



**Bid Proposal:
2022 Alabama Community College System
Information Technology
Joint Purchase Agreement**

Bid #: ACCS-2022-01
Bid Due: Feb 11, 2022 @ 4pm CST



775 Barber Street, Athens, GA 30601

706.613.8759 (office)

706.243.4940 (fax)

sales@tsav.com

www.tsav.com



LETTER OF TRANSMITTAL

To: Alabama Community College System &
Alabama Higher Education

From: DuSoul Company, Inc. dba TSAV
775 Barber Street, Athens, GA 30601

Date: Feb 10, 2022

Re: 2022 Alabama Community College System
Information Technology Joint Purchase Agreement
Bid #: ACCS-2022-01

The intent of this letter is to inform that DuSoul Co., Inc dba TSAV (Technical Services Audio Visual) is officially submitting a response to the Request for Bid #ACCS-2022-01, due no later than Feb 11, 2022 at 4:00pm CST.

Tonya Dugas, Principal/CEO, is authorized to make contractual obligations and to negotiate on behalf of TSAV, and can be reached at (706)613-8759.

Pete Dugas, President, is authorized to make contractual obligations and to negotiate on behalf of TSAV, and can be reached at (706)613-8759.

TSAV hereby accepts the Conditions Governing the Procurement unless explicitly noted within the response.

TSAV has received and acknowledges all amendments to this RFB.

Respectfully signed,

A handwritten signature in black ink, appearing to read 'Pete Dugas', is written over a horizontal line.

Pete Dugas, President



EVALUATION SUBMISSION FORM

Vendor: DuSoul Co., Inc. dba TSAV (Technical Services Audio Visual)

Vendor Website: www.tsav.com

JPA primary email contact: sales@tsav.com

Primary Contract Executives:

Tonya Dugas, Principal/CEO, (706) 613-8759, tonyadugas@tsav.com

Pete Dugas, President, (706) 613-8759, petedugas@tsav.com

Primary Account Representative:

Stephen Simmons, VP of Business Development, (706) 613-8759,
stephensimmons@tsav.com

Marketing Supervisor:

Tommy Pitner, Senior Consultant, (706) 613-8759, tommypitner@tsav.com



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RESPONSE TO GENERAL REQUIREMENTS AND SPECIFICATIONS

INTRODUCTION

- 1.1 DuSoul Co., Inc dba TSAV acknowledges, agrees, and will comply with the Purpose of This Request for Bid and with the Summary Scope of Work.
- 1.2 DuSoul Co., Inc dba TSAV acknowledges, agrees, and will comply with the Scope of Procurement and Definitions of Terminology.

CONDITIONS GOVERNING THE PROCUREMENT

- 2.1 DuSoul Co., Inc dba TSAV acknowledges, agrees, and will comply with the Explanation of Events and all subsections, including:
 - 2.1.1 Issue of RFB.
 - 2.1.2 Clarification and Responses.
 - 2.1.3 Deadline to Submit Written Questions.
 - 2.1.4 Responses to Written Questions/RFB Amendments.
 - 2.1.5 Submission of Bid.
 - 2.1.6 Bid Evaluation.
 - 2.1.7 Selection of Finalists.
 - 2.1.8 Clarification from Finalists.
 - 2.1.9 Contract Award.

GENERAL REQUIREMENTS AND SPECIFICATIONS

- 3.1 DuSoul Co., Inc dba TSAV acknowledges, agrees, and will comply with the Acceptance of Conditions Governing the Procurement and has included this acceptance in the Letter of Transmittal.
- 3.2 DuSoul Co., Inc dba TSAV acknowledges, agrees, and will comply with the Incurring Cost.
- 3.3 DuSoul Co., Inc dba TSAV acknowledges, agrees, and will comply with the Vendor Responsibility.
- 3.4 DuSoul Co., Inc dba TSAV acknowledges, agrees, and will comply with Serving Sub-Contractors.
- 3.5 DuSoul Co., Inc dba TSAV acknowledges, agrees, and will comply with the Amended Bids.



