



**Design & Integration**

*Audio video system sales & installation*

**GENERAL SERVICE ADMINISTRATION  
FEDERAL SUPPLY SERVICE  
AUTHORIZED FEDERAL SUPPLY SERVICE PRICE LIST**



On-line access to contract ordering information, terms and conditions, up-to-date pricing, and the option to create an electronic delivery order are available through GSA Advantage!™, a menu-driven database system. The internet address for GSA Advantage!™ is <http://www.GSAAdvantage.gov>.

**DESIGN & INTEGRATION, INC.**

**Multiple Award Schedule 58 I**

**Professional Audio/Video, Telecommunications, and Security Solutions**

**Contract Number:** GS-03F-0002T

**Contract Dates:** October 15, 2006–October 14, 2011

SBA Certified Small Business

SBA Certified Small Disadvantaged Business

SBA Certified 8(A) Minority Firm

**Contract Administrator**

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## CUSTOMER INFORMATION

**Maximum Order:** SIN 58.1 Recording & Reporting Video & Audio Equipment – \$50,000  
 SIN 58.2 Monitors & Monitors / Receivers – \$50,000  
 SIN 58.3 Television Cameras, Color or Monochrome – \$100,000  
 SIN 58.4 Audio Equipment – \$50,000  
 SIN 58.7 Ancillary Services – \$1,000  
 SIN 58.8 Professional Audio / Video Assessment, Design, Integration – \$500,000  
 SIN 58.9 Professional Audio / Video Production & Graphic Design Services – \$500,000

**Minimum Order:** \$25

**Payment:** Net 30 Days

**Delivery:** Shall be made within 90 Days ARO. No expedited delivery is available at this time

**FOB Point:** Origin

**Warranty:** Standard Manufacturer Warranty

**Basic Discount:** All prices are GSA net price

**Quantity Discounts:** N/A

**Federal ID #:** 522066133

**DUNS #:** 967114869

**CAGE Code:** 1TZB8

Government Purchase Cards are accepted at or below the micro-purchase threshold (\$2,500.00). Government Purchase Cards are acceptable for payments above the micro-purchase threshold.

### Please call or e-mail for pricing on equipment from the following manufacturers:

- Analog Way (Video Processing and Distribution)
- Atlas Sound (Wall Mounts, Ceiling Speakers, Amplifiers, Audio Accessories)
- Biamp (Audio DSPs and Mixer / Amplifiers)
- Chief Manufacturing (Custom Projector & LCD Mounting Systems)
- Contemporary Research (CATV, HDTV Tuners)
- Crestron (Touchscreens and Integrated Control Systems)
- JBL (Portable & Installation Speakers)
- Marshall Furniture (A/V Integration Furniture)
- Middle Atlantic (Rack Equipment)
- QSC (Amplifiers, Network Audio Systems, Speakers)
- Revolution HD (Large-format LCD & Plasma Displays)
- Sanyo (Portable and Installation Projectors)
- Stewart Audio (Small Form Factor Audio Amplifiers)
- SurgeX (Power Conditioners, Sequencers)
- Symmetrix (Audio DSPs)
- Tascam (CD / DVD Players and Duplicators)
- Turbosound (Line Array and Portable Loudspeakers)
- Vaddio (Camera Control Systems & Videoconferencing, Presentation Cameras)
- Whirlwind (Cables, Audio Processing & Distribution Equipment)



