RESOLUTION 21-220

A RESOLUTION TO AUTHORIZE MAYOR TO SIGN A STATEMENT FOR ANNUAL SERVICE AND NEW EQUIPMENT UPGRADES FROM CHAMPION DATA SYSTEMS

WHEREAS, the City of Spring Hill has identified the need to upgrade the City Hall chamber's camera system, audience router, and voting system for live and recorded presentation of BOMA, city committee and numerous other public city meetings;

WHEREAS, Champion Data Systems, which has provided excellent service and instruction for numerous municipal organizations (including Spring Hill), has developed new and improved technology that will make the City's live and recorded public programing better and easier to produce;

WHEREAS, the new camera, digital voting and routing technology was tested deployed and demonstrated in other municipalities, just as Spring Hill tested and demonstrated earlier versions;

WHEREAS, the vendor fully demonstrated the new technology for City staff at a nearby county, and provided a significant trade-in value for the camera system that Spring Hill currently uses; and

WHEREAS, the new camera system, audience router, voting system and related software improve performance, operability and presentation qualities.

WHEREAS, City staff recommends approval of Resolution [####] to authorize the Mayor to sign the item enabling the City to proceed with purchase of the system described above and detailed in the Champion Data Systems proposal.

NOW, THEREFORE BE IT RESOLVED, the City of Spring Hill Board of Mayor and Aldermen:

1. Approve the Champion Data Systems full proposal contained in the Statement of Work
2. Authorize the Mayor to execute the Statement of Work attached hereto.

Passed and Adopted by the Board of Mayor and Aldermen of the City of Spring Hill, Tennessee on the 20th day of December, 2021.
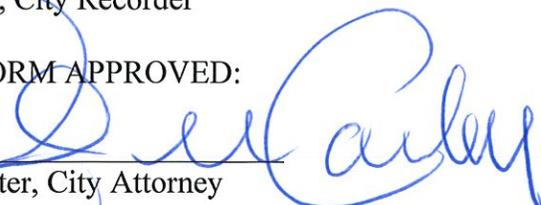
_____
Jim Hagaman, Mayor

ATTEST:

_____
April Goad, City Recorder

LEGAL FORM APPROVED:

_____
Patrick Carter, City Attorney

City of
SPRING HILL
TENNESSEE
est. 1809

REQUEST:	***Approval of Resolution 21-220***
SUBMITTED BY:	**Pam Caskie, City Administrator**
DATE:	**December 20, 2021**
RE:	**To authorize the Mayor to sign a statement of annual services renewal and to acquire new equipment upgrades from Champion Data Systems.**
ATTACHMENTS:	**Champ Data Systems proposal**

PURPOSE:

The purpose of this resolution is to authorize the Mayor to sign a statement of work for the upgrade and implementation for City Hall chamber's camera system, audience router and voting system for live presentation of BOMA, city committee and other city meetings.
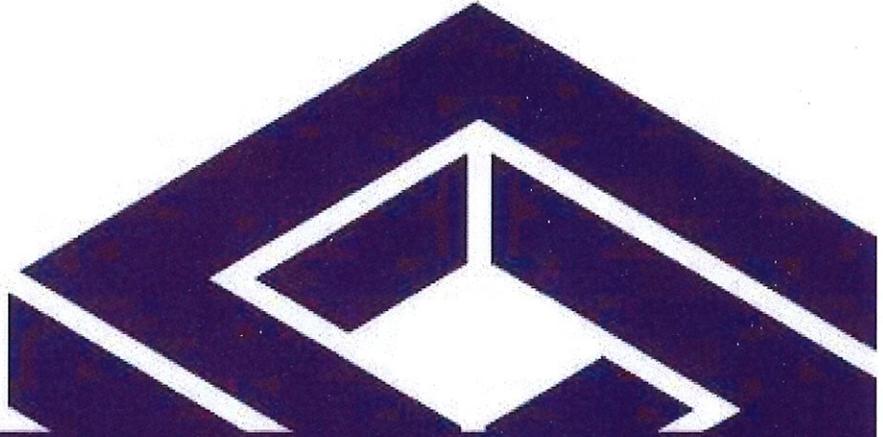
BACKGROUND:

