. Provide all applicable documents per category checked as an attachment. Firm must ensure response is addressing by title for each item a-e below. If an item(s) is not applicable, Firm must check off "N/A" and authorized officer per Sunbiz to provide signature.

a. **Arbitrations:** List all arbitration demands filed by or against your Firm in the last five (5) years, and identify the nature of the claim, the amount in dispute, the parties, and the ultimate resolution of the proceeding. Must include the disclosure of the court and case number.

Check here and provide documentation Check here if Not Applicable (N/A)

b. **Lawsuits:** List all lawsuits filed by or against, your Firm in the last five (5) years, and identify the nature of the claim, the amount in dispute, the parties, and the ultimate resolution of the lawsuit. Must include the disclosure of the court and case number.

Check here and provide documentation Check here if Not Applicable (N/A)

c. **Other Proceedings:** Identify any lawsuits, administrative proceedings, or hearings initiated by the National Labor Relations Board, Occupational Safety and Health or similar state agencies in the past five (5) years concerning any labor practices or project safety practices by your Firm. Identify the nature of any proceeding and its ultimate resolution. Must include the disclosure of the court and case number.

Check here and provide documentation Check here if Not Applicable (N/A)

d. **Bankruptcies:** Has your Firm or its parents or any subsidiaries ever had a Bankruptcy Petition filed in its name, voluntarily or involuntarily? (If yes, specify date, circumstances, and resolution).

Check here and provide documentation Check here if Not Applicable (N/A)

e. **Settlements:** Identify all settlements for your Firm in detail in the last five (5) years.

Check here and provide documentation Check here if Not Applicable (N/A)

The undersigned is authorized to execute this on behalf of the Firm and certify that the above referenced information is true, complete and correct.

Date: January 13, _____, 2028

Signed: 

Entity: AVI-SPL LLC

Name: Mark Payne

Title: Chief Financial Officer
STATE OF Florida
COUNTY OF Hillsborough



The foregoing instrument was acknowledged before me, by means of physical presence or online notarization, this 13th day of January, 2028, by Mark Payne, as CFO for AVI-SPL LLC, who is personally known to me or who has produced _____ as identification.

Notary Public Signature: 
Print Name: Kaye A. Burchenson

State of Florida at Large (Seal)
My commission expires: 8/1/2028

FORM D: PUBLIC ENTITY CRIME FORM

**SWORN STATEMENT PURSUANT TO SECTION 287.133(2) (a),
FLORIDA STATUTES,
PUBLIC ENTITY CRIME INFORMATION**

“A person or affiliate who has been placed on the convicted vendor list following a conviction for a public entity crime may not submit a bid, proposal, or reply on a contract to provide any goods or services to a public entity; may not submit a bid, proposal, or reply on a contract with a public entity for the construction or repair of a public building or public work; may not submit bids, proposals, or replies on leases of real property to a public entity; may not be awarded or perform work as a Contractor, supplier, subcontractor, or consultant under a contract with any public entity; and may not transact business with any public entity in excess of the threshold amount provided in Section 287.017, for CATEGORY TWO for a period of 36 months following the date of being placed on the convicted vendor list.”

By: Mark Payne

Title: Chief Financial Officer

Signed and Sealed 13th day of January, 2026

FORM E: DOMESTIC PARTNERSHIP CERTIFICATION FORM

Equal Benefits Requirements As part of the competitive solicitation and procurement process a Contractor seeking a Contract shall certify that upon award of a Contract it will provide benefits to Domestic Partners of its employees on the same basis as it provides benefits to employees' spouses. Failure to provide such certification shall result in a Contractor being deemed non-responsive.

Domestic Partner Benefits Requirement means a requirement for City Contractors to provide equal benefits for domestic partners. Contractors with five (5) or more employees contracting with City, in an amount valued over \$75,000, provide benefits to employees' spouses and the children of spouses.

The Firm providing a response, by virtue of the signature below, certifies that it is aware of the requirements of City of Hallandale Beach Procurement Code Section 23-14 (b) *Domestic Partnership Benefits.*, and certifies the following:

Check only one box below:

- 1. The Contractor certifies and represents that it will comply during the entire term of the Contract with the conditions of Procurement Code Section 23-14 (b) *Domestic Partnership Benefits.*, Domestic Partner Benefits Requirement of the City of Hallandale Beach, or
- 2. The Firm does not need to comply with the conditions of Procurement Code Section 23-14 (b) *Domestic Partnership Benefits.* of the City of Hallandale Beach, because of allowable exemption: (Check only one box below):
 - The Firm's price for the contract term awarded is \$75,000 or less.
 - The Firm employs less than five (5) employees.
 - The Firm does not provide benefits to employees' spouses nor spouse's dependents.
 - The Firm is a religious organization, association, society, or non-profit charitable or educational institution or organization operated, supervised, or controlled by or in conjunction with a religious organization, association or society.
 - The Firm is a government entity.
 - The contract is for the sale or lease of property.
 - The covered contract is necessary to respond to an emergency.
 - The provision of Procurement Code Section 23-14 (b), would violate grant requirements, the laws, rules or regulations of federal or state law.

The undersigned is authorized to execute this on behalf of the Firm and certify that the above referenced information is true, complete and correct.

Date: January 13, 20 26

Signed: 

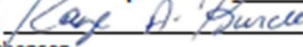
Entity: AVI-SPL LLC

Name: Mark Payne

Title: Chief Financial Officer
 STATE OF Florida
 COUNTY OF Hillsborough



The foregoing instrument was acknowledged before me, by means of physical presence or online notarization, this 13th day of January, 20 26, by Mark Payne, as CFO for AVI-SPL LLC, who is personally known to me or who has produced as identification.

Notary Public Signature:  State of Florida at Large (Seal)
 Print Name: Kaye A. Burchenson My commission expires: 8/1/2028

FORM F: CONFLICT OF INTEREST NOTIFICATION REQUIREMENT QUESTIONNAIRE

If you are an employee, board member, elected official(s) or an immediate family member of any such person, please indicate the relationship below. Pursuant to the City of Hallandale Beach Standards of ethics any potential conflict of interest must be disclosed and if requested, obtain a conflict-of-interest opinion or waiver from the Board of Directors prior to entering a contract with the City.

1. Name of Firm submitting a response to this Solicitation.

AVI-SPL LLC

2. Describe each affiliation or business relationship with an employee, board member, elected official(s) or an immediate family member of any such person of the City of Hallandale Beach or Hallandale Beach Community Redevelopment Agency; if none so state.

none

3. Name of City of Hallandale Beach or Hallandale Beach Community Redevelopment Agency employee, board member, elected official(s) or immediate family member with whom filer/respondent/Firm has affiliation or business relationship; if none so state.

N/a

4. Describe any other affiliation or business relationship that might cause a conflict of interest; if none so state.

none



Signature of person/Firm

1/13/2026

Date

FORM G: DRUG-FREE WORKPLACE FORM

The undersigned vendor in accordance with Florida Statute 287.087

Hereby certified that AVI-SPL LLC does:
(Name of Business)

1. Publish a statement notifying employees that the unlawful manufacture, distribution, dispensing, possession, or use of a controlled substance is prohibited in the workplace and specifying the actions that will be taken against employees for violations of such prohibition.
2. Inform employees about the dangers of drug abuse in the workplace, the business's policy of maintaining a drug-free workplace, any available drug counseling, rehabilitation, and employee assistance programs, and the penalties that may be imposed upon employees for drug abuse violations.
3. Give each employee engaged in providing the commodities or contractual services that are under bid a copy of the statement specified in subsection (1).
4. In the statement specified in subsection (1), notify the employees that, as a condition of working on the commodities or contractual services that are under bid, the employee will abide by the terms of the statement and will notify the employer of any conviction of or plea of guilty or nolo contendere to, any violation of Chapter 1893 or of any controlled substance law of the United States or any state, for a violation occurring in the workplace no later than five (5) days after such conviction.
5. Impose a sanction on or require the satisfactory participation in a drug abuse assistance or rehabilitation program if such is available in the employee's community, by any employee who is so convicted.
6. Make a good faith effort to continue to maintain a drug-free workplace through implementation of this section.

As a person authorized to sign the statement, I certify that this Firm complies fully with the above requirements.

1/13/2026
DATE



FIRM'S SIGNATURE

FORM H: ANTI-KICKBACK AFFIDAVIT

STATE OF Florida)
) SS:
COUNTY OF Hillsborough)

I, the undersigned hereby duly sworn, depose and say that no portion of the sum herein Bid/RFP will be paid to any employees of the City of Hallandale Beach and its elected officials, as a commission, kickback, reward, or gift, directly or indirectly by me or any member of my Firm or by an officer of the corporation.

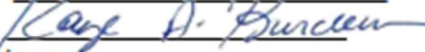
The undersigned is authorized to execute this on behalf of the Firm and certify that the above referenced information is true, complete and correct.

Date: January 13, , 2026 Signed: 

Entity: AVI-SPL LLC Name: Mark Payne

Title: Chief Financial Officer
STATE OF Florida
COUNTY OF Hillsborough

The foregoing instrument was acknowledged before me, by means of physical presence or online notarization, this 13th day of January, 2026, by Mark Payne, as CFO for AVI-SPL LLC, who is personally known to me or who has produced _____ as identification.

Notary Public Signature:  State of Florida at Large (Seal)
Print Name: Kaye A. Burchenson My commission expires: 8/1/2028



FORM I: CONFIDENTIALITY FORM

The Proposer must include any materials it asserts to be exempted from public disclosure under Chapter 119, Florida Statutes, in a separate document labeled "Attachment to Request for Proposals, BID Number and Name - Confidential Material". The Proposer must identify the specific Statute that authorizes exemption from the Public Records Law.

Any claim of confidentiality on materials the Proposer asserts to be exempt from public disclosure and placed elsewhere in the proposal will be considered waived by the Proposer upon submission, effective after opening.

The Proposer should take special note of this as it relates to proprietary information that might be included in this solicitation.

Firm must check one of the following:

This proposal does not include ANY confidential material.

This proposal includes a separate document containing confidential material.

If neither of the above is selected, then any claim of confidentiality is waived.

I, Mark Payne, Chief Financial Officer
Name of authorized Officer and/or legal documentation, Title

of AVI-SPL LLC
Name of Firm as it appears on Sunbiz and/or legal documentation hereby, attest that I have the authority to sign this form and certify that the Firm complies with the above requirements.