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- 3.6 DuSoul Co., Inc dba TSAV acknowledges, agrees, and will comply with the Vendors' Rights to Withdraw Bid.
 - 3.7 DuSoul Co., Inc dba TSAV acknowledges, agrees, and will comply with the Bid Offer Firm.
 - 3.8 DuSoul Co., Inc dba TSAV acknowledges, agrees, and will comply with the Disclosure of Bid Contents.
 - 3.9 DuSoul Co., Inc dba TSAV acknowledges, agrees, and will comply with No Obligation.
 - 3.10 DuSoul Co., Inc dba TSAV acknowledges, agrees, and will comply with the Legal Review.
 - 3.11 DuSoul Co., Inc dba TSAV acknowledges, agrees, and will comply with the Governing Law.
 - 3.12 DuSoul Co., Inc dba TSAV acknowledges, agrees, and will comply with the Basis for Bid.
 - 3.13 DuSoul Co., Inc dba TSAV acknowledges, agrees, and will comply with the Agreement Terms and Conditions.
 - 3.14 DuSoul Co., Inc dba TSAV acknowledges, agrees, and will comply with the Vendor Qualifications.
 - 3.15 DuSoul Co., Inc dba TSAV acknowledges, agrees, and will comply with the Change in Vendor Representatives.
 - 3.16 DuSoul Co., Inc dba TSAV acknowledges, agrees, and will comply with the Equipment and Services Schedules.
 - 3.17 DuSoul Co., Inc dba TSAV acknowledges, agrees, and will comply with the Benefit of Cost Reduction.
 - 3.18 DuSoul Co., Inc dba TSAV acknowledges, agrees, and will comply with the Bid Terms.
 - 3.19 DuSoul Co., Inc dba TSAV acknowledges, agrees, and will comply with Fiscal Funding.
 - 3.20 DuSoul Co., Inc dba TSAV acknowledges, agrees, and will comply with Insurance.
 - 3.21 DuSoul Co., Inc dba TSAV acknowledges, agrees, and will comply with New Products.

SPECIFICATIONS

- 3.22 DuSoul Co., Inc dba TSAV acknowledges, agrees, and will comply with the Product and Services Delivery Overview. TSAV has been providing consulting, integration, and professional services solutions to our clients for over 25 years. We help organizations navigate change where technology is a significant factor. TSAV is able to dispatch installation and service teams across Alabama to multiple locations at the same time and provide effective project management and planning to our clients. TSAV has provided the products and services required for this RFB to entities through established state contracts in Georgia for over a decade and with a similar state contract in South Carolina for over 5 years.



With the main office located just a short distance away in 775 Barber Street, Athens, GA, TSAV is well-equipped to meet the entirety of needs and locations of the Alabama Community College System in a timely manner.

Average personnel numbers at our main office are as follows:

- Estimating: 6
- Engineering: 6
- Field Supervision: 10
- Tradespeople: 30



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- Accounting: 10
 - Other: 15

TSAV is a full-service professional communications technology firm specializing in technology roadmapping, ROI quantification, project management, consulting, integration, programming, service and support for AV, IT, and technology projects. TSAV works with our clients in focus areas including the following:

Technology Representative and Planner

- CIO/CTO/CMO Office
- Vision, Management , Feasibility, Controls
- Technology Assessment and Sourcing Process Management
- Core vs. Outsourcing Assessment
- Technology Operating Model and Governance (Opex, Org Structure, Policies)
- ROI, TCO, Monetization Strategies
- Partnership/Sponsorship Revenue Generation
- Guide Process of Scope Definition/Delineation

Technology Program Management

- Programming, Implementation Strategies, Controls
- Scope Compliance with Business Models
- Technology Construction Management /Administration, CX

Technology Design, Implementation, and Operations

- Divisions 27, 28, & Acoustics
- Design Assist to Impacted Divisions
- System Integration and Support
- Tech Operations
- Ongoing Service and Technical Support Provider
- Box Sales and Equipment Supplier

While clients are urged to contact our main office directly at (706) 613-8759 and select Service, TSAV maintains a 24-hour service line at 1-844-TSAV-911 (1-844-8728-911). Our oncall help desk first troubleshoots all issues related to the malfunctioning item/s. If an issue arises that cannot be successfully remedied immediately, our team contacts telephone tech support with the manufacturer to walk through any problem solving procedures they recommend for that particular piece of



equipment. If necessary, a Return Materials Authorization (RMA) is obtained, and a request for an advanced replacement is made.

All warranty service issues should be initiated by contacting the TSAV Service Department. TSAV works closely with our manufacturers and clients to ensure all warranty issues are resolved as quickly as possible. Should escalation be required, TSAV's Service Department may directly engage procurement, manufacturer leadership, and TSAV's executive team to ensure rapid resolution of open issues.

