

Agenda Item # \_\_\_\_\_

VILLAGE OF ROYAL PALM BEACH

Agenda Item Summary

**AGENDA ITEM:** APPROVAL FOR THE PURCHASE AND INSTALLATION OF FOUR (4) ELECTRONIC DISPLAY SIGNS FROM DAKTRONICS, INC. IN THE AMOUNT OF \$244,387.71 BY PIGGYBACKING SOURCEWELL CONTRACT # 050819 AWARDED THROUGH REQUEST FOR PROPOSAL #050819 AND VALID THROUGH JULY 8, 2023. THE SIGNS TO BE PURCHASED INCLUDE TWO (2) DOUBLE FACED DISPLAYS FOR VILLAGE HALL AND COMMONS PARK AND TWO (2) SINGLE FACED DISPLAYS TO BE LOCATED AT THE COUNTERPOINT ENTRANCE AND SOUTHERN & ROYAL PALM BEACH BOULEVARD ENTRANCE. (Strategic Plan: G-2MIP36)

**ISSUE:** This purchase is budgeted in PR2306, Account #105-7200-572-64-99. This purchase is the replacement of existing display signs that are beyond their useful life. These new displays will enable staff to update information in a timely manner via mobile devices.

This purchase is requested by piggybacking Sourcewell contract # 050819 which was awarded through Request for Proposal # 050819 and which remains valid through July 8, 2023. Daktronics Quote # 794478-1-3 Main is attached.

**RECOMMENDED ACTION:** Staff recommends approval.

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Initiator:  
Lou Recchio  
Director of Parks and  
Recreation

Village Manager  
Approval:

Agenda  
Date:  
12/15/22

Village Council  
Action:

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Thank you, Lou Recchio, for choosing Daktronics.

The following items are required to process your order:

- ☐ Please verify that this equipment fulfills your project needs
- ☐ Signed Quote with Purchase Order number
- ☐ Validate and complete Project Site Information page, return with order  
*Help ensure Daktronics shipping, invoicing, and service locations are accurate.*
- ☐ Payment & Invoicing – Please provide Purchase Order number.
- ☐ Tax Status – Applicable taxes included - subject to change

You may submit your order to your sales team via the following methods.

<b>Email:</b> Attention: Kevin Cosgrove – <a href="mailto:Kevin.Cosgrove@daktronics.com">Kevin.Cosgrove@daktronics.com</a> Jessica Powers – <a href="mailto:Jessica.Powers@daktronics.com">Jessica.Powers@daktronics.com</a>	<b>Mail:</b> Daktronics, Inc Attn: Jessica Powers PO Box 5128 Brookings, SD 57006
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After your order has been placed:

- ☐ [Freight Unloading Guidelines](#) – Shipping to site via Independent Carrier (flatbed trailer).  
Crane or telehandler required for unloading.

# DAKTRONICS QUOTE # 794478-1-3

Village of Royal Palm Beach  
 Lou Recchio  
 1050 Royal Palm Beach Blvd  
 Royal Palm Beach, FL USA 33411  
 Phone: (561)753-1228  
 Fax:  
 Email: lrecchio@royalpalmbeach.com

7/Dec/2022  
 Quote valid for: 90 days  
 Terms: Net 30 days from shipment with  
 Purchase Order  
 Subject to Credit Review  
 FCA: DESTINATION  
 Delivery: Call for Production Time

Reference: EMC - Sourcewell Contract #050819

Item No.	Model	Description	Qty	Price
1	GT6x-180X270-8-RGB-2V	<b>Galaxy® Outdoor Electronic Message Center - GT6x Series - 8mm RGB; 2V Interconnect Cable Length Is 20 Feet</b> Matrix: 180 lines by 270 columns Line Spacing: 8mm LED Color: RGB- 281 Trillion Colors Face Configuration: 2V - two one sided displays - same content View Angle: 140 degrees Horizontal x 70 degrees Vertical Cabinet Dimensions: 5' 4" H X 7' 6" W X 0' 7" D (Approx. Dimensions) Max Power: 2390 watts/display Weight: Unpackaged 365 lbs per display; Packaged 480 lbs per display	1	\$89,338.00
	Daktronics Verizon Modem, 4G, Ethernet	Daktronics Verizon 4G Cellular Modem Only - Requires Daktronics Verizon Cellular Data Plan	1	
	System Startup	Final Commissioning of Equipment	1	
2	GT6x-180X360-8-RGB-2V	<b>Galaxy® Outdoor Electronic Message Center - GT6x Series - 8mm RGB; 2V Interconnect Cable Length Is 20 Feet</b> Matrix: 180 lines by 360 columns Line Spacing: 8mm LED Color: RGB- 281 Trillion Colors Face Configuration: 2V - two one sided displays - same content View Angle: 140 degrees Horizontal x 70 degrees Vertical Cabinet Dimensions: 5' 4" H X 9' 11" W X 0' 7" D (Approx. Dimensions) Max Power: 3170 watts/display Weight: Unpackaged 485 lbs per display; Packaged 630 lbs per display	1	\$52,070.00
	Daktronics Verizon Modem, 4G, Ethernet	Daktronics Verizon 4G Cellular Modem Only - Requires Daktronics Verizon Cellular Data Plan	1	
3	GT6x-180X360-8-RGB-SF	<b>Galaxy® Outdoor Electronic Message Center - GT6x Series - 8mm RGB</b>	2	\$75,624.00

# DAKTRONICS QUOTE # 794478-1-3

Matrix: 180 lines by 360 columns  
 Line Spacing: 8mm  
 LED Color: RGB- 281 Trillion Colors  
 Face Configuration: SF - single one sided display  
 View Angle: 140 degrees Horizontal x 70 degrees Vertical  
 Cabinet Dimensions: 5' 4" H X 9' 11" W X 0' 7" D (Approx. Dimensions)  
 Max Power: 3170 watts/display  
 Weight: Unpackaged 485 lbs per display; Packaged 770 lbs per display