The City is replacing aging equipment that served it well and adding new technology, including better cameras, a broadcast-level 12X12 digital SDI matrix switching system that integrates to the video system, and digital voting system that that includes board member apps, Meeting Driver, Agenda Display and Receipt Printer to verify BOMA votes. This includes full replacement of the cameras and switching system.

FINANCIAL IMPACT:

The audience router ($5,000), camera system update ($11,500), camera trade-in (minus $6,000) and digital voting add-on ($2000 per year) brings the annual total to $7,000. That amounts to a $2000 annual increase.

STAFF RECOMMENDATION:

Staff recommends approval of this resolution to authorize the Mayor to sign this item.

CHAMP

PROPOSAL

Prepared for:

David Fish
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City of Spring Hill
199 Town Center Parkway
Spring Hill, TN 37174

Champion Data Systems
844-231-7671
sales@champds.com
champds.com

Created	**Valid Until**
2021-11-01	2022-02-01

BACKGROUND

The City of Spring Hill participated in a Public Private Partnership (PPP) with CHAMP in 2017 for the HD camera system that you are currently using. It's been a robust and reliable system over the years but a lot has changed over the years. We have also released many new features and add-ons that require our latest camera system and we'd like one of our premier partners to be able to take full advantage of them.

#1 CAMERA UPGRADE

The first step is for the City to upgrade to our latest 3-Camera Studio system. This will be a complete replacement of your existing system, all professionally installed by CHAMP.

Because the city of Spring Hill was part of our Camera Public Private Partnership five years ago, CHAMP will provide a trade-in value for your existing camera system.

#2 AUDIENCE ROUTER

With the new 3-Camera system in place, the next step is to add the CHAMP Audience Router, which will allow you to control your in-room displays and video sources just as you do your cameras.
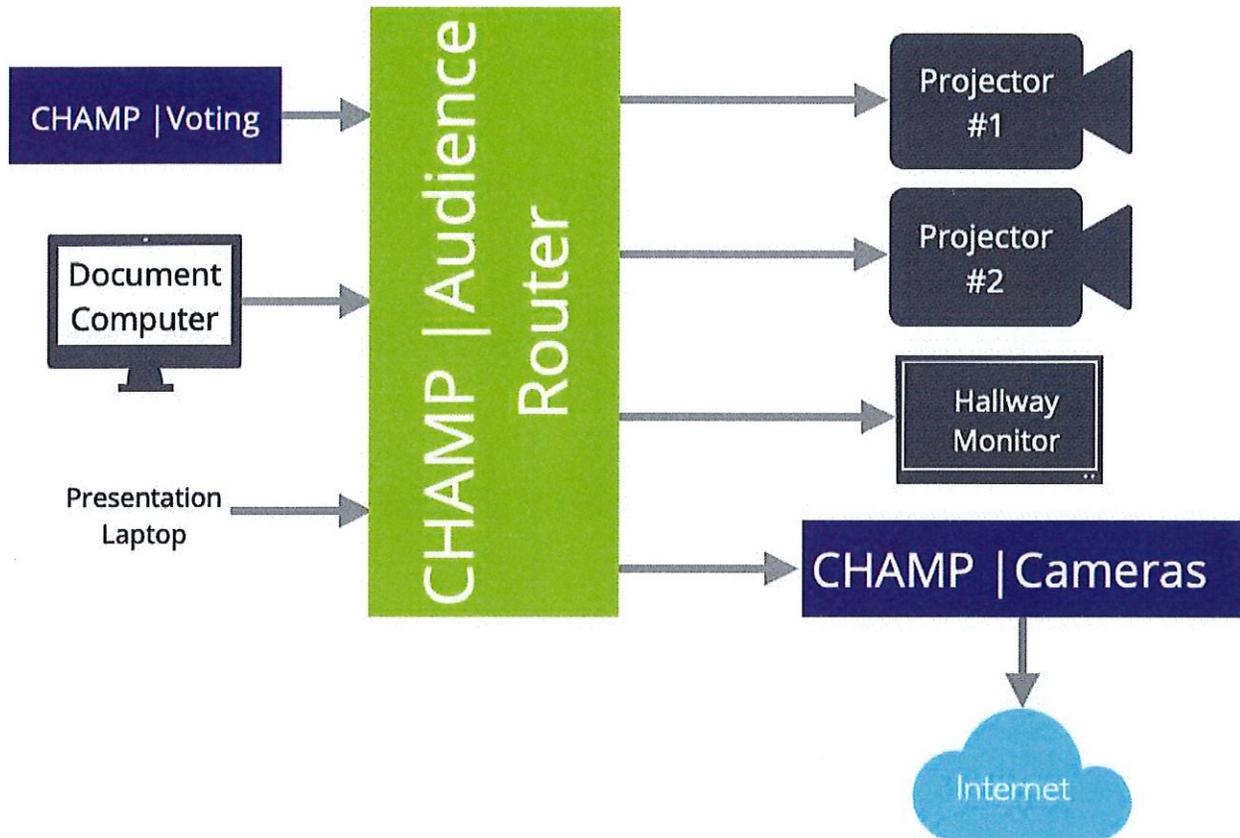
What Does This Do?
The Audience Router allows you to route any video input to any output. For example, if any board members are remote and joining via Microsoft Teams, you could display that on one of your projectors. For your Teams viewers, you could display a presentation being given in chambers, or a closeup of the presenter with an in-room camera.

