

State of Rhode Island and Providence Plantations
Department of Administration
Division of Purchases

RIVIP BIDDER CERTIFICATION COVER FORM

SECTION 1 - BIDDER INFORMATION

Bidder must be registered as a vendor on the RIVIP system at www.purchasing.ri.gov to submit a bid proposal.

Solicitation Number: 7550284
Solicitation Title: AUDIO VISUAL CHEMISTRY AND FORENSIC SCIENCE CENTER, UNIVERSITY OF RHODE ISLAND (25 PGS)
Bid Proposal Submission Deadline Date & Time: 3/10/2016 11:00 AM
RIVIP Vendor ID #: 420
Bidder Name: Adtech Systems
Address: 221 Rockwood Ave
Cranston , RI 02920
USA
Telephone: (508) 277-0364
Fax: (978) 261-1066
Contact Name: Bob Mathews
Contact Title: Sales
Contact Email: Bob.Mathews@adtech-sys.com

SECTION 2 —DISCLOSURES

Bidders must respond to every statement. Bid proposals submitted without a complete response may be deemed nonresponsive.

Indicate "Y" (Yes) or "N" (No) for Disclosures 1-4, and if "Yes," provide details below. Complete Disclosure 5. If the Bidder is publicly held, the Bidder may provide owner information about only those stockholders, members, partners, or other owners that hold at least 10% of the record or beneficial equity interests of the Bidder.

- N 1. State whether the Bidder, or any officer, director, manager, stockholder, member, partner, or other owner or principal of the Bidder or any parent, subsidiary, or affiliate has been subject to suspension or debarment by any federal, state, or municipal governmental authority, or the subject of criminal prosecution, or convicted of a criminal offense within the previous 5 years. If "Yes," provide details below.
- N 2. State whether the Bidder, or any officer, director, manager, stockholder, member, partner, or other owner or principal of the Bidder or any parent, subsidiary, or affiliate has had any contracts with a federal, state, or municipal governmental authority terminated for any reason within the previous 5 years. If "Yes," provide details below.
- N 3. State whether the Bidder, or any officer, director, manager, stockholder, member, partner, or other owner or principal of the Bidder or any parent, subsidiary, or affiliate has been fined more than \$5000 for violation(s) of any Rhode Island environmental law(s) by the Rhode Island Department of Environmental Management within the previous 5 years. If "Yes," provide details below.

- Y 4. State whether any officer, director, manager, stockholder, member, partner, or other owner or principal of the Bidder is serving or has served within the past two calendar years as either an appointed or elected official of any state governmental authority or quasi-public corporation, including without limitation, any entity created as a legislative body or public or state agency by the general assembly or constitution of this state.
5. List each officer, director, manager, stockholder, member, partner, or other owner or principal of the Bidder, and each intermediate parent company and the ultimate parent company of the Bidder. For each individual, provide his or her name, business address, principal occupation, position with the Bidder, and the percentage of ownership, if any, he or she holds in the Bidder, and each intermediate parent company and the ultimate parent company of the Bidder.

Disclosure details (continue on additional sheet if necessary):

PAULO MISCIATELLO SENIOR VICE PRESIDENT
DESIJAN CAMARGO PRESIDENT

SECTION 3 — CERTIFICATIONS

Bidders must respond to every statement. Bid proposals submitted without a complete response may be deemed nonresponsive.

Indicate "Y" (Yes) or "N" (No), and if "No," provide details below.

THE BIDDER CERTIFIES THAT:

- Y 1. The Bidder will immediately disclose, in writing, to the State Purchasing Agent any potential conflict of interest which may occur during the term of any contract awarded pursuant to this solicitation.
- Y 2. The Bidder possesses all licenses and anyone who will perform any work will possess all licenses required by applicable federal, state, and local law necessary to perform the requirements of any contract awarded pursuant to this solicitation and will maintain all required licenses during the term of any contract awarded pursuant to this solicitation. In the event that any required license shall lapse or be restricted or suspended, the Bidder shall immediately notify the State Purchasing Agent in writing.
- Y 3. The Bidder will maintain all required insurance during the term of any contract pursuant to this solicitation. In the event that any required insurance shall lapse or be canceled, the Bidder will immediately notify the State Purchasing Agent in writing.
- Y 4. The Bidder understands that falsification of any information in this bid proposal or failure to notify the State Purchasing Agent of any changes in any disclosures or certifications in this Bidder Certification may be grounds for suspension, debarment, and/or prosecution for fraud.
- Y 5. The Bidder has not paid and will not pay any bonus, commission, fee, gratuity, or other remuneration to any employee or official of the State of Rhode Island or any subdivision of the State of Rhode Island or other governmental authority for the purpose of obtaining an award of a contract pursuant to this solicitation. The Bidder further certifies that no bonus, commission, fee, gratuity, or other remuneration has been or will be received from any third party or paid to any third party contingent on the award of a contract pursuant to this solicitation.
- Y 6. This bid proposal is not a collusive bid proposal. Neither the Bidder, nor any of its owners, stockholders, members, partners, principals, directors, managers, officers, employees, or agents has in any way colluded, conspired, or agreed, directly or indirectly, with any other bidder or person to submit a collusive bid proposal in response to the solicitation or to refrain from submitting a bid proposal in response to the solicitation, or has in any manner, directly or indirectly, sought by agreement or collusion or other communication with any other bidder or person to fix the price or prices in the bid proposal or the bid proposal of any other bidder, or to fix any overhead, profit, or cost component of the bid price in the bid proposal or the bid proposal of any other bidder, or to secure through any collusion, conspiracy, or unlawful agreement any advantage against the State of Rhode Island or any person with an interest in the contract awarded pursuant to this solicitation. The bid price in the bid proposal is fair and proper and is not tainted by any collusion, conspiracy, or unlawful agreement on the part of the Bidder, its owners, stockholders, members, partners, principals, directors, managers, officers, employees, or agents.
- Y 7. The Bidder: (i) is not identified on the General Treasurer's list created pursuant to R.I. Gen. Laws § 37-2.5-3 as a person or entity engaging in investment activities in Iran described in § 37-2.5-2(b); and (ii) is not engaging in any such investment activities in Iran.
- Y 8. The Bidder will comply with all of the laws that are incorporated into and/or applicable to any contract with the State of Rhode Island.

