



CENTRAL TEXAS REGIONAL
MOBILITY AUTHORITY

November 20, 2024
AGENDA ITEM #6

Discuss and consider approving an agreement with Felix Media Solutions for audio visual system integrator consulting services for the Traffic and Incident Management Center

Strategic Plan Relevance: Innovation
Department: Operations/ IT
Contact: Greg Mack, Director of IT and Toll Systems
Associated Costs: Not to Exceed \$1,000,000
Funding Source: FY25 Capital Budget
TIM Center Video Wall Technology Replacement
Action Requested: Approve a contract with Felix Media Solutions to provide Audio Visual System Integration Services

Project Background / Description: The Central Texas Regional Mobility Authority (Mobility Authority) invited bids to provide audio visual System Integration consultant services to support the Mobility Authority’s Traffic and Incident Management (TIM) operations. These services include advising and recommending hardware and software necessary to support TIM operations, ensuring compatibility with existing or planned systems, providing audio and visual equipment, systems, and applications to ensure functionality and interoperability as prescribed by the Mobility Authority, and assisting with procurement and installation of hardware and software, including a Video Wall Display System.

Previous Actions & Brief History of the Program/Project: The Mobility Authority is planning to move the TIM Command Center to a new location. Equipment and systems in use at the current TIM Command Center will remain in place, necessitating the need to purchase and implement a new video wall system in the new location of the TIM Command Center.

The Mobility Authority has participated in demonstrations with vendors over the past several months to understand the systems available and technology that could be utilized in a new location.

Current Action: The Mobility Authority issued a Scope of Work (SOW) for Audio Visual System Integrator Consulting Services to Texas Department of Information Systems vendors. The SOW included information about the current systems in place and the scope of consulting services being requested.

The SOW was provided to three (3) vendors for response.

- 10/25/2024 – SOW v1.0 sent via email to proposers
- 10/30/2024 – SOW questions answered to all proposers
- 10/30/2024 – SOW v1.1 updated with new response due date
- 11/05/2024 – SOW responses received

Three responses were received from Felix Media Solutions, Skyline, STS360. The responses were evaluated based on thoroughness of the response, review of similar projects described, and comparison of hourly consulting rates.

After evaluation, it was determined that the response submitted by Felix Media Solutions provides the best value to the Mobility Authority. The Mobility Authority will work with the selected proposer to determine requirements and the best value option for installation of a new TIM Command Center Video Wall, as well as additional scope as authorized under the agreement and specified in additional work authorizations.

Total estimated cost for consulting services and the procurement and installation of the video wall is \$1,000,000. Additional consulting services and scope may be added as needed during the initial term within the not to exceed authorized amount. The initial term for these services is two (2) years.

Financing: FY25 Capital Budget

Action Requested/Staff Recommendation: Staff recommends approving a contract with Felix Media Solutions to provide Audio Visual System Integration Services.

Backup provided: Draft Resolution
CTRMA Audio Visual System Integrator Scope of Work v1.1

**GENERAL MEETING OF THE BOARD OF DIRECTORS
OF THE
CENTRAL TEXAS REGIONAL MOBILITY AUTHORITY**

RESOLUTION NO. 24-0XX

**APPROVING AN AGREEMENT WITH FELIX MEDIA SOLUTIONS FOR AUDIO
VISUAL SYSTEM INTEGRATION CONSULTANT SERVICES RELATED TO THE
RELOCATION OF THE TRAFFIC AND INCIDENT MANAGEMENT CENTER**

WHEREAS, the Mobility Authority's Traffic and Incident Management (TIM) Command Center will be relocated requiring the purchase of new equipment and the implementation of a new video wall system in the TIM Command Center; and

WHEREAS, on October 25, 2024, the Executive Director issued a scope of work (SOW) seeking responses from Texas Department of Information Resources (DIR) vendors interested in providing TIM Audio Visual System Integrator Services; and

WHEREAS, three responses to the SOW were received by the November 5, 2024 deadline; and

WHEREAS, each response was reviewed and ranked by an evaluation committee who considered technical criteria and pricing information; and

WHEREAS, based on the rankings developed by the evaluation committee, the Executive Director recommends awarding an agreement for TIM Audio Visual System Integrator Services to Felix Media Solutions through DIR Contract No. DIR-CPO-5104 (the DIR Cooperative Contract); and

WHEREAS, the Executive Director has negotiated a proposed Scope of Work with Felix Media Solutions in an amount not to exceed \$1,000,000.00 for TIM Audio Visual System Integrator Services, a copy of which is attached hereto as Exhibit A; and

WHEREAS, pursuant to Texas Government Code Section 2054.0565 and Mobility Authority Policy Code Section 401.008, the Mobility Authority may utilize procedures established by the DIR to procure goods and services through DIR cooperative contracts; and

WHEREAS, the Executive Director recommends entering into an agreement with Felix Media Solutions for TIM Audio Visual System Integrator Services in an amount not to exceed \$1,000,000.00 through their DIR Cooperative Contract.