Should a client require escalation within TSAV, the Department Manager may be contacted directly. For sales issues which require escalation, TSAV's sales manager, Stephen Simmons, may be contacted directly at stephensimmons@tsav.com. TSAV's sales manager reports to TSAV's President, Pete Dugas CTSD AIA, who may be contacted directly at petedugas@tsav.com or at 706-202-7366. TSAV's President reports to TSAV's CEO, Tonya Barr who may be reached at Tonyabarr@tsav.com.

TSAV cannot currently provide customer satisfaction statistics or survey results as requested by the RfB, but please review Supplemental Document B: "Letters of Recommendation" from long-standing clients.

"You sent in a great crew. Your team did a great job in handling a construction project that was way behind schedule." - Bob Gueltzow, University of Louisville

3.23 DuSoul Co., Inc dba TSAV acknowledges, agrees, and will comply with Reporting.

We believe that complete reporting is necessary for all clients, not just our enterprise clients. Reports include all technician hours, and equipment purchases associated with not only individual clients, but particular departments, or factions of individual clients. Our accounting software allows us to track time, products, expenses, expenses by class (programming, installation, service, etc.), by customer, by sub-customer, by area, and a host of other factors. Each of our reports are tailored to the needs of the individual client, ensuring that the reports we provide to our clients are valid for their purposes, not just ours.

TSAV's reporting capabilities for quarterly reports include reporting of all agencies that utilize a contract over a given quarter (ex. Georgia or South Carolina State Contract clients). These quarterly reports include all equipment purchases, integrations completed, and all services provided, including hours by individual, and the level of that individual. If selected under this RFP, we will work with you to ensure that our reporting meets your needs on all levels. The quarterly reports we currently submit under the GA State Contract comply with these regulations, and go through a rigorous review process prior to submission.

All orders are added to TSAV's accounting system in the 'estimate' stage. This allows us to track all estimates, the probability of award, compliance with contract requirements,



and expiration date. If a project is awarded the estimate is moved to a Sales Order at the click of a button. From there our procurement department issues Purchase Orders from the Sales Order (again at the click of a button) so all the forms are linked and easily tracked. When the equipment arrives our installation team is notified and the installation is arranged. We can progress bill off of our Sales Orders and our accounting program keeps track of what has been completed and what is left to complete. If change orders are necessary they are entered as separate Sales Orders and thus tracked separately from the base project. We can combine multiple Sales Orders on one invoice or bill each one separately, all dependent upon the customer's need.

We employ multiple cross-verification controls and audits to ensure financial integrity. Human error cannot be prevented 100% of the time but regular routine audits catch and correct errors as they arise. Each member of the finance department is only granted access to the areas of our accounting system that are necessary to perform their daily tasks, and each one is proficient in their duties. Each department member has a set of SOP's (standard operating procedures) that they follow for each task they perform, to ensure accuracy. At the end of each quarter we compile a list of all completed projects and a separate list of all active projects. Each project is audited thoroughly to make sure all orders, time data, bills, and expenses are tagged properly. At the close of each project a final audit is conducted that compares the project budget against all procurement, PO's and bills and cross-referenced against our Inventory Control system.

- 3.24 DuSoul Co., Inc dba TSAV acknowledges, agrees, and will comply with the requirements concerning the ESS as well as with product specifications and options outlined in Electronic Commerce.
- 3.25 DuSoul Co., Inc dba TSAV acknowledges, agrees, and will comply with the Breadth of Offering. TSV offers Tablets, Handheld Devices, Printers, Monitors when components of a contained system, Audio and Video Conferencing Equipment, Multimedia Hardware, Professional Services, and Other. A comprehensive list of products and manufacturers by category can be found with Supplemental Document A. Category and Products Offered.
- 3.26 **Primary Account Representative:** Stephen Simmons, VP of Business Development, (706) 613-8759, stephensimmons@tsav.com
Marketing Supervisor: Tommy Pitner, Senior Consultant, (706)613-8759, tommypitner@tsav.com
Offices for both the primary account representative and the marketing supervisor are located at 775 Barber Street, Athens, GA 30601.
- 3.27 **Georgia State Contract:**
Eric Mercier, Contract Management Specialist, State Purchasing, 200 Piedmont Avenue, S.E., Ste 1308 West Tower, Atlanta, GA 30334,



Services provided:

In 2012, TSAV was awarded State Contract status under the Tier 2 portion of Georgia State Contract. This contract enables any government sponsored entity to sole source audiovisual design and installation work without having to go to bid. TSAV reflects the motto that “every dollar saved in procurement goes to the bottom line” by providing high quality audiovisual systems throughout the state of Georgia resulting in better savings for the state and the highest quality installations for the price.