 Chief Financial Officer
Signature Title

FORM J: SCRUTINIZED COMPANIES OR ENTITIES

AVI-SPL LLC (Name of Vendor) hereby certifies that it has not been placed on the discriminatory vendor list as provided in Section 287.134, Florida Statutes, and that it is not a "scrutinized company" pursuant to Sections 215.473 or 215.4725, Florida Statutes. Contractor further represents that it is not, and for the duration of the Contract will not be, ineligible to contract with the City on any of the grounds stated in Section 287.135, Florida Statutes. Contractor represents that it is, and for the duration of this Contract will remain, in compliance with Section 286.101, Florida Statutes

Affirm

FORM K: COMPLIANCE WITH FOREIGN ENTITY LAWS

The undersigned, on behalf of the Firm listed below ("Firm"), hereby attests under penalty of perjury as follows:

1. Firm is not owned by the government of a foreign country of concern as defined in Section 287.138, Florida Statutes. (Source: § 287.138(2)(a), Florida Statutes)
2. The government of a foreign country of concern does not have a controlling interest in Firm. (Source: § 287.138(2)(b), Florida Statutes)
3. Firm is not organized under the laws of and does not have a principal place of business in, a foreign country of concern. (Source: § 287.138(2)(c), Florida Statutes)
4. Firm is not owned or controlled by the government of a foreign country of concern, as defined in Section 692.201, Florida Statutes. (Source: § 288.007(2), Florida Statutes)
5. Firm is not a partnership, association, corporation, organization, or other combination of persons organized under the laws of or having its principal place of business in a foreign country of concern, as defined in Section 692.201, Florida Statutes, or a subsidiary of such Firm. (Source: § 288.007(2), Florida Statutes)
6. Firm is not a foreign principle, as defined in Section 692.201, Florida Statutes. (Source: § 692.202(5)(a)(1), Florida Statutes)
7. Firm is in compliance with all applicable requirements of Sections 692.202, 692.203, and 692.204, Florida Statutes.
8. *(Only applicable if purchasing real property)* Firm is not a foreign principal prohibited from purchasing the subject real property. Firm is either (a) not a person or Firm described in Section 692.204(1)(a), Florida Statutes, or (b) authorized under Section 692.204(2), Florida Statutes, to purchase the subject property. Firm is in compliance with the requirements of Section 692.204, Florida Statutes. (Source: §§ 692.203(6)(a), 692.204(6)(a), Florida Statutes)

Date: January 13, _____, 20 26

Signed:  _____

Entity: AVI-SPL LLC

Name: Mark Payne

Title: Chief Financial Officer

FORM L: BYRD ANTI-LOBBYING AMENDMENT CERTIFICATION

The undersigned [CONTRACTOR] certifies, to the best of his or her knowledge and belief, that:

1. No Federal appropriated funds have been paid or will be paid, by or on behalf of the undersigned, to any person for influencing or attempting to influence an officer or employee of an agency, a Member of Congress, an officer or employee of Congress, or an employee of a Member of Congress in connection with the awarding of any Federal contract, the making of any Federal grant, the making of any Federal loan, the entering into of any cooperative agreement, and the extension, continuation, renewal, amendment, or modification of any Federal contract, grant, loan, or cooperative agreement.
2. If any funds other than Federal appropriated funds have been paid or will be paid to any person for influencing or attempting to influence an officer or employee of any agency, a Member of Congress, an officer or employee of Congress, or an employee of a Member of Congress in connection with this Federal contract, grant, loan, or cooperative agreement, the CONTRACTOR shall complete and submit Standard Form- LLL, "Disclosure Form to Report Lobbying," in accordance with its instructions.
3. The undersigned shall require that the language of this certification be included in the award documents for all subawards at all tiers (including subcontracts, subgrants, and contracts under grants, loans, and cooperative agreements) and that all subrecipients shall certify and disclose accordingly.

This certification is a material representation of fact upon which reliance was placed when this transaction was made or entered into. Submission of this certification is a prerequisite for making or entering into this transaction imposed by 31, U.S.C. § 1352 (as amended by the Lobbying Disclosure Act of 1995). Any person who fails to file the required certification shall be subject to a civil penalty of not less than \$10,000 and not more than \$100,000 for each such failure.

The CONTRACTOR certifies or affirms the truthfulness and accuracy of each statement of its certification and disclosure, if any. In addition, the Contractor understands and agrees that the provisions of 31 U.S.C. § 38, Administrative Remedies for False Claims and Statements, apply to this certification and disclosure, if any.

AVI-SPL LLC

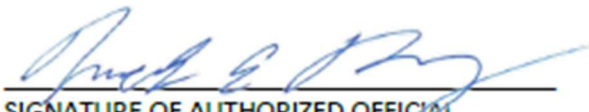
COMPANY NAME:

Mark Payne

NAME OF AUTHORIZED OFFICIAL

Chief Financial Officer

TITLE


SIGNATURE OF AUTHORIZED OFFICIAL

1/13/2026

DATE

FORM M: NON-COLLUSION AFFIDAVIT

STATE OF Florida)
) SS:
COUNTY OF Hillsborough)

I, the undersigned hereby duly sworn, depose and say that:

1. He/she is the Bidder that has submitted the attached bid proposal.
2. He/she is fully informed respecting the preparation and contents of the attached bid proposal and of all pertinent circumstances respecting such bid proposal.
3. Such bid proposal is genuine and is not a collusive or sham bid proposal.
4. Neither the said Bidder nor any of its officers, partners, owners, agent representatives, employees or parties in interest including this affiant, has in any way, colluded, conspired, or agreed, directly or indirectly, with any other bidder, firm or person, to submit a collusive or sham proposal in connection with the Agreement for which the attached bid proposal has been submitted or to refrain from proposing in connection with such Agreement, or has in any manner, directly or indirectly, sought by Agreement or collusion or communication or conference with any other bidder, firm or person to fix the price or prices in the attached bid proposal or of any other bidder, or to fix any overhead, profit or cost element of the bid proposal price or the bid proposal price of any other bidder, or to secure through any collusion, conspiracy, connivance or unlawful Agreement any advantage against the City of Hallandale Beach, Florida, or any person interested in the proposed Agreement.
5. The price or prices quoted in the attached bid proposal are fair and proper and are not tainted by any collusion, conspiracy, or unlawful Agreement on the part of the Bidder or any of its agents, representatives, owners, employees, or parties of interest, including affiant.

The undersigned is authorized to execute this on behalf of the Firm and certify that the above referenced information is true, complete and correct.

Date: January 13, 2026

Signed: 

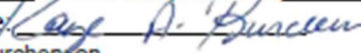
Entity: AVI-SPL LLC

Name: Mark Payne

Title: Chief Financial Officer
STATE OF Florida
COUNTY OF Hillsborough



The foregoing instrument was acknowledged before me, by means of physical presence or online notarization, this 13th day of January, 2026, by Mark.Payne@avispl.com, as CFO for AVI-SPL LLC, who is personally known to me or who has produced _____ as identification.

Notary Public Signature:  State of Florida at Large (Seal)
Print Name: Kaye A. Burchenson My commission expires: 8/1/2028

FORM N: AMERICANS WITH DISABILITIES ACT AFFIDAVIT

The undersigned swears that the information herein contained is true and correct and that none of the information supplied was for the purpose of defrauding the City of Hallandale Beach, Florida.

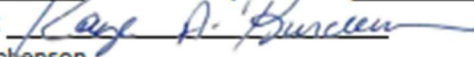
The Contractor shall not discriminate against any employee or applicant for employment because of physical or mental handicap in regard to any position for which the employee or applicant for employment is qualified. The Contractor agrees to comply with the rules, regulations and relevant orders issued pursuant to the Americans with Disabilities Act (ADA), 42 USC s. 12101 et seq. It is understood that in no event shall the City of Hallandale Beach be held liable for the actions or omissions of the Contractor or any other party or parties to the Agreement for failure to comply with the ADA. The Contractor agrees to hold harmless and indemnify the City of Hallandale Beach, its agents, officers or employees from any and all claims, demands, debts, liabilities or causes of action of every kind or character, whether in law or equity, resulting from the Contractor's acts or omissions in connection with the ADA.

The undersigned is authorized to execute this on behalf of the Firm and certify that the above referenced information is true, complete and correct.

Date: January 13, _____, 20 28 Signed: 
 Entity: AVI-SPL LLC Name: Mark Payne

Title: Chief Financial Officer
 STATE OF Florida
 COUNTY OF Hillsborough

The foregoing instrument was acknowledged before me, by means of physical presence or online notarization, this 13th day of January, 2028, by Mark Payne, as CFO for AVI-SPL LLC who is personally known to me or who has produced _____ as identification.

Notary Public Signature:  State of Florida at Large (Seal)
 Print Name: Kaye A. Burchenson My commission expires: 8/1/2028



FORM O: CERTIFICATION REGARDING DEBARMENT, SUSPENSION, INELIGIBILITY AND VOLUNTARY EXCLUSION

1. Contractor Covered Transactions

- a. The prospective contractor certifies, by submission of this document, that neither it nor its principals is presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from participation in this transaction by any State or Federal department or agency.
- b. Has not within a three (3) year period preceding this proposal been convicted of or had a civil judgment rendered against them for commission of fraud or a criminal offense in connection with obtaining, attempting to obtain, or performing a public (federal, state or local) transaction or contract under a public transaction; violation of federal or state antitrust statutes or commission of embezzlement, theft, forgery, bribery, falsification or destruction of records, making false statements, or receiving stolen property;
- c. Is not presently indicted for or otherwise criminally or civilly charged by a government entity (federal, state, or local) with commission of any of the offenses enumerated in paragraph 1(b) of this certification; and
- d. Has not within a three (3) year period preceding this application/proposal had one or more public transactions (federal, state, or local) terminated for cause or default.

2. Where the prospective contractor is unable to certify the above statement, the prospective contractor shall attach an explanation to this form.

The undersigned is authorized to execute this on behalf of the Firm and certify that the above referenced information is true, complete and correct.

Date: January 13, _____, 2026

Signed:  _____

Entity: AVI-SPL LLC _____

Name: Mark Payne _____

Title: Chief Financial Officer _____

STATE OF Florida _____

COUNTY OF Hillsborough _____



The foregoing instrument was acknowledged before me, by means of physical presence or online notarization, this 3th day of January, 2026, by Mark Payne, as CFO for AVI-SPL LLC

who is personally known to me or who has produced _____ as identification.

Notary Public Signature:  _____ State of Florida at Large (Seal)

Print Name: Kaye. A. Burchenson My commission expires: 8/1/2028

FORM P: AFFIDAVIT OF COMPLIANCE WITH ANTI-HUMAN TRAFFICKING LAWS

The undersigned, on behalf of the entity listed below ("Entity"), hereby attests under penalty of perjury as follows:

1. Entity does not use coercion for labor or services as defined in Section 787.06, Florida Statutes. (Source: § 787.06 (13), Florida Statutes – Human Trafficking).

Date: January 13, _____, 2026

Entity: AVI-SPL LLC

Signed: _____

Name: Mark Payne

Title: Chief Financial Officer

FORM Q: ACKNOWLEDGEMENT OF ADDENDA

Instructions: Complete Part I or Part II, whichever is applicable.