	Daktronics Verizon Modem, 4G, Ethernet	Daktronics Verizon 4G Cellular Modem Only - Requires Daktronics Verizon Cellular Data Plan	2	
4	<b>Physical Installation</b>	<b>See attachment A.</b>	1	<b>\$24,575.71</b>
5	<b>FREIGHT</b>	<b>Shipping to site via LTL (enclosed trailer). Usually unloads at a dock. Forklift or pallet jack may be required.</b>	1	<b>\$2,780.00</b>
<b>Services</b>				
6	<b>Warranty &amp; Services</b>		1	
	P5P5 - 5 Years Platinum Extended Service for GT6x-180X270-8-RGB-2V@1, GT6x-180X360-8-RGB-2V@1, and GT6x-180X360-8-RGB-SF@2.	5 Years of Parts and On-site Labor from Daktronics	1	
	Venus® Control Suite Basic 10-Year Subscription	Secure, web-based software that enables display management anytime, anywhere via internet connection.	1	
	Venus® Control Suite Training Onboarding	Venus® self guided training videos. (English only.)	1	
	Venus® Control Suite - One-on-One Webinar	Customized Venus® training in a live, web-based, conference call format using the customer's phone & computer. (English only.)	1	
	Daktronics Verizon Lifetime 4G Cellular Data Plan for VCS, Up to 100,000 Pixels	Daktronics Verizon Lifetime 4G Cellular Data Plan Per Modem, for Venus Control Suite on Displays Up to 100,000 pixels. Excludes streaming data feeds and diagnostics.	1	
	Venus® Control Suite Basic 10-Year Subscription	Secure, web-based software that enables display management anytime, anywhere via internet connection.	1	
	Venus® Control Suite Training Onboarding	Venus® self guided training videos. (English only.)	1	
	Daktronics Verizon Lifetime 4G Cellular Data Plan for VCS, Up to 100,000 Pixels	Daktronics Verizon Lifetime 4G Cellular Data Plan Per Modem, for Venus Control Suite on Displays Up to 100,000 pixels. Excludes streaming data feeds and diagnostics.	1	
	Venus® Control Suite Basic 10-Year Subscription	Secure, web-based software that enables display management anytime, anywhere via internet connection.	2	
	Venus® Control Suite Training Onboarding	Venus® self guided training videos. (English only.)	1	

DAKTRONICS QUOTE # 794478-1-3

Daktronics Verizon Lifetime 4G Cellular Data Plan for VCS, Up to 100,000 Pixels	Daktronics Verizon Lifetime 4G Cellular Data Plan Per Modem, for Venus Control Suite on Displays Up to 100,000 pixels. Excludes streaming data feeds and diagnostics.	2
Total Price Including Applicable Tax:		\$244,387.71

Please reference listed sales literature: DD3512730 for Daktronics Verizon Modem, 4G, Ethernet, DD4305463 for GT6x-180X270-8-RGB-2V, DD4305463 for GT6x-180X360-8-RGB-2V, DD4305463 for GT6x-180X360-8-RGB-SF

Please reference listed shop drawings: DWG-04296131 for GT6x-180X270-8-RGB-2V, DWG-04296167 for GT6x-180X360-8-RGB-2V, DWG-04296167 for GT6x-180X360-8-RGB-SF



## Leasing Program

If your purchase exceeds \$25,000, you may qualify for our leasing program allowing you more flexibility to spread out the cost of your Daktronics display over of a period up to five (5) years. Benefits of our leasing program include fixed rate financing, non-appropriation clause, no prepayment penalty, and customizable payment schedules. Plus, at the end of the lease, the equipment is yours to keep with no additional balloon payments.

Sample payment options as follows:

\$50,000 in total equipment cost = \$11,285 per year

\$100,000 in total equipment cost = \$22,568 per year

\$250,000 in total equipment cost = \$56,420 per year

**\*\*Payments based on 5 year/annual payment in advance structure. Leasing is subject to credit approval and agreed upon documentation with Daktronics lending partner. Contact your Daktronics representative for additional options and details.**

### Exclusions:

- |  |                       |
|--|-----------------------|
| - Structure  | - Foundation          |
| - Power  | - Hoist               |
| - Engineering Certification                        | - Signal Conduit      |
| - Labor to Pull Signal Cable                       | - Applicable Permits  |
| - Electrical Switch Gear or Distribution Equipment | - Front End Equipment |

Unless expressly stated otherwise in this Quote # 794478-1 Rev 3 or the attachments, if Daktronics performs installation of the Equipment, the price quoted does not include the following services pertaining to physical installations: digging of footings (including dirt removal), any materials fabrication, installation of steel cages, rebar, or bolt attachments, or pouring and finishing of concrete footings. Those service may be provided for an additional cost beyond the quoted price. Purchaser shall be fully responsible for any and all additional costs plus overhead in the event anything unexpected of any nature whatsoever is found while digging the footings including but are not limited to rock, water, utility lines, pipes or any other unforeseen circumstance. The Purchaser acknowledges and agrees that it is fully responsible for all site conditions.

Prices and charges are subject to change by Daktronics at any time before the final agreement between the parties is effective. Ship Date will be determined after customer purchase order is received or agreement is signed or otherwise effective, shop drawings are approved (if required) and down payment is received (if required).

### Installation Responsibilities:

If applicable please reference Attachment A for Installation Responsibilities.

### Ad/ID Copy Approval Process

Customer shall provide digital artwork for advertising and identification panels, conforming to [Daktronics' graphic file standards](#), at the time of order.

Daktronics will create a proof of provided artwork and require approval of that proof three weeks prior to the initial anticipated ship date. Advertising and identification panels not approved in time, will be shipped without copy in Daktronics' standard finish.



Kevin Cosgrove

PHONE:

FAX:

EMAIL: Kevin.Cosgrove@daktronics.com

Jessica Powers

PHONE:

FAX:

EMAIL: Jessica.Powers@daktronics.com

### Terms And Conditions:

The Terms and Conditions which apply to this order available on request.

SL-02374 Standard Warranty and Limitation of Seller's Liability ([www.daktronics.com/terms\\_conditions/SL-02374.pdf](http://www.daktronics.com/terms_conditions/SL-02374.pdf))

SL-02375 Standard Terms and Conditions of Sale ([www.daktronics.com/terms\\_conditions/SL-02375.pdf](http://www.daktronics.com/terms_conditions/SL-02375.pdf))

SL-07862 Software License Agreement ([www.daktronics.com/terms\\_conditions/SL-07862.pdf](http://www.daktronics.com/terms_conditions/SL-07862.pdf))

Additional Links:

Platinum Scope of Services ([www.daktronics.com/Web%20Documents/Services/SL-04703.pdf](http://www.daktronics.com/Web%20Documents/Services/SL-04703.pdf))

Wireless Service Addendum ([www.daktronics.com/TermsConditions/DD3956286](http://www.daktronics.com/TermsConditions/DD3956286))

### Acceptance:

The parties acknowledge and agree that the agreement (the "Agreement") is comprised of the terms and conditions contained within this quote and any attachments thereto, along with the documents at the website addresses above. Purchaser hereby agrees to purchase the equipment as defined in the Agreement. Purchaser acknowledges having had the opportunity and means to review the Agreement. The Agreement represents the entire agreement of the parties and supersede any previous understanding or agreement. The Undersigned has actual authority to execute this document and Daktronics is relying on such authority. Purchaser acknowledges and agrees to the above, as evidenced by its attestation below.

