



**June 26, 2017**

## **REQUEST FOR PROPOSALS**

**To: Potential Providers – Replacement of existing audio technology**

**Re: Request for Proposal (“RFP”) for Amplifiers and other Equipment – Louisville Arena Authority, Inc.**

This document constitutes a request for proposals by the Arena Authority (“LAA” or “Arena Authority”) from qualified contractors to provide certain audio equipment, including amplifiers, within the KFC Yum! Center.

**Please note that additional information concerning the Project is available [and additional information will be added occasionally] by posts on, or by links found at, the Arena Authority’s website: [www.arenaauthority.com](http://www.arenaauthority.com).**

The RFP Response Due Date is July 6, 2017. Informational meetings will be held on June 29, 2017 at 10:30 a.m., and on June 30, 2017 at 10:30am, to provide answers to questions submitted, and to allow for a review and walk-through of the areas where the equipment is to be installed. Subsequent inspection opportunities, while not guaranteed, will be entertained upon request, although questions should be presented only as discussed below.

### **PROJECT BACKGROUND**

The Louisville Arena Authority is a Kentucky non-stock, non-profit corporation, created for the purpose of overseeing the creation, design, construction, financing, management and operation of the multi-purpose arena built in downtown Louisville, Kentucky. The arena, named the “KFC YUM! Center,” opened in October 2010. The LAA’s all-volunteer Board of Directors is comprised of some of the most talented and successful individuals in Kentucky. The LAA was created under the Kentucky not-for-profit corporation statutes and has obtained 26 USC § 501 (c) (3) tax-exempt status. Key background data is provided for some context for the Project.

### **ARENA**

The KFC YUM! Center, a state-of-the-art multi-purpose arena, is home to the University of Louisville Men’s and Women’s Basketball programs. Additionally, it is designed to

accommodate a wide variety of other events including NCAA championships such as wrestling, gymnastics and volleyball, as well as concerts, family shows, trade shows and conventions.

The Arena currently utilizes the audio equipment found in Exhibit "A". This RFP seeks proposals from prospective Responders concerning the removal of said equipment and the replacement of the same with the equivalent or greater audio equipment, taking advantage of any changes in technology since the existing equipment's original installation. All equipment to be provided and installed shall be new.

**Prospective Responders are encouraged to review the Arena Authority's reservation of rights concerning cancellation of this RFP discussed below. This RFP may be canceled or withdrawn at the election of the Arena Authority.**

### **MWBE PARTICIPATION**

The LAA has adopted and is firmly committed to implementing its Affirmative Action Policy to promote the utilization of women and minorities in all phases of the project. It is the responsibility of each respondent to become familiar with the LAA's Affirmative Action Policy, which is posted on the Authority's website: [www.arenaauthority.com](http://www.arenaauthority.com). All respondents must include in their response an affirmation to conform to the policy and a detailed description of their plan for conformance.

### **RESPONSE TERMS OF RFP**

Please provide a proposal with a lump-sum price that includes the following:

1. The proposer may include any salvage value of the existing equipment as part of its pricing, as a credit to the Arena Authority against the price of the new equipment, if they would like to take ownership of the existing equipment, however, this is not a response requirement.
2. Installation of new audio equipment that is either the equivalent of, or greater than, the equipment listed in Exhibit A, as to both quality and capability.
3. A commercial warranty of said audio equipment of not less than 3 years. A warranty in excess of this during may be proposed, and will be scored as described below.
4. This work must be completed in any case not later than September 30, 2017.
5. In-person support and continuing on-call support must be included in the proposal. The proposer must provide in-person support for the first three events that the equipment will be utilized, as well as sufficient commissioning, set-up, testing, and any necessary training to ensure that the Arena Authority's management and operations contractor, AEG, is comfortable with the operation of the audio equipment, and the quality of the equipment and its installation.

## **EVALUATION AND SELECTION PROCESS**

### 1. Evaluation

The Louisville Arena Authority's management and operations firm, AEG Management Louisville, will facilitate the review of proposals and provide technical input so that the scoring may be performed and will select the successful proposal. The Arena Authority Board of Directors and its Finance Committee has granted limited authority of AEG to make an award to the highest-scoring proposal, subject to the right to reject all proposals reserved below.

### 2. Information Session and Submitting Questions

In an effort to address any questions by prospective Responders, the Arena Authority will hold two meetings and a "walk through" to view the areas in which the new technology will be installed, on June 29, 2017, from 10:30am to 12:00pm in Board Room of the KFC Yum! Center, as well as on June 30, 2017 from 10:30am to 12:00pm. The Arena Authority, through AEG staff, will respond to any inquiries from prospective Responders concerning possible alternatives to the replacement of the existing technology. Any prospective Responder to this RFP is encouraged to attend and participate. Contact Anthony Hopkins at AEG at Phone: (502) 690-9042, Fax: (502) 690-9054, E-mail: [AHopkins@kfcyumcenter.com](mailto:AHopkins@kfcyumcenter.com) to register for this meeting.

### 3. Qualified Responders

The Authority shall review each proposal for compliance with all necessary requirements of this Request for Proposal. Failure to comply with any requirements may disqualify a proposal. Only those Responders who have met the minimum requirements of this RFP may be selected. Any alternative solution proposals submitted must be complete and will be subject to a full and independent evaluation.

### 4. Evaluation

After receiving all proposals, the Authority shall conduct its evaluation. The Authority, in conjunction with input from AEG's operations and maintenance staff, or by utilizing AEG's staff, will then score each qualified proposal. Minor irregularities in proposals that are immaterial or inconsequential in nature may be waived wherever it is determined to be in the Arena Authority's best interest.

### 5. Final Ranking and Selection

The Arena Authority will make recommendations for the award of the Contract to the Responder whose proposal are determined to be the most advantageous to the Arena Authority, considering the criteria identified next.