Tightly integrating a broadcast quality 12x12 digital SDI matrix switch into the CHAMP software, you will have four times the level of expansion from your current 4x4 analog A/V grade hardware. This hardware will also integrate with your camera system, reducing clutter and streamlining your A/V gear.

All switching takes place within the CHAMP software allowing you to use any computer, or mobile device to take control from virtually anywhere.

Example diagram of the Audience Router and how it can connect any input to any output.

What About TVs?

Your current in-room displays are older projectors mounted to the ceiling that project onto screens to the left and right of the room. Although we can down convert your HD video to SD for the projectors, a projector upgrade, or switching to TVs is recommended.
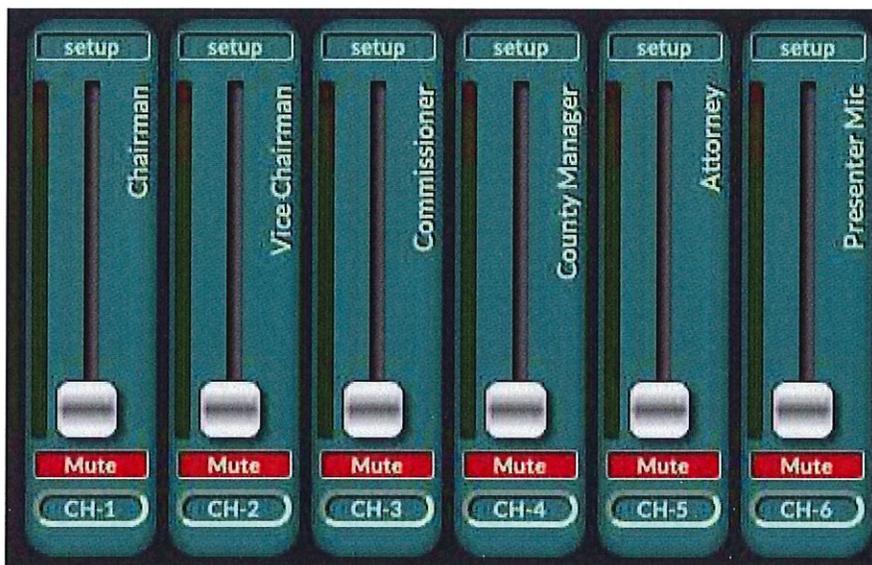
The Audience Router can work with either but given the prices on Amazon, we recommend purchasing directly if you decide to upgrade. We also have a recommendation for an installer that has worked with other nearby municipalities.

