



**COPY OF
COST PROPOSAL
FOR**



**RHODE
ISLAND
COLLEGE**

**RFP# 150814
Cable Television Services – Residence Halls RIC**

**Due Date:
September 15, 2015 10:00am**

Administrative Office
100 First Stamford Place
Stamford, CT 06902
203-983-5400
203-661-6143 – fax

Engineering Office
107 Carson Drive
Bear, DE 19701
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Celebrating over 30 Years of Service to the Higher Education Community

September 15, 2015

Purchasing Office
Rhode Island College
East Campus, Building #5
Providence, RI 02908

Campus Televideo Inc. (CTV), a division of Apogee, is pleased to provide the following cost proposal in response to RFP # 150814 for Cable Television Services at Rhode Island College (RIC). CTV's response is based on the ITB and Amendment 1.

CTV has provided two options for your consideration.

- Option 1 – CTV will utilize the existing head end to continue to provide the same programming as we do today.
- Option 2 – CTV will install a new all-digital head end system with satellite High Definition and Standard Definition channels as available and local over the air channels

Section 7: COST PROPOSAL

7.1 Equipment, installation and maintenance

7.1.1 Provide a detailed equipment list and cost for all equipment required for the system performances and continued, maintenance under this contract.

7.1.2 Itemize these cost by equipment, installation labor, testing etc.

| Description | Purchase Price |
|--|-----------------|
| Smart Box Digital System | \$44,807 |
| Satellite Antenna with non-pen roof mount | \$2,025 |
| SD Encoder | \$1,735 |
| Launch Amplifier | \$615 |
| Monitor and mount | \$283 |
| Installation and Testing | \$4,725 |

7.1.3. Provide an option to either purchase the equipment upfront or the cost to pay over time.

7.1.4. Provide a cost of the equipment if either option to pay up front or pay overtime at a one-year term.

7.1.4.1 The cost at a three-year term.

7.1.4.2. These costs can be shown as a total monthly payment, or an incremental per drop cost. If the latter, include the methodology you have used to determine the number of drops/month from the outlet information in section 8.

Option 1 – CTV will utilize the existing head end system, no additional equipment costs will apply.

| Description | Price | Warranty |
|--|------------------|--------------------------------------|
| Equipment Costs | Not Applicable | 1 year warranty on headend equipment |
| Maintenance head end and distribution system to the closet | \$5,000 annually | |

Option 2- CTV will provide and install a new digital head end system

| Description / Term | Price | Warranty |
|--|--|---|
| Purchase Price | \$55,925 | Includes a 1 year warranty On headend equipment |
| 3 Year Lease Price | \$22,068.96 annually \$1,839.08 monthly | Includes a 3 year warranty On headend equipment |
| 5 Year Lease Price | \$14,780.04 annually \$1,231.67 monthly | Includes a 5 year warranty On headend equipment |
| Maintenance head end and distribution system to the closet | \$4,000 | |

7.2 Monthly programming charges

Itemize the recurring costs associated with the channel programming. Show these costs organized by:

7.2.1 Mandatory Channels to carry.

Option 1 - CTV will provide a fixed price for the first 3 years of the contract term

| Channel Packages | Annual Cost |
|-----------------------|-----------------|
| Entertainment Package | \$27,003 |
| ESPN Classic | \$266 |
| NESN | \$2,637 |
| Total | \$29,906 |

7.2.2. Preferred (is current channel lineup minus mandatory channels)

Option 2 – CTV will provide a fixed price for the first 3 years of the contract term

| Channel Packages | Annual Cost |
|-----------------------|-----------------|
| Entertainment Package | \$18,836 |
| NESN | \$2,637 |
| Big Ten Network | \$5,094 |
| Science Channel | \$340 |
| Total | \$26,907 |

7.2.3 Optional Channels

With option 2 CTV can provide the following channels:

| | |
|---|---------|
| CBS Sports Network | \$441 |
| American Heros, FS1 Network | \$2,649 |
| Great American Country, Turner Classic Movies | \$2,038 |
| VH1 Classic, Palladia HD Network | \$2,038 |
| Encore Network | \$2,173 |
| HD Net Movies, Logo Channel, Investigation Discovery Network | \$1,257 |
| SEC Network | \$5,773 |
| Showtime Network | \$9,339 |
| Starz/Encore Network | \$9,543 |
| HBO/Max | \$9,339 |
| Fox Movie, FX Network | \$2,751 |
| WGN | \$2,106 |

(Bold indicates provided in HD)

Annual prices reflect programming costs only. Optional channels may replace channels in the proposed base channel lineup with no additional equipment cost. Alternatively, additional equipment cost can be provided. With a multi-year agreement, Showtime may offer one time rebates.