The Proposer shall indicate below each Addendum received. The Proposer may contact the Procurement Division at 954-457-1331 or visit the City of Hallandale Beach website at <https://www.hallandalebeachfl.gov/417/Solicitation-Notifications> to confirm the number of addenda (if any) that have been issued.

PART I: Please list below each of the Addendum received in connection with this solicitation. Please include the Addendum number, the title is not required.

Addendum #
Addendum 1

PART II: No Addendum was received in connection with this solicitation.

Authorized Signature:  Date: 1/13/2026

Print Name: Mark Payne Title: Chief Financial Officer

Firm Name: AVI-SPL LLC

Firm's Qualifications and Experience

Corporate Overview

Your Digital Enablement Solutions Provider

At AVI-SPL, our mission is to transform how people and technology connect to elevate experiences, create new value, and enable organizations to thrive and grow. We're the leading global provider of collaboration technology solutions, which include our award-winning managed services. Our highly-trained team works hand in hand with organizations worldwide - including over 86% of Fortune 100 companies. We strategize,

design, deploy, manage, and support AV and UC solutions that are simple to use, scalable, serviceable, and measurable to ensure you achieve your business objectives.

We strengthen the human experience of hybrid work by empowering meaningful communication and collaboration no matter where your employees work. We help improve workflows locally and globally, enhance collaboration technology user experiences, and manage solutions to support smart decision-making.

AVI-SPL is your single source for improving unified communications and collaboration and audio visual (UC/AV) systems. Through partnerships with leading AV and collaboration manufacturers, construction firms, architects, and consultants, we design, integrate, and manage solutions and experiences tailored to your needs. When you partner with us, you have:

A Passionate Technology Expert

- Experienced and financially stable technology contractor with a **global delivery model**.
- Providing **innovative, award-winning solutions** that are effective and aligned with your needs. Our solutions reflect the trends and technologies shaping professional collaboration and the workplace.

A Knowledgeable Collaborator and Trusted Advisor

- Most **qualified team of engineers and technicians** in the industry.
- **In-house capabilities** to design, install, and manage complex audio, video, collaboration, and communication technologies that connect teams from around the world.
- **Certified to implement collaboration solutions** from industry leaders like Microsoft, Poly, Cisco, and Crestron.

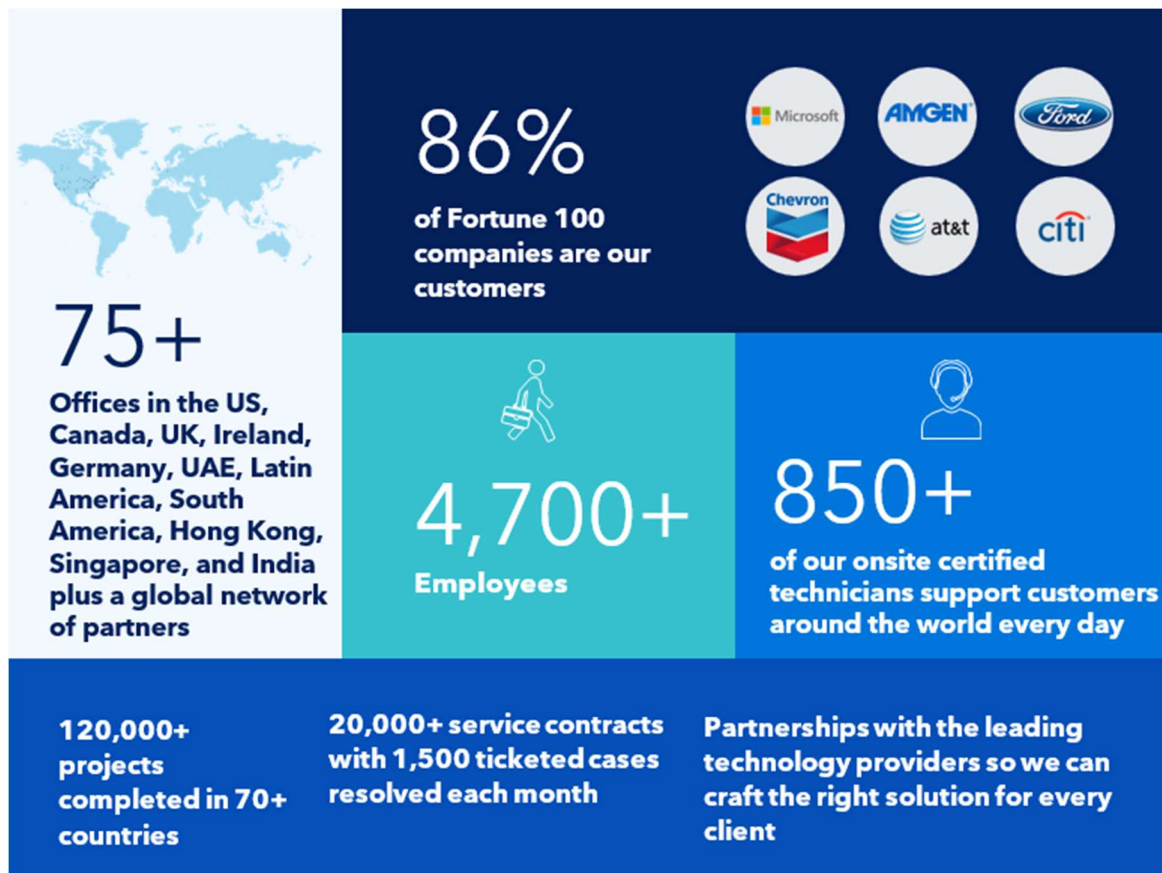
An Experienced Services Provider

- Wide-ranging **technical integration capabilities**, construction experience, and engineering resources to support projects of any scale and in environments as varied as stadiums, boardrooms, hospitals, and classrooms. Our experience spans over 40 years. We support our clients through our Global Service Operations Centers, which provide 24/7 help desk support.

- **Expert engineering** with the highest per capita number of technical employees of any AV solutions provider.
- **Award-winning conferencing services** that include customizable room and device monitoring, cloud-based scheduling and management for meeting rooms and the technology enabling them, and analytics reports that provide actionable business intelligence.

We take your investment in collaborative solutions as seriously as you do. That is why we are with you every step of the way, making sure you have the support to keep your business running smoothly and that you get the return on investment you expect.

Our diverse portfolio features solutions in the corporate, education, and government sectors, including Fortune 500/Global 100 boardrooms, military base operation centers, and education campuses. On most projects, we collaborate with architects, consultants, designers, and end users like you. AVI-SPL's expertise includes partnerships with the industry's top technology providers, highly skilled and certified technicians, and comprehensive support that is setting the standard in the collaboration industry. The hallmark of AVI-SPL's client success has been our ability to keep pace with the technology trends that drive the way businesses operate, and to innovate and improve upon them so that we can offer customers a standard of quality that no other company can match.



Contractor Profile

AVI-SPL LLC is a Tampa, FL-based communication and collaboration solutions provider for businesses and organizations of all types. Our business is the sale and service of audio-visual, video conferencing, AV networking and control systems, enterprise video and digital content-sharing solutions and products.

Our company is the result of a 2008 merger between the top two system integration companies in North America: Audio Visual Innovations (AVI) and Signal Perfection Ltd (SPL). Today, we have 75+ AVI-SPL locations throughout North America, Europe, and Asia, including our new offices in Hong Kong, Singapore, India, and Mexico. We expanded our footprint, customer base, and capabilities through strategic acquisitions include Anderson Audio Visual, VideoLink LLC, Sharp’s Audio Visual, Interactive Solutions, Inc., Digital Video Networks, SKC Communications, Adtech Systems, Multimedia (Multisistemas BVC, S.A. de C.V. Mexico), ICAP Global, and CCS Presentation Systems (CCS Southwest). In 2020, we merged with Whitlock, a leading provider of AV and collaboration solutions.

Through our experience and expertise, AVI-SPL provides forward-thinking solutions to the communication challenges of today and tomorrow. We continue to maintain the top position in our industry, completing over 8,000 projects on an annual basis and honoring more than 12,500 service contracts, while earning a reputation as the leader in customer satisfaction.

Geographical area	AVI-SPL is headquartered in Tampa, FL with offices worldwide
Average annual revenue	(FY 2019-2023): \$1.16 Billion
Typical project size	\$100,000 to \$2,000,000
Bank	JPMorgan Chase
Bonding limit	\$40,000,000 single/\$80,000,000 aggregate
Headquarters	6301 Benjamin Road, Suite 101, Tampa, FL 33634
Phone	(813) 884-7168
Fax	(813) 882-9508
Toll Free	(800) 282-6733
Website	www.avispl.com

AVI-SPL LLC (wholly owned subsidiary of AVI-SPL Global LLC) FEIN: 59-1958935
 Incorporated under the laws of Florida on April 4, 1980 Cage Code: 0D2N6
 Charter Number: 665782 DUNS: 03-729-3974 NAICS: 238210 SIC: 1731

Parent company AVI-SPL Global LLC is privately held with majority ownership held by 26North, a next-generation investment platform founded by industry veteran Josh Harris, co-founder of Apollo Global Management.

GSA Contract Schedules:

GSA MAS Contract #47QTCA21D0070
GSA 2GIT BPA Contract #47QTCA21A002G

Primary Construction Trade: Low-voltage electrical
Majority Ownership: 26North

Current Operations

Bank Reference

JPMorgan Chase Bank
14800 Frye Road, 2nd Floor
Ft. Worth, TX 76155
Contact: Jim Harvey
Account: 668307765
Routing: 021000021

Credit Reference

Legrand AV
6436 City West Parkway
Eden Prairie, MN 55344
Contact: Patricia Bedell
Ph: (763) 971-4403
E: patricia.bedell@legrand.com

Credit Reference

QSC, LLC
1675 MacArthur Blvd.
Costa Mesa, CA 92626
Contact: Deborah Escobar
PH: (714) 327-4628
E: deborah.escobar@qsc.com

Credit Reference

Shure, Inc.
5800 W. Touhy Avenue
Niles, IL 60714
Contact: Credit Dept.
E: credit@shure.com

Credit Reference

Extron Electronics
PO Box 514670, Los Angeles, CA 90051
Phone: (714) 687-6323
E: emadallah@extron.com



Major Clients

We value our clients' trust and strive to earn it at every level of service.