#3 AUDIO

Your camera system is upgraded and expanded to allow you to control all audio and video inputs and outputs. The next step is to upgrade your audio mixer with CHAMP Audio.

This is a digital mixer with 16 inputs & 6 outputs that integrates into your CHAMP Video system, allowing you to remotely manage your audio from anywhere. You'll have visual LEDs that will allow you to see your levels and individually control each microphone.

Actual controls of the CHAMP Audio faders. Note how each microphone is labeled

#4 INFORMATIONAL KIOSKS

It's our understanding that you're wanting to set up informational kiosks outside of the Council Chambers, which would work perfectly with the Audience Router! By simply adding TVs where you want, you can easily expand your audio video system.

Most of the time, you will probably want to have a custom informational slide show that is in rotation. However, should the need arise, you could easily switch to a live camera and use the hallway as an overflow room. With this setup you're not locked into any one platform, or solution.
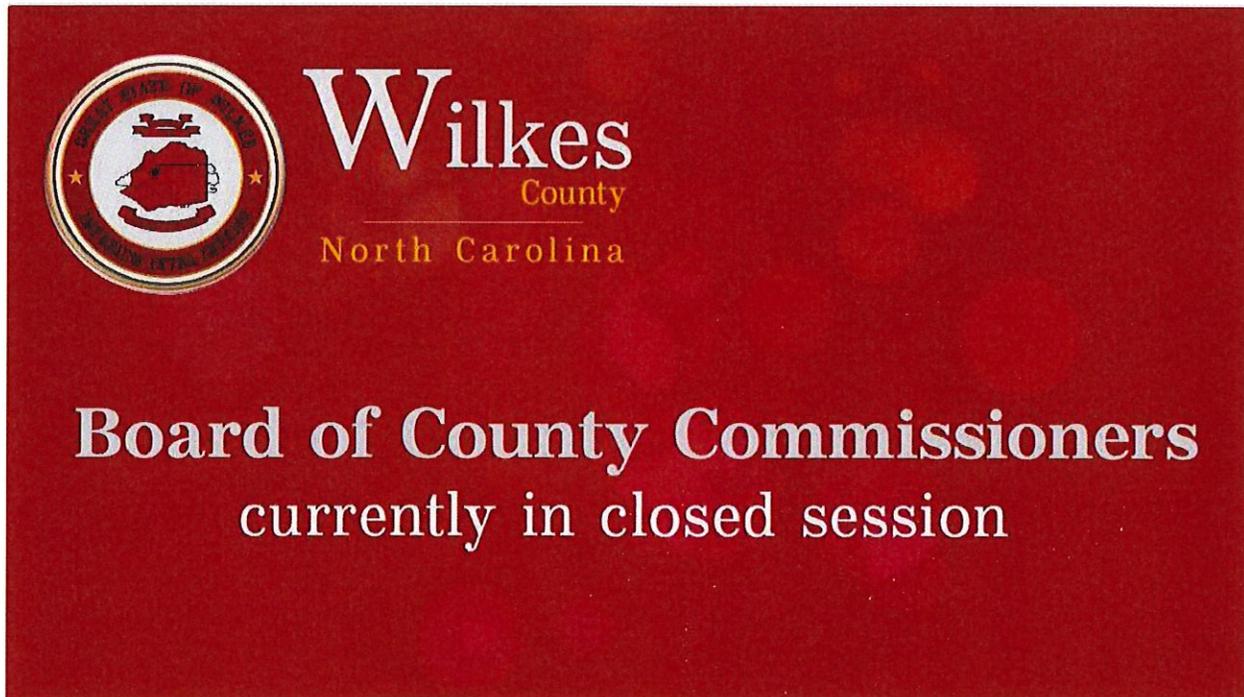
CHAMP Graphics

So what creates and delivers these slides? You could use a computer running PowerPoint if you needed to but, as luck would have it, we're actively developing a new service called CHAMP Graphics.