South Carolina State Contract:

Sonja Corley-Brown, Manager, Finance and Accounting, State Fiscal Accountability Authority, Box 12444 Columbia, SC 29211, (803)737-1254, scbrown@mso.sc.gov

Services provided:

TSAV is an approved state contract vendor for the state of South Carolina, providing box sales accordingly for over 7 years. We have processed hundreds of pricing requests and executed hundreds of sales orders during the term. TSAV has not refused any order nor failed to execute any order according to the terms of our obligations.

Federal Reserve Bank:

Robbie Pappalardo, Director of Facilities and Support Services, Federal Reserve Bank of Atlanta, 1000 Peachtree St NE, Atlanta, GA 30309, 404.498.8590, robbie.pappalardo@atl.frb.org

Services provided:

TSAV provides routine audiovisual installation projects for the 7th District of the Federal Reserve Bank facilities, including conferencing, displays and video walls with an ongoing IDIQ design build and service agreement, which has been in place for over 5 years.

- 3.28 DuSoul Co., Inc dba TSAV acknowledges, agrees, and will comply with the Pricing Level and Guarantee. Please review Supplemental Document A, titled “Category Products Offered” for published percentage discounts by category and manufacturer.
- 3.29 DuSoul Co., Inc dba TSAV acknowledges, agrees, and will comply with the Oral Presentation and Demonstration.
- 3.30 DuSoul Co., Inc dba TSAV acknowledges, agrees, and will comply with the Equipment and Services Schedule. TSAV has included a list of manufacturers by category with Supplemental Document A. Category and Products Offered.

Initial pricing levels for services offered include:



Labor Subcategory	Description	Initial rate (\$/hr)
Install Technician	Install, repair, or adjust audio or television receivers, stereo systems, camcorders, video systems, or other electronic entertainment equipment in homes or other venues	\$80
Service Technician	Performs routine maintenance on audio or television receivers, stereo systems, camcorders, video systems, or other electronic entertainment equipment in homes or other venues	\$90
Systems Programmer	Create, modify, and test the code and scripts that allow computer applications to run. Work from specifications drawn up by software and web developers or other individuals. May develop and write computer programs to store, locate, and retrieve specific documents, data, and information	\$95
Project Manager	Analyze and coordinate the schedule, timeline, procurement, staffing, and budget of a product or service on a per project basis. Lead and guide the work of technical staff. May serve as a point of contact for the client or customer	\$90
Systems Designer	Prepare wiring diagrams, circuit board assembly diagrams, and layout drawings used for the manufacture, installation, or repair of electrical equipment.	\$80
Engineer	Apply electrical and electronic theory and related knowledge, usually under the direction of engineering staff, to design, build, repair, adjust, and modify electrical components, circuitry, controls, and machinery for subsequent evaluation and use by engineering staff in making engineering design decisions	\$95

- 3.31 DuSoul Co., Inc dba TSAV acknowledges, agrees, and will comply with the Scope of Work.
- 3.32 DuSoul Co., Inc dba TSAV acknowledges, agrees, and will comply with the Title Passage.
- 3.33 DuSoul Co., Inc dba TSAV acknowledges, agrees, and will comply with the Quantity Guarantee.
- 3.34 DuSoul Co., Inc dba TSAV acknowledges, agrees, and will comply with the Order of Precedence.
- 3.35 DuSoul Co., Inc dba TSAV acknowledges, agrees, and will comply with the Payment Provisions.
- 3.36 DuSoul Co., Inc dba TSAV acknowledges, agrees, and will comply with Shipment and



Risk of Loss.