Customer Signature

Date

Print Name

Title

Daktronics, Inc.  
201 Daktronics Drive  
Brookings, SD 57006 USA  
[www.daktronics.com](http://www.daktronics.com)

Quote # 794478-1 Rev 3

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# PROJECT SITE INFORMATION – REQUIRED TO PLACE YOUR ORDER

This document is for order processing purposes only and is not intended to be part of the Agreement

**Daktronics Quote #** \_\_\_\_\_

## Purchase Order Information:

PO# \_\_\_\_\_

PO Date \_\_\_\_\_

Purchaser (Bill To) hereby confirms that the equipment is to be delivered to (Ship To) and may be installed by Purchases or Daktronics, as indicated elsewhere herein, at the address (Installation Location) indicated below unless otherwise specified.

### SHIP TO: (delivery location)

Company: \_\_\_\_\_

Contact: \_\_\_\_\_

Street Address: \_\_\_\_\_

City: \_\_\_\_\_

State: \_\_\_\_\_ Zip: \_\_\_\_\_

Telephone: \_\_\_\_\_

Email: (for shipping notification)

\_\_\_\_\_

Additional Email: (for shipping notification)

\_\_\_\_\_

### INSTALLATION LOCATION: (end user) ID# \_\_\_\_\_

Company: \_\_\_\_\_

Contact: \_\_\_\_\_

Street Address: \_\_\_\_\_

City: \_\_\_\_\_

State: \_\_\_\_\_ Zip: \_\_\_\_\_

Telephone: \_\_\_\_\_

Email: (for order acknowledgement)

\_\_\_\_\_

Training Contact & Email: (if applicable)

\_\_\_\_\_

### BILL TO: (receive and pay invoices) ID# \_\_\_\_\_

Company: \_\_\_\_\_

Contact: \_\_\_\_\_

Street Address: \_\_\_\_\_

City: \_\_\_\_\_

State: \_\_\_\_\_ Zip: \_\_\_\_\_

Telephone: \_\_\_\_\_

Email: \_\_\_\_\_

### \*\*\*LOGO & AD COPY APPROVAL\*\*\*

(if applicable)

Name: \_\_\_\_\_

Email: \_\_\_\_\_

### \*\*\*VENUS SOFTWARE INFORMATION\*\*\*

This is a new Venus account  
(Daktronics will create and send the credentials)

Please add users and display to existing Venus account

Prime Pro Playlist Pro Ad Grid 3rd Party

Acct Name or Number: \_\_\_\_\_

Display Name: \_\_\_\_\_

Width Height Color

Time Zone: \_\_\_\_\_

Animation Allowed: YES NO

### Primary Contact – Account Administrator

\*Email: \_\_\_\_\_

Name: \_\_\_\_\_

Phone: \_\_\_\_\_

### Secondary Contact – Account Administrator

\*Email: \_\_\_\_\_

Name: \_\_\_\_\_

Phone: \_\_\_\_\_

If applicable

System Health: Plus Advanced Premier

Number of Years: 1 Year 5 Years 10 Years

### \*\*Logos, Graphics, or Sponsor Advertisements\*\*

[Vector files](#) must be submitted with your order documents, not to exceed 1 week of order placement. If artwork is not received, the panels will be painted the same as your scoreboard or display and shipped blank.

# DAKTRONICS QUOTE # 794478-1-3 MAIN ATTACHMENT A

## CUSTOMER RESPONSIBILITIES

### General

- 1) Secure necessary sign permits, as required.
- 2) Secure necessary construction permits, as required.
- 3) Customer is responsible to ensure the existing structure/building is adequate, including any necessary modifications, for the installation of the Equipment, including but not limited to (i) obtaining certified engineer drawings to the extent required by law and (ii) providing Daktronics, upon reasonable request, documentation relating to the existing structure and modifications necessary for Daktronics perform its work.
- 4) Mark location of the new Equipment as delineated in the quote.
- 5) Provide all landscaping, track, sidewalk and path protection along with site restoration, and/or sprinkler system repair work.

### Structures

- 1) Not applicable

### Electrical & Data

- 1) Provide primary power feed base of structure in the form of transformer and electrical disconnect/distribution panel, as applicable, with over current protection per all applicable electrical codes and regulations.

### Product/Equipment

- 1) Provide storage of all Equipment and control equipment in a safe, dry, and secure location until installation.
- 2) Provide high speed internet connection to control room equipment.
- 3) Required power outlets on clean dedicated circuit(s) for all control equipment.

## DAKTRONICS RESPONSIBILITIES

### General

- 1) Removal and disposal of existing equipment.

### Structures

- 1) Paint existing support structure.
- 2) Paint four (4) existing monument signs onsite. Includes the poles, visible structural supports and architectural details only.

### Electrical & Data

- 1) Provide secondary power conduits, power cable and power hook-up from base of structure to all Daktronics supplied load centers/termination panel at/within the Equipment.

### Product/Equipment

- 1) Accept, lift, unload, and inspect all Equipment and control equipment from carrier.
- 2) Lift and mount Equipment listed in this quotation.

## QUALIFICATIONS/CLARIFICATIONS

- 1) **Access:** Daktronics requires unobstructed access to Equipment and control room installation site until display is 100%. Installation equipment (cranes, lifts, trucks, concrete trucks, etc.) are expected to have access directly to the scoreboard/structure location. No concrete pumping, concrete buggies, or crane picks over 10' distance from scoreboard structure are included.
- 2) **Control Room Climate:** Normal operating temperature should be between 40° to 90° Fahrenheit (4° to 32° Celsius). Normal operating humidity should be less than 80% non-condensing. Storage temperature should be between -10° to 105° Fahrenheit (-23° to 41° Celsius). Storage humidity should be less than 95% non-condensing. Keep computers and monitors out of direct sunlight during storage. Allow control equipment taken out of storage to return to operating temperature range prior to turning it on (24 hours recommended).
- 3) **Electrical:** The maximum voltage is 120 volts line to neutral for all Equipment in this quotation.
- 4) **Existing Conduit:** Costs to repair or replace damaged or obstructed conduit have not been included in this quote.
- 5) **Damages and Wages:** Liquidated damages, prevailing wages, certified payroll or union labor have not been included in the installation pricing.





