

The original bid is presented below. The School Board asked us to go back to the vendors and ask them to break it out by individual school. Those prices are as follows:

Longchamps:   RHS   \$121,500  
                  IHGMS \$119,000  
                  LRES   \$98,811

Berard Systems:	RHS	\$115,586
	IHGMS	\$133,704
	LRES	\$103,879

Recommendation
Berard Systems for \$349,760

**SCHOOL ADMINISTRATIVE UNIT 33**

## BID SUMMARY SHEET

## Bid Process: Advertisements

## SCHOOL BOARD POLICY

**Policy:**

<b>Bid Requirement:</b>	\$ 9,999.99
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**Request for Quote**  
Replacement of PA / Classroom Speakers - 3  
Schools

**Closed**                      **@**

6/17/21                      2:00PM

# Bid Proposals	2
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**Budget Line Item**

Upon approval of grant funding

**Budget Amount**

**\$0.00**

**Fiscal Year**

2021-2022

[illegible]

	\$0.00

2021-2022

**Name of Vendor / Contractor**

### Required Bid Documents

General Company Information  
Quotation Form  
Proposal Contract Person

### Bid Amounts

### Proposal Amount

**Alternate #1:**

Total with Alternate

[illegible]

The recommendation is to go with Berard Systems. They were the only bidder to include all requests in the bid and they will be completing the work in house and not using outside subcontractors.



28 Moose Meadow Drive Fremont NH.  
978-685-4383

June 16-2021

RE: RFP – Replacement of Public Announcement/Classroom Speakers

Raymond School District

Superintendent Tina McCoy

SAU #33

43 Harriman Hill Road

Raymond, NH. 03077

Dear SAU,

We are pleased to present this proposal for a complete replacement of Raymond School Districts Public Address System. I have no doubt that our teams thoughtful plan, attention to detail and excitement for the project will be evident throughout. Like so many of our past school projects, Raymond faces some unique challenges. Stretching project dollars, overcoming technical hurdles, and meeting the summer timeline are among them. Listed below is a brief overview of who we are and how we plan to work through these challenges.

### **Stretching Project Dollars**

With much consideration and consultation with the speaker manufacturer we have decided to use a combination of IP speakers and satellite speakers. Any room or area that has more than one speaker only needs one IP speaker/IP address. The other speakers will be satellite speakers attached to the IP speaker that will act as the master. This will simplify the programming and reduce the number of switch ports and addresses. The satellite speakers are made by the same manufacturer and are specifically designed to work with the master speaker. The savings in speaker cost allowed us to provide some additional necessary items that may have been overlooked. The additional items that we will be including in this proposal are IP Door Intercoms, IP Audio interface/Connections, and IP bell schedulers at all three schools.

### **Overcoming Technical Hurdles**

We understand that rolling out a district wide system has its challenges. To reduce the challenges, we have reached out to both Algo and Jive/LogMeIn to discuss this project. We have a relationship with both companies and received full commitment from them to support us throughout the project. With consideration for the IT staff, we have chosen to install Extreme X450-G2 network switches. This will allow for a quick and smooth deployment into your current environment.

## **Meeting The Summer Timeline**

As you are aware most contractors are booked solid until fall. Manpower is limited so time in the field has never been more critical. We have a proven method for large scale installs like this one. Our methods include completing device programming and system configuration on the workbench at our shop. We have a color coding and numbering system in the field that helps the technicians maximize their efficiencies. The technicians will be divided into teams and their tasks will be simplified creating an assembly line effect. We recently used these tactics on a large data center project with over 300 cameras. We had an extremely short timeline coupled with Covid restrictions and still got the job done. I am confident that we will complete the job before the children return to school.

## **Statement of Qualification**

Berard Systems is uniquely qualified because we are an electrical contractor with over twenty-five years of experience specializing in audio video. We have been designing, installing, and maintaining sound systems for clients such as Holy Family Hospital, Central Catholic High School, Sacred Heart Elementary School, Haverhill Public Schools and Brooks School of North Andover MA, just to mention a few. Listed below are a few references.

### **Lawrence Public Schools, Lawrence MA, Dave Pekarski [david.pekarski@lawrence.k12.ma.us](mailto:david.pekarski@lawrence.k12.ma.us)**

This long relationship has been built on trust and confidence. Berard Systems has continuously pulled through for the district when funds were tight, or problems needed to be solved. Projects have included complete paging system installs, paging systems maintenance and sound system installs district wide.

### **Acton Boxboro School District, Acton MA, Brendan Hearn [bhearn@abschools.org](mailto:bhearn@abschools.org)**

Berard Systems has built this relationship by standing out when other contractors have fallen short. We have provided creative solutions and work arounds when others wanted to simply sell products. Projects have included district wide IP intercoms and camera systems, district wide paging system installs and maintenance, sound system installs and district wide digital signage.

### **Newfound Area School District, Bristol NH, Chris Crosbie [ccrosbie@sau4.org](mailto:ccrosbie@sau4.org)**

Newfound School District released an RFP for an access controls system a few years ago. We replied to the RFP with a product set that was compatible with the camera system that they were using. As a "value add" to the project, we were able to integrate the cameras with the doors for a more complete security solution. We also integrated the IP video door intercoms with the camera and access control system. The consideration for maximizing their funds built a solid foundation for a great relationship. The project was for a district wide access control system with IP video door intercoms. Other projects have included badge printers and camera server upgrades.

### **Mary Immaculate Health/Care Services, Lawrence MA, Joe Levesque [joe\\_levesque@mihcs.com](mailto:joe_levesque@mihcs.com)**

Mary Immaculate has turned to Berard Systems time and time again for solutions that work for them. Projects have included a reverse access control system for dementia wards along with camera

surveillance systems to monitor the wellbeing of patients. We have also installed a completely new paging system with door intercoms. We are currently installing IP video door intercoms.

