



**CITY of NOVI CITY COUNCIL**  
**Agenda Item I**  
**June 3, 2019**

**SUBJECT:** Approval to award purchase and installation of a BlackMagic Design production switcher, control surface, Hyperdeck recorder and Niagara Go Stream encoder to Third Coast Tech, LLC through the G2G Oakland County Cooperative Purchasing Contract for \$15,996.47 and amend the budget.

**SUBMITTING DEPARTMENT:** Community Relations

**CITY MANAGER APPROVAL:** PB

<b>EXPENDITURE REQUIRED</b>	<b>\$ 15,996.47</b>
<b>AMOUNT BUDGETED</b>	<b>\$ 0</b>
<b>APPROPRIATION REQUIRED</b>	<b>\$ 16,000</b>
<b>LINE ITEM NUMBER</b>	<b>263-295.00-980.002</b>

**BACKGROUND INFORMATION:**

Earlier this spring, audiovisual staff encountered a problem with the switcher in the A/V Room and determined the equipment must be replaced. The switcher controls the ability to move from one camera to another, display graphics and show PowerPoint and overhead presentations. This particular piece of equipment was approved for replacement utilizing PEG funds in the FY 2019/20 Budget. With this purchase, the \$40,000 line item will be removed from the FY 2019-20 budget.

After discussion with Purchasing Manager Sue Morianti, it was determined the equipment could be purchased utilizing the G2G Oakland County Cooperative Purchasing Contract. Studio VI staff, working with a Third Coast Tech representative, determined a BlackMagic Design solution could provide the same quality as the Tricaster brand previously specified for replacement and with significant savings. The BlackMagic Design provides all the functionality needed for use in the Council Chambers control room, supports 4k resolution and is used widely in broadcasting by professional producers and sportscasters.

Third Coast Tech is familiar with the control room, has performed work for the City in the past and anticipates having the equipment installed within a couple weeks.

**RECOMMENDED ACTION:** Approval to award purchase and installation of a BlackMagic Design production switcher, control surface, Hyperdeck recorder and Niagara Go Stream encoder to Third Coast Tech, LLC through the G2G Oakland County Cooperative Purchasing Contract for \$15,996.47 and amend the budget.

# MEMORANDUM



**TO:** PETE AUGER, CITY MANAGER  
**FROM:** SHERYL WALSH-MOLLOY, DIRECTOR OF COMMUNICATIONS  
**SUBJECT:** COUNCIL CHAMBERS CONTROL ROOM TRICASTER  
**DATE:** MAY 15, 2019

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Approved in the FY 2019/2020 Budget by City Council is the replacement of the Tri Caster in the Council Chambers Audio Visual Control Room in the amount of \$40,000. The Tri Caster is the video switcher used for City Council, Boards and Commission meetings. It allows users to switch between cameras, add graphics and record meetings.

Several weeks ago, the Studio VI team began incurring problems with the current equipment. It was identified that our seven-year-old Tri Caster has a defective input and staff has encountered several software glitches. A local Tri caster technician was contacted to help resolve the issue. The technician recommended replacing the Tri Caster as soon as possible as he could not determine how much longer the current unit will continue to function. He also advised that the team should leave the equipment running, even when not in use, to ensure it remains on and will not experience total failure during a reboot.

After talking with colleagues in Finance, it is suggested we work with Purchasing Manager Sue Morianti to place an RFP on Bid Net immediately. It is anticipated the item will be placed on the June 17<sup>th</sup> City Council agenda, thus pulling it ahead to the current FY Budget with a budget amendment. The new Tri Caster was approved to be paid for with PEG funds and that will remain the case, if approved by City Council, in the current FY budget.

If you have any questions, please let me know.

**RESOLUTION**

NOW, THEREFORE BE IT RESOLVED that the following Budget Amendment for the production switcher, control surface, recorder, and encoder is authorized:

	INCREASE (DECREASE)
<b>PEG Cable Fund</b>	
<b>APPROPRIATIONS</b>	
Capital Outlay	16,000
<b>TOTAL APPROPRIATIONS</b>	<u>\$ 16,000</u>
<b>Net Increase (Decrease) to Fund Balance</b>	<u><u>\$ (16,000)</u></u>

I hereby certify that the foregoing is a true and complete copy of a resolution adopted by the City Council of the City of Novi at a regular meeting held on June 3, 2019

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Cortney Hanson  
City Clerk

## Tricaster Upgrade with Black Magic

City of Novi

45175 Ten Mile  
Novi, MI 48375 United States  
248-347-0460



**Presented By:**



**Third Coast Tech, LLC.**  
4514 Pontiac Lake Rd.  
Waterford, Michigan 48328  
800-828-9517  
[www.thirdcoasttech.com](http://www.thirdcoasttech.com)

Modified: 5/22/2019  
Revision: 0

## Tricaster Replacement

*TCT will replace existing Tricaster 855 and control surface with Black Magic design production switcher, control surface, Hyperdeck recorder and Niagara Go Stream encoder for IP broadcast to social media, youtube and cable companies.*