**DI PRICE GUIDE**

ITEM NO.	PRODUCT	DESCRIPTION	LIST	GSA
DI-0070	SMALL CONFERENCE ROOM – AV PACKAGE	<p>This all-in-one conference room audiovisual solution is the perfect way to easily outfit a small, 8-10 person conference room with a projector and audio system. Included is an advanced, wireless-capable 3000 lumen LCD projector, 100” diagonal ceiling-recessed motorized projection screen, A/V input wall plate with connections for a laptop or PC and an auxiliary video input, stereo audio amplifier, ceiling speakers, and a wall plate that includes volume and source selection controls.</p> <p>This package includes equipment, delivery, installation, engineering, cables &amp; connectors, training for your staff, documentation, and a 90-day warranty. Our price is an estimate from assumptions based on a “standard” small (16’ x 24’) conference room, with hollow-core walls and drop ceiling, located in the greater Baltimore/Washington metro area. Additional expenses incurred due to custom-engineering to the customer’s particular room will be negotiated in a separate contract if necessary.</p>	\$13,824.00	\$9,163.00
DI-0080	MEDIUM CONFERENCE ROOM – AV PACKAGE	<p>This audiovisual solution is the perfect fit for a small to medium-sized conference room that requires the added convenience of a video teleconferencing system. Included are an advanced, wireless-capable 3000 lumen LCD projector, 100” diagonal ceiling-recessed motorized projection screen, finished wood credenza/ equipment rack, 50” plasma display, audio reinforcement system, control system with a wall-mounted color touch panel, DVD/VCR player, and an IP-based video teleconferencing system with a microphone array and wall-mounted camera.</p> <p>This package includes equipment, delivery, installation, engineering, cables &amp; connectors, training for your staff, documentation, and a 90-day warranty. Our price is an estimate from assumptions based on a “standard” medium-sized conference room, with hollow-core walls and drop ceiling, located in the greater Baltimore/Washington metro area. Additional expenses incurred due to custom-engineering to the customer’s particular room will be negotiated in a separate contract if necessary.</p>	\$51,999.00	\$34,800.00
DI-0090	LARGE CONFERENCE ROOM – AV PACKAGE	<p>This fully-featured conference room audiovisual solution is ideal for larger rooms with the need for multi-camera video and audio teleconferencing. A large, motorized projection screen displays crisp, colorful images from a number of digital and analog sources, while two 50” plasma displays provide remote and home site images for an immersive video conference experience. Easily share documents from a laptop or PC, and have complete control over two pan-tilt-zoom cameras to ensure accurate, convenient, and immediate communication over either an IP-based video conference or a traditional audio teleconference over analog phone lines.</p> <p>System control is provided by a wireless color touch panel that can be housed in a wall mounted docking station, at a desktop docking station, or used from anywhere in the room wirelessly. This easy-to-use and custom programmed touch panel will afford instant control over many vital system functions, including source selection, screen deployment, and camera movement.</p> <p>Also included in this package are two pop-up A/V interfaces that can be recessed into your table. These compact connection points remain out of sight until needed, and then provide convenient connection of the audio and video signals of a laptop or PC.</p> <p>This package includes equipment, delivery, installation, engineering, cables &amp; connectors, training for your staff, documentation, and a 90-day warranty. Our price is an estimate from assumptions based on a “standard” large-sized conference room, with hollow-core walls, drop ceiling, and a closet or other space to house the equipment rack, in the greater Baltimore/Washington metro area. Additional expenses incurred due to custom-engineering to the customer’s particular room will be negotiated in a separate contract if necessary.</p>	\$101,288.00	\$67,631.00



## LABOR RATES—HOURLY

Labor Category	Burdened Rate
Engineer	\$90.00
Programmer	\$90.00
Graphic Designer	\$90.00
Project Manager	\$76.00
Junior Engineer	\$74.00
Installation Technician	\$52.00
Fabrication Technician	\$42.00
Documentation Specialist	\$42.00

## JOB DESCRIPTIONS

### ENGINEER—\$90.00 PER HOUR

#### Duties & Responsibilities

1. Review and approve system designs and bills of materials
2. Perform site surveys as needed
3. Develop necessary CAD drawings
4. Provide engineering support during installation
5. Establish and maintain installation standards and policies
6. Provide assistance with technical design and pricing for proposals as needed
7. Assist with labor estimates as needed
8. Develop and write custom operation manuals

#### Qualifications

1. Bachelors degree in audio, video, or electrical engineering
2. 3-5 years minimum industry experience
3. Proficient in CAD
4. Detail oriented and able to follow-through on lengthy projects
5. Basic knowledge of control system programming
6. Thorough understanding of current audio-video equipment and integration techniques
7. CTS certification preferred



## **GRAPHIC DESIGNER—\$90.00 PER HOUR**

### **Duties and Responsibilities**

1. Produce original designs, layouts, graphics, and illustrations to support the client
2. Create design concepts, specifications, and final graphics and layouts for projects
3. Collaborate with the system programmer to develop the look and feel of touch panel functionality
4. Accountable for the execution of the technical functionality of all media

### **Qualifications**

1. Bachelors degree in graphic design or related field
2. Proficient in Adobe Illustrator, InDesign, Photoshop, Dreamweaver MX, Flash MX, Microsoft Excel, Word, PowerPoint and QuarkXPress
3. Strong Macintosh skills
4. Knowledgeable in conceptual design and layouts
5. Experience in HTML and graphic creation for web media

## **PROGRAMMER—\$90.00 PER HOUR**

### **Duties and Responsibilities**

1. Review and approve control system functional requirements
2. Interact with Graphic Designer to achieve necessary screen layouts
3. Perform custom programming for audio-video control systems
4. Provide debugging and support of control system programming

### **Qualifications**

1. Bachelors degree in audio, video, or electrical engineering
2. Proficient in control system programming languages
3. Detail oriented and able to troubleshoot technical problems
4. Thorough understanding of current audio-video equipment and integration techniques
5. CTS certification preferred



## **PROJECT MANAGER—\$76.00 PER HOUR**

### **Duties and Responsibilities**

1. Perform site surveys as needed
2. Assist with labor estimates as needed
3. Develop installation schedule
4. Coordinate and monitor labor expenditures
5. Manage contract throughout installation process

### **Qualifications**

1. Formal education in engineering or management
2. 3-5 years minimum construction experience
3. Basic understanding of current audio-video equipment and integration techniques
4. Proficient in reading and interpreting electronic schematics and architectural blueprints
5. Detail oriented and able to follow-through on lengthy projects
6. CTS certification preferred