Enterprise



Healthcare



Education



Technology



Public Sector



Areas of Expertise

Unified communications

- Meeting room design standards, implementation
- Video conferencing, voice, and contact centers
- On-premise, cloud, or hybrid solutions
- Top-level certifications with Cisco, Microsoft, Poly, and more

Digital Signage and Media

- Strategic assessments and digital media system plans
- Content design, hosting, delivery, and management
- AV over IP video distribution

Centralized Technology Control and Management with AVI-SPL Symphony

- Proactive monitoring of UC and AV environments
- Insight into device and room usage analytics
- Intelligent meeting room and resource scheduling

Experience Technology

- Experience and visitor centers
- Immersive and XR environments Healthcare simulation

VR reference Designs

- Virtually experiment with designs
- Interactive 360-degree walk-throughs
- Built-in logic to validate device coverage

Command and Control centers

- Network and emergency operations centers
- Military situation rooms
- Large venues and auditoriums
- Large-scale video walls and digital media
- Networked audio and IPTV

Sound Systems

- Acoustics and sound design
- Digital signal processing and distribution

Enterprise Video

- ReadyCam® Studio remote controlled video production studio

- Enhanced IP® HD video transmission and streaming
- 4K live and post-production

Approximate Number of Staff

12 will be assigned. Please see Personnel tab for their information.

Unique Qualifications

Geographical Reach

With more than 75+ offices throughout North America, Europe, Middle East, India and Asia, AVI-SPL is second to none when it comes to serving our global customers. No other organization has invested in the resources necessary to organically grow business in all of these regions. All of our offices adhere to the same quality standards and are accustomed to designing, implementing and supporting large, multi-room projects within strict timelines and budgets. To supplement our global business, AVI-SPL has partnered with several pro-AV companies in nearly every major region in the world. These companies have been carefully vetted by AVI-SPL and have a proven track record of successful project deployments in their respective markets. These partnerships, most of which have been in place for at least 5 years, ensure that our global clients will receive the same high quality system implementation and customer service as are provided by our own offices.

Industry Relationships and Certifications

AVI-SPL has long-term relationships with some of the top manufacturers in the industry. Our size and volume permits us to choose the best manufacturers based on their product quality and customer service. We work only with vendors that provide optimum service before, during and after product purchase, that have exceptional records for “in-stock” products and equipment, and that can deliver purchased equipment expeditiously and in excellent condition. As an AVI-SPL customer, our strong manufacturer relationships ensure that our customers will receive the highest level of product and service at some of the most competitive prices.

Current and Future Strategies

One of the most significant driving forces within our industry is the convergence of IT and AV. Although it has been a conversation topic for some time, we are truly seeing the overlap now due in most part to the advancements and usability of video technology and the push to wrap this into a unified collaboration approach across the enterprise. AVI-SPL is on the cutting edge of this convergence. We are one of the first companies to be UC certified by Microsoft, Poly and Cisco so that we can help you leverage your existing telephony, IT systems, and computers and tie them into your video systems for an enterprise class unified communication platform.

We have invested heavily into our IT infrastructure, which allows us the opportunity to track many cost variables within a contract including tech utilization rates, overtime, PTO, training, etc. We have developed and maintained ongoing SLA metric tools to ensure that we are managing our requirements at all levels. We review this information on a quarterly basis with both our client and internally. These tools provide us a dashboard view of any inefficiency within our contracted offering.

AVI-SPL's growth is rooted in its strategic, innovative vision. We are constantly analyzing the marketplace to identify trends and gaps in offerings. Our suite of vendor-agnostic virtual meeting room (VMR) solutions addressed trending towards a more mobile workplace, demands for self-service collaboration tools, and a desire for a simplified user experience with video collaboration. AVI-SPL's acquisition of VideoLink® and its patented Ready Cam video studio and EnhancedIP® transmission network addressed trending towards a simplified video production and transmission process with scheduling, monitoring and management capabilities.

Exceptional Service Team

The AVI-SPL managed services operations center (MSOC) is dedicated to providing the best possible service and support for all of our managed services customers. The expertise and experience that we provide in the unified communications and video collaboration space is unmatched as we provide a complete set of quality driven, premium remote managed services that our customers have come to expect globally.

The AVI-SPL MSOC is an OEM certified managed video service provider delivering conferencing, monitoring and management services to global enterprises, top-tier carriers, and leading equipment manufacturers around the world. Our video technicians and engineers work to ensure the video conferences of our clients consistently achieve the highest level of success rates, even when videoconferencing between legacy and disparate endpoints. We deliver and support seamless, face-to-face telepresence and video communications between companies, divisions, departments, internal or external groups and individuals globally.

In support of our comprehensive service portfolio, AVI-SPL continuously works with our customers to identify new technologies and processes that allow our customers to focus on other key initiatives and priorities within their business. Our video solutions and services are designed to reduce operating costs and increase customer satisfaction by providing a single point of contact (SPOC) support model for all day-to-day video conferencing activities.

AVI-SPL managed services play a significant role in the success of many enterprise video environments. Expert customer care is delivered 24x7x365 and monitoring, reporting, scheduling, and other tools are available via AVI-SPL's Symphony platform.

Personnel

Principal Point of Contact

Name: Lindsey M. Mosby, CTS

Role: Account Manager

Email: Lindsey.Mosby@avispl.com

Armando Acosta, Operations Manager

Name: Armando Acosta

Role: Operations Manager

Email: Armando.Acosta@avispl.com

Description:

Armando has over a decade of experience leading and managing integration projects in IT, Telecomm and AV industries. He has an educational background in Electrical Engineering.

Key Projects:

- City of Doral Crime Watch
- ARI Financial Phase 1 & 2
- Carnival Cruise Line Terminal Upgrade
- Gulliver Prep Smart Panel Upgrades
- Broward College Synchronous Classrooms

Education and Certifications:

- PMP
- AVIXA CTS

Gabe Cossin, Engineering Manager

Name: Gabe Cossin

Role: Engineering Manager

Email: Gabe.Cossin@avispl.com

Description:

Gabe has over 15 years in the AV industry, and more than six years with AVI-SPL. He is experienced in video broadcast, Pro-Audio and fiber optic backgrounds.

Key Projects:

- Dycom
- Frost Museum

- Price Waterhouse Cooper
- T-Mobile
- Hard Rock Stadium
- Carnival Cruises
- FPL
- Norton Museum
- World Fuel
- MDC Situation Room Public School
- Broward Sheriff Emergency Operation
- City of Coral Gables EOC/911
- UM Nursing, BSO Crime Watch Department
- City of Hollywood - Library, EOC, Council Chamber

Education and Certifications:

- Crestron NVX
- QSC Level I
- Crestron DM-4k
- Dante
- Digital Projection
- OSHA 30

Sarah Giles, Design Engineer

Name: Sarah Giles

Role: Design Engineer

Email: Sarah.Giles@avispl.com

Description:

With over fourteen years of experience in the commercial AV industry, Sarah supports all aspects of the design process fluently and with dedication. She has worked on a diverse range of projects, all of which having nuances that required detailed planning for the engineering process to meet Owner's design intent & deliver exceptional outcomes.

Key Projects:

- Assurant - Miami Headquarters
- Bacardi - Miami Headquarters
- Broward Supervisor of Elections - Broward County
- Visa International - Miami Office
- Moss Construction - Headquarter Training Rooms

Education and Certifications:

- B.S. in Show Production and Touring, Full Sail University, Winter Park, FL
- AVIXA CTS-D
- Dante Certification Level 2

- QSC Q-SYS Certification Level 2
- QSC Q-SYS Visionsuite Level 2
- Crestron Intelligent Video Designer
- Crestron Commercial Design
- OSHA 10

John McQuade, Senior Project Manager

Name: John McQuade

Role: Project Manager (6yrs)

Email: John.McQuade@avispl.com

Description:

John has over five years of experience leading and managing integration projects in IT, Telecomm and AV industries. He has an educational background in Business Management.

Key Projects:

- Banco Santander: Managed the project through many outside delays to deliver on time and without additional costs to the end users. This project spanned 4 floors and was comprised of Boardrooms, video walls and a large event center.
- Assurant: In final phase of turnover for the Assurant relocation in Miami. This project spanned 5 floors with 4 video walls, 4 Boardrooms, and over 80 total spaces.

Education and Certifications:

- AA Business Management, Palm Beach State University
- PMP, Project Management Institute
- CTS, AVIXA

Raul De Armas, Installation Technician 3

Name: Raul De Armas

Role: Installation Technician 3

Description:

Raul has been with AVI-SPL since 2023 and has over 20 years in the AV Industry for installation, tech shop and pre-commissioning process for AV equipment, Videowalls and any AV needs.

He has led installations for projects such as Assurant Miami HQ, GTCR West Palm HQ, Fort Lauderdale PD HQ.

Education and Certifications:

- Avixa - Essentials of AV Technology
- OSHA 30
- Creston AV over IP DM NVX

- Crestron Flex UC MX Series
- Crestron Audio Certification
- Crestron 1 Beyond Camera Manager
- SynAudCon DSP course

Robert Macias, Installation Technician 3

Name: Roberto Macias

Role: Installation Technician 3

Description:

Roberto has been with AVI-SPL since 2024 and has over 20 years in the AV Industry for installation, tech shop and pre-commissioning process for AV equipment, Videowalls and any AV needs.

He has led installations for projects such as Carnival Terminal F renewal, Virgin Terminal Port of Miami, Millenium Miami HQ.

Education and Certifications:

- AVIXA - Essentials of AV Technology
- OSHA 30

Pedro Pelaez, Installation Technician 2

Name: Pedro Pelaez

Role: Installation Technician 2

Description:

Pedro has been with AVI-SPL since 2011 and has over 15 years in the AV Industry for installation, tech shop and pre-commissioning process for AV equipment, Videowalls and any AV needs.

He has led installations for projects such as City of Doral Central Park, Banco Santander Miami HQ, Apple Coral Gables HQ, Dycom Industries West Palm Beach HQ.

Education and Certifications:

- AVIXA - Essentials of AV Technology
- Biamp Fundamentals
- Q-SYS Fundamentals
- OSHA 30
- Electronic Engineering - Universidad Tecnologica de La Havana

Guillermo Gutierrez, Installation Technician 2

Name: Guillermo Gutierrez

Role: Installation Technician 2

Description:

Guillermo has been with AVI-SPL since 2024 and has over 10 years in the AV Industry for installation and tech shop for AV equipment.

Education and Certifications:

- AVIXA - Essentials of AV Technology
- OSHA 30

Claudio Garcia, Installation Technician 2

Name: Claudio Garcia

Role: Installation Technician 2

Description:

Claudio has been with AVI-SPL since 2023 and has over 10 years in the AV Industry for installation, tech shop and pre-commissioning process for AV equipment, Videowalls and any AV needs.

Education and Certifications:

- AVIXA - Essentials of AV Technology
- OSHA 30
- Crestron XiO Management
- Crestron Network Solutions
- Crestron Audio Certification
- Crestron AV Framework
- SynAudCon DSP Course

Larry Lorraine, Field Service Engineer

Name: Larry Lorraine

Role: Field Service Engineer

Description:

Larry has been with AVI-SPL since 2010 and has over 30 years in the AV Industry for field service & support.