Solicitation #: 7550284
Solicitation Title: URI – New Center for Chemistry & Forensic Science
Audio / Visual Package

BID FORM

To: The Department of Administration, Division of Purchases
One Capitol Hill, Providence, RI 02908

Project: The University of Rhode Island
New Center for Chemistry & Forensic Science
Audio / Visual Package
Kingston Campus

Bidder:

ADTECH SYSTEMS
Legal name of entity

490 Boston Post Rd. Sudbury MA 01776
Address

Ben Matthews bob.matthews@adtechsystems.com
Contact name Contact email

978 261-1077 978 261-1066
Contact telephone Contact fax

1. BASE BID PRICE

The Bidder submits this bid proposal to perform all of the work (including labor and materials) as described in the solicitation for this Base Bid Price, (including the costs for all Bonds, and Addenda).

\$ 529,294.⁰⁰/hr
(Base Bid Price *in figures* printed electronically, typed or handwritten legibly in ink)

Five Hundred twenty nine thousand, two hundred ninety four.
(Base Bid Price *in words* printed electronically, typed or handwritten legibly in ink)

A. BONDS

The Base Bid Price includes the costs for all Bid and Payment and Performance Bonds required by the solicitation.

B. ADDENDA

The Bidder has examined the entire solicitation (including the following Addenda), and the Base Bid Price includes the costs of any modifications required by the Addenda.

All Addenda must be acknowledged.

Solicitation #: 7550284
Solicitation Title: URI – New Center for Chemistry & Forensic Science
Audio / Visual Package

Addendum No. 1, dated: 3/2/16
Addendum No. 2, dated: 3/4/16
Addendum No. 3, dated: 3/16/16

2. CONTRACT TIME

If this Bid(s) is accepted, the Bidder will achieve substantial completion of all the Work by June 24, 2016. The Bidder shall include all premium time or additional staffing required to accommodate this schedule.

3. LIQUIDATED DAMAGES

The successful bidder awarded a contract pursuant to this solicitation shall be liable for and pay the State, as liquidated damages and not as a penalty, the following amount for *each* calendar day of delay beyond the date for substantial completion, as determined in the sole discretion of the State: **One Hundred Dollars (\$100.00) per day.**

BID FORM SIGNATURE(S)

This bid proposal is irrevocable for 60 days from the bid proposal submission deadline.

If the Bidder is determined to be the successful bidder pursuant to this solicitation, the bidder will promptly: (i) comply with each of the requirements of the Tentative Letter of Award; and (ii) commence and diligently pursue the work upon issuance and receipt of the purchase order from the State and authorization from the user agency.

The person signing below certifies that he or she has been duly authorized to execute and submit this bid proposal on behalf of the Bidder.

Date: 3/22/2016

BIDDER ARTONIX SYSTEMS LLC.

Name of Bidder


Signature in ink

Dustin Campbell / President
Printed name and title of person signing on behalf of Bidder

NORTH AMERICAN SPECIALTY INSURANCE COMPANY

BID OR PROPOSAL BOND

KNOW ALL MEN BY THESE PRESENTS:

That we, Adtech Systems, LLC, 490 Boston Post Road, Sudbury, MA 01776 (hereinafter called the Principal), as Principal, and North American Specialty Insurance Company, a corporation organized and doing business under and by virtue of the laws of the State of New Hampshire, and duly licensed for the purpose of making, guaranteeing or becoming sole surety upon bonds or undertakings required or authorized by the laws of the State of Rhode Island, as Surety, are held and firmly bound unto State of Rhode Island, Department of Administration, One Capital Hill, Providence, RI 02908 (hereinafter called the Obligee) in just and full sum of Five Percent of Enclosed Bid (5%) lawful money of the United States of America, for the payment of which well and truly to be made, we hereby bind ourselves and each of our successors and assigns, jointly and severally, firmly by these presents.

THE CONDITION OF THIS OBLIGATION IS SUCH THAT, WHEREAS, the above bounden Principal as aforesaid, is about to hand in and submit the Obligee a bid or proposal for the Audio Visual Design and Integration in the accordance with the plans and specifications filed in the office of the Obligee and under the notice inviting proposals therefore.

NOW, THEREFORE, if the bid or proposal of said Principal shall be accepted, and the contract for such work be awarded to the Principal thereupon by the said Obligee, and said Principal shall enter into a contract and bond for the completion of said work as required by law, then this obligation to be null and void; otherwise to be and remain in full force and effect.