7.2.5. Provide the additional cost, per drop and total for additional drops for academic use in classroom building.

CTV does not charge for academic use

7.3 Monthly Service Fee Option 1

CABLE TELEVISION SERVICE TO THE RESIDENCE HALLS AT RHODE ISLAND COLLEGE – BROWNE HALL, SWEET HALL, THROP HALL, WEBER HALL, WILLARD HALL, AND THE NEW RESIDENCE HALL.

| Period | Monthly Cost |
|-------------------|-------------------|
| 10/1/15 – 6/30/16 | <u>\$2,908.84</u> |
| 7/1/16 – 6/30/17 | <u>\$2,908.84</u> |
| 7/1/17 – 9/30/17 | <u>\$2,908.84</u> |

7.3 Monthly Service Fee Option 2

CABLE TELEVISION SERVICE TO THE RESIDENCE HALLS AT RHODE ISLAND COLLEGE – BROWNE HALL, SWEET HALL, THROP HALL, WEBER HALL, WILLARD HALL, AND THE NEW RESIDENCE HALL.

Option 2 – Requires Purchase of equipment \$55,925 upfront or \$1,839.08 per month for 36 months.

| Period | Monthly Cost |
|-------------------|-------------------|
| 10/1/15 – 6/30/16 | <u>\$2,575.59</u> |
| 7/1/16 – 6/30/17 | <u>\$2,575.59</u> |
| 7/1/17 – 9/30/17 | <u>\$2,575.59</u> |

Labor requirements: The vendor shall charge labor rates based on two different category levels;

a. Maintenance/Service –

Preventative maintenance to the closet included

CTV can take student calls and provide in room outlet issues for an additional \$4,000 annually. This price does not include any building wiring issues.

b. Repair and/or replace any cables, equipment, rewiring
\$87.75 per hour plus materials

6.3. After Guarantee Services

After the expiration of the guarantee period, the vendor shall offer the College the opportunity to continue the same level of service with the same response time as inter the initial guarantee. In the RFP Response please respond to the questions that follow:

1. What is the yearly cost of a full service maintenance contract

CTV Response: \$5,000.

2. Will the vendor cap the maintenance cost as quoted above for a period of 5 years, with an annual renewal option for the College?

CTV Response: Yes we could cap costs as long as the number of buildings being maintenance does not increase by more than 10%.

3. What is the cost to perform a system sweep and documentation for FCC certification? Can this be included in the annual maintenance contract, and at what additional cost?

CTV Response: If the College switched to digital services and the aeronautical channels are not used these tests can be avoided. Proof of Performance is \$10,000 annually and CLI is \$2,650 annually.

4. What other services do you have available?

CTV Response: CTV offers services such as Emergency Alert System, IPTV and Resnet Services

5. What are your hourly labor rates for a time and materials maintenance call?

CTV Response: \$87.75 per hour plus materials

CTV Terms:

The price quoted is based on a twelve (12) month billing cycle over the service agreement with optional one year renewals. The programming portion of the cost is calculated based on 283 active units.

After the 3 year term, CTV will passes along programmer rate increases / (decreases) once annually with 30 days' notice. At such time CTV allows its customers the opportunity to review the increase and either accept or adjust programming to fit its budgetary requirements for that academic year. If in any given year programmers do not increase rates, the College will not see an increase.

This proposal enables the College to finance the acquisition of the equipment and associated installation charges over the term of the contract. The College may freely purchase the equipment for the unamortized balance of the financed amount at any time with no prepayment penalty. Should the contract terminate for any reason prior to the schedule expiration date, the College would be required to purchase the equipment. CTV will prepare and provide the College with a definitive amortization (buyout) schedule once the scope of the equipment and installation services is finalized.

Prices do not include applicable sales, use, communications or other taxes imposed on the CTV services, excluding income taxes. Campus Televideo will provide a warranty on all CTV-owned and installed equipment for the initial term of the service contract.

The base price assumes local channels will be received over the air as they are today. If at any time these channels do not have acceptable reception they will need to be received via satellite, additional equipment fees depending on the number of channels will be the responsibility of the College, additional programming fees including the locals package plus the HD access fee if desired will also be the responsibility of the College.

Terms and conditions of the attached contract will apply as part of our response. If CTV is the successful bidder, we are confident that any conflicts with the College's terms and conditions can be reconciled to our mutual satisfaction.

If you have any questions regarding this proposal, or would like to discuss changes, please contact me at (203) 983-5400 ext. 103. I look forward discussing this proposal with you in person and working with you and your team to continue to provide the very best cable television service at Rhode Island College.

Sincerely,



Carmela Laber

Sr. Director of Customer Operations