Education and Certifications:

Major Certifications & Training

- CTS
- CTS-I
- Q-SYS UCI Fundamentals

- Dante AV - Second Edition
- Q-SYS VisionSuite ACPR Commissioning Level 1
- Q-SYS Video 101 Training
- QSC Quantum Training Level 1
- Dante Level 2
- Biamp Tesira
- Crestron DigitalMedia Certified DM NVX Networking
- Crestron DMC-E 4K
- Crestron Essentials of Crestron Programming
- Crestron_DigitalMedia_Networking_(DM-NVX-N) 2018

Approach to the Project

Project Implementation Process



World-class approach to defining client needs and delivering with consistent approach to execution.
 Detailed Operations Playbook = Consistent, High Quality Project Outcomes

- **Standardized documents, forms and instructions:** a cadence for reporting and communications methods
- **Companywide adoption and training:** measurable deliverables
- **Full range of engagement types:** small and simple to large and complex
- **Continuous improvement:** CSAT/NPS focus w/ root cause analysis and action-oriented outcomes

AVI-SPL provides innovative solutions seamlessly integrated with simple but effective user experiences. To that end, AVI-SPL utilizes a five-step process to provide you with consistent communication and flawless execution from project conception to completion.

Phase I Initiate

- The initiate phase is critical to the success of both the solution implementation and post deployment services to ensure acclimation, adoption and continued use of the technology.
- During this phase, your project team is selected based on the size, scope and complexity of the solutions to be implemented. All details and information are successfully transitioned to the internal project team via a comprehensive kick-off meeting.
- External kick-off discussions are organized and conducted with your key stakeholders to formally discuss project parameters of scope, schedule and communication strategy along with any other key topics to ensure proper alignment. The output of these discussions initiates engineering finalization, equipment procurement and programming services.

Phase II Plan

- The planning phase begins with development of the project schedule including detailed work breakdown tasks identifying key deliverables, dependencies and both internal and external milestones required to successfully execute the project.
- Detailed communication plans are developed to provide your key stakeholders with project progress reporting to indicate status against the project schedule along with any identified risks.
- Acceptance test plan procedures are developed and communicated to ensure agreed upon scope and functionality requirements are achieved.

Phase III **Execute**

- During the execution phase, all engineering, programming, fabrication and on-site installation activities are completed in accordance with the agreed upon project scope and schedule.
- Daily progress reports are completed, sent back to our Project Management staff and consolidated into weekly progress reports that you will receive.
- Upon completion of on-site installation activities, test and commissioning takes place in accordance with the agreed upon test plan procedures to ensure fully functional solutions.
- Final inspection and walk-through of the project is conducted in coordination with your key stakeholders to administer acceptance of the deployed solutions.

Phase IV **Monitor**

- The monitor phase is ongoing throughout the entire project lifecycle.
- All project work activities are consistently reviewed to ensure alignment with the approved schedule and milestones, adjusting resource planning as required. All changes to scope, schedule and budget are closely controlled to eliminate or minimize change management.
- Quality assurance is adhered to through checks and balances along with consistent testing at specified intervals in the project lifecycle. Risk management plans are constantly reviewed, and risk mitigation strategies deployed to ensure scope and schedule remain on track.
- External reporting is critical to this phase to align your key stakeholders to both internal and on-site status of our progress.

Phase V **Close**

- The final phase is focused on completion of all contractual and operational activities to obtain sign-off for the completed project. This includes demonstration and training on the use of the installed solutions.
- All final project documentation for future warranty and service work is gathered and submitted to your key stakeholders as well as to our internal service team for onboarding purposes.
- Automated Customer Satisfaction Score (CSAT) and Net Promoter Score (NPS) surveys are deployed to obtain your feedback regarding our performance and leverage as part of our continuous improvement practice.

Ability to Accomplish Proposed Work

Every project has its own identity and we always start by developing a unique project plan. Our project plan takes into consideration all the elements typically associated with a project plan:

- *Scope Management*
- *Time Management*
- *Cost Management*
- *Procurement Management*
- *Quality Management*
- *Risk Management*
- *Human Resource Management*
- *Communication Management*

By utilizing industry standards, and Project Management methods from the PMI (Project Management Institute), specifically tailored to this installation, AVI-SPL will deliver a superior solution. Our whole approach is to extract the appropriate project management processes required to meet the project objectives and utilize them with effective communication to deliver an exceptional project.

This project will be successful by our project team delivering the following:

- Select the appropriate processes required to meet the client's objectives.
- Use a documented approach that includes an amount of flexibility allowing adaptation to changing construction and/or client conditions.
- Constantly maintain communication and engagement with stakeholders.
- Comply with requirements for deliverables and timeframes to meet and exceed expectations.
- Reducing risk by completing the correct level of planning and spending time to communicate with the teams; the short-term and long-term project tasks/goals.
- Balance the project constraints in the ever-fluctuating construction environment by being focused on delivering the goal - customer satisfaction.

AVI-SPL sees communication as the major key to our success. As a first priority, the communication plan will be created, validated and activated for the life of the project.

In execution, our skilled project team - logistics, administration, technicians, design/project engineers, site supervisors, programmers, and management - will deliver the solution. The plan will be executed, and quality continuously monitored. Led by the Project Manager, the monitoring and controlling process will confirm that AVI-SPL is on track with the project. Project documents such as project plans, reports, cost forecasts, etc. will be updated regularly. Continual improvement on the project will streamline the processes, make the teams more cohesive, and ensure the AVI-SPL project team delivers the required results.

The closing of a phase and ultimately the entire project process will verify that all activities have been completed and successfully handed off to the City of Hallandale Team.



Cost Proposal

Investment Summary

Prepared For: Sean Justice	Prepared By: Lindsey Mosby
City of Hallandale 111 Foster Rd. Hallandale, FL 33009	Date Prepared: 01/08/2026
	Proposal #: 391684-5
	Valid Until: 02/08/2026

Total Equipment Cost **\$106,217.60**

Includes cable, connectors, hardware, switches, relays, terminal blocks, panels, etc., to ensure complete and operational system

Professional Integration Services **\$49,720.00**

Includes engineering, project management, CAD, on-site installation and wiring, coordination and supervision, testing, checkout, owner training, etc. performed on the Owner's premises. Also includes all fabrication, modification, assembly, rack wiring, programming, warranties, etc., some performed at AVI-SPL. May include disposal of existing equipment where elected.

Direct Costs **\$1,029.42**

Includes non equipment or labor costs, such as travel expenses, per diem, lift and vehicle rentals

General & Administrative **\$6,438.54**

Includes all G & A expenses: vehicle mileage, shipping and insurance, as applicable

Services - Room Support and Maintenance **\$6,972.83**

Includes post-installation support and maintenance options selected for installed rooms

Subtotal	\$170,378.39
Tax	Exempt (*)
Total	\$170,378.39

* Exemption from sales tax will be recognized only after a valid sales tax exemption certificate or other appropriate documentation of exemption has been provided to and approved by AVI-SPL; otherwise all applicable sales taxes will apply.

Purchase orders should be addressed to AVI-SPL LLC

Due to global semiconductor ("chip") shortages and supply chain disruptions pricing quoted in this proposal may change. Installation schedules are subject to current (daily) product availability and may be delayed or postponed.

This Entire Document and all information (including drawings, specifications and designs) presented by AVI-SPL LLC are the property of AVI-SPL LLC or its affiliate. Proprietary information provided to potential customers, clients or agents is for the sole purpose of demonstrating solutions delivery capabilities and shall be held in confidence. These Materials may not be copied, distributed or disclosed in any way without the sole written permission of an authorized representative of AVI-SPL. © Copyright AVI-SPL LLC. All Rights Reserved

Terms and Conditions

This Proposal together with AVI-SPL's General Terms and Conditions and the applicable Addendum(a) located here and incorporated herein by this reference (collectively the "Agreement") constitutes the entire agreement between AVI-SPL LLC ("Seller", "AVI-SPL", "we", "us", "our") and the buyer/customer identified in the Proposal ("Buyer", "Customer", "Client", "you", "your") with respect to its subject matter and supersedes all prior and contemporaneous agreements, representations and understandings of the Parties, written or oral. By signing below, issuing a valid purchase order for the Services and/or Products specified herein or receiving the Products and/or Services specified herein, whichever occurs first, Buyer acknowledges it has read and agrees to the terms of this Agreement. This Agreement shall not be binding upon Seller until accepted by Buyer as set forth in this Agreement and the earlier of Seller's confirmation in writing of Buyer's order and Seller's performance under the applicable Proposal. Any terms and conditions contained in Buyer's purchase order or any other Buyer-provided documents related to this transaction shall have no effect and are hereby rejected. Notwithstanding anything herein to the contrary, if a master services agreement signed by both Parties is in effect covering the sale of the Services and/or Products that are the subject of this Proposal, the terms and conditions of said agreement shall prevail to the extent they conflict or are inconsistent with this Agreement.

Billing and Payment Terms

Unless otherwise agreed in writing by Buyer and Seller in the Proposal, the total Proposal price, excluding the price for Stand-alone Services (as defined in this section), shall be billed as follows, subject to continuing credit approval: 50% down payment at time of order, 40% upon delivery at Seller; 10% upon project completion and Buyer sign-off or first beneficial use, whichever occurs first, payable net 30 from Buyer's receipt of invoice. For purposes of this Agreement, "Stand-alone Services" means any Services not attached to an installation project. Billing and payment terms for Stand-alone Services are set forth in the applicable Service Addendum(a). Unless otherwise specified in the Proposal, Products are sold F.O.B. origin-Buyer to pay all shipping charges. If this Proposal covers Products or Services for more than one system, room, suite, or location, for purposes of payment in accordance with payment terms stated on the face hereof each room, suite, or location shall be treated as if the subject of a separate sale and payment made accordingly. Unless otherwise specified in the Proposal, all pricing and amounts are in US Dollars and all billing and payment shall be made in US Dollars.