- 3.37 DuSoul Co., Inc dba TSAV acknowledges, agrees, and will comply with the Warranties.
- 3.38 DuSoul Co., Inc dba TSAV acknowledges, agrees, and will comply with the Price Guarantees.
- 3.39 DuSoul Co., Inc dba TSAV acknowledges, agrees, and will comply with Technical Support. TSAV's 24-hr Service number is: 1-844-TSAV-911 (1-844-8728-911)
- 3.40 DuSoul Co., Inc dba TSAV acknowledges, agrees, and will comply with the Product Delivery.
- 3.41 DuSoul Co., Inc dba TSAV acknowledges, agrees, and will comply with the Impracticality of Performance.
- 3.42 DuSoul Co., Inc dba TSAV acknowledges, agrees, and will comply with the Records and Audit.
- 3.43 DuSoul Co., Inc dba TSAV acknowledges, agrees, and will comply with the Use of Subcontractors.
- 3.44 DuSoul Co., Inc dba TSAV acknowledges, agrees, and will comply with the Indemnification.
- 3.45 DuSoul Co., Inc dba TSAV acknowledges, agrees, and will comply with Website Maintenance.
- 3.46 DuSoul Co., Inc dba TSAV acknowledges, agrees, and will comply with Ethics.
- 3.47 DuSoul Co., Inc dba TSAV acknowledges, agrees, and will comply with the Replacement Parts.
- 3.48 DuSoul Co., Inc dba TSAV acknowledges, agrees, and will comply with the FCC Certification.
- 3.49 DuSoul Co., Inc dba TSAV acknowledges, agrees, and will comply with the Site Preparation.
- 3.50 DuSoul Co., Inc dba TSAV acknowledges, agrees, and will comply with the Assignment.
- 3.51 DuSoul Co., Inc dba TSAV acknowledges, agrees, and will comply with Survival.
- 3.52 DuSoul Co., Inc dba TSAV acknowledges, agrees, and will comply with the Lease Agreements.



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- 3.53 DuSoul Co., Inc dba TSAV acknowledges, agrees, certifies, and will comply with the Vendor Disclosure Statement.

BID FORMAT AND ORGANIZATION

- 4.1 DuSoul Co., Inc dba TSAV acknowledges, agrees, and will comply with the Bid Format and all subsections, including:
- 4.1.1 Bid Organization
 - 4.1.2 Letter of Transmittal.
 - 4.1.3 Financial Documentation.

EVALUATION

- 5.1 DuSoul Co., Inc dba TSAV acknowledges, agrees, and will comply with the Evaluation Process.



SUPPLEMENTAL DOCUMENT A: CATEGORY AND PRODUCTS OFFERED

	A/V Equipment Categories	√ = all products offered	Products	Manufacturer (note: state a mfg(s)/discount for all products within a category or individual mfg(s) and discounts according to product.	% Discount from Mfg List Price
1	Audio	√ √ √ √ √ √ √	Amplifiers Assisted Listening Systems Headsets (wired & wireless) Microphones (wired & wireless) Mixers and Processors Recorders and Players Speakers	QSC, Crown Listen Tech Sennheiser Shure QSC, Biamp Tascam, Yamaha JBL, Bose	25%, 25% 16% 25% 25% 25%, 40% 25%, 25% 22%, 40%
2	Video	√ √ √ √ √ √	Cameras Digital Cameras Digital Signage Devices Document Cameras Editing and Streaming Devices Recorders	Vaddio, Panasonic Vaddio, Panasonic Brightsign Wolfvision Extron, Crestron Panasonic	20%, 15% 20%, 15% 15% 22% 40%, 40% 15%
3	Displays	√ √ √	Interactive Projectors Interactive Displays and Whiteboards Monitors when components of	Epson Smart Samsung	20% 15% 20%



		√	a contained system		
		√	Projectors	Epson, Sony	20%, 20%
		√	Televisions	Samsung, NEC, Sony	20%, 15%, 15%
		√	Screen and Shade Projection Systems	Draper, Da-Lite	30%, 30%
4	Control Signal Distribution Systems	√	Cables, Wiring and Other Supplies	Extron	40%
		√	Control and Presentation Systems	Crestron, Extron, AMX	40%, 40%, 40%
		√	Control System Panels Surge Protectors	Crestron, Extron, AMX	40%, 40%, 40%
		√	Switches and Routers	Middle Atlantic	42%
		√	System Software incidental to system operation	Netgear, Luxul	15%, 30%
		√	Wireless Control Devices and Systems	Crestron, Extron, AMX	40%, 40%, 40%
5	Lighting	√	Controllers and Dimmers	Crestron	40%
		√	Lighting Fixtures	Crestron	40%
6	Racks, Carts, and Support Systems	√	Bags	Gator	20%
		√	Cases	Gator	20%
		√	Charging Carts	Middle Atlantic	42%
		√	Support Racks	Middle Atlantic	42%
		√	System Racks	Middle Atlantic	42%
		√	Mobile System Cabinet	Middle Atlantic	42%