## **JUNIOR ENGINEER—\$74.00 PER HOUR**

### **Duties and Responsibilities**

1. Review and approve system designs and bills of materials
2. Perform site surveys as needed
3. Develop necessary CAD drawings
4. Provide engineering support during installation
5. Provide assistance with technical design and pricing for proposals as needed
6. Assist with labor estimates as needed
7. Develop and write custom operation manuals

### **Qualifications**

1. Bachelors degree in audio, video, or electrical engineering
2. Proficient in CAD
3. Detail oriented and able to follow-through on lengthy projects
4. Basic knowledge of control system programming
5. Basic understanding of current audio-video equipment and integration techniques



## **INSTALLATION TECHNICIAN—\$52.00 PER HOUR**

### **Duties and Responsibilities**

1. Perform field installation tasks including but not limited to: pulling and terminating cable, mounting and rigging loudspeakers, projectors, and screens

### **Qualifications**

1. Formal education in audio-video technology preferred
2. 1-3 years minimum construction experience
3. Able to read and interpret electronic schematics and architectural blue prints
4. Detail oriented
5. Proficient in the use of hand and power tools
6. Able to lift 75 lbs.

## **FABRICATION TECHNICIAN—\$42.00 PER HOUR**

### **Duties and Responsibilities**

1. Perform in-lab equipment rack fabrication, including installation and termination of all equipment mounted in equipment racks

### **Qualifications**

1. Formal education in audio-video technology preferred
2. 1-3 years minimum construction experience
3. Able to read and interpret electronic schematics and architectural blue prints
4. Detail oriented
5. Proficient in the use of hand and power tools
6. Able to lift 75 lbs.

## **DOCUMENTATION SPECIALIST—\$42.00 PER HOUR**

### **Duties and Responsibilities**

1. Coordinate and assemble documentation manuals including equipment user manuals, system drawings, and custom user interfaces

### **Qualifications**

1. Detail Oriented
2. Proficient in the use of Microsoft Office software



## COMPANY BACKGROUND

### Introduction to Design & Integration

Founded in 1996 by Jake Rivera, Design & Integration (DI) is an audiovisual contracting firm located in Baltimore, Maryland. We offer our clients sales, installation, design, rental services, and maintenance contracts. The hallmark of our success to date is our solid workflow infrastructure, excellent installation and engineering standards, and the personal attention that we extend to all of our customers.

As a team of highly talented people, we work closely with our clients to define their needs and establish a project budget. Once under contract, our team follows a cooperatively developed project schedule to minimize headaches and install systems in a timely manner.

Since our inception, DI has enjoyed eleven years of continual growth, which we attribute to client satisfaction. We are an 8(A) certified minority business and work primarily in the Baltimore–Washington area, but have taken projects all over the Eastern United States. DI has been very successful in marketing to the following areas: Corporate, Government, Education, Entertainment, Museums, and Houses of Worship. DI seeks to recognize these markets and employ thoughtful strategies of approach as we expand our existing client base. DI builds strong relationships with all of our clients. Whether they are past, present, or future clients, they know they can get premium service at a competitive price with DI. We are proud to stand by our work and feel that our character, honesty and sensibility have helped set us apart from the rest.

### Services

Design & Integration has established itself as a high-quality audiovisual integrator. We handle every project with the same degree of excellence, whether it is a single conference room or an entire performing arts center. Our projects pair quality products with competent people in order to produce successful installations. DI's highly trained engineering department is capable of integrating today's ever-changing AV equipment into a wide array of facilities. Unlike most companies, we provide in-house programming and an experienced graphics team. DI employees Crestron programmers who work with the graphic artist to produce aesthetically pleasing and user friendly touch panels to control an audiovisual system. We have also developed relationships with many leading AV manufacturers in order to provide the best solutions to each AV challenge. DI's attention to the client's needs does not end with the installation. After a project is complete, we provide client training and continued customer service. Our goal is to develop long term relationships with each of our clients.

### CONTACT INFORMATION

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### AREAS OF SPECIALTY

- Audio Recording Systems
- Background Music Systems
- Digital Signage
- CATV Systems
- Paging Systems
- Sound Reinforcement Systems
- Theatrical Lighting Systems
- Video Broadcast & Production Systems
- Video Display Systems
- Video/ Teleconferencing Systems

### PREVIOUS WORK

Association of Fundraising Professionals  
 Andrews Air Force Base  
 Atlas Performing Arts Center  
 Carnegie Institution  
 Department of Justice DEA  
 Fort Belvoir  
 Frederick County Board of Supervisors  
 George Washington University  
 Institute of Scientific Research  
 International Monetary Fund  
 Majestic Theater  
 Mandarin Oriental Hotels  
 Marriott Hotels  
 Maryland Institute College of Art  
 Mercantile Safe Deposit and Trust  
 Montgomery County  
 National Institute of Health  
 National Park Service  
 Patuxent Naval Air Station  
 Reginald F. Lewis Museum  
 SWIFT  
 Tremont Conference Center  
 U.S. Census Bureau  
 U.S. Department of Labor  
 U.S. District Court for the District of MD  
 U.S. Office of Personnel Management  
 U.S. Army at Fort Detrick  
 U.S. Secret Service  
 University of Maryland  
 University of Virginia