IN WITNESS WHEREOF, said Principal and said Surety have caused these presents to be duly signed and sealed this 23rd day of March, 2016.

Adtech Systems, LLC

By: _____

North American Specialty Insurance Co

By: _____

Alyssa R. Michael, Attorney-in-Fa



NAS SURETY GROUP

NORTH AMERICAN SPECIALTY INSURANCE COMPANY
WASHINGTON INTERNATIONAL INSURANCE COMPANY

GENERAL POWER OF ATTORNEY

KNOW ALL MEN BY THESE PRESENTS, THAT North American Specialty Insurance Company, a corporation duly organized and existing under laws of the State of New Hampshire, and having its principal office in the City of Manchester, New Hampshire, and Washington International Insurance Company, a corporation organized and existing under the laws of the State of New Hampshire and having its principal office in the City of Schaumburg, Illinois, each does hereby make, constitute and appoint:

WILLIAM L. LARBE, JOHN J. FEITELBERG, CATHERINE H. LAWRENCE, LINDA MERENGUELLI,
BRAD TAYLOR, ANNE M. HIGGINBOTTOM, BARRY J. HORGAN, and ALYSSA R. MICHAEL

JOINTLY OR SEVERALLY

Its true and lawful Attorney(s)-in-Fact, to make, execute, seal and deliver, for and on its behalf and as its act and deed, bonds or other writings obligatory in the nature of a bond on behalf of each of said Companies, as surety, on contracts of suretyship as are or may be required or permitted by law, regulation, contract or otherwise, provided that no bond or undertaking or contract or suretyship executed under this authority shall exceed the amount of:

FIFTY MILLION (\$50,000,000.00) DOLLARS

This Power of Attorney is granted and is signed by facsimile under and by the authority of the following Resolutions adopted by the Boards of Directors of both North American Specialty Insurance Company and Washington International Insurance Company at meetings duly called and held on the 9th of May, 2012:

"RESOLVED, that any two of the Presidents, any Managing Director, any Senior Vice President, any Vice President, any Assistant Vice President, the Secretary or any Assistant Secretary be, and each or any of them hereby is authorized to execute a Power of Attorney qualifying the attorney named in the given Power of Attorney to execute on behalf of the Company bonds, undertakings and all contracts of surety, and that each or any of them hereby is authorized to attest to the execution of any such Power of Attorney and to attach therein the seal of the Company; and it is

FURTHER RESOLVED, that the signature of such officers and the seal of the Company may be affixed to any such Power of Attorney or to any certificate relating thereto by facsimile, and any such Power of Attorney or certificate bearing such facsimile signatures or facsimile seal shall be binding upon the Company when so affixed and in the future with regard to any bond, undertaking or contract of surety to which it is attached."



By [Signature]
Steven P. Anderson, Senior Vice President of Washington International Insurance Company
& Senior Vice President of North American Specialty Insurance Company



By [Signature]
Michael A. Ito, Senior Vice President of Washington International Insurance Company
& Senior Vice President of North American Specialty Insurance Company

IN WITNESS WHEREOF, North American Specialty Insurance Company and Washington International Insurance Company have caused their official seals to be hereunto affixed, and these presents to be signed by their authorized officers this 9th day of October, 2015.

North American Specialty Insurance Company
Washington International Insurance Company

State of Illinois
County of Cook

ss:

On this 9th day of October, 2015, before me, a Notary Public personally appeared Steven P. Anderson, Senior Vice President of Washington International Insurance Company and Senior Vice President of North American Specialty Insurance Company and Michael A. Ito, Senior Vice President of Washington International Insurance Company and Senior Vice President of North American Specialty Insurance Company, personally known to me, who being by me duly sworn, acknowledged that they signed the above Power of Attorney as officers of and acknowledged said instrument to be the voluntary act and deed of their respective companies.



[Signature]
M. Kenny, Notary Public

I, Jeffrey Goldberg, the duly elected Assistant Secretary of North American Specialty Insurance Company and Washington International Insurance Company, do hereby certify that the above and foregoing is a true and correct copy of a Power of Attorney given by said North American Specialty Insurance Company and Washington International Insurance Company, which is still in full force and effect.

IN WITNESS WHEREOF, I have set my hand and affixed the seals of the Companies this 23rd day of March, 2016

[Signature]
Jeffrey Goldberg, Vice President & Assistant Secretary of
Washington International Insurance Company & North American Specialty Insurance Company



ADTECH
SYSTEMS
AUDIO VISUAL TECHNOLOGY SOLUTIONS

Audio Visual Design and Installation Proposal Chemistry & Forensic Science

University of Rhode Island
Kingston, RI

Proposal Date: 3/22/2016

Adtech Systems Job #: 18228

Revision: 1

Integrator

Bob Mathews

Account Manager

Email: bmathews@adtechsystems.com

Phone: 978-261-1089

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3/22/2016

Adtech Systems Proposal # 18228 Rev: 1

TRANSMITTAL LETTER

3/22/2016

State of Rhode Island and the University of Rhode Island

Re: Center for Chemistry and Forensic Science

State of Rhode Island and the University of Rhode Island:

Thank you for the opportunity to submit the enclosed proposal for Audio Visual System Design and Installation Services for University of Rhode Island. We are providing herein a complete proposal based upon our understanding of the project requirements and scope of work supplied to date. We appreciate being considered for this work.

