
comments on A/V refit proposals

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Yolanda,

Here are my comments on the Wired Technology Group (WTG) vs. Diversified (DIV):

Similarities - both proposals offer similar solutions for audio control, audio recording, and streaming capability.

Main differences:

Cameras - WTG is one camera, DIV is two - keep in mind both vendors are using PTZ cameras, which can be aimed anywhere and remotely controlled, so you may want to consider if you really need 2 cameras.

Projector - DIV installs a new projector and screen, WTG re-uses existing

Video recording - DIV's solution is to have you record your Facebook live stream, WTF offers a unit that records video to a local SD card

Microphones - DIV's solution adds 4 wireless mics (2 handheld and 2 laveliers), WTG does not

Price - WTG is near the specified budget, hence the less hardware. DIV is far above the budget, but fits the requirements better (ADA capabilities, etc.)

Support - both offer support beyond the install, but in general I think DIV is offering better, also WTG is asking \$2500 for an SLA per year beyond the initial install quote

In general, I would pick the DIV proposal. They are generally accepted as a more established vendor for commercial installations, whereas WTG is generally known for residential and smaller commercial installations.

However I would suggest negotiating with DIV on price. They have 160 hours of install time, which to me sounds really excessive. Also, you may want to see if you really need all the wireless and ADA (hearing loop) hardware?

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