NOW THEREFORE BE IT RESOLVED that the Board of Directors hereby approves the Scope of Work for TIM Audio Visual System Integrator Services, a copy of which is attached hereto as Exhibit A; and

BE IT FURTHER RESOLVED, that the Executive Director is authorized to enter into an agreement with Felix Media Solutions in an amount not to exceed \$1,000,000.00 through their

cooperative contract with the Texas Department of Information Resources for TIM Audio Visual System Integrator Services.

Adopted by the Board of Directors of the Central Texas Regional Mobility Authority on the 20th day of November 2024.

Submitted and reviewed by:

Approved:

James M. Bass
Executive Director

Robert W. Jenkins, Jr.
Chairman, Board of Directors

Exhibit A



CENTRAL TEXAS REGIONAL
MOBILITY AUTHORITY

Statement of Work

Traffic and Incident Management Audio Visual System Integrator Services

October 25, 2024



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1. Introduction

The Central Texas Regional Mobility Authority (“Mobility Authority”), a regional mobility authority and political subdivision of the State of Texas, seeks a Texas Department of Information Resources (TxDIR) Vendor (“Vendor”) to provide Traffic and Incident Management (TIM) Audio Visual System Integrator consultant services as more fully described in Section 3 – Scope. In no case does the issuance of this SOW or award to a Respondent guarantee any assigned work or fees.

2. Background

The Mobility Authority is in discussions to purchase a facility to be used for a new headquarters including space to build out the Traffic and Incident Management Command Center. The Mobility Authority is completing due diligence at this time and expects the facility to be fully vetted in early 2025.

The TIM Command Center will staff up to 12 operators per shift working in a tiered seating environment. Current systems in use by the Mobility Authority include at a minimum the following systems and interfaces:

- Rekor
- Traffic Vision
- NOAA Weather
- Tomorrow (Weather Monitoring)
- Waze and X integration
- Claris (Video sharing)
- Vanguard (DMS status)
- City of Austin API into Rekor for active incidents being worked
- HAAS Alerts incident information
- TxDOT incidents
- BlinkLink WWD
- Google Maps (future)

3. Scope

The services to be provided to the Mobility Authority are general consulting services, including but not limited to:

1. Advise and recommend hardware and software necessary to support TIM operations, ensuring compatibility with existing or planned systems.
2. Provide audio and visual equipment, systems, and applications to ensure functionality and interoperability as prescribed by the Mobility Authority.
3. Utilize the existing or provided network, video management system, and based web applications.
4. Assist with procurement and installation of hardware and software, including but not limited to:
 - a. Video Wall Display System (wall display system controller / associated server hardware)



- b. Facility Access Control
 - c. Operations System Software
5. Provide a bill of material (BOM), design drawings (Example: rack elevations, wire diagrams, workflows, interconnections, mechanical layout, etc.) per the Mobility Authority requests.
6. The BOM shall include the component / material manufacturer and model numbers of all components. All proposed system components must have warranties. All warranties will include durations, terms, and scope of the warranty.
7. Roadside Access Control
8. Environmental Monitoring
9. Collaborate with Mobility Authority on developing installation plans, test plans, and acceptance criteria as needed.
10. Ongoing maintenance of implemented and installed systems.

4. Period of Performance

The Mobility Authority seeks to secure a contract with an initial term of one year, with three potential one-year extensions, subject to the Mobility Authority's periodic review, approval, and satisfaction with the Vendor's performance. The Agreement may be terminated by the Mobility Authority at any time upon a stipulated notice period. Any changes in scope, costs, and duration of the engagement must be approved in writing by the Mobility Authority.

5. Invoices

The selected Vendor shall prepare and submit monthly invoices and progress reports to the Mobility Authority via email. Prior to any Mobility Authority system/network changes, defined as needed software updates to the system(s) or network updates, the selected Vendor shall obtain the Mobility Authority's review and approval.

6. Governing Terms and Conditions

This procurement shall be governed by the terms and conditions contained herein and Mobility Authority Procurement and Protest Policies on the Mobility Authority website at <https://www.mobilityauthority.com/about/policy-disclaimers/code>.

7. Vendor Response

The procurement process outlined herein is in accordance with the Mobility Authority's Policy Code and all other applicable rules and laws. The Mobility Authority will select the vendor that offers the best value as determined by the information provided in the Vendor's response. The following information shall be provided in the Vendor's response.