## DAKTRONICS QUOTE # 794478-1-3 MAIN ATTACHMENT A

- 6) **Storage:** The message center and accessories will be shipped to the installer's shop until installation will occur. The customer's involvement with storage will be limited to on-site access and staging area during the installation.

**Form C****EXCEPTIONS TO PROPOSAL, TERMS, CONDITIONS,  
AND SOLUTIONS REQUEST**Company Name: Daktronics, Inc.

Any exceptions to the terms, conditions, specifications, or proposal forms contained in this RFP must be noted in writing and included with the Proposer's response. The Proposer acknowledges that the exceptions listed may or may not be accepted by Sourcewell or included in the final contract. Sourcewell will make reasonable efforts to accommodate the listed exceptions and may clarify the exceptions in the appropriate section below.

Section/page	Term, Condition, or Specification	Exception	Sourcewell ACCEPTS

Proposer's Signature: Tom CoughlinDate: 5-6-19**Sourcewell's clarification on exceptions listed above:**

No Exceptions Noted



Contract Award  
RFP #041719



**FORM D**

**Formal Offering of Proposal**  
(To be completed only by the Proposer)

SCOREBOARDS, DIGITAL DISPLAYS, AND VIDEO BOARDS WITH RELATED DESIGN BUILD  
TECHNOLOGY INTEGRATION, INSTALLATION, SUPPLIES, AND SERVICES

In compliance with the Request for Proposal (RFP) for SCOREBOARDS, DIGITAL DISPLAYS, AND VIDEO BOARDS WITH RELATED DESIGN BUILD TECHNOLOGY INTEGRATION, INSTALLATION, SUPPLIES, AND SERVICES the undersigned warrants that the Proposer has examined this RFP and, being familiar with all of the instructions, terms and conditions, general and technical specifications, sales and service expectations, and any special terms, agrees to furnish the defined products and related services in full compliance with all terms and conditions of this RFP, any applicable amendments of this RFP, and all Proposer's response documentation. The Proposer further understands that it accepts the full responsibility as the sole source of solutions proposed in this RFP response and that the Proposer accepts responsibility for any subcontractors used to fulfill this proposal.


Company Name: Daktronics, Inc. Date: 5-6-19

Company Address: 201 Daktronics Drive

City: Brookings State: SD Zip: 57006

CAGE Code/DUNS: 32576 / 04-952-1511

Contact Person: Tom Coughlin Title: Sales Manager

Authorized Signature:  Tom Coughlin  
(Name printed or typed)

**FORM E**

**CONTRACT ACCEPTANCE AND AWARD**



(Top portion of this form will be completed by Sourcewell if the vendor is awarded a contract. The vendor should complete the vendor authorized signatures as part of the RFP response.)

Sourcewell Contract #: 050819-DAK

Proposer's full legal name: Daktronics, Inc.

**Based on Sourcewell's evaluation of your proposal, you have been awarded a contract. As an awarded vendor, you agree to provide the products and services contained in your proposal and to meet all the terms and conditions set forth in this RFP, in any amendments to this RFP, and in any exceptions that are accepted by Sourcewell.**

The effective date of the Contract will be July 8, 2019 and will expire on July 8, 2023 (no later than the later of four years from the expiration date of the currently awarded contract or four years from the date that the Sourcewell Chief Procurement Officer awards the Contract). This Contract may be extended for a fifth year at Sourcewell's discretion.

**Sourcewell Authorized Signatures:**

DocuSigned by:

*Jeremy Schwartz*

C0F02A139D06489...

SOURCEWELL DIRECTOR OF OPERATIONS AND

PROCUREMENT/CPO SIGNATURE

DocuSigned by:

*Chad Coquette*

7E42B8F817A64CC...

SOURCEWELL EXECUTIVE DIRECTOR/CEO SIGNATURE

Jeremy Schwartz

(NAME PRINTED OR TYPED)

Chad Coquette

(NAME PRINTED OR TYPED)

Awarded on July 2, 2019

Sourcewell Contract # 050819-DAK

**Vendor Authorized Signatures:**

The Vendor hereby accepts this Contract award, including all accepted exceptions and amendments.

Vendor Name Daktronics, Inc.

Authorized Signatory's Title Sales Manager

*Tom Coughlin*

VENDOR AUTHORIZED SIGNATURE

Tom Coughlin

(NAME PRINTED OR TYPED)

Executed on \_\_\_\_\_, 20\_\_

Sourcewell Contract # 050819-DAK



**Form F**

**PROPOSER ASSURANCE OF COMPLIANCE**

**Proposal Affidavit Signature Page**

**PROPOSER'S AFFIDAVIT**

The undersigned, authorized representative of the entity submitting the foregoing proposal (the "Proposer"), swears that the following statements are true to the best of his or her knowledge.

1. The Proposer is submitting its proposal under its true and correct name, the Proposer has been properly originated and legally exists in good standing in its state of residence, the Proposer possesses, or will possess before delivering any products and related services, all applicable licenses necessary for such delivery to Sourcewell members agencies. The undersigned affirms that he or she is authorized to act on behalf of, and to legally bind the Proposer to the terms in this Contract.
2. The Proposer, or any person representing the Proposer, has not directly or indirectly entered into any agreement or arrangement with any other vendor or supplier, any official or employee of Sourcewell, or any person, firm, or corporation under contract with Sourcewell, in an effort to influence the pricing, terms, or conditions relating to this RFP in any way that adversely affects the free and open competition for a Contract award under this RFP.
3. The Proposer has examined and understands the terms, conditions, scope, contract opportunity, specifications request, and other documents in this solicitation and affirms that any and all exceptions have been noted in writing and have been included with the Proposer's RFP response.
4. The Proposer will, if awarded a Contract, provide to Sourcewell Members the /products and services in accordance with the terms, conditions, and scope of this RFP, with the Proposer-offered specifications, and with the other documents in this solicitation.
5. The Proposer agrees to deliver products and services through valid contracts, purchase orders, or means that are acceptable to Sourcewell Members. Unless otherwise agreed to, the Proposer must provide only new and first-quality products and related services to Sourcewell Members under an awarded Contract.
6. The Proposer will comply with all applicable provisions of federal, state, and local laws, regulations, rules, and orders.
7. The Proposer understands that Sourcewell will reject RFP proposals that are marked "confidential" (or "nonpublic," etc.), either substantially or in their entirety. Under Minnesota Statute §13.591, Subd. 4, all proposals are considered nonpublic data until the evaluation is complete and a Contract is awarded. At that point, proposals generally become public data. Minnesota Statute §13.37 permits only certain narrowly defined data to be considered a "trade secret," and thus nonpublic data under Minnesota's Data Practices Act.
8. The Proposer understands that it is the Proposer's duty to protect information that it considers nonpublic, and it agrees to defend and indemnify Sourcewell for reasonable measures that Sourcewell takes to uphold such a data designation.

