

**A RESOLUTION OF THE TOWNSHIP OF NORTH BRUNSWICK  
AUTHORIZING AWARD OF A CONTRACT TO  
SHI INTERNATIONAL FOR REPLACEMENT OF CABLE STUDIO  
NETWORK AND RELATED EQUIPMENT**

**WHEREAS**, Hurricane Ida impacted New Jersey on Wednesday, September 1, 2021, bringing severe weather conditions including strong winds and heavy and sustained rainfall in some areas; and

**WHEREAS**, during the event, a significant amount of water penetrated the Municipal Complex, causing major damage to the mechanical room located in the basement and chillers located in the rear of the building that impacted the ability to maintain climate control; and

**WHEREAS**, the cable studio is part of the infrastructure network for the municipality that is located within the Municipal Complex and has been affected by the physical impacts of the climate variability, leaving the system vulnerable to failure points for over a year and is hitting a critical level going into a second winter season; and

**WHEREAS**, given the duration, extreme temperature shifts and lack of climate control, there was a need to have an assessment performed for the infrastructure network located at the Municipal Complex; and

**WHEREAS**, the portion of network and related equipment that makes up the Cable Studio was listed within the report as an area of concern and needs to be replaced, with current equipment now experiencing fluctuation in the operation; and

**WHEREAS**, municipal officials have requested Software House International (“SHI”) to provide a proposal for necessary network and related equipment that makes up the Cable Studio; and

**WHEREAS**, SHI, with offices located at 290 Davidson Avenue Somerset, NJ 08873, has submitted a proposal for the Cable Studio Project at a cost of \$366,691.39; and

**WHEREAS**, SHI is an approved vendor under the current Bergen County Cooperative Pricing Agreement with the New Jersey Cooperative Purchasing Alliance # CK04 Contract # 22-24 for Computer Equipment and Peripherals; and

**WHEREAS**, the proposal submitted by SHI for said work has been presented to the excess carrier for a determination of coverage as an eligible expense under the insurance claim(s); and

**WHEREAS**, in addition, the proposal submitted by SHI shall be presented to FEMA for approval as an eligible expense under the Hurricane Ida application.

**NOW, THEREFORE, BE IT RESOLVED** on this 15<sup>th</sup> day of May 2023, that the Township Council of the Township of North Brunswick does hereby authorize a contract with SHI International for the Cable Studio Project at a cost of \$366,691.39, in accordance with the Bergen County Cooperative Pricing Agreement with the New Jersey Cooperative Purchasing Alliance # CK04 Contract # 22-24.

**CERTIFICATION**

I, Cavel Gallimore, Chief Financial Officer of the Township of North Brunswick, certify that funds in the following accounts totaling \$366,691.39 are available under Contract PRO22053:

\$131,808.92 are available in Capital Ordinance 21-13 account C-04-55-C21-220-601,  
\$100,000.00 are available in Capital Ordinance 22-24 account C-04-55-C22-231-601, and  
\$134,782.47 are available in Capital Ordinance 22-23 account C-04-55-C22-230-101.

\_\_\_\_\_  
Cavel Gallimore  
Chief Financial Officer

\_\_\_\_\_  
Justine Progebin  
Business Administrator

\_\_\_\_\_  
Ronald Gordon, Esq.  
Township Attorney  
Approved as to legal form

**RECORDED VOTE:**

COUNCIL MEMBER	YES	NO	ABSTAIN	NOTES
HUTCHINSON				
GUADAGNINO				
ANDREWS				
DAVIS				
SOCIO				
MEHTA				
MAYOR WOMACK				

I hereby certify that the above Resolution was duly adopted by the Township Council of the Township of North Brunswick, County of Middlesex, at its meeting held on May 15, 2023.

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Lisa Russo  
Township Clerk



Pricing Proposal  
Quotation #: 23388115  
Created On: 4/25/2023  
Valid Until: 4/28/2023

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## TOWNSHIP OF NORTH BRUNSWICK

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## Inside Account Executive

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### Craig Yetsko

710 HERMANN ROAD  
NORTH BRUNSWICK, NJ 08902  
United States  
Phone: 7322470922  
Fax:  
Email: cyetsko@northbrunswicknj.gov

### Mark Price

290 Davidson Avenue  
Somerset, NJ 08873  
Phone: 732-584-4472  
Fax: 732-564-8224  
Email: Mark\_Price@shi.com

All Prices are in US Dollar (USD)