7.1. Contact Information

Include a cover letter, including the designated point of contact name, phone number, and email address.

7.2. Vendor Information

1. Brief history of the responding firm and personnel.
2. Vendor must demonstrate key personnel and staff roles that possess the skills necessary to perform services outlined in this SOW.
 - a. For key personnel in leadership positions, provide the names and resumes of the consultants available for this engagement.
3. Corporate address and any other office locations and addresses.
4. Vendor shall indicate their agreement to comply with the Conflict of Interest Disclosure Statement (provided in Appendix A).

7.3. Vendor Experience

Vendor shall provide a summary of the firm's experience providing similar services from 2021 to present, including client information, contact name, hardware and software utilized, project timeline and budget.

Vendor shall provide a list of items available for resell through their TxDIR contract.

7.4. Pricing

The main purpose of this section is to detail the pricing for the System Integrator consulting services. The Vendor shall include the appropriate TxDIR contract number and hourly rates by position as approved in the Vendor's current TxDIR contract. Vendor shall propose and provide pricing for System Integration services to be delivered on an as-needed basis, referencing the services included in Section 3 – Scope. Vendor should also provide a summary of any assumptions and exclusions.

7.5. Proposed Implementation for Pricing

The Mobility Authority may request the System Integrator to assist with the selection, purchase, and implementation of the Video Wall for a new Traffic and Incident Management Center.

Vendor shall provide a non-binding example of a video wall system recommendation, approximately 30 feet by 10 feet, to be installed in a new headquarters location. Vendor shall provide the following:

- Sample system recommendations based on the Mobility Authority's systems and industry experienced
- Sample implementation plan and timeline
- Pricing or pricing model for hardware and software
- Proposed pay structure for invoicing
- Pricing or pricing model for system implementation consulting services
- Assumptions and exclusions



8. Schedule of Events and Response Guidelines

The following dates represent the Mobility Authority’s desired schedule of events associated with this SOW inquiry. The Mobility Authority reserves the right to modify these dates at any time, with notice provided to prospective Vendors.

Schedule of Events	Date
SOW Issue Date	Friday, October 25, 2024
Deadline for questions submitted to the Mobility Authority	Tuesday, October 29, 2024, 4:00 PM CT
Responses to SOW questions from the Mobility Authority	Wednesday, October 30, 2024
Deadline for Submitting Responses to SOW	Tuesday, November 5, 2024, 4:00 PM CT Friday, November 1, 2024, 4:00 PM CT
Anticipated Board Approval	Wednesday, November 20, 2024
Anticipated Notice to Proceed	December 2024

8.1. Questions

All questions regarding the SOW must be submitted in writing. Informal verbal inquiries are not allowed. Written questions concerning this SOW must be submitted via email to ITProcurement@CTRMA.org.

The deadline for receipt of questions is Tuesday, October 29, 2024, 4:00 PM CT. Absent any change to deadlines evidenced through a subsequently issued addenda to this SOW, no questions will be accepted after this deadline. The Mobility Authority anticipates that it will provide responses to all questions received no later than Wednesday, October 30, 2024. Responses will be emailed to all potential Vendors.

The Mobility Authority reserves the right to contact the person submitting a question to clarify the question received, if necessary. The Mobility Authority further reserves the right to modify, summarize or otherwise alter the content of a question to protect the identity of the requestor and to provide responses that the Mobility Authority believes will best inform interested parties of potentially relevant information. The Mobility Authority further reserves the right to decline to answer questions. Each clarification, supplement, or addenda to this SOW, if any, will be emailed to all Vendors.

8.2. Point of Contact

All communications for this SOW must be directed via email to ITProcurement@CTRMA.org.

Upon issuance of this SOW, employees and representatives of the Mobility Authority will not discuss the contents of this SOW with any Vendor, potential Vendor, or their representatives. **Failure of a Vendor and any of its representatives to observe this restriction may result in disqualification of any related response.** This restriction does not preclude discussions between affected parties for the purpose of conducting business unrelated to this procurement.



Appendix A

CONFLICT OF INTEREST DISCLOSURE STATEMENT

This Disclosure Statement outlines potential conflicts of interest as a result of a previous or current business relationship between the undersigned individual (and/or the firm for which the individual works) and an individual or firm submitting a Qualification Statement or otherwise under consideration for a contract associated with **CTRMA's Traffic and Incident Management System Integrator Services Procurement.**

Section I of this Disclosure Statement Form describes the potential conflicts of interest. Section II of this Disclosure Statement Form describes the Respondent's management plan for dealing with potential conflicts of interest as described in Section I of this form. This Disclosure Statement is being submitted in compliance with the Central Texas Regional Mobility Authority's Conflict of Interest Policy for Consultants. The undersigned acknowledges that approval of the proposed management plan is within the sole discretion of the Central Texas Regional Mobility Authority.

