

# City of Sacramento

## Legislation Text

---

**File #:** 2019-01046, **Version:** 1

---

**Title:**

**Agreements: Event Technical Service Providers for Sacramento Convention Center Complex**

File ID: 2019-01046

**Location:** District 4

**Recommendation:**

Pass a Motion: 1) awarding a Professional Services Agreement for preferred audio-visual services and exclusive rigging services at the Sacramento Convention Center to Audio Visual Services Group d.b.a. PSAV with an initial term from August 1, 2019 through October 31, 2025, with up to two additional three-year extension options; 2) awarding a Professional Services Agreement for exclusive telecommunication services at the Sacramento Convention Center Complex to Smart City Networks with an initial term from August 1, 2019 through October 31, 2025, with up to two additional three-year extension options; and 3) authorizing the City Manager or the City Manager's designee to execute both Professional Services Agreements.

**Contact:** Matthew Voreyer, General Manager, (916) 808-5503; Jody Ulich, Director, (916) 808-5105, Convention and Cultural Services Department

**Presenter:** None

**Attachments:**

1-Description/Analysis

2-Professional Services Agreement with Audio Visual Services Group d.b.a. PSAV

3-Professional Services Agreement with Smart City Networks

**Description/Analysis**

**Issue Detail:** The current service provider agreements for audio-visual, rigging, and telecommunications are set to expire on July 31, 2019. On March 11, 2019, Request for Proposal (RFP) No. P19171131009 was released via the City's bid portal (Planet Bids) to solicit proposals to establish new agreements for a preferred audio-visual services provider, an exclusive rigging services provider, and an exclusive telecommunication services provider for these services to

continue through the renovations of the Convention Center Complex.

Following this RFP process, staff recommends awarding a Professional Services Agreement for preferred audio-visual services and exclusive rigging services at the Convention Center to Audio Visual Services Group d.b.a. PSAV, and awarding a Professional Services Agreement for exclusive telecommunication services at the Convention Center Complex to Smart City Networks.

**Policy Considerations:** The recommendations in this report are consistent with the provisions of Sacramento City Code Chapter 3.64: Contracts for Professional Services. Per City Code 3.64.020, agreements for professional services where the amount to be expended equals or exceeds one hundred thousand dollars (\$100,000) requires City Council authorization to execute.

**Economic Impacts:** None.

**Environmental Considerations:** The proposed activity is not a project pursuant to the California Environmental Quality Act (CEQA). CEQA Guidelines Section 15378(b)(2). The activity is a continuing administrative or maintenance activity and is not subject to CEQA.

**Sustainability:** None.

**Commission/Committee Action:** None.

**Rationale for Recommendation:** For this RFP, proposers could submit a proposal for one, two, or all three of the requested services. There were three proposals submitted for audio-visual services, two proposals submitted for rigging services, and three proposals submitted for telecommunication services. All of the proposals submitted were evaluated by a panel of City staff from various departments and Visit Sacramento staff and were evaluated based on the following criteria:

- Experience and Responsibility
- Operating Strategy and Quality Assurance
- Marketing and Customer Service
- Financial Consideration
- Reasonableness of Terms of the Agreement

The panel determined the proposal submitted by Audio Visual Services Group d.b.a. PSAV to be the best overall for audio-visual and rigging services and determined the proposal submitted by Smart City Networks to be the best overall for telecommunication services.

Audio Visual Services Group d.b.a. PSAV provided one of the better operating strategy utilizing an ENGAGE sales process and COMPASS tools to build relationships with current and future customers. Smart City Networks proposal showed it had vast experience in telecommunication

services and being involved in the design and implementation of high-density network upgrades in convention centers in the surrounding area in the past three years.

**Financial Considerations:** Gross receipts from audio-visual, rigging, and telecommunication services are shared between the service providers and the City.

Audio Visual Services Group d.b.a. PSAV will provide up to 45% of all gross receipts for equipment and up to 20% of all gross receipts for labor for audio-visual services, and up to 30% of all gross receipts for equipment and labor for rigging services to the City as commission.

Additionally, Audio Visual Services Group d.b.a. PSAV will provide to the City an annual \$16,000 signing bonus for five years for a total of \$80,000 starting November 1, 2020 or upon the reopening of the Convention Center following completion of renovations, whichever comes later.

Smart City Networks will provide up to 40% of gross technology revenue collected to the City as commission and will invest \$750,000 toward capital investment.

**Local Business Enterprise (LBE):** Not applicable.