Link to AVI-SPL Terms and Conditions: <https://avispl.com/terms-of-use/>

Buyer Acceptance

 Buyer Legal Entity

 Buyer Authorized Signature

 Buyer Authorized Signatory Title

 Buyer Authorized Signatory Name

 Date

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Room Summary - Emergency Ops & Conference Room AV Upgrade

Equipment List

Mfg	Description	Qty	Unit Price	Extended Price
	<u>CITY OF HALLANDALE BILL OF MATERIALS</u>			
	<u>WIRELESS MICROPHONES</u>			
AUDIO-TECHNICA	WIRELESS AP MICROPHONE 8-CHANNEL RECEIVER	1	\$1,656.76	\$1,656.76
AUDIO-TECHNICA	4-BAY NETWORKED CHARGING STATION FOR WIRELESS MICROPHONES	2	\$816.76	\$1,633.52
AUDIO-TECHNICA	2-BAY NETWORKED CHARGING STATION FOR WIRELESS MICROPHONES	1	\$411.76	\$411.76
AUDIO-TECHNICA	POWER SUPPLY FOR WIRELESS MICROPHONE CHARGER	3	\$55.30	\$165.90
AUDIO-TECHNICA	WIRELESS TABLETOP BASE W/21" GOOSENECK CARDIOID MICROPHONE	7	\$831.76	\$5,822.32
AUDIO-TECHNICA	WIRELESS HANDHELD MICROPHONE W/CARDIOID ELEMENT	1	\$531.76	\$531.76
	<u>CEILING SPEAKERS</u>			
BOSE	2-WAY IN-CEILING SPEAKER ASSEMBLY, 70V, PAIR	4	\$378.20	\$1,512.80
BOSE	4-CHANNEL 70V POWERSHARE DANTE AMPLIFIER	1	\$1,536.57	\$1,536.57
	<u>PTZ CAMERAS</u>			
LUMENS	HD PTZ CAMERA W/3G-SDI, USB, HDMI AND ETHERNET, BLACK, POE	2	\$1,388.89	\$2,777.78
	<u>CAMERA EXTENDERS</u>			
SOUND CONTROL TECHNOLOGIE	PTZ CAMERA POWER, VIDEO AND CONTROL EXTENDER KIT VIA HDMI	1	\$1,766.67	\$1,766.67
SOUND CONTROL TECHNOLOGIE	PROJECT PACK: INCLUDES RCS EXTENSION KIT + RCM-USM ON WALL M	1	\$1,816.67	\$1,816.67
SOUND CONTROL TECHNOLOGIE	DUAL MODULE RACK MOUNT FOR CAMERA EXTENDERS	1	\$138.89	\$138.89
	<u>CEILING MICROPHONE</u>			
SHURE	DIGITAL ARRAY BEAMFORMING MICROPHONE, WHITE	2	\$3,492.83	\$6,985.66
SHURE	CEILING MICROPHONE MOUNTING KIT	2	\$45.39	\$90.78
	<u>CEILING CAMERA TILE MOUNT KIT</u>			
VADDIO INC	PTZ CAMERA CEILING TILE MOUNT KIT	1	\$108.39	\$108.39
	<u>HDMI CABLES</u>			
COMPREHENSIVE CABLE	CABLE, 6' NANOFLEX PRO AV/IT 4K 18G HIGH-SPEED HDMI	10	\$15.28	\$152.80
COMPREHENSIVE CABLE	CABLE, 3' NANOFLEX PRO AV/IT 4K 18G HIGH-SPEED HDMI	6	\$12.83	\$76.98
COMPREHENSIVE CABLE	CABLE, 9' NANOFLEX PRO AV/IT 4K 18G HIGH-SPEED HDMI	2	\$20.16	\$40.32
	<u>NETWORKED VIDEO</u>			
CRESTRON	DECODER, DM 4K60 4:4:4 HDR NETWORK AV	4	\$794.44	\$3,177.76
CRESTRON	POWER ADAPTER, 18W CRESTNET, DESKTOP, 24VDC/1.25A US	5	\$43.33	\$216.65
CRESTRON	ENCODER/DECODER, DM NVX 4K60 4:4:4 HDR NETWORK AV	1	\$1,265.56	\$1,265.56

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Mfg	Description	Qty	Unit Price	Extended Price
CRESTRON	TOUCH SCREEN, 10.1" TABLETOP, WHITE SMOOTH	1	\$1,815.56	\$1,815.56
CRESTRON	WALL PLATE, USB OVER CAT CABLE EXTENDER, REMOTE - WHITE	1	\$366.67	\$366.67
CRESTRON	CONTROL SYSTEM, 4 SERIES	1	\$1,711.11	\$1,711.11
CRESTRON	EXTENDER, USB OVER CATEGORY CABLE, LOCAL	1	\$305.56	\$305.56
CRESTRON	CARD CHASSIS, DM FOR DM-NVX-C & DMCF, 8 SLOTS	1	\$1,222.22	\$1,222.22
CRESTRON	DECODER CARD, DM 4K60 4:4:4 HDR NETWORK AV	4	\$794.44	\$3,177.76
CRESTRON	ENCODER CARD, DM 4K60 4:4:4 HDR NETWORK AV	11	\$794.44	\$8,738.84
CRESTRON	TOUCH SCREEN, 7" WALL MOUNT, WHITE SMOOTH	1	\$1,100.00	\$1,100.00
	<u>STATIC CAMERA</u>			
HUDDLY	CAMERA, HUDDLY S1 KIT WITH USB ADAPTER S1USB	1	\$1,302.46	\$1,302.46
	<u>115" DISPLAY</u>			
NEWLINE INTERACTIVE, INC.	LCD, 115" 4K/UHD 208 LBS 750 NITS, 7000:1, 24/7	2	\$12,832.22	\$25,664.44
	<u>DISPLAY MOUNTS</u>			
PEERLESS INDUSTRIES, INC.	FASTENER, METAL STUD KIT, 4	4	\$12.22	\$48.88
PEERLESS INDUSTRIES, INC.	MOUNT, UNIVERSAL FLAT FOR 61" TO 102" - BLACK	2	\$152.87	\$305.74
PEERLESS INDUSTRIES, INC.	MOUNT, SM UNIVERSAL TILT, 46-90" DISPLAYS	1	\$121.97	\$121.97
PEERLESS INDUSTRIES, INC.	FASTENER, METAL STUD KIT, 4	1	\$12.22	\$12.22
PEERLESS INDUSTRIES, INC.	MOUNT, SM UNIVERSAL TILT, 46-90" DISPLAYS	1	\$121.97	\$121.97
	<u>DANTE INPUT WALL IO PLATE</u>			
QSC / ATTERO TECH	PLATE, 4X2 CH, 2G, DANTE/AES67,XLR & PHOENIX I/O, POE	1	\$820.00	\$820.00
	<u>DIGITAL SIGNAL PROCESSOR</u>			
QSC	BUNDLE, CORE PROCESSOR W/24 LOCAL AUDIO I/O CH	1	\$3,600.00	\$3,600.00
QSC	SOFTWARE LICENSE, Q-SYS DANTE 32x32 CHANNEL, PERPETUAL	1	\$656.67	\$656.67
	<u>65-75" DISPLAYS</u>			
SAMSUNG	75IN BED SERIES COMMERCIAL TV CRYSTAL UHD DISPLAY, 300NIT, 1	4	\$838.94	\$3,355.76
SAMSUNG	65IN BED SERIES COMMERCIAL TV CRYSTAL UHD DISPLAY, 300NIT, 1	1	\$571.33	\$571.33
	<u>IPAD AND DOCK</u>			
SONANCE / IPORT	POE, CONNECT POE+ NETWORK	1	\$138.89	\$138.89
SONANCE / IPORT	CASE, CONNECT PRO FOR iPad 10.9" 10TH GEN - BLACK	1	\$222.22	\$222.22
SONANCE / IPORT	BASE STATION, CONNECT PRO, BLACK	1	\$222.22	\$222.22
	<u>STREAMING ENCODER</u>			
AJA VIDEO SYSTEMS	CONVERTER, H.264/MPEG-4 HD/SD RECORDER AND STREAMING	1	\$1,620.83	\$1,620.83
	<u>VIDEO WALL PLATE</u>			

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Mfg	Description	Qty	Unit Price	Extended Price
AVPRO EDGE	WALL PLATE, TRANSMITTER, USB-C (DISPLAYPORT)/HDMI AUTO SWITC	3	\$525.02	\$1,575.06
	<u>WIRELESS SHARING</u>			
BARCO CLICKSHARE	CLICKSHARE CONFERENCE, CX-50 GEN2 SET FOR DUAL DISPLAY TAA	1	\$3,064.44	\$3,064.44
	<u>VIDEO RECEIVER</u>			
AVPRO EDGE	RECEIVER, HDBASET REC ONLY, 70M 4K (100M 1080P)	3	\$393.47	\$1,180.41
	<u>RACK ACCESSORIES</u>			
MIDDLE ATLANTIC	RACKSHELF, 1 SPACE (1 3/4")	3	\$41.50	\$124.50
MIDDLE ATLANTIC	RACK, VERTICAL SYSTEM, UP TO 7 CABLE/SATELLITE B	1	\$164.00	\$164.00
MIDDLE ATLANTIC	POWER STRIP, 8 OUTLET 9' CORD SLIM 15A SHELF	1	\$183.50	\$183.50
XANTECH	EMITTER, BLINK-DESIGNER	6	\$9.49	\$56.94
	<u>BULK CABLE</u>			
LIBERTY WIRE AND CABLE	CABLE, 16 AWG/2 COND PLENUM, WHITE	1000	\$0.31	\$310.00
LIBERTY WIRE AND CABLE	CABLE, 26/04P SOL BC SCTP CMP L6, WHITE	2000	\$0.69	\$1,380.00
LIBERTY WIRE AND CABLE	CONNECTOR, CAT6 F/UTP RJ45 INSTALL KIT	2	\$142.60	\$285.20
	<u>POWER</u>			
CYBER POWER	UPS, LCD SERIES 1.32KW-2000VA	1	\$617.39	\$617.39
CYBER POWER	SURGE PROTECTOR, RM 1U,15A, 10 OUTLET, 10XNEMA 5-15R	1	\$81.32	\$81.32
	<u>CAMERA SWITCHER</u>			
INOGENI	SWITCHER, 4X1 HDMI/USB 2.0	1	\$1,575.61	\$1,575.61
INOGENI	DUAL USB CAMERA TO USB 3.0 MULTI I/O CAPTURE	1	\$1,838.94	\$1,838.94
MAGEWELL	DONGLE, USB CAPTURE HDMI 4K PLUS	1	\$454.44	\$454.44
	<u>OWNER FURNISHED ITEMS</u>			
OWNER FURNISHED	OWNER FURNISHED EXISTING RACK (Owner Furnished Equipment)	1	OFE	OFE
OWNER FURNISHED	OWNER FURNISHED IPAD (Owner Furnished Equipment)	2	OFE	OFE
OWNER FURNISHED	OWNER FURNISHED 85" DISPLAY AND MOUNT IN OVERLOW ROOM (Owner Furnished Equipment)	1	OFE	OFE
OWNER FURNISHED	OWNER FURNISHED BARCO CLICKSHARE VIDEO BAR (Owner Furnished Equipment)	1	OFE	OFE
OWNER FURNISHED	OWNER FURNISHED DISPLAY WALL MOUNTS FOR SIDE WALLS (Owner Furnished Equipment)	3	OFE	OFE
OWNER FURNISHED	OWNER FURNISHED DISPLAY WALL MOUNTS FOR REAR WALL (Owner Furnished Equipment)	1	OFE	OFE
OWNER FURNISHED	OWNER FURNISHED NETWORK SWITCH - AV OVER IP	1	\$0.00	\$0.00
	<u>NOTE</u>			
	EQUIPMENT BID TO CITY PROVIDED BOM	0	\$0.00	\$0.00

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Mfg	Description	Qty	Unit Price	Extended Price
	ANYTHING MISSING WILL NEED TO BE A CHANGE ORDER	0	\$0.00	\$0.00
			Subtotal	\$102,001.37

Room Support and Maintenance

Elite Maintenance Services - Room; 12-months		\$6,972.83
	Equipment Total	\$102,001.37
	Installation Materials	\$4,216.23
	Professional Services	\$49,720.00
	Direct Costs	\$1,029.42
	General & Administrative	\$6,438.54
	Services - Room Support and Maintenance	\$6,972.83
Subtotal		\$170,378.39

For informational purposes only – all Purchase Orders must match Investment Summary details.