SECTION I. Description of Potential Conflicts of Interest.

SECTION II. Management Plan for Dealing with Potential Conflicts of Interest.

SIGNED: _____ DATE: _____

PRINTED NAME AND TITLE: _____

REPRESENTING: _____

SECTION III. APPROVED BY THE CENTRAL TEXAS REGIONAL MOBILITY AUTHORITY

SIGNED: _____ DATE: _____

NAME AND TITLE: _____



PROFESSIONAL QUALIFICATIONS

CONTACT INFORMATION

Commercial Audio/Video & Security Integrator

Security License # B17854201

3601 South Congress Avenue, H200

Austin, TX 78704

512-572-1777

sales@felixmediasolutions.com

Designated Point of Contact

Lionel Felix

512-716-5522

lionel@felixmediasolutions.com

Specialties:

- Commercial AV, Video Conferencing and Sound Masking
- CCTV, Intrusion, Access Control systems
- Smart City / Smart Building design, implementation, maintenance
- GPS / AVL tracking hardware and software for your fleets and equipment
- Wireless WAN / SD-WAN 4G/5G TAA internet routers for failover, remote offices, vehicles
- EOC, Courtrooms, Auditoriums, Commissioners Courts
- Board Rooms, Training Rooms, Classrooms
- Video Walls
- Sound Masking
- Comprehensive Support contracts

Through our contracts, you can purchase equipment with excellent discounts off MSRP for procuring Samsung, Cisco, Crestron, Extron, QSC, and many more.

Based in Austin, TX, we travel all over Texas, the US, and the world.

TX DIR Cooperative Purchasing Contracts you have access to through Felix Media Solutions:

- <https://dir.texas.gov/contracts/dir-cpo-5104>
- <https://dir.texas.gov/contracts/dir-cpo-4472>
- <https://dir.texas.gov/contracts/dir-cpo-5077>
- <https://dir.texas.gov/contracts/dir-cpo-5096>
- AggieBuy Vendor



VENDOR INFORMATION ABOUT US

We believe that each audio-visual solution is as unique as our clients themselves. Combining a strong foundation in technology with a premium client experience, Felix Media Solutions has been translating our technical mastery into smart, easy-to-use, and scalable audio-visual solutions since 2014. The Felix Media Solutions team brings years of experience managing end-to-end audio-visual, IT, access control, and IoT projects from conception, budgeting, product selection, installation, and management to post-installation support.

Founded in 2014 by Lionel Felix and Lindsey Rima, FMS was created in response to the need in Austin for a design-build AV integration firm with solid IT skills and customer service. Lionel Felix started his tech career in the 90s in IT, working for Sony Pictures, Frog Design, and WPP. He started working on AV projects in his IT role starting in 2008 and founded FMS in 2014. Lindsey Rima has a scientific background in high-magnification optics and imaging systems and took over the CEO role in March of 2024. Ben Lanclos, veteran Green Barret, joined FMS in 2016 and heads up the operations side of the business as COO. All three senior executives have deep, hands-on design and implementation experience.

The programming, design, and commissioning team comprises Michael Raiborn, Cisco CCNA, Crestron Certified, Extron Certified, and QSYS Certified. Trey Oberpriller, Extron, and QSYS certified, and Brandon Strickland, who manages the support team and handles commissioning across all platforms.

Our access control team includes lead tech and designer Ben Brinkley, technical sales rep Helen Peil and two other certified and licenses access control professionals.

Environmental Monitoring, IoT, INFOSEC and Smart Building design and strategy is headed up by Lionel Felix who consults on large-scale IoT projects and speaks at conferences on Smart Building and Smart City technology. His experience includes design, integration monitoring and management of large-scale global systems.

Our full-time service desk has three employees responsible for keeping your AV project running smoothly for its entire service life.

Beyond delivering a well-designed and functional audio-visual experience, Felix Media Solutions believes that our clients' satisfaction and experience are equally crucial to the quality of the solution they select. Our steadfast dedication to exceeding our client's expectations is why we are the fastest-growing audio-visual company in Texas. From new construction to retrofit commercial interiors ranging from 2,000 to 1,000,000+ square feet, the Felix Media Solutions team has created exceptional audio-visual solutions for hundreds of prominent business locations across all industries, including

Teachers Retirement System, ERCOT, TX DOT, City of Austin, Texas Department of Agriculture, ABIA, Texas Facilities Commission, UT, City of Buda, Cameron County, Austin Convention Center, TMRS, Department of Public Safety, Texas Dept of Criminal Justice, Texas Health and Human Services Commission, City of Addison, Bell County, City of Georgetown, Austin Energy, City of Killeen, Anne Richards School, Austin Community College, PBS, City of Dripping Springs, Texas Education Agency and many more.