The details of this project have been reviewed by both Adtech Systems' engineering department and me. I am confident that our abilities and understanding of the project positions us to provide you with the appropriate resources to deliver the project on time and completely as specified.

My team and I look forward to the opportunity to demonstrate Adtech Systems' design capabilities, workmanship and exceptional customer service.

Sincerely,



Bob Mathews, Account Manager

Adtech Systems, LLC



OVERVIEW

Adtech Systems, LLC is New England's leading full-service audiovisual systems integration company. Since 1988, Adtech Systems has provided integrated audiovisual solutions to business and residential clients nationwide whose needs range from small conference and classroom AV systems, to large scale carefully designed and implemented deployments in unified communication, and audio video controlled environments.

With more than 135 full-time technical staff based in three New England states, including 13 design engineers, 11 project managers, 10 control system programmers, more than 59 experienced field technicians, and a fully staffed dedicated remote support and field service department, you can be sure your project will receive the time and attention it deserves, with the post installation support you expect.

What's more, our employees' average experience level is among the highest in the audio visual industry and our employee turnover rate among the lowest. You can expect consistent, highly professional service from people who get to know your organization and your AV systems, then come back to help you year after year. We also maintain a dedicated service department with 7 field technicians and an in-house service coordinator of their own, so your system will be properly maintained with quick resolution should any problem occur.

With annual revenues topping \$50M, Adtech Systems has maintained a steady growth rate since its launch in starting with smaller projection and sound systems and slowly adding the talent we needed to tackle higher-end projection, sound, control, and videoconferencing systems. We also place high value on the business partnerships we've developed with the world's top audio-visual manufacturers. It's our ability to offer the very best equipment with the full support of its manufacturers that ranks us among the nation's premier AV integrators. We are truly a one-stop shop for AV systems, AV product sales, engineering, installation, programming, repairs, rental and event staging.

MISSION STATEMENT

Our objective at Adtech Systems is to provide our clients with innovative, state-of-the-art presentation and unified communication technologies that are reliable and cost effective, while eliminating concerns over product obsolescence or complexity of use.

We understand that the primary value we offer is to listen to our customers' needs, then provide state-of-the-art technology to satisfy those needs at affordable prices. This combination of practices is the key to our continued success.

Adtech Systems provides innovative and advanced collaborative and presentation technologies that are reliable and cost-effective, while providing key training and support. Once a system is installed, Adtech Systems' professional training staff works to ensure that clients achieve optimal functionality and results with even the most complex devices.

Technical expertise, system reliability, and total customer satisfaction are central to Adtech Systems' mission.



SUMMARY OF CAPABILITIES

Focus	Services	Markets	Applications	Facilities
Audio-visual/video Videoconferencing Managed services	Consultation Design Programming Installation Service Training	Education Corporate Entertainment Military State/Local Gov. Medical Hospitality House of Worship	Boardrooms Conference rooms Auditoriums Training facilities Network Operations Centers (NOC) Courtrooms Operating rooms Restaurants	Three NE locations Videoconferencing facilities Staging labs Warehousing Service vehicle fleet Sales, engineering, equipment rack fabrication and in-house service

OFFICE LOCATIONS

Massachusetts Headquarters

490 Boston Post Rd.
Sudbury, MA 01776
Main: (978) 261.1077
Fax: (978) 261-1066

Connecticut Office:

301 E. Center Street
Manchester, CT 06040
Main: (860) 643-4820
Fax: (800) 645-7200

New Hampshire Office:

14 Manchester Square
Suite 180
Portsmouth, NH 03801
Main: (603) 994-0371
Fax: (603) 973-6637

EMPLOYEE CLASSIFICATIONS

Total Employees	135
Designers/Engineers	13
Installation Technicians	59
Service Personnel	7
Project Managers	11
Software Programmers	10
Sales & Administration	35



STATE LICENSING

In order to protect public health, welfare and safety, some states require licensing for workers in various trades, including low-voltage. Audiovisual systems fall into this category.

State licensing provides standards for trade practices and codes of conduct and that technicians are screened for the qualifications necessary to meet those practices. Adtech Systems, LLC has invested in the necessary training, certifications and licenses to remain in compliance with regulations in all states in which we operate.

Adtech Systems urges all customers to confirm that all vendors/contractors/system integrators meet compliance with state regulations. Failure to meet compliance can cause a project to be shut down by state or local authorities as well as create a lack of harmony between trades-people.

Adtech Systems, LLC meets all license compliances in the states listed below. Licenses held and issuing Commissions are listed as well. Copies of individual licenses may be obtained from David Crepeau, Systems Integration Manager: 978.261.1087.