CHAMP Graphics is a hardware solution that integrates into your CHAMP camera system allowing you to switch from a live camera to graphics with the click of a button. You will be able to choose from various video backgrounds, audio selects and then add your custom text to create a slide.

The original goal was to provide municipalities with the ability to show full-screen graphics to notify streaming viewers what was happening in a meeting. Here are some examples:

- Before a meeting, show a slide that the meeting is starting soon.
- When the board goes into closed session, indicate that with a slide
- Show a slide that the meeting is over when the board has adjourned

Example of a slide created for Wilkes County. There is audio and the background is video

The above examples work perfectly for a meeting but our plan is to expand the solution to allow you to create many more create slides that could then be put into

rotation. Instead of a single slide that you have to click to change, you could have 10 or 20 slides that automatically repeat until you choose to stop.

CHAMP Graphics is currently in Alpha and we've already connected with Lori Lozinski to work with us when it's in beta to provide us with feedback. This will provide the solution at no-cost for one year after we launch the new service add-on.

#5 DIGITAL VOTING

So far, all of the upgrades and add-ons have been on the video side of things. The next upgrade will be on the Agenda side. Digital Voting is an add-on to CHAMP Agenda that allows you to easily capture your board actions digitally and integrate those actions into your minutes.

How It Works
- The clerk "drives" the meeting by selecting which agenda item is active
- Your in-room displays update automatically showing the current agenda item and it's status
- When it's time to vote, the clerk pushes a button activating the board member's tablet/laptop/phone
- Your board members enter their vote with just the tap of a button
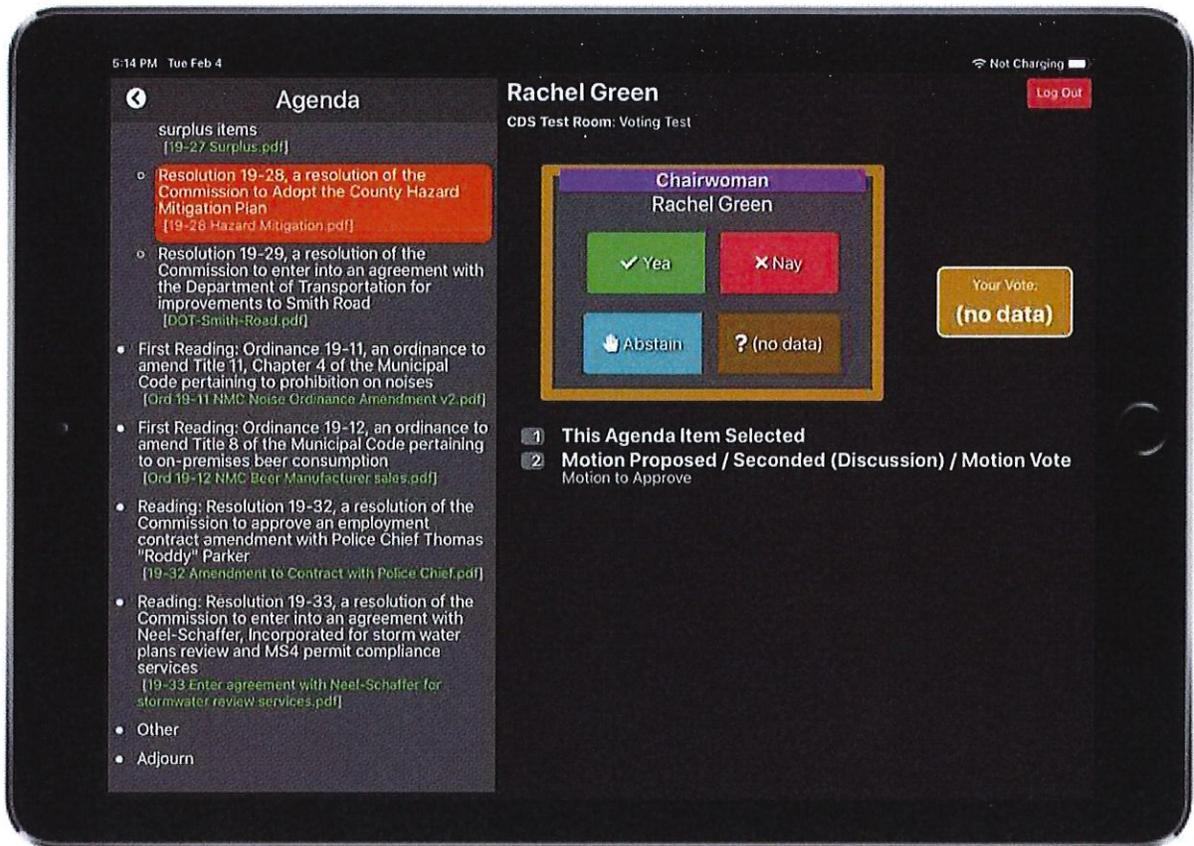- After the votes are collected, the results are displayed on screen

