



April 25, 2017

City of Miami Beach
Attn: Jose Del Risco
500 – 17th Street
Miami Beach, FL 33139

RE: Miami Beach Soundscape - Sound & Control Systems Maintenance

Dear Mr. Del Risco:

This letter is written to provide information for support and maintenance functions during a multi-year period for the subject project. Pro Sound is the original programmer and installer (Integrator) of the current Soundscape systems. The systems were installed and operational in January of 2011 with no warranty left.

As the equipment ages and based on environmental and operational considerations, the cost for maintaining the system installed at Soundscape will increase leveling off around year 7. The costs for maintenance services for the next 3 years are included below.

This system is unique and highly specialized. There are still no other known installations in the United States of this type and use. The Integrator managing these systems must have specialized knowledge and training in the design, setup, programming, and operation of these systems. Every consideration during installation of these systems were taken into account considering that it is an outdoor environment to include weather rated options for equipment and cable.

Maintenance Service:

Standard maintenance of these systems to be performed is noted below. While the loudspeakers have a water, resistant treatment applied, they are still subject to good maintenance standards to prolong their life. The basic maintenance services involve observation and in cases removal of the metal grills covering the loudspeakers. Standard maintenance includes:

- Wipe down and rust prevention of the loudspeaker equipment due to the environment they are operated in, as required;
- Removal of any rust that may accumulate and sealing the outdoor exposed equipment. Apply appropriate touch-up paint to hardware or seal enclosure, when required;
- Replacement of loudspeaker grills as they deteriorate from environmental factors;

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- Replace connectors that may rust due to environment;
- Check and confirm that rigging, bolts, and support hardware is in good condition and replace as needed;
- Electronics should be checked for operation. This includes reviewing speaker amplifiers using the Meyer Sound RMS system;
- Check subwoofers and front loudspeakers for operation and to check quality of finishes. Wipe down and paint as needed. Replace any rusting parts;
- Software updates will be applied only if needed and at the discretion of Integrator to maintain operation;
- UPS batteries are to be replaced every 18 months;
- Check air-conditioning filters and notify others to replace regularly;
- Verify humidity in projection tower is between 45 and 60%;
- Replace battery in Crestron controller annually;
- Remove if required and physically verify each loudspeaker on an annual basis prior to seasonal use all loudspeakers. Repair or replace parts or amplifiers as necessary. Any loudspeaker showing rust should be removed and restored as close to factory finish as reasonably possible;
- Maintain spare inventory of amplifiers to include 2 for the Melodies, 1 for the 700HP subwoofers, one for the UPJ's, and one for the UPQ-1P's.
- Maintain one Meyer Sound DAIO-168 module as a spare for the Constellation equipment. Maintain (1) DAO24 output module as a spare;
- Maintain one spare AVB enabled network switch as a spare;
- Verify that all microphones that are specific to this system contained in the symphony hall are working. Replace as necessary;

Emergency, Maintenance and Repair Services:

- Pro Sound technicians will be available on an emergency basis for support services for this project. An emergency constitutes a complete system failure and gets priority services. Priority service normally gets a response time between 1 and 5 hours at site to diagnose and resolve problems on weekdays and three to nine hours on weekends;
- Normal repair services take place in 1 to 3 business days. This does not include the time to perform equipment repairs should they be necessary;
- All repairs and service calls will receive priority service due to the live nature of this venue;
- This proposal includes repair of all equipment that fails from normal use. It does not cover repairs from lightning, acts of God (such as hurricanes, etc.), acts of vandalism, abuse, misuse or electrical damage, which would be billed on a cost-plus basis to restore to normal operation.
- Pro Sound will visit the site quarterly or as required to site observe and perform basic services as deemed necessary by Pro Sound. Once a year Pro Sound will do an extensive maintenance of the system installed to verify operation and assure good operating functions, which takes up to three weeks to perform with resolution to problems during off season.

Notes:

- Maintenance will require the use of a motorized lift with a boom arm to access the overheard loudspeakers. This lift will have large tires to prevent from tearing up the park's landscaping; however, if landscaping or underlying sprinklers or pipe is damaged it is to be replaced by the City at no cost to Integrator. This lift has been included in our maintenance proposal;
- Removal of the metal grills covering loudspeakers is quite tenuous and takes time to remove and reinstall;
- Replacement of low voltage cable below ground is not included in the maintenance contract. This would be billed on a time and materials basis;
- Power issues are not included under any maintenance work. Power issues to be resolved by a licensed electrical contractor when they arise;
- Architectural, structural and landscaping issues that arise outside of the specific scope of this work but are related to this work are not included. Any problems that occur in these areas will be resolved on a cost-plus basis as it affects the operation of the sound and control system;
- Required park accessible parking to be provided by the City of Miami Beach;
- The NWS operations team is obligated to perform general tasks such as setting levels, verifying general operation, and providing information in the event of service related issues;
- Items not included – Portable equipment (other than Meyer Cue Console).

Costs of the Proposed Services (as enumerated herein):

Maintenance Service – 10/1/2017 to 9/30/2017	\$42,740.00
Maintenance Service – 10/1/2018 to 9/30/2019	\$44,000.00
Maintenance Service – 10/1/2019 to 9/30/2020	\$44,000.00

Thereafter – Subject to review but should be similar to 9/30/2020 – +10%.

Other Costs:

Cost plus Service – 15% plus freight, tax & labor

- Labor rates –
 - Standard Discounted Labor - \$72.00 an hour.
 - Overtime and emergency billed at time and one half.
 - Weekend rates – double standard labor.
 - Programmer rates - \$110.00 an hour.
 - Travel is billed at standard rates listed.
 - All applicable taxes or permits are reimbursable.
- Please note that sprinklers or power washing that spray the loudspeakers causing damage or deterioration cannot be covered under maintenance.

Looking Forward:

Sound systems installed in outdoor environments usually have a life of 8-10 years when directly exposed to weather and harsh outdoor environments. The goal of placing many of these speakers in the ballet barres (aside from aesthetics) and partially (mostly) trying to cover them helps prolong their useful lives. We estimate with continuing maintenance that this system should last 12-15 years with some of the loudspeakers necessitating replacement that are most exposed to the sun and weather as noted below. The City should carry a separate budget for the following years as a reserve allowance to cover replacement equipment that cannot be fixed from deterioration. The costs noted below assume that continual maintenance is ongoing by a qualified Integrator:

2018 - \$32,000.00
2019 - \$36,000.00
2020 - \$40,500.00
2021 - \$47,000.00

Original value of Meyer Sound equipment: \$1,050,912.00

We trust that the above is in keeping with the services desired. This provides a known cost to the City to budget going forward. If there are any questions, please contact the undersigned.

Very truly yours,



Rod Sintow, CEO
Pro Sound & Video
State Licensed Contractor ES0000149

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