Product	Qty	Your Price	Total
1 TriCaster Multi-Camera Live Production System Varto Fine Arts Tech Inc - Part#: Contract Name: New Jersey Cooperative Purchasing Alliance Contract #: CK04 Subcontract #: 22-24	1	\$43,050.54	\$43,050.54
2 ProTek Ultra for TriCaster 1 Pro & TC1 Small Panel (Year 1) Varto Fine Arts Tech Inc - Part#: Contract Name: New Jersey Cooperative Purchasing Alliance Contract #: CK04 Subcontract #: 22-24	1	\$5,096.77	\$5,096.77
3 Cablecast VIO Playout Server (Includes Single Channel w/ Bulletin Board, Live Streaming & Video On Demand) Varto Fine Arts Tech Inc - Part#: Contract Name: New Jersey Cooperative Purchasing Alliance Contract #: CK04 Subcontract #: 22-24	1	\$10,698.92	\$10,698.92
4 Cablecast:CBL-LIVE-350 Varto Fine Arts Tech Inc - Part#: Contract Name: New Jersey Cooperative Purchasing Alliance Contract #: CK04 Subcontract #: 22-24	1	\$4,193.55	\$4,193.55
5 Cablecast Pro VOD Lite Varto Fine Arts Tech Inc - Part#: Contract Name: New Jersey Cooperative Purchasing Alliance Contract #: CK04 Subcontract #: 22-24	1	\$6,935.48	\$6,935.48
6 Blackmagic Design Smart Videohub 12x12 Varto Fine Arts Tech Inc - Part#: Contract Name: New Jersey Cooperative Purchasing Alliance Contract #: CK04 Subcontract #: 22-24	1	\$1,500.00	\$1,500.00

7	Annual Cloud-based reflection service operating in conjunction with both Cablecast Live and Cablecast VOD servers that provide a virtually unlimited number of live and Varto Fine Arts Tech Inc - Part#: Contract Name: New Jersey Cooperative Purchasing Alliance Contract #: CK04 Subcontract #: 22-24	1	\$2,580.65	\$2,580.65
8	(6) Panasonic AW-UE80 Pan Tilt Zoom Cameras, Ceiling/Wall Mounts & Panasonic RP-150 IP PTZ Joystick Controller Varto Fine Arts Tech Inc - Part#: Contract Name: New Jersey Cooperative Purchasing Alliance Contract #: CK04 Subcontract #: 22-24	1	\$40,317.20	\$40,317.20
9	20x20 SDI Video Routing, Analog Conversion for SD Broadcast (if necessary) & Backup Recording to 1TB SSD Varto Fine Arts Tech Inc - Part#: Contract Name: New Jersey Cooperative Purchasing Alliance Contract #: CK04 Subcontract #: 22-24	1	\$6,999.99	\$6,999.99
10	A/V 48 port PoE++ SwitchWAX220-100NAS WAX220 WiFi 6 AX4200 Dual-Band Access Point with Multi-Gig PoE Varto Fine Arts Tech Inc - Part#: Contract Name: New Jersey Cooperative Purchasing Alliance Contract #: CK04 Subcontract #: 22-24	1	\$5,709.09	\$5,709.09
11	48-Channel / 36-Bus Digital Mixer with 16+1 Motorized Faders Dante 64x64 networking card, AES67 compatible, DDM Varto Fine Arts Tech Inc - Part#: Contract Name: New Jersey Cooperative Purchasing Alliance Contract #: CK04 Subcontract #: 22-24	1	\$6,019.35	\$6,019.35
12	Two Windows 11 Professional Workstations & Monitors Varto Fine Arts Tech Inc - Part#: Contract Name: New Jersey Cooperative Purchasing Alliance Contract #: CK04 Subcontract #: 22-24	1	\$4,083.87	\$4,083.87
13	Two - Asus ProArt PA248QV 24.1" WUXGA LED LCD Monitor - 16:10 - Black Varto Fine Arts Tech Inc - Part#: Contract Name: New Jersey Cooperative Purchasing Alliance Contract #: CK04 Subcontract #: 22-24	1	\$535.48	\$535.48
14	4 Hour Professional Services Plan - A minimum of 3 weeks-notice required Varto Fine Arts Tech Inc - Part#: Contract Name: New Jersey Cooperative Purchasing Alliance Contract #: CK04 Subcontract #: 22-24	1	\$1,069.89	\$1,069.89
15	Wireless Gooseneck Microphone System Varto Fine Arts Tech Inc - Part#: Contract Name: New Jersey Cooperative Purchasing Alliance Contract #: CK04 Subcontract #: 22-24	1	\$54,627.96	\$54,627.96
16	(16) 6.5" Ceiling Flush Mounted Speakers	1	\$3,827.96	\$3,827.96