There are four components that all integrate into one easy-to-use solution.

1. Board Member App
From any device (laptop, tablet, or phone), board members have the full agenda and all supporting materials in the palm of their hand. As the meeting progresses, the display updates in real-time to show your current location in the agenda.

When the vote is called, the app displays the voting options allowing board members to submit their votes with the tap of their finger.

Example of a what a board member sees on their tablet when voting

2. Meeting Driver

This is the Clerk or Chairperson's "Command Center" which allows for easily moving the meeting forward via our cloud-based system. With the click of a button, the current agenda is displayed in chambers and when ready, you can push the vote to the tablets of your board members.
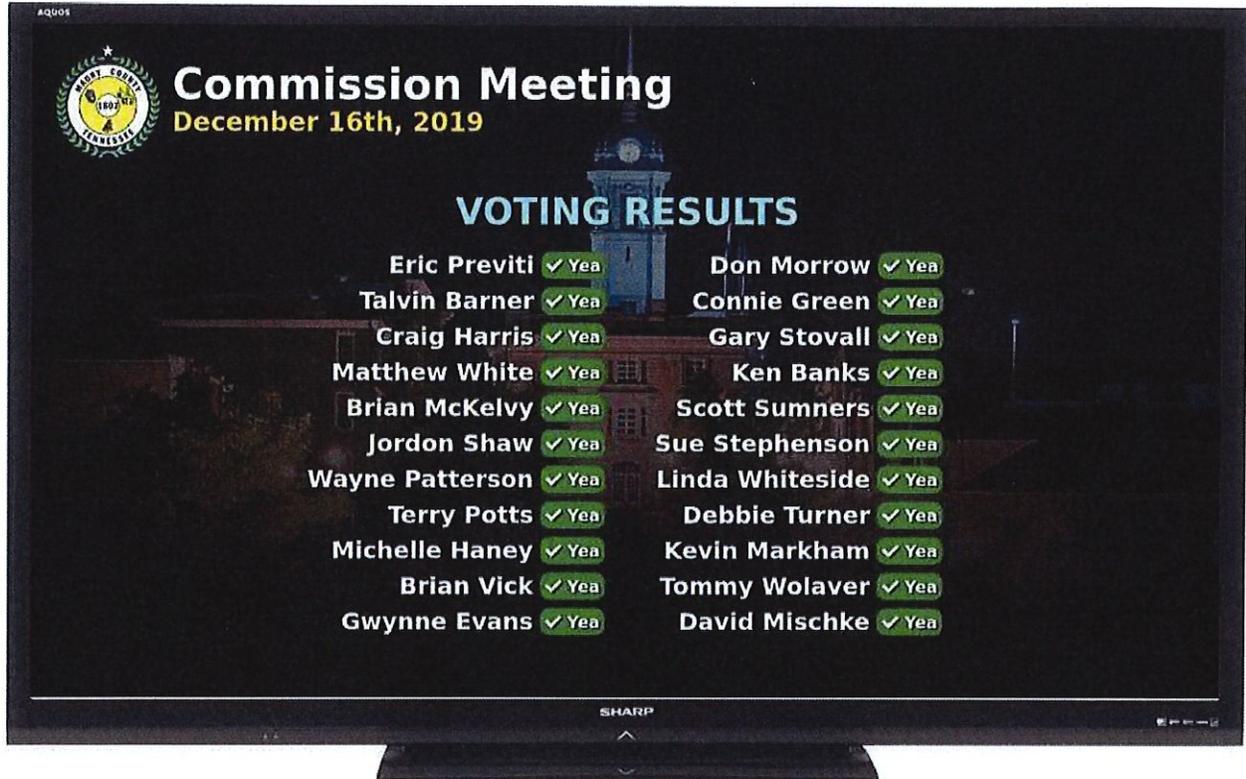
After the vote is captured, this data is instantly available for use in your minutes. No need to capture it on paper, or go back to the video to see how the board voted. All motions, seconds, amendments and individual votes are automatically available.