Commercial Integrator Magazine - Fastest-Growing AV Companies
2018, 2019



Inc. 5000
2019, 2020,
2021, 2022



Inc. 500 Texas
2020



Bizjournals Best CEO Nominee, Small Business
2018, 2019



Bizjournals Best CFO Nominee, Small Business
2019

Commercial INTEGRATOR

Felix Media Solutions,
2023 **Integrator of the Year**

WHAT WE SPECIALIZE IN

Conference Rooms	Video Conferencing	Digital Signage	Access Control
Board Rooms	LED Video Walls	PA & Mass Notification	AV support contracts
Smart City & Smart Building	Sound Masking Systems	Room Scheduling	Security Cameras
Training Rooms	Fiber, 4G LTE, 5G	Zoom & Microsoft Teams	IoT & LoRa WAN
	Multi-zone Audio	TCP/IP, INFOSEC	Wireless Presentation



Warehouse & Office Space: 12,000 sq/ft. with loading docks

Total Employees: 26

Support and Programming: 4

Field Techs: 11

Finance, Ops and Exec: 4

Project Managers: 3

Sales and Design: 4

Core Project Types: Conference Rooms, Board Rooms, Training Spaces, All-Hands Spaces, Huddle Rooms, Fitness, Multi-Purpose Rooms, Divisible Rooms, Warehouses, Lobby Displays, Digital Signage

Core Technology Systems: Video Conferencing (Zoom, Cisco, Webex, Hangouts, etc), Zone-Audio, Voice Conferencing, Video Walls, Digital Signage, Sound Masking, Room Scheduling & Wayfinding, Streaming Media

Certifications: CTS, CTS-I Cisco CCNA, Extron, Crestron, Biamp, Zoom, Polycom, OSHA 10 & 30, A+ IT, MCSE

Employee Makeup: All of FMS are W-2 employees and have premium health insurance, 2 weeks PTO, 1 week of sick leave, access to maternity and paternity leave, and bank holidays

Corporate Data: Texas S-Corp based in Austin, TX. Privately owned. No bankruptcies, no litigation, no OSHA incidents, no insurance claims.

D&B: 047561947

Trade References: Extron - J.C Arellano, (800) 633-9876; Stampede - Michael Butler, (800) 398-5652; Biamp - Holly Loftus, (877) 242-6796

Vetting: All employees are drug tested and have undergone a background check

Safety: On-site safety officer. No OSHA reportable injuries 2015-present. All field crew OSHA 10, all leads and PMs OSHA 30.

PRESS

[Diversified, Level 3, IMS and Cenero Among 2019 Inc 5000 Fastest-Growing US Companies](#)

[New wildlife sanctuary opens in Austin to help care for more animals](#)

[Austin Business Journal Best CEO Award Picture](#)

[Austin's Felix Media Solutions follows clients around the globe, grows annual revenue to nearly \\$5M](#)

[Felix Media Solutions 'Years Ahead' of Competitors Who Can't Build AV/IT Trust](#)

[18 Fast-Growing AV Integration Firms and What You Should Learn from Them](#)

Compliance

FMS agrees to and will comply with the "Conflict of Interest Disclosure Statement" in Appendix A

VENDOR EXPERIENCE - CUSTOMERS



AUCTANE



TESLA



PirkeyBarber



PERKINS
+ WILL

Akin Gump
STRAUSS HAUER & FELD LLP



PROJECTS



Silicon Labs

FMS upgraded all Silabs offices in Austin and provides AV services globally. FMS built their 9' x 32' LED video wall, which was the largest indoor display in Austin at the time. Silicon Labs has spent \$1,800,00 with FMS.

Jonathan Jensen

AV Manager

Jonathan.Jensen@silabs.com



Nutrabolt HQ

This \$1.4M AV project completed in May 2024 included a spectacular basketball court with suspended projection screens and projector and twenty thousand watts of audio. We supplied conference rooms, board rooms, and AV equipment for all spaces.

Brian Moore

Sr. Manager, IT Service Delivery

bmoore@nutrabolt.com

+1-512-966-7497



Cirrus Logic

Our long-time customer has had us working on their offices across the United States. We have provided services for AV support, room upgrades, and campus upgrades, including a \$650,000 project in 2023. We cannot provide photos of the interiors of their space.