**[The rest of this page has been left intentionally blank. Signature page below]**

By signing below, Proposer is acknowledging that he or she has read, understands, and agrees to comply with the terms and conditions specified above.


Company Name: Daktronics, Inc.

Address: 201 Daktronics Drive

City/State/Zip: Brookings, SD 57006

Telephone Number: (605) 692-0200

E-mail Address: Tom.Coughlin@daktronics.com

Authorized Signature: 

Authorized Name (printed): Tom Coughlin

Title: Sales Manager

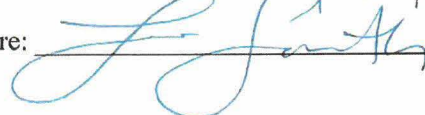
Date: 5-6-19

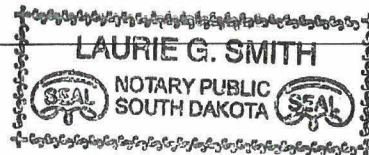
**Notarized**

Subscribed and sworn to before me this 6 day of May, 20 19

Notary Public in and for the County of Brookings State of SD

My commission expires: May 21, 2019

Signature: 



## **Form P**

### **PROPOSER QUESTIONNAIRE**

#### **Payment Terms, Warranty, Products and Services, Pricing and Delivery, and Industry-Specific Questions**

Proposer Name: Daktronics, Inc.

Questionnaire completed by: Lauren Cloud

#### **Payment Terms and Financing Options**

- 1) What are your payment terms (e.g., net 10, net 30)?

Standard payment terms for public entities is Net 30 with a purchase order for projects less than \$100,000. For projects over \$100,000 the terms are negotiable based on progress payments.

- 2) Do you provide leasing or financing options, especially those options that schools and governmental entities may need to use in order to make certain acquisitions?

Yes.

For example, one of our leasing options is with PNC Equipment Finance, the fourth largest bank-owned financing company in the country. The partnership between PNC and Daktronics provides opportunities for customers to own LED digital displays through affordable monthly payments.

See attachment for additional information on finance solutions.

- 3) Briefly describe your proposed order process. Please include enough detail to support your ability to report quarterly sales to Sourcewell. For example, indicate whether your dealer network is included in your response and whether each dealer (or some other entity) will process the Sourcewell Members' purchase orders.

Daktronics has a full system for sales, production and invoicing that will allow us to provide reports on monthly/quarterly sales through the contract agreement along with adequate staffing for the reporting process. This process is easy to implement for Daktronics. As a publicly traded company we are comfortable with reporting processes required by the SEC and have defined processes acceptable to GAAP, SEC and other regulatory agencies.

- 4) Do you accept the P-card procurement and payment process? If so, is there any additional cost to Sourcewell Members for using this process?

Daktronics accepts P-card procurement and payment process for up to \$25,000 with no additional costs to Sourcewell members for using this process.

#### **Warranty**

- 5) Describe in detail your manufacturer warranty program, including conditions and requirements to qualify, claims procedure, and overall structure. You may include in your response a copy of your warranties, but at a minimum please also answer the following questions. Do your warranties cover all products, parts, and labor?

Daktronics' standard warranty covers all products and parts and bench labor and is included with all products. Daktronics' on-site labor warranty covers on-site labor to diagnose and repair failed electronic components. See attached warranty documents for scope of services of each.

- Do your warranties impose usage restrictions or other limitations that adversely affect coverage?



There are no limitations that adversely affect coverage. Refer to terms and conditions on attached warranty documents.

- Do your warranties cover the expense of technicians' travel time and mileage to perform warranty repairs?

Yes, our on-site labor warranty covers the expense of technician's travel time and mileage to perform warranty repairs.

- Are there any geographic regions of the United States for which you cannot provide a certified technician to perform warranty repairs? How will Sourcewell Members in these regions be provided service for warranty repair?

We provide coverage with certified technicians in all geographic regions of the United States to perform warranty repairs.

- Will you cover warranty service for items made by other manufacturers that are part of your proposal, or are these warranties issues typically passed on to the original equipment manufacturer?

Any item made by other manufacturers that is included as part of our proposal will be covered by our warranty.

- What are your proposed exchange and return programs and policies?

Daktronics will send a replacement part along with a return label. Once the failed part is replaced with the one that we sent, use the return label to send the failed part back to Daktronics. The failed part must be received by Daktronics within 8 weeks. If not received within this time frame, the invoiced amount for the value of the unreturned part will be non-refundable.

- 6) Describe any service contract options for the items included in your proposal.

Daktronics products include warranty for the parts and bench labor with the option to add labor. Prior to warranty expiration, the purchaser may purchase extended warranty services to cover the equipment. The Extended Service Agreement, available from Daktronics, provides for electronic parts repair and/or on-site labor for an extended period from the date of expiration of this warranty. Alternatively, an Extended Service Agreement may be purchased in conjunction with this warranty for extended additional services.

### **Pricing, Delivery, Audits, and Administrative Fee**

- 7) Provide a general narrative description of the equipment/products and related services you are offering in your proposal.

We are the world's industry leader in designing and manufacturing electronic scoreboards, programmable display systems and large screen video displays. It is our passion to continuously provide the highest quality standard display products as well as custom-designed and integrated systems. Our scoreboards, digital display and video board line-up is the most comprehensive offering available. Not only do we provide both equipment/product solutions, we provide total turnkey solutions for customers in both private and public/government sectors. We also provide service solutions to operate and maintain our offered products.

- 8) Describe your pricing model (e.g., line-item discounts or product-category discounts). Provide detailed pricing data (including standard or list pricing and the Sourcewell discounted price) on all of the items that you want Sourcewell to consider as part of your RFP response. If applicable, provide a SKU for each item in your proposal. (Keep in mind that reasonable price and product adjustments can be made during the term of an awarded Contract. See the body of the RFP and the Price and Product Change Request Form for more detail.)