CONNECTICUT (CT LICENSE C5 – #194342)

- C5 Electrical Limited Contractor license
- C6 Electrical Limited Journeyman and Qualified Apprentice license (minimum for all technicians)
- Issued by: Department of Consumer Protection – Occupational and Professional Licensing; Tel (860) 713-6000; www.state.ct.us/DCP/

RHODE ISLAND (RI LICENSE TSC -- #5675)

- Telecommunications System Contractor license
- Telecommunications System Technician "TST" (minimum for all technicians)
- Issued by: Department of Department of Labor and Training, Division of Workforce Regulation and Safety; Tel. (401) 532-8580; www.dlt.state.ri.us



MANAGEMENT TEAM

PRESIDENT & CHIEF EXECUTIVE OFFICER – DUSTIN CAMPBELL

Dustin is the President and CEO of Adtech Systems. He joined the company in March 2015 after he and a partner acquired a majority interest in the company from the founders. Previously, Dustin served as an operations and strategy consultant for mid-sized companies. He served for four years as Director of Strategic Planning and Bid Administration for North American Bus Industries, Inc., a transit bus manufacturer specializing in the integration of complex third-party OEM systems. In this capacity he led efforts to build out a more robust financial infrastructure, revamp the firm's new business evaluation process, streamline the product portfolio, and executed many tactical operational improvements throughout the business.

Earlier in his career, Dustin worked at Boston Consulting Group, Eli Lilly and SunTrust Robinson Humphrey, where he focused on mergers and acquisitions. He received his MBA from Harvard Business School and a BS in Finance and International Studies from Indiana University.

SVP SALES & MARKETING -- PHILIP MUSCATELLO

Philip has an extensive background researching best business and management practices as a Research Analyst and Portfolio Manager. Prior to acquiring a majority interest in Adtech Systems, he was a partner at Lee Munder Capital Group. Philip focused on small cap growth companies, developing an expertise in the energy, industrial sectors, consumer services, and business services industries. His Sales philosophy is rooted in ensuring that Adtech Systems uses its technological expertise to help customers navigate the increasingly complex audio/visual world and to make the right purchasing decisions that will work for their organization.

Philip received his MBA from Boston College and his undergraduate degree from St. Joseph's University.

CO-FOUNDER AND SVP STRATEGY & BUSINESS DEVELOPMENT – DAVID GORMLEY

A pioneer of the AV industry, David became CEO at Adtech Systems in 1988. With a growing team of renowned industry experts he has transformed the company from an "early-adoption" technology provider into one of the industry's leading – and most trusted – professional AV system integration firms in the region. Adtech Systems' client base has grown to include nearly all market sectors and client types from Ivy League educational facilities to Fortune 500 corporations. Under David's direction, the company has maintained an annual controlled growth rate of nearly 30%, and today is an award-winning, \$50 Million/yr company.

CO-FOUNDER & BOARD MEMBER – ELIZABETH GORMLEY

Elizabeth founded Adtech Systems in 1988, as a self-funded venture, and incorporated in January of 1989. The initial focus for the company was in providing a retail solutions, specifically LCD projector sales. Shortly thereafter customers began requesting assistance with installation and set-up of their equipment purchases, which proved to be the catalyst for subsequent refinement of the company's direction. Through Elizabeth's strategic partnership with CEO David Gormley, Adtech Systems' transition toward becoming a leading full-service technology provider came about.

VICE PRESIDENT OF OPERATIONS -- JAMES WELSH, CTS-D, CTS-I, DMC-E

James joined Adtech Systems in 2003, bringing with him a wealth of industry-related experience and a reputation for excellence. With exceptional attention to detail, James facilitates all aspects of the AV design process to meet – and often exceed – Adtech Systems clients' highest expectations. James has an extensive background in both the design and installation of professional recording studios and professional AV systems integration. He holds an AS degree in Electrical Engineering and a BS degree in Mechanical Engineering.



SYSTEMS OPERATIONS MANAGER – HELEN PUDELKO

Helen brings over 14 years of Pro A/V integration management experience to Adtech Systems. Since 1998, she has been responsible for the internal project management of all project installations. She facilitates all scheduling and coordination of installations between clients, project teams, and Adtech Systems personnel, as well as managing all post-installation services. Helen holds a BS degree in Business Administration from Emmanuel College.

DIRECTOR OF FIELD INTEGRATION – JOHN PIOCCONE

John has over 23 years of hands-on Pro AV industry experience, and joined Adtech Systems in 2001. John oversees and coordinates all field installations and workflow processes. He monitors the progress of all installations, and provides support and timely resolutions to field-specific job requirements. Additionally, John is a certified Crestron programmer with expertise in the design of intuitive user interfaces.

CHIEF FINANCIAL OFFICER – ERIK WATERS

Erik joined Adtech in 2015 with a background in finance, M&A, and operations. Prior to Adtech Systems, Erik spent 4+ years with Ascend Learning, an educational content and technology company. At Ascend, Erik first led corporate development and then moved to an operating role, leading the conversion of a traditional publishing division into a digital-first educational technology company. Prior to Ascend, Erik was VP of Finance for GreatPoint Energy, an energy technology company.

Earlier in his career, Erik worked for Cambridge Associates and in the Americorps/VISTA program. Erik received an MBA from the University of Chicago Booth School of Business and a BA in Economics from Colby College.