1	<p><b>Black Magic Design ATEM 1 M/E Advanced Panel</b></p> <p>Blackmagic ATEM 1 M/E Advanced Panel The World's Most Advanced Live Production switchers! Create stunning multi camera live production with the world's most advanced production switchers! ATEM switches between SD, HD or Ultra HD video standards so you can form exciting live production with a wide range of video sources such as cameras, disk recorders and slide shows or animation from computers. You get powerful features such as chroma key, creative transitions, media pool, downstream keyers, audio mixer, multi view and more! The more advanced models include features such as up to 20 SDI inputs, SuperSource multi-layer engine, full motion DVE, stinger transitions, larger media pool with full motion clips and up to an incredible 6 auxiliary outputs!</p>	\$3,009.60
1	<p><b>Black Magic Design ATEM 2 M/E Production Studio 4K</b></p> <p>The World's Most Advanced Live Production Switcher Create stunning multi camera live production with the world's most advanced production switchers! ATEM switches between SD, HD or Ultra HD video standards so you can connect a wide range of video sources such as cameras, disk recorders and computers. You get powerful features such as chroma key, creative transitions, media pool, downstream keyers, audio mixer, multi view and more! The advanced ATEM 1 M/E Production Studio 4K features extra inputs, full motion DVE, stinger transitions, larger media pool with full motion clips and 3 auxiliary outputs!</p>	\$3,905.11
1	<p><b>Black Magic Design HYPERDECK STUDIO PRO</b></p> <p>Rackmount solid state disk recorder</p>	\$1,950.11
1	<p><b>Blackmagic Design HDL-SMTWSCOPEDUO4K2</b></p> <p>SmartScope Duo 4K rack-mounted dual 6G-SDI monitor</p>	\$777.11
1	<p><b>Blackmagic Design Hyperdeck Studio Mini</b></p> <p>HyperDeck Studio Mini</p>	\$679.34

\* Price Includes Accessories

Presented By: Third Coast Tech, LLC.

Project Name: Tricaster Upgrade with Black Magic

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1	<p><b>Denon Pro DN-300R</b></p> <p>The DN-300R records to both SD and USB media simultaneously perfect for recording conferences where the client needs a copy of the recording after the event. With outstanding ease-of-use and simple operation, anyone can use the DN-300R right out of the box and record to SD, USB or both. The DN-300R is exactly what the market is looking for in terms of a simple but high-quality recording solution for commercial applications. The DN-300R gives installers and contractors the flexibility and convenience they need for total commercial recording capability.</p>	\$182.00
2	<p><b>intel SSDSC2CW480A310</b></p> <p>480GB SSD for Hyperdeck</p>	\$957.60
1	<p><b>NewTek TC TRADE IN</b></p> <p>Tricaster trade in credit</p>	(\$2,000.00)
1	<p><b>Niagara Video GoStream Mini 200</b></p> <p>With the Niagara Mini 200, you get a versatile, AVC / HEVC, H.264 / H.265 low-cost encoder with a variety of video inputs and support for common IP output protocols. Although the GoStream Mini 200 might be small it is very flexible and powerful. Combining low power consumption plus input and output versatility this Mini is very mighty.</p> <p>GoStream Mini 200 Highlights            Small Form Factor            Low power consumption            SDI &amp; HDMI Inputs            Ability to record a file as MP4 while streaming live            Broadcast Streaming (Compliant stream, closed captions, works with other decoders)            AVC / HEVC, H.264 / H.265 video output            TS over TCP/UDP, RTSP, RTMP, HLS, Streaming support</p>	\$1,919.04
1	<p><b>TCT 2-Year Warranty</b></p> <p>2-Year Warranty</p>	\$1,935.00
1	<p><b>TCT Freight/Shipping</b></p>	\$167.71
1	<p><b>TCT Installation - Oakland</b></p> <p>Quoted at \$49/Hour as per service contract</p>	\$1,763.89

\* Price Includes Accessories

Presented By: Third Coast Tech, LLC.

Project Name: Tricaster Upgrade with Black Magic

Project No.: TCT-0369

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1     **TCT Lot - Wire & Materials**     \$749.96  
Cabling & Hardware  
BNC Adapters HDMI converters

<b>Tricaster Replacement</b>	<b>Equipment Total:</b>	<b>\$12,297.58</b>
	<b>Labor Total:</b>	<b>\$3,698.89</b>
	<b>Total:</b>	<b>\$15,996.47</b>
<b>Project Equipment Subtotal:</b>		<b>\$12,297.58</b>
<b>Project Labor Subtotal:</b>		<b>\$3,698.89</b>
<b>Project Subtotal:</b>		<b>\$15,996.47</b>

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\* Price Includes Accessories

## Project Summary

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<b>Equipment:</b>	<b>\$12,297.58</b>
<b>Labor:</b>	<b>\$3,698.89</b>
<b>Grand Total:</b>	<b>\$15,996.47</b>

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**Client:**      **Sheryl Walsh**

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**Date**

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**Contractor:**    **Third Coast Tech, LLC.**

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**Date**

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\* Price Includes Accessories