Eyad Khalil
IT Unified Communications Engineer
+1-512-851-5043
Eyad.Khalil@cirrus.com



Khoros

We have been working with both Lithium and Spredfast since 2016. When they merged and decided to take on a new space in 2020, we were there to help them. We set up and installed a new all-hands space, conference rooms, divisible spaces, and more. \$700K



Sailpoint

We were brought on to design and install more than 50 conference rooms, their large multi-purpose conference rooms, and all-hands spaces. \$720,000

Viren Gill
viren.gill@sailpoint.com



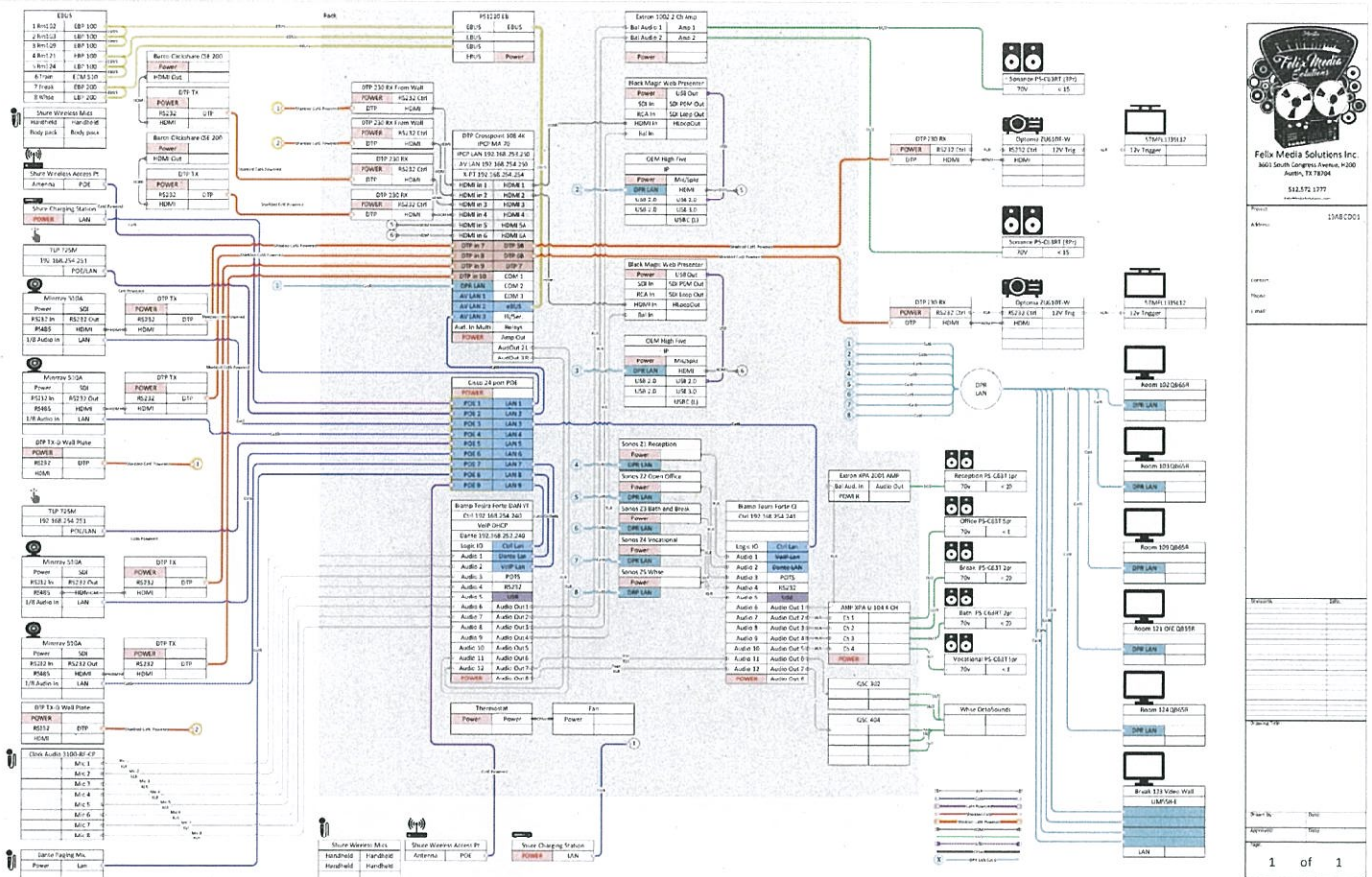
DPR Offices

Conference rooms (small, medium, large), public spaces (lobby, break room, patio) and training room for 50 people. Room schedulers. Distributed audio and video throughout public spaces. \$350,000

Hardware and Software:

Across all projects, FMS has always led with technology that meets or exceeds the highest standards in quality, support, and security standards. Our IT and Infosec background dictates that we focus on secure and reliable technology. We use Extron, QSC QSYS, RGB Spectrum, ATEN, Shure, and a short list of companies that offer TAA and non-Chinese manufactured equipment and components. While each project is different, our palette is a consistent mix of best-of-breed, made-in-USA or TAA equipment for our clientele that spans technology, state, and military.