PROJECT TEAM

BUSINESS CONTACTS

The following Adtech Systems representatives are primary contact personnel relating to this project:

SALES REPRESENTATIVE

Bob Mathews

Account Manager

Email: bmathews@adtechsystems.com

Phone: 978-261-1089

CUSTOMER SERVICE MANAGER

Colleen Lesoveck

service@adtechsystems.com

(978) 261-1148

ADTECH SYSTEMS MAILING ADDRESS:

Adtech Systems, LLC
490 Boston Post Road
Sudbury MA 01776

Tel: (978) 261-1077

Fax: (978) 261-1066

TECHNICAL PERSONNEL

Adtech Systems carefully selects project personnel and assembled teams that are well suited to the technologies, design and installation considerations of each specific project. Teamwork and good communication are essential to a well-executed system deployment. With such considerations in mind, the following Adtech Systems personnel will comprise the Technical team for your project:

Account Manager	Bob Mathews
Project Manager	James Stuart
Engineer	Michael Godin
Programmer	Chadd Bailey
Crew Chief/Installation Supervisor	Marcus DeMartin
Commissioning Agent	Jonathon Parker



INDUSTRY CREDENTIALS

Adtech Systems' Technical staff is among the most highly accredited, experienced, and certified professionals in the AV industry. Qualifications include elite accreditation from the leading AV industry organization

- Prestigious InfoComm International CAVSP Diamond certification
 - InfoComm CTS (held by 25 employees)
 - InfoComm CTS-D (held by 4 employees)
 - InfoComm CTS-I (held by 6 employees)



MANUFACTURER CERTIFICATIONS & AFFILIATIONS

Fully certified/accredited by dozens of top manufacturers for programming, installation, and engineering

- Crestron Advanced Programming, DMC-D, DMC-E, DMC-T Certification
- Extron A/V Technology Design, Configurable Control Systems Certification
- AMX Certified (ACE Expert) Programming
- Biamp Audia DSP Design/Installation Certification, Tesira Certification, Vocia Certification
- Cambridge Sound Management, Certified Masking Expert
- Chief Certified Partner
- Cisco Select Certified Partner, Telepresence
- Polycom Certified Video Conferencing Technologies, ATX Certified, IVOT200, IVOS100, Federal Certification FSIST300
- Yamaha Commercial Audio



SELECT CLIENT LIST

HIGHER EDUCATION	Massachusetts Institute of Technology, Cambridge, MA Harvard University, Cambridge, MA Boston College, Boston, MA Northeastern University, Boston, MA Boston College, Chestnut Hill, MA Lesley University, Cambridge, MA Roger Williams College, Providence, RI	CORPORATE	CVS Caremark, Woonsocket, RI GE Aviation, Lynn, MA Millipore, Bedford, MA Hubspot, Cambridge, MA Bose Corporation, Framingham, MA Putnam Investments, Boston, MA Berkshire Financial, Boston, MA One Beacon Insurance, Canton, MA
PUBLIC SECTOR	Hynes Convention Center, Boston, MA Cambridge Emergency Operations Center, Cambridge, MA Massachusetts Emergency Management Agency (MEMA) Massachusetts State House, Boston, MA Boston EMS (Emergency Medical Services)	HOSPITALITY	Mandarin Oriental Hotel, Boston, MA Boston Harbor Hotel at Rowes Wharf, Boston, MA Four Seasons Hotel, Boston, MA Ames Hotel, Boston, MA Langham Hotel, Boston, MA W Hotel, Boston, MA InterContinental Hotel, Boston, MA
HEALTHCARE	University of Massachusetts Medical Center, Worcester, MA Yale New Haven Hospital, New Haven, CT AstraZeneca Pharmaceuticals, Waltham, DE Brigham & Women's Hospital, Boston, MA Beth Israel Hospital, Boston, MA	HOUSES OF WORSHIP	First Congregational Church of Holliston, MA Temple Israel, Natick, MA Temple Kerem Shalom, Concord, MA Southern New England Conference of the 7th Day Adventis
K-12	Newton, MA Public Schools Westwood, MA Public Schools Thayer Academy, Braintree, MA Weston, MA Public Schools Malden, MA Public Schools	PERFORMANCE VENUE	Shalin Liu Performance Center, Rockport, MA Boston Opera House, Boston, MA



PROJECT SCOPE

Refer to bid specification #7550284 Audio Visual Chemistry and Forensic Science Center, University of Rhode Island.



TRAINING

General systems training session will be conducted to familiarize all personnel responsible for audiovisual system operation and maintenance. Following is a general outline that represents the material covered in the training. A formal guide will be presented at the time of the training. Additionally, the operator/owner's representative will be invited to attend preventive maintenance visits in order to gain better familiarity with the system.

SYSTEM OVERVIEW

- Provide a general, verbal description of the overall system and its capabilities
- Show locations of major components and controls
- Show location of system documentation
- Describe how the laminated system flow diagrams are read
- Explain service provisions for first year post-install
- Discuss protocol for calling technical support

VIDEO SYSTEM OVERVIEW

- Provide a detailed description of the capabilities of the video system
- Indicate location of all source playback devices
- Indicate location of all guest connection locations
- Discuss what the performance expectations should be of the video system

AUDIO SYSTEM OVERVIEW

- Provide a detailed description of the capabilities of the audio system
- Indicate location of all source playback devices
- Indicate location of all guest connection locations
- Discuss fundamental operation of the mixing console

CONTROL SYSTEM OVERVIEW

- Provide a detailed description of the functionality of the control system
- Describe proper operation of user interface (touch panel)
- Describe how to react to improper control system operation

EVENT OPERATION

- Describe specific event operation
- Encourage operator to perform mock event set-up
- Review settings and adjustments
- Demonstrate appropriate settings and adjustments for user accessible equipment
- Review recommended maintenance & upkeep
- Provide an overview of routine equipment cleaning or adjustment that can be performed by Owner.