**This proposal includes the following:**

IP Audio Interface at each school for connecting an audio source to the paging system.

IP/SIP door intercom at each school to replace the existing analog intercom.

IP paging adapter and bell scheduler at each school

Endpoint supervisor/controller to manage the speakers.

Indoor speakers, outdoor horn speakers and three-color flashers.

Patch panels and Extreme X450-G2 network switches.

Equipment cabinets, UPS's, and associated hardware

Speaker management software, cabling, programming, and installation

<b>Project total cost</b>	<b>\$349,760.00</b>
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**Raymond High School**

Cost- \$115,586

Bond- \$3,016

**Iber Holme Gove Middle School**

Cost- \$130,298

Bond- \$3,406

**Lamprey River Elementary School**

Cost- \$103,879

Bond- \$2,704

We thank you in advance for considering us for this project. Please give us a call if you have any questions concerning this proposal or require any additional information.

Sincerely,

William D Berard

Owner, Master Electrician

Direct: 603-770-4584

Office: 978-609-53331



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(603) 625-5954 • Fax (603) 627-7834  
www.LongchampsElectric.com

July 12, 2021

To: Tina McCoy  
Raymond School District

Re: RFP PA Speaker System Replacement – Breakout by School  
3 Schools

Longchamps Electric is pleased to render a proposal for the installation of a paging system at 3 schools in the district. Pricing based on customer-provided information and a site visit. See price breakdown below:

**IP Speaker System for Raymond High School - \$121,500**

- Provide and install plenum rated Category 6 cabling for speaker locations as shown on the provided drawings. (Category 6 cabling is recommended for PoE devices)
- Provide and install (135) Algo IP ceiling speakers.
- Provide and install (12) Algo IP horn speakers.
- Provide and install (4) Algo visual alert devices.
- Provide and install (1) Algo Audio Interface devices.
- Provide and install (1) Algo IP video door intercom devices.
- Provide and install Extreme Networks (3) 48-port and (1) 24-port network switches as needed.
- Provide and install (1) Algo IP Endpoint Supervisor and (1) Algo IP paging adapter/bell scheduler.
- Provide and install Category 6 patch panels as needed in wiring closets to support new speaker cabling. Provide patch cords as needed.
- Provide and install UPS battery backup for switches in each closet utilized.
- Provide and install floor mount cabinet(s) and/or free-standing equipment racks in closets where there is no expansion room for the new cabling/switches.
- Program IP addresses (provided by customer) into speakers. Test/adjust all speaker locations. Document all IP addresses and create as-built information for turnover at completion of project.

### **IP Speaker System for Iber Holme Gove Middle School - \$119,000**

- Provide and install plenum rated Category 6 cabling for speaker locations as shown on the provided drawings. (Category 6 cabling is recommended for PoE devices)
- Provide and install (142) Algo IP ceiling speakers.
- Provide and install (11) Algo IP horn speakers.
- Provide and install (4) Algo visual alert devices.
- Provide and install (1) Algo Audio Interface devices.
- Provide and install (1) Algo IP video door intercom devices.
- Provide and install Extreme Networks (3) 48-port network switches as needed.
- Provide and install (1) Algo IP Endpoint Supervisor and (1) Algo IP paging adapter/bell scheduler.
- Provide and install Category 6 patch panels as needed in wiring closets to support new speaker cabling. Provide patch cords as needed.
- Provide and install UPS battery backup for switches in each closet utilized.
- Provide and install floor mount cabinet(s) and/or free-standing equipment racks in closets where there is no expansion room for the new cabling/switches.
- Program IP addresses (provided by customer) into speakers. Test/adjust all speaker locations. Document all IP addresses and create as-built information for turnover at completion of project.

### **IP Speaker System for Lamprey River Elementary School - \$98,811**

- Provide and install plenum rated Category 6 cabling for speaker locations as shown on the provided drawings. (Category 6 cabling is recommended for PoE devices)
- Provide and install (113) Algo IP ceiling speakers.
- Provide and install (11) Algo IP horn speakers.
- Provide and install (4) Algo visual alert devices.
- Provide and install (1) Algo Audio Interface devices.
- Provide and install (1) Algo IP video door intercom devices.
- Provide and install Extreme Networks (2) 48-port network switches as needed.

- Provide and install (1) Algo IP Endpoint Supervisor and (1) Algo IP paging adapter/bell scheduler.
- Provide and install Category 6 patch panels as needed in wiring closets to support new speaker cabling. Provide patch cords as needed.
- Provide and install UPS battery backup for switches in each closet utilized.
- Provide and install floor mount cabinet(s) and/or free-standing equipment racks in closets where there is no expansion room for the new cabling/switches.
- Program IP addresses (provided by customer) into speakers. Test/adjust all speaker locations. Document all IP addresses and create as-built information for turnover at completion of project.

### **General Installation Notes**

- All cabling will be installed per BICSI cabling standards, and also any additional Raymond School District requirements.
- All cabling will be plenum rated.
- All cabling will be supported using j-hooks or other similar approved means.
- All cabling will be installed above accessible ceiling. Cabling will not be exposed unless in areas cleared by Raymond School District.
- Any firestop penetrations in cable paths will be restored as appropriate. Any new wall penetrations will be firestopped as appropriate.
- It is assumed that all work can be performed during normal business hours.
- All cabling will be labeled and certified. As-built drawings will be provided after the completion of the project.

For this project, we will be performing all installation tasks in-house.

Please contact me if you have any questions regarding this proposal. Thank you.

Glenn Trowbridge  
Communications Manager  
Longchamps Electric