SAMPLE DRAWING




Felix Media Solutions Inc.
 3601 South Congress Avenue, #H200
 Austin, TX 78704
 512.572.1777
 sales@felixmediasolutions.com

Project: 1548C001
 Client: [Redacted]
 Date: [Redacted]
 Scale: [Redacted]

1 of 1

Our drawings are done in-house by the same team that designs the work. The design package is versioned, tracked, double-checked, and pushed out to the team as updates are available so everyone is always on the same page.

Contact FMS

Phone: +1-512-572-1777

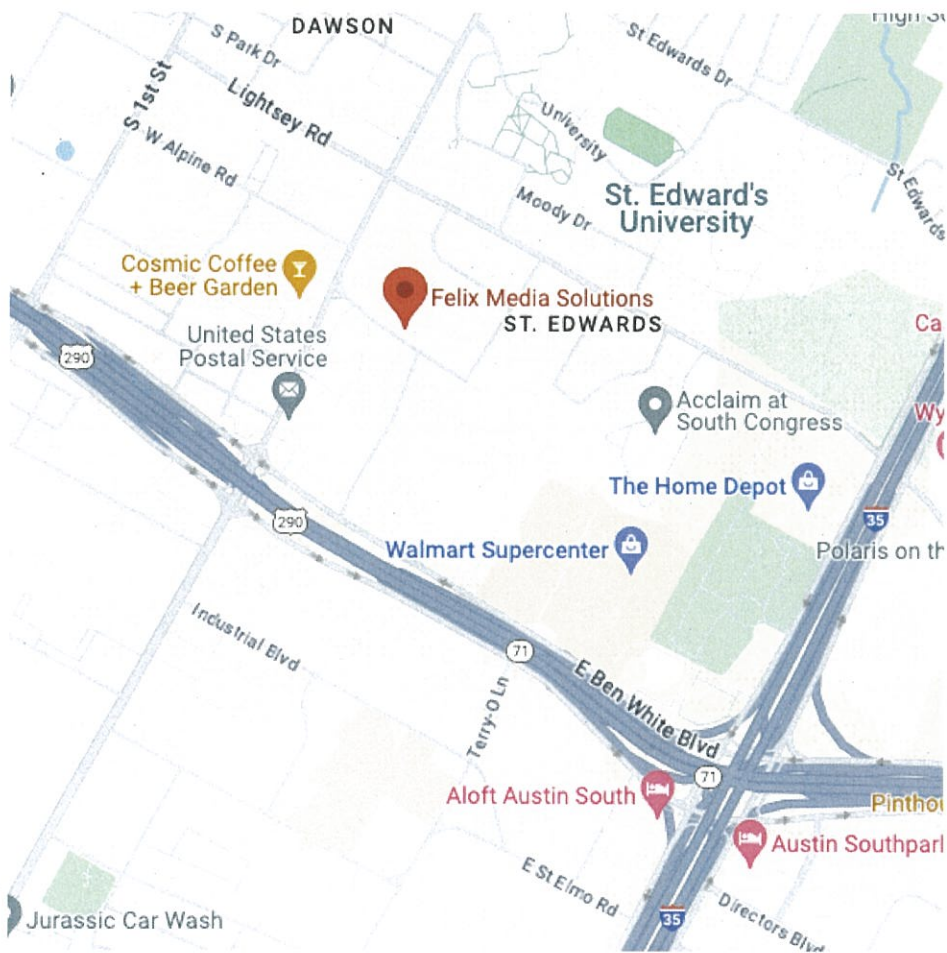
Sales: sales@felixmediasolutions.com

RFP: estimating@felixmediasolutions.com

Support: fms-support@felixmediasolutions.com

Website: <http://felixmediasolutions.com>

Address: [3601 South Congress Avenue, H200](#)
[Austin, TX 78704](#)



Environmental monitoring and control will be designed to comply with all applicable federal, state and local Infosec regulations and will be accompanied by warranty, support and documentation.

Consulting Services will be provided based on the DIR Professional Services noted in the DIR contracts above allowing the Mobility Authority to select services and pricing that is appropriate and favorable.

Implementation and project pricing will be provided through the relevant DIR products and services not limited to those listed above as DIR and Cooperative purchasing agreements will be added through 2025 and 2026. Pricing for projects, support services, maintenance will be priced based on the project and requirements provided by the Mobility Authority.

Assumptions:

Work will be performed in the Central Texas Area, within 100 miles of Austin, TX.