WARRANTY & SERVICE

Adtech Systems LLC will provide a one (1) year warranty of the installed system against defects in material and workmanship. The warranty shall include response to the site to initiate a repair within 24 hours of a reported problem. The warranty offered shall be certified and honored by the system manufacturer(s). Labor and materials shall be provided at no expense to the Owner during normal working hours. The warranty period shall begin on the date of system acceptance by the owner and/or Engineer. The warranty period will start upon the acceptance of the operational system by the owner and the completed training.

Two Year Extended Service Contract Cost: \$14,500.00



TERMS & CONDITIONS

GENERAL FACILITY CONDITIONS

Room Availability	Rooms are to be made available for exclusive use on the day(s) of the scheduled installation. Unless specifically arranged in advance, room(s) will be available during Normal Business Hours (Monday through Friday, 8:00am to 5:00pm) in eight (8) contiguous hour segments.
Electrical Outlets and Pathways	<p>Prior to Adtech Systems beginning site work, the Owner will provide all electrical outlets, floor boxes, conduits and core drills in the area(s), according to specification, where audiovisual equipment is to be installed.</p> <ul style="list-style-type: none"> • All new electrical work is to run on one phase. • All power runs are to be clean and properly grounded. • All electrical work is to be installed in compliance with all applicable electrical codes. • If power is provided for a projector, it shall be run on a separate circuit dedicated for the exclusive use of the projector.
Structural Vibrations	Jobsite building structures – including ceilings, walls and floors – used to support audiovisual equipment are assumed to be vibration free. If required, dampening devices are available at an additional charge.
Furniture	Furniture that cannot be removed prior to the time of system installation shall be adequately covered and protected by Owner.
Ceiling Tiles	If installation occurs in any room where suspended ceiling tiles are installed, Owner will provide a reasonable number of spare tiles of the same pattern and batch number as those of the tiles already installed in the room.
Merchandise Ownership / Storage	Owner accepts responsibility for all merchandise sold and/or provided on this project, delivered to the job site, and signed for by a representative of the Owner. Owner will provide secure storage for such merchandise. Adtech Systems will not be responsible for any loss or damage, except loss or damage caused by an Adtech Systems employee during the act of installation that occurs after delivery and acceptance by the Owner.

EXISTING EQUIPMENT/WIRING

Documentation	If this project entails installation and/or re-use of any existing equipment and/or wiring provided by the Owner, Owner shall, at Adtech Systems' request, provide any documentation that may be required to properly install and/or integrate said existing equipment into the new system.
Good Working Order	Adtech Systems is not responsible for the integrity or good working order of any existing hardware or wiring designated to be included in this new system. If such defective material is found, the project schedule may be affected, and Change Order(s) may be required to overcome the obstacle(s) created by such defects.
Customer Hardware and Software	Adtech Systems will <i>not</i> load software of any kind on Owner's computer(s). Computer hardware, internet connectivity, as well as the installation of all supporting computer software and drivers, all LAN provisioning, switches, routers, network connections, servers, operating systems and systems integration required to effectively run the Owner's installed interactive or other hardware devices and display equipment, unless specifically stated otherwise, are the exclusive responsibility of the Owner.

SCHEDULE, PAYMENTS & BUSINESS TERMS

Delays / Postponement	Should Adtech Systems be delayed in the performance of the work due to material changes, labor disputes, fire, unusual delay in deliveries, construction delays, project postponement, unavoidable casualties or other causes beyond its control, the agreed-to time for completion shall be extended by Change Order, and may include charges to cover costs incurred by Adtech Systems due to the delay. Adtech Systems may invoice the Owner a weekly surcharge of 1% of the sales price for storage of any equipment that has been ordered specifically for the completion of the project, not yet delivered to the site, and present in the Adtech Systems warehouse. Should the delay exceed 30 days, Adtech Systems may invoice the full sales price of any equipment that has been ordered specifically for the completion of the project in addition to the weekly 1% storage surcharge. A delay is represented by a notification that is three (3) business days or less from the commencement of scheduled on-site work by Adtech.
Employee Non-Solicitation	Owner agrees that for a period of one year after completion of the work proposed herein, Owner will not, directly or indirectly solicit or hire any Adtech employee who has provided any of the services outlined in this proposal. Owner acknowledges that Service Provider has recruited, trained and contracted with employees to provide the Services and that this is a costly and time consuming endeavor. If Owner wishes to hire an Adtech employee, it will pay to Adtech a sum equal to 6-months of compensation for the employee.
Right of Revision	Adtech Systems reserves the right to revise this proposal based upon information obtained from subsequent site visits and/or other sources not available at the time this proposal was prepared.
Freight	Freight fees are estimated for ground freight service. Expedited freight, as required by the client, will be prepaid and added to invoices.
Labor	Unless specifically noted, all labor is quoted at regular, non-union, non-prevailing wage rates. For jobs that it is determined must be performed by union technicians or by technicians paid a prevailing wage rate, a change order will be processed to cover the increased labor expenses.
Payments	A written Contract, Purchase Order, or other acceptable authorization to proceed must be received prior to the start of all work. For orders greater than \$10,000, a 30% deposit is required upon receipt of a Purchase Order or signed agreement. On jobs over \$100,000, Adtech Systems may issue monthly progress billing invoices representing charges for all costs incurred to date, including labor and all goods "bought and stored." Verification of goods received and stored at Adtech Systems' facilities (e.g., receiving records, serial numbers, photographs, personal inspection or other agreeable format) will be supplied upon request. A 2.5% surcharge will be added to any credit card payment.