Varto Fine Arts Tech Inc - Part#:  
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17	A/V Presentation System w/ Matrix Switching, 4 HDMI HDBaseT Extensions for 4 Monitors, HDMI Tabletop Input & NDI Converter Varto Fine Arts Tech Inc - Part#: Contract Name: New Jersey Cooperative Purchasing Alliance Contract #: CK04 Subcontract #: 22-24	1	\$24,774.73	\$24,774.73
18	Two - Custom Pro Matrix Hub featuring 8 x Modular Bays, Line Level Audio Inputs, PoC, HDCP 2.2 & Web GUI. Varto Fine Arts Tech Inc - Part#: Contract Name: New Jersey Cooperative Purchasing Alliance Contract #: CK04 Subcontract #: 22-24	1	\$22,409.57	\$22,409.57
19	(4) 55" 4K Anti-Glare Professional LED Displays Mounted on Two Hanging Dual Display Ceiling Mounts Inside the Council chamber and Council meeting room Varto Fine Arts Tech Inc - Part#: Contract Name: New Jersey Cooperative Purchasing Alliance Contract #: CK04 Subcontract #: 22-24	1	\$7,504.96	\$7,504.96
20	(2) 55" 4K Anti-Glare Professional LED Displays w/ Dual Display Wall Mount, Converters Inside the Control room Varto Fine Arts Tech Inc - Part#: Contract Name: New Jersey Cooperative Purchasing Alliance Contract #: CK04 Subcontract #: 22-24	1	\$3,558.49	\$3,558.49
21	12ft X 7ft with 6 monitor Arms Console Varto Fine Arts Tech Inc - Part#: Contract Name: New Jersey Cooperative Purchasing Alliance Contract #: CK04 Subcontract #: 22-24	1	\$31,643.12	\$31,643.12
22	Stereo Mounted Studio Monitors, Passive Controller, Headphone Amplifier & Two Pairs of Headphones Varto Fine Arts Tech Inc - Part#: Contract Name: New Jersey Cooperative Purchasing Alliance Contract #: CK04 Subcontract #: 22-24	1	\$2,959.71	\$2,959.71
23	Two - UPS Smart Online 1500VA 1200W Battery Backup Systems & Horizontal Power Distribution Varto Fine Arts Tech Inc - Part#: Contract Name: New Jersey Cooperative Purchasing Alliance Contract #: CK04 Subcontract #: 22-24	1	\$2,318.54	\$2,318.54
24	Middle Atlantic MKR-4431-AV 26" Deep 44U Video Rack Enclosure, SHIPPING & INSURANCE Varto Fine Arts Tech Inc - Part#: Contract Name: New Jersey Cooperative Purchasing Alliance Contract #: CK04 Subcontract #: 22-24	1	\$6,908.60	\$6,908.60
25	Cat6a & SDI Wiring from PTZ's to Rack, Cat6a Wiring to 55" Monitors, Speaker Wire, Custom Wall Panels & Patch Cabling	1	\$6,689.55	\$6,689.55

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26	20 Hour Professional Services Plan	1	\$5,370.97	\$5,370.97
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27	Audiovisual Equipment Installation for Council Chambers and Control Room On-Site Installation & Configuration	1	\$41,881.72	\$41,881.72
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Varto Fine Arts Tech Inc - Part#:  
Contract Name: New Jersey Cooperative Purchasing Alliance  
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Subcontract #: 22-24

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28	Varto Technologies Design Services: System Functional Drawings	1	\$6,989.25	\$6,989.25
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Varto Fine Arts Tech Inc - Part#:  
Contract Name: New Jersey Cooperative Purchasing Alliance  
Contract #: CK04  
Subcontract #: 22-24

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29	Varto Technologies Training: 3 Full Days of Training for Up To 3 People	1	\$6,435.48	\$6,435.48
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Varto Fine Arts Tech Inc - Part#:  
Contract Name: New Jersey Cooperative Purchasing Alliance  
Contract #: CK04  
Subcontract #: 22-24

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Total      \$366,691.39

### Additional Comments

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Referencing the New Jersey Cooperative Purchasing Alliance - Bergen County Coop - BC-BID-22-24/CK04

Note: The New Jersey Cooperative Purchasing Alliance is a Service of the County of Bergen, County Executive James J. Tedesco III and the Board of Commissioners

Please note, if Emergency Connectivity Funds (ECF) will be used to pay for all or part of this quote, please let us know as we will need to ensure compliance with the funding program.

Hardware items on this quote may be updated to reflect changes due to industry wide constraints and fluctuations.

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*The products offered under this proposal are resold in accordance with the terms and conditions of the Contract referenced under that applicable line item.*