Our pricing model is the product-category discounts method for product/services and the installation pricing is either flat rate or we utilize the standard RS Means method. Refer to price list attached.

- 9) Please quantify the discount range presented in this response. For example, indicate that the pricing in your response represents is a 50% percent discount from the MSRP or your published list.

Discount for product is 10% off list price. Refer to price list attached.



- 10) The pricing offered in this proposal is
- ☐ a. the same as the Proposer typically offers to an individual municipality, university, or school district.
  - ☒ b. the same as the Proposer typically offers to GPOs, cooperative procurement organizations, or state purchasing departments.
  - ☐ c. better than the Proposer typically offers to GPOs, cooperative procurement organizations, or state purchasing departments.
  - ☐ d. other than what the Proposer typically offers (please describe).

- 11) Describe any quantity or volume discounts or rebate programs that you offer.

Our pricing offered is based on expected quantities and volume and is extended to Sourcewell's individual members regardless of individual member volume. Periodically during a short period of time (usually 3 months or less) we may offer incentive coupons (credit) as a marketing method to increase order activity.

- 12) Propose a method of facilitating "sourced" products or related services, which may be referred to as "open market" items or "nonstandard options". For example, you may supply such items "at cost" or "at cost plus a percentage," or you may supply a quote for each such request.

Pricing for our product offering which may include infrequent 'non-standard options' is offered by supplying a quote for each request at a list price less discount.

- 13) Identify any total cost of acquisition costs that are **NOT** included in the pricing submitted with your response. This cost includes all additional charges that are not directly identified as freight or shipping charges. For example, list costs for items like installation, set up, mandatory training, or initial/pre-delivery inspection. Identify any parties that impose such costs and their relationship to the Proposer.

All projects are quoted per the project conditions required by the customer; therefore, all required elements to the project are delineated within the quote. Customer requirements vary and all items like the installation responsibilities and training are shown on the quote. If requested by the customer, we will include the estimated tax amount for the project.

- 14) If travel expense, delivery or shipping is an additional cost to the Sourcewell Member, describe in detail the complete travel expense, shipping and delivery program.

Freight will be quoted on a per project basis according to customer preferences and project conditions. Any travel expense to deliver service or labor on site will be delineated on the quote along with any freight or shipping costs related to the product.

- 15) Specifically describe those travel expense, shipping and delivery programs for Alaska, Hawaii, Canada, or any offshore delivery.

Travel/Freight/Shipping to AK, HI, or Canada is determined using input from the customer as to their expectations for delivery schedule, method, and the solution. The amount is listed on the quote per these project conditions. Daktronics strives to meet the customer's expectations and offers 3<sup>rd</sup> party bill freight method. We can also coordinate with the customer to have their carrier pick up the freight at our loading docks.

- 16) Describe any unique distribution and/or delivery methods or options offered in your proposal.

Stocking programs of our more popular products is done on a regular basis and provides customers with short lead times for these products. Much of our business with schools is seasonal and we strive to have seasonal product available to accommodate quick delivery requests. Digital display products also are made available through our rapid delivery program providing efficient two-week lead times for these digital display products.

- 17) Please specifically describe any self-audit process or program that you plan to employ to verify compliance with your proposed Contract with Sourcewell. This process includes ensuring that Sourcewell Members obtain the proper pricing, that the Vendor reports all sales under the Contract each quarter, and that the Vendor remits the proper administrative fee to Sourcewell.



All Sourcewell orders are tracked as such throughout the quote-order process. The complete process will be documented in our procedures and the specific process allows for tracking and audit to ensure Sourcewell members enjoy the benefits of the contract. We have multiple checkpoints through the course of an order from when the customer first quotes a project using Sourcewell to when the order is booked in our system. A dedicated team of quote specialists is separate from the dedicated team in place that manages the pricelist and to ensure accuracy of reporting and administrative fee payments.

- 18) Identify a proposed administrative fee that you will pay to Sourcewell for facilitating, managing, and promoting the Sourcewell Contract in the event that you are awarded a Contract. This fee is typically calculated as a percentage of Vendor's sales under the Contract or as a per-unit fee; it is not a line-item addition to the Member's cost of goods. (See RFP Section 6.29 and following for details.)

We propose the following fee structure paid to Sourcewell after we are paid for the project by the Sourcewell member:

- Projects with less than \$75,000 of invoiced value (product and services not including freight or taxes) - 2% of the total combined product and services amount.
- Projects with \$75,000 or more of invoiced value (product and services not including freight or taxes) – 1% of the total combined product and services amount.

### **Industry-Specific Questions**

- 19) Describe any quality management or environmental management system certifications obtained by your organization.

Daktronics has implemented, maintains, and is committed to continuously improving our Quality Management System (QMS). Our QMS has been designed to be aligned with the requirements of ISA 9001-2008 quality management systems. In collaboration with our QMS, we are committed to a Lean System Philosophy throughout our organization.

- 20) Describe any preventive maintenance programs that your organization offers for the solutions you are proposing in your response.

We provide our customers preseason checks to self-check for issues that may have surfaced during the off season in addition to assisting our customers in self checks, we also provide system checks with Daktronics technicians for customers that do not have time or resources to complete the checks themselves. We also have an online knowledge base

See attached Event Production Pre-Season Checklist and Season Readiness Checklist for more information.

- 21) Identify any third-party issued eco-labels, ratings or certifications that your company has received for the equipment or products included in this Proposal related to energy efficiency or conservation, life-cycle design (cradle-to-cradle), or other green/sustainability factors.

Daktronics LVX and DVXMC video displays have been certified by UL LLC. and are issued a Greenleaf label. Daktronics GS6 and GT6 Electronic Message Centers have a Certificate of Conformance for Energy Efficiency from UL Environment.

- 22) If you are awarded a contract, provide a few examples of internal metrics that will be tracked to measure whether you are having success with the contract.

Daktronics will track and measure any information needed quarterly and by calendar year to ensure this contract is successful. A few examples are: order volume, number of orders, regions where orders have been booked and products sold.

- 23) Describe any reliability or durability testing on the equipment or products included in your proposal and results if applicable.

Daktronics has a state-of-the-art product reliability lab that provides our engineers the information needed



to design and build tough-rated products made from high-quality parts. Since 2009, we continue to use a wide variety of systems and testing equipment, some similar to those used by the automobile and aerospace industries, ensuring the longevity of our products.