Initials: _____



**Request for Taxpayer
Identification Number and Certification**

**Give Form to the
requester. Do not
send to the IRS.**

1 Name (as shown on your income tax return). Name is required on this line; do not leave this line blank.
Adtech Systems LLC

2 Business name/disregarded entity name, if different from above

3 Check appropriate box for federal tax classification; check only one of the following seven boxes:
 Individual/sole proprietor or single-member LLC
 Limited liability company. Enter the tax classification (C=C corporation, S=S corporation, P=partnership) ▶
 C Corporation
 S Corporation
 Partnership
 Trust/estate
 Note: For a single-member LLC that is disregarded, do not check LLC; check the appropriate box in the line above for the tax classification of the single-member owner.
 Other (see instructions) ▶

4 Exemptions (codes apply only to certain entities, not individuals; see instructions on page 3):
 Exempt payee code (if any) _____
 Exemption from FATCA reporting code (if any) _____
 (Applies to accounts maintained outside the U.S.)

5 Address (number, street, and apt. or suite no.)
490 Boston Post Road

6 City, state, and ZIP code
Sudbury, Massachusetts 01776

7 List account number(s) here (optional)

Requester's name and address (optional)

Part I Taxpayer Identification Number (TIN)

Enter your TIN in the appropriate box. The TIN provided must match the name given on line 1 to avoid backup withholding. For individuals, this is generally your social security number (SSN). However, for a resident alien, sole proprietor, or disregarded entity, see the Part I instructions on page 3. For other entities, it is your employer identification number (EIN). If you do not have a number, see *How to get a TIN* on page 3.

Social security number

			-				
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OR

Employer identification number

4	7	-	3	2	1	8	2	4	9
---	---	---	---	---	---	---	---	---	---

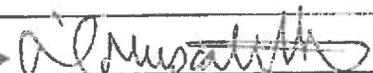
Note: If the account is in more than one name, see the instructions for line 1 and the chart on page 4 for guidelines on whose number to enter.

Part II Certification

Under penalties of perjury, I certify that:

- The number shown on this form is my correct taxpayer identification number (or I am waiting for a number to be issued to me); and
- I am not subject to backup withholding because: (a) I am exempt from backup withholding, or (b) I have not been notified by the Internal Revenue Service (IRS) that I am subject to backup withholding as a result of a failure to report all interest or dividends, or (c) the IRS has notified me that I am no longer subject to backup withholding; and
- I am a U.S. citizen or other U.S. person (defined below); and
- The FATCA code(s) entered on this form (if any) indicating that I am exempt from FATCA reporting is correct.

Certification instructions. You must cross out item 2 above if you have been notified by the IRS that you are currently subject to backup withholding because you have failed to report all interest and dividends on your tax return. For real estate transactions, item 2 does not apply. For mortgage interest paid, acquisition or abandonment of secured property, cancellation of debt, contributions to an individual retirement arrangement (IRA), and generally, payments other than interest and dividends, you are not required to sign the certification, but you must provide your correct TIN. See the instructions on page 3.

Sign Here Signature of U.S. person ▶  Date ▶ **January 8, 2016**

General Instructions

Section references are to the Internal Revenue Code unless otherwise noted.

Future developments. Information about developments affecting Form W-9 (such as legislation enacted after we release it) is at www.irs.gov/fw9.

Purpose of Form

An individual or entity (Form W-9 requester) who is required to file an information return with the IRS must obtain your correct taxpayer identification number (TIN) which may be your social security number (SSN), individual taxpayer identification number (ITIN), adoption taxpayer identification number (ATIN), or employer identification number (EIN), to report on an information return the amount paid to you, or other amount reportable on an information return. Examples of information returns include, but are not limited to, the following:

- Form 1099-INT (interest earned or paid)
- Form 1099-DIV (dividends, including those from stocks or mutual funds)
- Form 1099-MISC (various types of income, prizes, awards, or gross proceeds)
- Form 1099-B (stock or mutual fund sales and certain other transactions by brokers)
- Form 1099-S (proceeds from real estate transactions)
- Form 1099-K (merchant card and third party network transactions)

- Form 1098 (home mortgage interest), 1098-E (student loan interest), 1098-T (tuition)
- Form 1099-C (cancelled debt)
- Form 1099-A (acquisition or abandonment of secured property)

Use Form W-9 only if you are a U.S. person (including a resident alien), to provide your correct TIN.

If you do not return Form W-9 to the requester with a TIN, you might be subject to backup withholding. See *What is backup withholding?* on page 2.

By signing the filled-out form, you:

- Certify that the TIN you are giving is correct (or you are waiting for a number to be issued).
- Certify that you are not subject to backup withholding, or
- Claim exemption from backup withholding if you are a U.S. exempt payee. If applicable, you are also certifying that as a U.S. person, your allocable share of any partnership income from a U.S. trade or business is not subject to the withholding tax on foreign partners' share of effectively connected income, and
- Certify that FATCA code(s) entered on this form (if any) indicating that you are exempt from the FATCA reporting, is correct. See *What is FATCA reporting?* on page 2 for further information.