Additionally, timestamps are also created as you move through the meeting so your meeting can be indexed automatically as well.

3. Agenda Display

Hardware is included that allows you to display your agenda in chambers and a projector or TV. The display will automatically follow you through the meeting displaying your Agenda without the need to retype it into a 3rd party system.

Example of a what a vote display looks like at Maury County

4. Paper Receipt Printer

The final component of this integrated system is a receipt printer that automatically prints after every vote. The printout includes all motions, seconds and votes and can be reprinted if needed. You have an accounting of all actions taken by the board.

QUOTATION

Services are billed annually and renewed each year. Hardware is a one-time cost.

Hardware

Item	Cost
CHAMP Camera System Upgrade	**$11,500**
To take advantage of your new Audience Router, your camera system will be upgraded to our latest version. This is a full-replacement for your cameras and switching system.	
Camera Trade In	**-$6,000**
In consideration for your original purchase of the CHAMP Camera system, we are offering a trade-in on your current system.	
CHAMP Audience Router	**$5,000**
A broadcast level 12x12 digital SDI matrix switching system that tightly integrates into your CHAMP Video system. Allows you to easily switch between video sources for your projectors and live stream.	
CHAMP Audio	**$1,500**
- Audio mixer that seamlessly integrates with CHAMP Video - 16 inputs & 6 outputs - Can be fully managed remotely via the device of your choosing	
Total Cost	**$10,500**

Services

Item	Cost
CHAMP ┃Graphics	**$0 for yr**
Fully customizable full-screen graphics that can be integrated into your CHAMP Camera system. Spring Hill will receive this service for free one-year after the launch of the add-on. Current pricing is expected to be $500 per year.	
CHAMP ┃Digital Voting Add-On	**$2,000/yr**
Adds digital voting to your current CHAMP suite-of-services. Includes Board member app, Meeting Driver, Agenda Display and Receipt Printer. Unlimited training and support is included as part of your annual service.	

The City of Spring Hill currently pays $5,000 annually for CHAMP Agenda and Video. Adding Digital Voting will increase the annual cost by $2,000 per year, bringing the total annual cost to $7,000.

NEXT STEPS

There is a lot of detail to unpack here. Our recommendation is to do a site visit at Maury County, or Oak Hill so that we can physically demonstrate how these solutions all work together.

Just let us know what date works best for you and we will be standing by.