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Previous Experience and References

UKG - Weston Headquarters

Stephen Perez | Lead Audio Visual
UKG | Ultimate Kronos Group
M: 786.213.3532

Project Address: 1340 Concord Terrace, Sunrise, FL

- Start: 04/23/2025
- End: 08/20/2025
- ~100,000 square feet / 3.1M
- 40 Rooms: Large / Medium / Townhall

Bacardi - Coral Gables Headquarters

Dagoberto Vasallo | IT Services Analyst
Bacardi International Limited
M: 305.986.1711

Project Address: 3011 Ponce de Leon, Coral Gables, FL

- Start: 01/25
- End: 10/25
- ~30,000 square feet / 2.3M
- 20 Rooms: Boardroom / Training Room / Lounge / Huddle Rooms / Private Offices

Banco Santander - Brickell Office

Peter McCarthy | Director, End User Support
Banco Santander
M: 610.780.1812

Project Address: 830 Brickell Avenue, Miami, FL; Floors 16-21

- Start: 09/2023
- End: 10/2024
- ~127,000 square feet / 800K
- +50 Rooms: Large / Medium / Boardroom / Event Space

Dycom Industries - West Palm Beach Headquarters

Aaron Firman | Sr. Director Operations
Dycom Industries, Inc.
M: 206.391.5389
Aaron.firman@dycominc.com

Project Address: 300 Banyan Blvd, West Palm Beach, FL

- Start: 09/2024
- End: 05/2025
- ~40,000 square feet / 1.15M

- 20 Rooms: Boardroom / Training Room / War Room / Huddle Rooms / Private Offices

Assurant - Waterford District

Kent Ellefson | Director, Messaging & Collaboration
Assurant
M: 612.709.1152

Project Address: 701 Waterford Way, Miami, FL; Floors 5-7

- Start: 02/2025
- End: 06/2025
- ~80,000 square feet / 1.4M
- +45 Offices & 4 Video Walls

Citadel Securities - Miami Office

Justin Shen | AV Engineering
Citadel Securities
M: 212.652.7867

Project Address: 830 Brickell Avenue, Miami, FL; Floors 22-27

- Start: 08/2024
- End: 04/2025
- ~100,000 square feet / 1.5M
- 25 Rooms: Large / Medium / Townhall / Executive Office / Signage

Millennium Management - Miami Office

Jared Dwight | AV Engineering
Millennium Management LLC
M: 239.422.6669

Project Address: 1111 Brickell Avenue, Miami, FL; Floors 23-25

- Start: 05/2023
- End: 01/2024
- ~100,000 square feet / 1M
- 30 Rooms: Large / Medium / Townhall / Executive Office / Signage / Training Rooms

Dell Boeing - Miami Flight Training Facility

Tracy Toy-Valdes | Global Services
Dell Boeing
M: 305.213.6350

Project Address: 6601 NW 36th Street, Bldg 7207-5709 Miami, FL

- Start: 10/2024
- End: 01/2025
- ~134,000 square feet / 700K

- 30 Rooms: Training Rooms / Medium / Offices

GTCR - West Palm Beach Satellite Office

Mike Hogan | IT/AV Services
Golder, Thoma, Cressey, Rauner, Inc.
M: 312.382.2241

Project Address: 515 N Flagler Drive, West Palm Beach, FL; Floors 20-21

- Start: 06/2025
- End: 09/2025
- ~50,000 square feet / 1M
- 20 Rooms: Large / Medium / Facilities BGM

Apple - LATAM Headquarters

Darryl Hallman | AV Project Manager
Apple Inc.
M: 916.214.4882

Project Address: 2811 Ponce de Leon Blvd, Coral Gables, FL

- Start: 12/2024
- End: 06/2025
- ~60,000 square feet / 720K
- 23 Rooms: Large / Medium / Multi-Purpose / Townhall

Amazon - South Florida Office

Jack Quaintance | AV Technical Program Manager
Amazon
M: 919.961.6909

Project Address: 95 NW 29th Street, Miami, FL

- Start: 12/2024
- End: 09/2025
- ~55,000 square feet / 350K
- 27 Rooms: Large / Medium / Divisible Training Room

Service/Organization References

UKG | Ultimate Kronos Group

Stephen Perez | Lead Audio Visual
2250 N Commerce Pkwy | Weston, FL, 33326
UKG | Ultimate Kronos Group
M: 786.213.3532

Organizational Support:

- 15 Locations Nationwide & International supporting +14,000 Users
- 2015 - Present
- 36-Month Service Agreement

Bank of America

Andrew George, Vice President
900 W Trade Street, Charlotte, NC 28255
Phone: 704.759.5141
Cell: 980.308.4302
Email: Andrew.george@bofa.com

Organizational Support:

- +1,000 Locations Nationwide +100,000 Users
- 2010 - Present
- 60-Month Service Agreement

Bacardi International Limited

Dagoberto Vasallo, IT Director
Cell: 305.986.1711
Email: dvasallo@bacardi.com

Organizational Support:

- Re-Located Headquarters three (3) times
- 2000-Present
- 12-Month Service Agreement

Royal Bank of Canada/City National Bank

Richie Haralson, Sr. Manager, AV Operations US
250 Nicollet Mall, Suite 1500 Minneapolis, MN 55401
Phone: 612.547.4375
Cell: 612.400.2669
Email: richard.haralson@rbc.com

Organizational Support:

- +50 Locations Nationwide +40,000 Users
- 2015 - Present
- 36-Month Service Agreement
- Multi-site: 1 - three (3) Onsite Technicians / 2 - one (1) Onsite Technician

CBRE

Andrew Risner | Senior Solutions Lead



MRO | Mail & Office Services
CBRE | GWS EA Supply Chain
C +1 419 304 4073

andy.risner@cbre.com | [LinkedIn](#)

Organizational Support:

- +30 Locations Nationwide +80,000 Users
- 2022 - Present
- 60-Month Service Agreement for Berlin, HQ

Quality Assurance Commitment

AVI-SPL ensures your satisfaction through quality solutions, design, and integration, all delivered with exceptional service. Our process standards follow AV industry best practices, as proven by our APEX certification and adherence to AVIXA guidelines. Our project managers, engineers, and technicians are trained to adhere to these high standards.

Our teams begin each project by taking the time to understand your stakeholder needs and business goals. We then tailor our quality management oversight to meet those needs. Your AVI-SPL project manager has the ultimate responsibility for quality management during the project.

Solution design begins with a critical needs analysis, ensuring the system design and functionality meet your specific requirements. Quality management has equal priority with deliverable execution, schedule management, and cost control. We establish processes and procedures necessary to provide cost-effective services. Throughout execution, our teams leverage quality control standards and checklists to ensure quality is built into the deliverables during each step of the design and installation process.

To ensure your project meets our high standards and yours, we have developed an internal quality process based on recognized objectives:

- **Assess** business processes and **propose** and **steer** a sustainable communications plan.
- **Apply best practices** to engineering end-to-end solutions tailored to your needs and environment.
- **Build and test new systems** at our fabrication facilities for on-time delivery and integration at the customer site under the guidance of our experienced project management team.
- **Accelerate return on investment** by fostering end-user adoption through on-demand training and a documentation library.
- **Ensure value** with 24/7 help desk support, managed services, and strategic on-site solutions such as staff augmentation.

Below is a sample of our quality assurance processes and checkpoints.

Project Management

- You have a single point of contact throughout your deployment who will provide a detailed schedule and progress reports
- Provide rigorous planning for communication, risk, schedule, and quality control for hardware, software, and UX management
- Monitor and manage all quality control measures from inception to turnover to service

CAD

- Our team ensures that installation and external requirements are understood and properly executed to meet design requirements
- Utilize drawing standards that capture critical details for coordination between architects, trades, and all shop and field execution
 - Location of AV components to coordinate any needed connectivity pathways and power
 - Dimension and precise fitment information for architecture coordination to avoid delays and setbacks.
 - Connectivity and signal flow details that include audio, video, control, network, and power

- Paperless redline(markup) process to track field adjustments and changes throughout to project deployment for accurate as-built documentation

Programming

- Work with your stakeholders to define your programming roadmap based on IT and end-user system operation requirements and preferences
- Break the roadmap into an agile workflow with weekly and monthly sprints and execute it with your participation and approval during development stages
- Leverage Gitlab for software development and track project goals, milestones, and module development progress
- Complete detailed graphical user interface design and functionality development for your review and final approval
- Use GIT to manage software revisions to ensure all changes are managed
- Generate automated deployment packages to ensure all artifacts are released consistently

Engineering and Commissioning

- Detailed system testing through best practice of an acceptance test plan validating solutions operation and performance level
- Coordination and configuration of IP-addressable AV devices that reside on an AV Network or a client network interface
- Updating software and firmware of hardware to currently supported versions and changing any default usernames and passwords
- Detailed capture of all specific equipment, IP, MAC Address, and any other needed information for customer and service use

Rack Fabrication

- Detailed and standardized rack fabrication and labeling procedures to ensure consistency in assembly, mounting, and cable management
- Conformance staging, testing, and validation of rack and equipment systems in AVI-SPL's fabrication facility to ensure all systems are operational and work as you expect them to before installation. Some site requirements may dictate on-site builds and testing at your location

Field Installation

- Follow detailed field installation and labeling standards based on industry best practices
- Conformance validation testing of installation before final testing and commissioning work

Final Walk-through Acceptance and Demonstration

- Customer inspection of completed systems
- Fully operational system demonstration for your final approval
- Delivery of system as-built documentation (drawings, IP, equipment serial numbers)

Service Turnover

- Fully executed system documentation and information provided to AVI-SPL service teams

Certifications and Training

Because AVI-SPL is committed to providing our clients with the highest level of service, we have established performance standards that reach beyond those of industry organizations. Before granting increased responsibilities to our technical staff, we enroll them in courses that ensure they have the skills to support your project.



