



ARLINGTON COUNTY, VIRGINIA

**County Board Agenda Item
Meeting of July 10, 2010**

DATE: July 1, 2010

SUBJECT: Approval of the Award of a Contract between the County Board and Corbett Technology Solutions, Inc. for the provision and installation of an audio visual system at the Artisphere.

C. M. RECOMMENDATION:

1. Approve the award of Agreement Number 175-10 between the County Board of Arlington County, Virginia, and Corbett Technology Solutions, Inc. ("CTSI") for the provision and installation of an audio visual system at the Artisphere for an amount not to exceed \$440,444.00, plus a contingency of \$44,044.00, for a total contract authorization of \$484,488.00.
2. Authorize the Purchasing Agent to execute the Agreement and any other contract documents, subject to the review and approval of such documents by the County Attorney.

ISSUES: The work pursuant to Agreement Number 175-10 will result in providing and installing an audio visual system for the Artisphere.

SUMMARY: This is a request for approval of the award of a contract for providing and installing audio visual equipment to support the programming that will occur in the Artisphere. This includes equipment for the lobby, Town Square, and Ballroom. CTSI has been selected through Invitation to Bid No. 175-10 to provide the equipment and installation services.

BACKGROUND: The Arlington County Board approved plans to transform the former Newseum site in Rosslyn into a cultural center on July 14, 2009. The cultural center, which has been named Artisphere, combines this space and the Rosslyn Spectrum as one jointly programmed, managed and marketed arts facility that will serve as a draw to Rosslyn, enliven the street life and complement the next generation of Rosslyn redevelopment while at the same time creating a critical mass of space that offers Arlington an exciting and diverse mix of cultural programming. Programming will include innovative national and international artists as well as showcase award-winning Arlington-based companies. Conceived as "an arts space for everyone," the 54,000 square foot Artisphere will be the venue for dozens of weekly events, ranging from community-specific activities, to live bands in the 3,000 square foot ballroom. It will house well-established Arlington-based arts groups such as the Washington Shakespeare

County Manager: MBMNA

County Attorney: SM/PRC

Staff: Jeffrey Marin, PRCR

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Company, as well as a café, a wireless town square, and a new home for the arts exhibition program previously presented at the Ellipse Gallery.

The Artisphere is designed to be a new model that will encourage the creative participation of diverse audiences, utilizing state-of-the-art technology, active entertainment and the best in contemporary visual and performing arts. The Artisphere is expected to have an estimated \$10 million in annual economic impact, enhance street life in Rosslyn and attract an estimated 250,000 visitors each year.

The equipment included as part of this contract award will provide the audio and visual infrastructure to support this wide array of programming. It includes digital signage in the lobby, video projection systems in the Town Square and the Ballroom, audio equipment for the Town Square and Ballroom, and a central system for paging and background music.

DISCUSSION: Invitation to Bid No. 175-10 was issued on May 20, 2010. Bids were received and opened from two (2) bidders on June 24, 2010, with the following pricing:

RCI Sound Systems	\$499,448.00
Corbett Technology Solutions Inc. (CTSI)	\$584,011.00

Review of the bids established that RCI Sound Systems (the lowest bidder) submitted a non-responsive bid, which subsequently was rejected. Therefore, the bid from CTSI was evaluated and was determined to be responsive, however, it was determined that the bid amount exceeded the County’s estimated budget amount. Pursuant to § 4-101(11) of the Arlington County Purchasing Resolution, the County negotiated with CTSI to obtain an acceptable contract price. Through these negotiations, some alternatives were deemed acceptable and CTSI was able to reduce its bid price to \$440,444.00.

FISCAL IMPACT: Funds for the Artisphere audio visual equipment are fully included in the capital budget for the Artisphere project and are available in PAYG account 313.480001.80001.RCC1.0649.0000.