7	General Installation Components Percentage not to exceed 4% total equipment cost and 4-6% of installation cost, level of complexity is a relevant factor to consider. Total not to exceed 10%. UGU to agree in advance to % charged.	√ √ √ √ √ √	Batteries Brackets Cables Connectors Fasteners Fuses	Brand names / Manufacturers do not apply in this category	n/a
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SUPPLEMENTAL DOCUMENT B: LETTERS OF RECOMMENDATION

UNIVERSITY OF GEORGIA ATHLETIC ASSOCIATION:



October 11, 2021

TSAV
775 Barber Street
Athens, GA 30601

To Whom it May Concern:

I'm writing this letter to provide a recommendation for the team at TSAV & for their founders Pete & Tonya Dugas. TSAV has been instrumental in our successes across a dozen or more projects spanning more than a decade including the expansion of our Butts-Mehre Football Operations facility phase one, renovation and expansion of systems at Sanford Stadium, various projects for our Equestrian, Tennis, Baseball, Softball, Gymnastics, Swimming & Diving, and a number of other Athletics and Administrative programs. TSAV has provided services ranging from program development and budgeting, systems design, installation, service, support, and operation of systems for game-day events.

Through the years, the TSAV team has shown its commitment to the mission and values of UGA's Athletic Association through hard work, dependability, innovation, and going the extra mile. In all such endeavors, TSAV has never wavered from the high road, carrying through on commitments, and doing so with integrity. Our teams have developed a strong working relationship with a focus on providing responsiveness and value to the end users of the technology used within these types of projects. TSAV has worked with us in creating standards in technology program management and is familiar with the support structure and workflows of complex projects such as those found here at UGA Athletics. The TSAV team are experts about technology systems and support models.

I can attest that working with Pete and the TSAV team will be a different type of relationship, one in which they truly have your best interest at heart. Should you have any questions, feel free to contact me at 706-542-9037.

Sincerely,

Josh Brooks
J. Reid Parker Director of Athletics

Butts-Mehre Heritage Hall, 1 Selig Circle, Suite 409, Athens, Georgia 30602
P.O. Box 1472 - Athens, Georgia 30603-1472
www.georgiadogs.com



PRO FOOTBALL HALL OF FAME:



PRO FOOTBALL HALL OF FAME

2121 George Halas Dr. NW
Canton, OH 44708
330-456-8207 F: 330-456-8175
ProFootballHOF.com

September 17, 2021

To: Whom it May Concern:

From: George Veras Chief Operating Office Chief of Staff and Executive
Producer at the Pro Football Hall of Fame

2121 George Halas Drive

Canton Ohio 44708

George.veras@profootballhof.com

216-244-1286

I'm writing this letter to recommend Pete Dugas and the team at TSAV who have been instrumental in our successes at the Pro Football Hall of Fame. Our continued desire is to be afforded the opportunity to continue developing our longstanding relationship with TSAV as a trusted partner in the projects we undertake at the Pro Football Hall of Fame in Canton, Ohio.

TSAV has been working closely with myself for more than 5 years as we work to create a village around the Pro Football Hall of Fame. The major projected was the completion of Tom Benson Hall of Fame Stadium, a sports entertainment complex and then the building of the Constellation Center of Excellence, an office building that oversaw the west endzone.

TSAV and Peter had a vision to cover the windows and walls of the office building with a see through mesh cover that would act as a video



PRO FOOTBALL HALL OF FAME

2121 George Halas Dr. NW
Canton, OH 44708
330-456-8207 F: 330-456-8175
ProFootballHOF.com

scoreboard within the stadium but not obscure the clear view of the football field from those inside the stadium. The target date was August 3th when the Hall hosted the 2022 NFL Preseason Kickoff between the Dallas Cowboys and the Pittsburgh Steelers. In spite of COVID19 delays, the scoreboard was operational for that nationally televised game and worked flawlessly.

It was this same effort when Peter and the TSAV installed the technology throughout the stadium as well.

Through the years, our teams have developed a strong working relationship with a focus on providing responsiveness and value to the end users of the technology used within these types of projects. TSAV has worked in creating standards in technology program management and is familiar with the support structure and workflows of complex projects such as those described above. The TSAV team are experts regarding technology systems and support models.

TSAV's role on the project is as technology program managers, financial analysts, systems designers, composers of design standards, project management for associated design and construction, and organizers of an array of business units and associated relationships.

I can attest that working with Pete and the TSAV team will be a different type of relationship, one in which they truly have your best interest at heart. Should you have any questions, feel free to contact me 216 244 1286.

George Veras COO CSO Executive Producer Pro Football Hall of Fame