6. Basis of Selection

The evaluation of proposals will be made from the criteria listed below, in order of importance.

<b>Proposal Element</b>	<b>Scoring Percentage</b>	<b>Notes</b>
Price	50 points	The proposal price that is lowest will receive the full 50 points. Any competing proposals will be scored on a scale of comparison between that price and the lowest price*
Quality of the Audio Equipment	20 points	Audio equipment to be provided in the proposal will be judged on quality and value and receive up to 20 points.
Quality Assurance and Support Plan	15 points	The proposal's plan for customer support, including in-person and on-call support, will be scored and receipt of up to 15 points.
Warranty Duration	15 points	The proposal with the longest (full) warranty duration will receive the full 15 points. Any competing proposals will be scored on a scale of comparison between that longer duration and the lesser duration.

- For example, if one proposal price is for \$100, and one proposal price is for \$125, then the proposal containing the \$100 pricing will be awarded 50 points, and the proposal containing the \$125 price will be awarded  $\$100/\$125 = 0.8 \times 50$ , or 40 points.

MWBE participation – the Response should affirm that the Responder will abide and conform in good faith to the Authority's MWBE program, or the response will be considered non-conforming.

7. Negotiation and Award of Contract

Interviews and negotiations may be held to promote further understanding of proposal requirements, and to facilitate arrival at a Contract. The LAA reserves the right to accept the best proposal, as submitted, without further conversations or negotiations, and may do so. The Committee will rank each finalist. The Arena authority and the first ranked finalist shall then negotiate in good faith the terms and conditions of a contract. If such negotiations are unsuccessful, the Arena Authority shall then negotiate with the second ranked finalist. This process will continue until the Arena Authority has reached a satisfactory agreement. The Arena Authority retains the right to reject all proposals at any time during the process. No public submittal opening will be held. All proposals will be treated as closed records until a contract award is made or until all submittals are rejected.

8. Reservation of Rights

The LAA reserves the right to amend, modify or withdraw this request; to waive or revise any requirements of this request; to require supplemental statements or information from any responding party; to reject any response submitted; to accept or reject any or all responses received with respect to this request; to extend the deadline for submission of responses; to negotiate or hold discussions with any responding party and to cancel, in whole or in part, this request if the Arena Authority deems it to be in its best interests to do so. The Arena Authority may exercise the foregoing rights at any time without notice and without liability to any responding party or other parties for their expenses incurred in the preparation of responses or otherwise. Responses with respect to this request will be prepared at the sole cost and expense of the responding party. The issuance of this request and the submission of a response and/or the acceptance of such response by the Arena Authority does not obligate the Arena Authority in any manner whatsoever. Legal obligations will only arise upon execution of a formal agreement by the Arena Authority and the selected provider.

**SUBMITTAL REQUIREMENTS**

In order to be considered for this engagement, please provide the following information to the Arena Authority:

- I. Information About Your Firm
  - A. Firm and personnel qualifications and experience in matters relating to the operation and maintenance of public access facilities, large sports venues, and in general.
  - B. Capacity and ability to be responsive.
- II. The Information required in Basis of Section (6) above, including price, quality, quality assurance and support, warranty and schedule duration.
- III. The specifications and manufacturer information for the audio equipment products to be provided. Failure to provide this information in order to prove that the product proposed provides at least the requirements of the equipment listed in Exhibit A will result in the proposal being considered non-responsive.

**PROPOSAL DEADLINE**

Proposals must be received by **2:00 PM Eastern Daylight Time on July 6, 2017**. Five (5) copies of each proposal should be submitted to:

Anthony Hopkins  
KFC Yum Center  
One Arena Plaza  
Louisville, Kentucky 40202

To the extent appropriate, practical or feasible, the Arena Authority will respond to questions concerning this RFP. Questions must be written and addressed to Anthony Hopkins, AEG Louisville via email [AHopkins@kfcyumcenter.com](mailto:AHopkins@kfcyumcenter.com). Questions must be submitted by no later than 2:00 p.m. local time on **June 30, 2017**. Answers to such questions may be posted on the Louisville Arena Authority website (in anonymous format). The Louisville Arena Authority reserves the right to provide responses and/or clarifications to inquiries from its website, or to make no response at all. Firms submitting inquiries are advised not to rely on any verbal advice/instruction, and only to rely on written instructions from the Arena Authority.

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Exhibit A

<b>Amplifiers</b>			
<b>Manufacturer</b>	<b>Part Number</b>	<b>Description</b>	<b>Qty</b>
Crown	CTS600	Amplifier	29
Crown	CTS1200	Amplifier	18
Crown	CTS2000	Amplifier	50
Crown	IT5000	Amplifier	36
<b>Speakers</b>			
JBL	743	Speaker	24
JBL	764	Speaker	16
JBL	PB7164	Speaker	16
JBL	PD6128	Speaker	24
JBL	AM7217	Speaker	10
JBL	AM 7212	Speaker	4
JBL	328CT	Speaker	24
Community Cloud	12-99T	Speaker	106
Atlas	FA138T327	Speaker	50
Atlas	C803A	Speaker	96
Soundtube	RS 800I	Speaker	10
Tannoy	17	Speaker	8
Tannoy	CMS 801	Speaker	12
EV	ZX1i-90T	Speaker	12
<b>Audio Technology</b>			
HP	2610	Switch	29
DSP	BSS BLU-800	DSP	18
Shure	A MIX 4	Audio Mixer 4	1
Shure	A MIX 8	Audio Mixer 8	1
Shiure	DSP-EQ DFR-22	DSP	1
Audio Tech	AE4000	Wireless Reciever	1
<b>Audio Booth Equipment</b>			
ATI Systems		Distribution Amps	6