Examples of testing:

- Display-level Environmental Testing
- Component-level Environmental Testing
- Vibration and Mechanical Shock Testing
- Prolonged Exposure to Extreme Temperatures
- Prolonged Exposure to Salty Coastal Air
- Highly Accelerated Life Testing Chamber
- Ingress Protection Validation

See the Product Reliability Lab attachment for more information.

- 24) Please elaborate on any design-build capabilities or services offered by your firm related to the equipment or products included in your proposal.

Daktronics has worked on hundreds of major sports and entertainment construction projects over the years. Some of those projects have been new construction, while others have been renovation projects. Many designers and construction managers rely on us for integrated systems that both save money and meet the needs of building tenants and customers for years to come.

Elements of the Design Build Process

1. Visioning
2. Conceptual Design
3. Preliminary Drawings & Budget Check
4. Detailed Shop Drawings
5. Installation Drawings
6. Manufacturing
7. Installation
8. Commissioning

- 25) Describe any curriculum or training materials that you offer related to the equipment or products included in your proposal for use by academic institution customers in educational programming.

The Daktronics High School Event Production Curriculum was developed by event producers who operate professional sports video systems and was vetted by a committee of educators for maximum impact in the classroom. Students learn how to operate the most-chosen video and control system in all levels of sports. With the growing need for technology-based education, teachers have an A-to-Z guide in hand to introduce video display basics, content creation and ideas for game outlines. This course is the only video board curriculum of its kind on the market. At a cost comparable to standard curriculums, it delivers a valuable investment for students' future careers.

See attached Daktronics Curriculum Brochure for more information.

- 26) Describe any sponsorship, promotional, or revenue-generating attributes of the equipment or products included in your proposal, and identify any support or training available to customers related to implementation of those solutions.

The average school creates \$10-15,000 in sponsorship revenue. Schools that use Daktronics Sports Marketing's 6 Steps to Success bring in \$40-50,000 in annual sponsorship revenue. Last year we partnered with 84 schools and over 400 businesses for scoreboard sponsorships. As a result, we helped schools generate over \$13.5M in advertising revenue.

The 6 Steps to Success includes a dedicated Sports Marketing representative who guides customers through each part of the process that makes our approach successful. Each piece carries an important role to make sure sponsorship revenue isn't left on the table.

27) Describe the functionality of your equipment or products in integrating with public alert system or applications (automated weather, emergency, public safety notifications, etc.).

Daktronics digital displays often serve as an instant message center to the public, showcasing:

- IPAWS (Meteorological, Safety, Fire, Environmental, Transport)
- AMBER Alerts

These emergency alert systems are integrated with our Venus Control Suite. The desired level of involvement is selected by turning on alerts and selecting time and frequency. Then, when there's an alert in the area, it automatically runs on the display(s).

Signature: \_\_\_\_\_



Date: \_\_\_\_\_

5-6-19

AMENDMENT #1  
TO  
CONTRACT #050819-DAK

This Amendment is by and between **Sourcewell** (Sourcewell), having its principal office located at 202 12th Street NE, PO Box 219, Staples, MN 56479 and **Daktronics, Inc.** (Vendor), having its principal office located at 201 Daktronics Drive, Brookings, SD 57006. Sourcewell and Vendor will be collectively known hereinafter as “Parties.”

Vendor was awarded a Sourcewell Contract for Scoreboards, Digital Displays, and Video Boards with Related Design Build Technology Integration, Installation, Supplies, and Services effective July 8, 2019, through July 8, 2023, relating to the provision of services by Vendor and to Sourcewell and its Members.

The parties agree that certain terms within the Agreement will be updated and amended and only to the extent as hereunder provided.

In consideration of the mutual covenants and agreements described in this Amendment, the parties agree as follows:

1. This Amendment is effective upon the date of the last signature below.
2. Form P – Payment Terms and Financing Options, Question #3 in the Vendor’s Response to the above-mentioned Request for Proposal is modified to read:

**RESPONSE:** Daktronics has a full system for sales, production and invoicing that will allow us to provide reports on monthly/quarterly sales through the contract agreement along with adequate staffing for the reporting process. This process is easy to implement for Daktronics. As a publicly traded company we are comfortable with reporting processes required by the SEC and have defined processes acceptable to GAAP, SEC and other regulatory agencies.

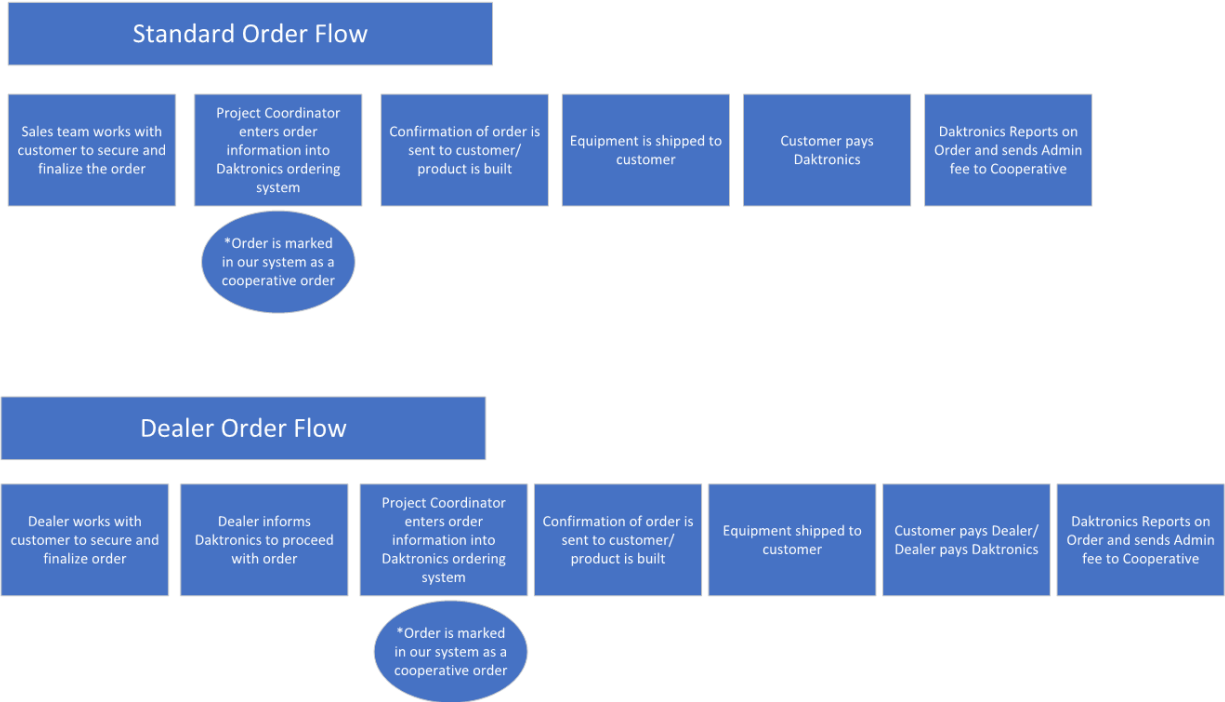
The list of Vendor-approved independent dealers is as follows:

- a. **AIM Electronics**  
Address: 7655 Washington Ave S, Edina, MN 55439  
Phone: 952-941-9830
- b. **Centaur Products, Inc.**  
Address: 6855 Antrim Ave, Burnaby, BC V5J 4M5, Canada  
Phone: 604-430-3088
- c. **Institutional Specialties, Inc.**  
Address: 109 Richmond Dr, Pittsburgh, PA 15215  
Phone: 412-963-0555

- d. Long Island Gymnasium Equipment Co.  
Address: 1400 Penataquit Ave, Bay Shore, NY 11706  
Phone: 631-666-9513
- e. Scoreboard Enterprises, Inc.  
Address: 274 Fruit St, Mansfield, MA 02048  
Phone: 508-339-8113
- f. Scoreboard Sales & Service Co.  
Address: 1165 Hardwicke Ln, Birmingham, AL 35209  
Phone: 205-942-9121
- g. Sievert Electric Service and Sales Co.  
Address: 1230 S Hannah St, Forest Park, IL 60130  
Phone: 708-771-1600
- h. Toth's Sports  
Address: 71 Victor Heights Pkwy, Victor, NY 14564  
Phone: 585-924-7540
- i. Vermont Displays, Inc.  
Address: 1632 Monkton Rd, North Ferrisburgh, VT 05473  
Phone: 802-453-5156

**(This Section Is Intentionally Left Blank.)**

The order flow process for both vendor orders and dealer orders is as follows:



Except as amended by this Amendment, the Agreement remains in full force and effect.

**Sourcewell**

DocuSigned by:  
By: Jeremy Schwartz  
Authorized Signature

Jeremy Schwartz  
Name – Printed

Title: Director of Operations & Procurement/CPO

Date: 9/13/2019 | 12:00 AM CDT

**APPROVED:**

DocuSigned by:  
By: Chad Coquette  
Authorized Signature

Chad Coquette  
Name – Printed

Title: Executive Director/CEO

Date: 9/13/2019 | 6:19 AM CDT

**Daktronics, Inc.**

DocuSigned by:  
By: Tom Coughlin  
Authorized Signature

Tom Coughlin  
Name – Printed

Title: Sales Manager

Date: 9/12/2019 | 11:54 AM CDT

## AMENDMENT #2 TO CONTRACT #050819-DAK

THIS AMENDMENT is by and between **Sourcewell** and **Daktronics, Inc.** (Vendor).

Vendor was awarded a Sourcewell Contract for Scoreboards, Digital Displays, and Video Boards with Related Design Build Technology Integration, Installation, Supplies, and Services effective July 8, 2019, through July 8, 2023, relating to the provision of services by Vendor to Sourcewell and its Members (Original Agreement).

The parties agree that certain terms within the Original Agreement will be updated and amended and only to the extent as hereunder provided.

IN CONSIDERATION OF the mutual covenants and agreements described in this Amendment, the parties agree as follows:

1. This Amendment is effective upon the date of the last signature below.
2. Form P – Payment Terms and Financing Options, Question #3 is modified to add the following dealer to the list of Vendor-approved independent dealers:

Norcon Industries, Inc.

Address: 8437 Washington PI NE, Ste B, Albuquerque, NM 87113

Phone: 505-343-8801

**Remainder of page intentionally left blank.**



Except as amended by this Amendment, the Original Agreement remains in full force and effect.

**Sourcewell**

By: Jeremy Schwartz  
Authorized Signature DocuSigned by:  
C0FD2A139D06489...

Jeremy Schwartz  
Name – Printed

Title: Director of Operations & Procurement/CPO

Date: 3/10/2021 | 2:51 PM CST

**Daktronics, Inc.**

By: Tom Coughlin  
Authorized Signature DocuSigned by:  
36F9F2AF618D48E...

Tom Coughlin  
Name – Printed

Title: Sales Manager

Date: 3/10/2021 | 2:50 PM CST

**Sourcewell–APPROVED:**

By: Chad Coauette  
Authorized Signature DocuSigned by:  
7E42B8F817A64CC...

Chad Coauette  
Name – Printed

Title: Executive Director/CEO

Date: 3/10/2021 | 3:08 PM CST

**AMENDMENT #3  
TO  
CONTRACT #050819-DAK**

THIS AMENDMENT is effective upon the date of the last signature below by and between **Sourcewell** and **Daktronics, Inc.** (Vendor).

Sourcewell awarded a contract to Vendor for Scoreboards, Digital Displays, and Video Boards with Related Design Build Technology Integration, Installation, Supplies, and Services effective July 8, 2019, through July 8, 2023 (Original Agreement).

The parties agree that the Original Agreement will be updated to add the to the Original Agreement:

DEALERS, DISTRIBUTORS, AND/OR RESELLERS. Supplier must provide to Sourcewell a current means to validate or authenticate Supplier's authorized dealers, distributors, or resellers relative to the Equipment, Products, and Services offered under this Contract, which will be incorporated into this Contract by reference. It is the Supplier's responsibility to ensure Sourcewell receives the most current information.

Except as amended by this Amendment, the Original Agreement remains in full force and effect.

**Sourcewell**

DocuSigned by:  
By: Jeremy Schwartz  
C0FD2A139D06489...  
Jeremy Schwartz  
Director of Operations & Procurement/CPO

Date: 6/22/2022 | 10:39 AM CDT

**Daktronics, Inc.**

DocuSigned by:  
By: Tom Coughlin  
36F9F2AF618D48E...  
Tom Coughlin  
Sales Manager

Date: 6/22/2022 | 9:43 AM CDT

**Sourcewell-APPROVED:**

DocuSigned by:  
By: Chad Coauette  
7E42B8F817A64CC...  
Chad Coauette  
Executive Director/CEO

Date: 6/22/2022 | 10:55 AM CDT

**Daktronics #050819-DAK**

Pricing for contract #050819-DAK offers Sourcewell participating agencies 10% off list price.