AVI-SPL coursework includes AVIXA certifications such as CTS, CTS-I, and CTS-D, and technology-specific supplier training. Topics of study include digital signal processing, video conferencing, control systems, data networking, cloud collaboration, and many others that are essential to creating the systems that benefit organizations of all types.

Industry Certifications	1,084
Manufacturer Certifications	4,399
Cloud Platform Certifications	1,677
Safety Certifications	2,140

All project managers have earned certifications based on Project Management Institute (PMI) standards. Our design engineers must be certified with a minimum of a CTS-D, and most have a BSEE degree. Programmers must be trained and certified by AMX or Crestron or both to obtain the position of senior programmer.

Our staff are continually receiving education from industry and manufacturer partners. We provide career ladders and advancement incentives, and we are happy to say that our employees are constantly growing, thriving, and advancing within AVI-SPL. With our teams at your call, you receive the benefit of certified staff who will deliver the best possible solution to your collaboration needs. Our standards conform to the following trade and regulatory bodies:

- AQAV
- OSHA
- NFPA-National Fire Protection Agency
- NEC-National Electrical Code
- UL-Underwriters Lab
- AIA-American Institute of Architects
- CSI-Construction Specifications Institute
- AGC-Associated General Contractors
- SEI-Structural Engineering Institute
- GPN Certified Agent and Resale Host
- Express Foundation





AVI-SPL Corporate Certifications

We are authorized resellers of all products we sell. Our Preferred Partner Program ensures that we receive the best pricing, priority inventory, reduced shipping cost, and expedited warranty service. These benefits are passed on to you as an AVI-SPL customer. A sampling of our manufacturers and certifications:

	Platinum PLUS Level Value Added Partner (VAP)
	National Diamond Partner (US, CAN)
	Platinum Partner
	Bose Professional Platinum Level
	Christie Platinum Partner
	Cisco Premier Integrator (US, UK/DE) Advanced Collaboration Architecture (US) Advanced Enterprise Networks Architecture (US) Collaboration SaaS (Global) Customer Experience (US, CAN, UK) Environmental Sustainability (US, CAN, UK/DE, in progress: UAE)
	Platinum Elite Dealer
	Platinum National AV Partner
	Platinum
	Premier

	Gold Partner
	Microsoft Managed Partner (US, CAN and LATAM) Cloud Solutions Partner Designation: Modern Work Modern Work Specialists: Teams Meetings and Meeting Rooms for Microsoft Teams, Calling for Microsoft Teams, and Adoption and Change Management Surface Hub Authorized Device Reseller
	Advanced Pro Partner
	Newline Platinum Partner
	Elite Partner
	Global Platinum Partner
	Platinum Status
	Key Global Partner
	Platinum Partner
	Global Platinum Partner with Sharp/NEC Display Solutions
	Shure Diamond Level Dealer
	National Partner
	National Account Level

	Gold Partner
	Certified Integrator and Master Agent

Employee Certifications

AVI-SPL employees hold a wide range of industry and manufacturer partner certifications. To stay current on the latest technologies and trends, our technical experts consistently test and update their skills via the industry-leading association - AVIXA. Our teams hold the following certifications:



CTS: 559	CTS - D: 62	CTS - I: 136
CTS - D and CTS - I: 44		

In addition to AVIXA, our teams hold certifications from these technology providers among others:



Crestron Intelligent Video Design	Crestron Masters Technology Architect Commercial
Crestron Masters Certified Programmer Silver, Gold, and Platinum	Crestron MTA-S Silver
Crestron Masters Sales Associate Commercial	Crestron SIMPL# and SIMPL#Pro



Microsoft Teams Adm Associate Certification - MS700/701	Microsoft Teams Rooms Professional Solution Sales Badge
Microsoft Teams Calling Technical Assessment	Microsoft Teams Rooms Technical Solutions Badge
Microsoft Adoption Services Specialists Assessment	Empowering.Cloud Sales Course
Enterprise Administrator Expert Certification - MS100/101	



Poly Advanced Services	Poly US Federal/NATO
Poly Global Services	Polycom Product Registration
Poly Installed Voice Sales	

zoom

Getting Started with Zoom	Zoom Rooms Qualified Specialist
Introduction to Zoom Administration	Zoom Technical Product Training
ZCSA - Customer Success Management	ZSA - Zoom Contact Center Assessment
ZDA - Zoom Phone Deployment Advanced	ZSA - Zoom Foundations
ZDA - Zoom Phone Deployment Fundamentals	ZSA - Zoom Meetings and Team Chat Assessment
Zoom Meetings Qualified Sales Specialist	ZSA - Zoom Phone
Zoom Overview	ZSA - Zoom Rooms Assessment
Zoom Phone Administration	ZTSA - Zoom Contact Center Assessment
Zoom Phone Deliver Engineer	ZTSA - Zoom Foundations
Zoom Phone Project Manager	ZTSA - Zoom Meetings and Team Chat Assessment
Zoom Phones Sales Specialist	ZTSA - Zoom Phone
Zoom Rooms Administration	ZTSA - Zoom Rooms



Advanced Collaboration Architecture Specialization	Cisco Certified Internetwork Expert
Advanced Enterprise Networks Architecture Specialization	Cisco Certified Network Professional
Customer Experience Specialization	Cisco Certified Network Associate
Environmental Sustainability Specialization	Webex Calling Administrator
Premier Integrator Reseller	Cisco Certified Specialist
Cisco Webex Calling	US Federal Authorization
Security Specialization	Meraki Partner

Exclusive Programs

Global Strategic Accounts Program

AVI-SPL's Global Strategic Accounts Program is an exclusive offering designed to create more value and profit for our multinational customers. The program leverages a methodology that delivers enhanced strategy and planning. Our account teams offer enhanced global program management that leverages AVI-SPL's vast global resources.



As a result, AVI-SPL has helped its designated global accounts within the program to maximize value by guiding standards, evaluating strategy and solutions, and ultimately enabling superior user experiences. This is achieved by making technology integrated into the digital workplace easy to use and trackable through useful data, all while providing consistent and reliable delivery worldwide. AVI-SPL's Global Strategic Accounts Program has won multiple [Strategic Account Management Association \(SAMA\) Excellence Awards](#), including:

- **2025** SAMA award for Best Co-Creation of Value
- **2024** SAMA award for Innovative Value Co-Creation
- **2023** SAMA award for C-Suite Support and Engagement Award
- **2022** Outstanding Mature Program of the Year
- **2022** Systemic Enablement of the SAM Program
- **2021** Outstanding Mature SAM Program of the Year
- **2020** Outstanding Young SAM Program of the Year
- **2020** Institutionalization of digitalization to create meaningful customer impact
- **2019** Outstanding Young SAM Program of the Year
- **2019** Best Implementation of a Disciplined Process to Quantify and Monetize Specific Customer Value Solutions

SAMA members include many of the world's most respected and recognizable B2B companies, including IBM, Siemens, Pfizer, 3M, DHL, Zurich and many more. Since 1966, SAMA has recognized companies for outstanding achievement in strategic customer management through its SAMA Excellence Awards™.

e-Procurement

AVI-SPL can streamline your technology procurement experience with custom catalogs that display items that follow your technology standards. Our team will customize your password-protected portal based on your specific business needs. eProcurement helps you keep purchasing simple and secure and maintain control with:

A personalized buying experience	Simple, secure purchasing	Visibility and control
<ul style="list-style-type: none">• Custom catalog with company discounts• Shop top UC and AV brands• Live chat support	<ul style="list-style-type: none">• Quickly onboard new users• Secure transactions from a trusted source• Integrates with most eProcurement tools	<ul style="list-style-type: none">• Create buyer roles and rules• Maintain technology standards• Real-time status of quotes, orders, and spend

*All project photographs featured in this proposal are of AVI-SPL completed projects.

eProcurement portals include:

- Place, track, and change orders
- Create document libraries
- Create and save technology standards or room templates
- Custom purchasing tools to:
- Upload and submit purchase orders
- Pay by credit card or purchase order
- Place tax-exempt orders directly from the custom catalog
- See order history
- Track spending

We also support punchout and hosted catalogs to centralize your company's purchasing and invoicing. Our custom catalogs integrate with major e-procurement portals, including Ariba, SciQuest, Perfect Commerce, SAP and more.

Collaboration as a Service (CaaS) Financing

AVI-SPL experts work with you to bundle unified communications (UC) applications, AV devices, and IT services. We help deliver the essentials that drive successful collaboration. And we support it with an uptime SLA. We'll package hardware, software licensing, training, maintenance, and service into one program.

CaaS options include flexible payment terms and the ability to refresh technology at fixed intervals in the future. Your hardware, software, support, and services can be combined into one predictable monthly payment. And you can refresh technology to match your future needs and avoid support renewals.



Services and Support

Let's Create a More Connected World

You know your business and the people who count on it. We know how to mobilize to scale quickly, address your local and worldwide needs, and support your growth.

AVI-SPL is the right partner with the right services and solutions to unite your employees worldwide and keep them connected. We quickly bring your collaboration solutions online and keep them running. You'll have an easy, consistent experience using the technology tools and environments you rely on.

We are your single go-to global digital workplace services provider, delivering where and when you need us. Our experts help enhance productivity, deepen engagement with your processes, and spark growth.

Rely on AVI-SPL to help you create a more connected world.



AVI-SPL Services Overview

AVI-SPL service and support options make it easy to adopt new solutions and unlock business value for organizations of all sizes. Your IT team will find it easy to oversee, service, and track data from company assets. And users will have easy-to-use standardized systems so they can focus on their objectives.

We are here to support you and your organization. Rather than implementing a one-size-fits-all plan, we deploy technologies tailored to your needs, using a combination of **Professional Services, Global Support and Maintenance**, and **Managed Services**.

We can provide remote, on-site support or a combination to meet your needs. AVI-SPL monitors and manages your AV and UCC systems with global remote support teams stationed in the U.S., Canada, Mexico, London, Germany, India, and Hong Kong and staff at your site. Our expertise and scale are evident in:

980,000
conferences
monitored each year

95%
customer
satisfaction rating

ITIL
certified
professionals

Support client
video network
operations in **75**
countries

Every year, our support and maintenance professionals:

Close over
30,000
cases

Answer over
40,000
calls

Provide more than
20,000
support visits

AVI-SPL teams are the best in the industry. And we work hard to keep them that way. With our support teams, you receive staff certified on the latest systems and solutions - enabling your end users to leverage the benefits of the best collaboration technologies.



Support contract benefits

- Quicker response time and productivity
- Cost savings over the life of the contract
- Dedicated expert technicians
- Ability to grow
- Optimized business operations and user experience