Exclusions:

Permitting costs for construction, access control, electrical will be the responsibility of the Mobility Authority.

Proposed Implementation for Pricing

Sample System: 10x30 Video Wall & Control

Based on existing best-practices and other similar road management organizations, the combination of Planar DVLED walls and RGB Spectrum Gallileo Series IPKVM system which facilitates HDMI, Display Port, KVM, H.265/H.265 virtual inputs allowing for a completely cohesive singular experience and media routing system. These systems include security protocols, layout presets, free-motion windowing, expansion to accommodate 3rd party systems. Pricing will be dependant on final design and requirements. Estimated pricing for Galileo system, racks, IO, cabling, and labor is estimated at \$95,000. Price excludes content management systems, 3rd party integration, storage arrays, backup, generators, UPS, transfer switches and other systems not directly involved in the core KVM and video switching plant.

The KVM system is accompanied by a Planar TVF Ultra 2x Wide HD 219in Diagonal Video Wall, 16x8 1.2mm pitch, w/ VC controller, wall mount, trim, cables and spares for an estimated \$425,000 Installed.

Implementation will follow the project schedule and work within the construction milestones. All materials will be ordered and expected to arrive at least 30 days prior to installation for testing and shop building. Wire rough-in phase is planned in conjunction with electrical rough in and walls at the one-sided phase. Rough in will take one week. Installation, commissioning and trim out begins as paint is drying and furniture is being installed. Walls go up in a week and are in a parallel process as racks are bought on site, cable is terminated, labeled and qualified. The project plan includes timelines associated with all other software and hardware integration for camera system tie-in, environmental monitoring and cutting over services from existing locations. The entire project plan is laid out in a Gantt chart format and covered in weekly OAC meetings.

Pricing for implementation will follow the Mobility Authority's cooperative agreement buying programs. FMS will provide work based on DIR open-ended PO-based consulting, specific project pricing, module pricing, straight labor pricing, manufacturer discount off MSRP pricing, support agreement pricing and other models that best accommodate different phases of the project and needs through the lifecycle of the systems.

Should the Mobility Authority decide to purchase directly from FMS, FMS will honor DIR pricing models for all current and future purchases of products and services, allowing for the same discount model for new, unlisted products.

Public Records Act Agreement

Contractor acknowledges and agrees that all records, documents, drawings, plans, specifications and other materials in the Authority's possession, including materials submitted by Contractor, are subject to the provisions of the Texas Public Information Act (see Texas Government Code § 552.001). Contractor shall be solely responsible for all determinations made by it under such law, and for clearly and prominently marking each and every page or sheet of materials with "Trade Secret" or "Confidential", as it determines to be appropriate. Contractor is advised to contact legal counsel concerning such law and its application to Contractor.

If any of the materials submitted by the Contractor to the Authority are clearly and prominently labeled "Trade Secret" or "Confidential" by Contractor, the Authority will endeavor to advise Contractor of any request for the disclosure of such materials prior to making any such disclosure. Under no circumstances, however, will the Authority be responsible or liable to Contractor or any other person for the disclosure of any such labeled materials, whether the disclosure is required by law, or court order, or occurs through inadvertence, mistake or negligence on the part of the Authority or its officers, employees, contractors or consultants.

In the event of litigation concerning the disclosure of any material marked by Contractor as "Trade Secret" or "Confidential," the Authority's sole obligation will be as a stakeholder retaining the material until otherwise ordered by a court, and Contractor shall be fully responsible for otherwise prosecuting or defending any action concerning the materials at its sole cost and risk; provided, however, that the Authority reserves the right, in its sole discretion, to intervene or participate in the litigation in such manner as it deems necessary or desirable. All costs and fees, including reasonable attorneys' fees and costs, incurred by the Authority in connection with any litigation, proceeding or request for disclosure shall be reimbursed and paid by Contractor.

FELIX MEDIA SOLUTIONS

**CENTRAL TEXAS REGIONAL
MOBILITY AUTHORITY**

Lionel Felix
CEO

James M. Bass
Executive Director

Date

Date

DIR Vendor Agreement

This is to signify that the Central Texas Regional Mobility Authority and Felix Media Solutions have entered into a two-year Agreement **in an amount not to exceed \$1,000,000.00** pursuant to Texas Government Code Section 2054.0565 utilizing Texas Department of Information Resources Contract No. #DIR-CPO-5104 for the services described in this proposal. All terms and conditions of Texas Department of Information Resources Contract No. #DIR-CPO-4937 are applicable to and made part of this agreement.

FELIX MEDIA SOLUTIONS

**CENTRAL TEXAS REGIONAL
MOBILITY AUTHORITY**

Lionel Felix
CEO

James M. Bass
Executive Director

Date

Date