

STAFF REPORT

SUBJECT: Approve Contract with Granicus for the purchase of a new video encoding device to continue streaming meetings

RECOMMENDED ACTION: Authorize Executive Director to Contract with Granicus to purchase a new video encoder

DISCUSSION:

For the past three-plus years SJCOG has streamed board meetings live on our website for those who could not be in attendance. The hardware that allowed this function is outdated and no longer under warranty or supported by Granicus. Furthermore, this hardware was prior generation technology and did not provide high definition content. The requested new hardware would provide HD capability, support for unlimited local users (in house users) while leaving vital resources to stream over the internet and provide warranty coverage for the next three years. for our hardware.

BACKGROUND

Several years ago, SJCOG decided to start streaming board meetings live on the internet to allow for the public to view the meetings when not in attendance. This experience has worked quite well serving the board and the public successfully. The hardware that allows this function is now several years old and is no longer under warranty or supported by the provider, Granicus. By upgrading this hardware to the latest version, we will be able to continue streaming while having support from Granicus in the event that a problem occurs. One of the benefits of upgrading is the enhanced quality of the video that will be broadcast over the internet. Currently, we are using a 480p stream which is considered standard definition. This new hardware would upgrade the stream to 720p, high definition. Furthermore, because the stream is a higher definition and will require more bandwidth, the accelerator hardware will help manage this to ensure the streaming remains nominal. The cost for this upgrade is \$9,242.13 which covers all hardware, installation, and integration into our AV system.

FISCAL IMPACT

Granicus has identified a total cost of \$9,242.13 for the upgraded encoding device, accelerator package, and software installation. In addition, there will be annual licensing fees of approximately \$1,800.

RECOMMENDATION

SJCOG staff recommends the Board approve the cost of \$9,242.13 for the new video hardware/software.

Prepared by Steve Dial, Deputy Executive Director/CFO

GOVERNMENT- PRICE QUOTATION



Granicus at Carahsoft



11493 SUNSET HILLS ROAD | SUITE 100 | RESTON, VIRGINIA 20190
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 WWW.CARAHSOFT.COM | SALES@CARAHSOFT.COM

TO: Vikram Sharma
 San Joaquin Council of Governments
 555 E Weber Ave.
 Stockton, CA 95202 USA

FROM: Peter Ko
 Granicus Government at Carahsoft
 11493 Sunset Hills Road
 Suite 100
 Reston, Virginia 20190

EMAIL: sharma@sjcog.org

EMAIL: Peter.Ko@carahsoft.com

PHONE: (209) 235-0600

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FAX: (703) 871-8505

TERMS: GSA Schedule No: GS-35F-0119Y
 Term: December 20, 2011 - December 19, 2021
 FTIN: 52-2189693
 Shipping Point: FOB Destination
 Credit Cards: VISA/MasterCard/AMEX
 Remit To: Same as Above
 Payment Terms: Net 30 (On Approved Credit)
 Cage Code: 1P3C5
 DUNS No: 088365767
 Business Size: Other than Small
 Sales Tax May Apply

QUOTE NO: 23383484
QUOTE DATE: 08/13/2020
QUOTE EXPIRES: 09/30/2020
RFQ NO:
SHIPPING: GROUND
TOTAL PRICE: \$8,979.75
SHIPPING AMOUNT: \$262.38

TOTAL QUOTE: \$9,242.13

LINE NO.	PART NO.	DESCRIPTION	-	QUOTE PRICE	QTY	EXTENDED PRICE
ONE-TIME FEES						
1	607-GEA-GR-246ASD	Granicus Encoding Appliance AMAX Encoder with Osprey SDI Card Hardware Granicus - GEA-GR-246ASD		\$3,352.24	GSA 1	\$3,352.24
2	607-GEA-GR-246ASD	Granicus Encoding Appliance AMAX Encoder with Osprey SDI Card Hardware Setup & Configuration Granicus - GEA-GR-246ASD		\$918.35	GSA 1	\$918.35
3	607-PAS-GR-246APHW	Performance Accelerator Advanced Package Hardware; Requires US Shipping for Large Hardware Item; Includes remote hardware configuration and deployment services Granicus - PAS-GR-246APHW		\$3,554.66	GSA 1	\$3,554.66
4	607-PAS-GR-246AP	Performance Accelerator Advanced Package Annual Subscription Setup & Config Granicus - PAS-GR-246AP		\$918.35	GSA 1	\$918.35
ONE-TIME FEES SUBTOTAL:						\$8,743.60
ANNUAL FEES						
5	607-SDI-GR-246SP	SDI 720p Streaming Upgrade Package Annual Subscription Annual Fee: \$944.58 Prorated Fee: \$78.72 Granicus - SDI-GR-246SP Start Date: 10/01/2020 End Date: 10/31/2020		\$78.72	GSA 1	\$78.72
6	607-PAS-GR-246AP	Performance Accelerator Advanced Package Annual Subscription Annual Fee: \$1,889.17 Prorated Fee: \$157.43 Granicus - PAS-GR-246AP Start Date: 10/01/2020 End Date: 10/31/2020		\$157.43	GSA 1	\$157.43
ANNUAL FEES SUBTOTAL:						\$236.15

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LINE NO.	PART NO.	DESCRIPTION	-	QUOTE PRICE	QTY	EXTENDED PRICE
SUBTOTAL:						\$8,979.75
TOTAL PRICE:						\$8,979.75
SHIPPING AMOUNT:						\$262.38
TOTAL QUOTE:						\$9,242.13

Payment Terms: Net 30 (Payments for subscriptions are due at the beginning of the period of performance.)

Period of Performance: 10/1/2020 - 10/31/2020

Please add CA ESD Verbiage

"All Products Purchased under this agreement are available via Electronic Distribution only. No tangible media or documentation will be available or shipped under this agreement. Access to the products purchased under this agreement is in no way dependent upon any tangible media that may have been received prior to, or separately from, this agreement. To support the California sales and use tax exempt status of electronically downloaded software allowed under California regulation 1502 (F) (1) (D), vendor invoices for all purchases made under this agreement must accurately state that software distribution is solely via electronic download and that no tangible media or documentation will be shipped to or received by our agency."

Please add GSA Schedule No: GS-35F-0119Y on the PO.

Reseller: Carahsoft

Procurement Vehicle: GSA IT Schedule 70

In Support of: San Joaquin Council of Governments (SJCOG)

Granicus Contact

Name: Moussa Diallo

Phone: (202) 407-7326

Email: moussa.diallo@granicus.com

Proposal Details

Quote Number: Q-101685

Prepared On: 8/13/2020

Valid Through: 9/30/2020

Pricing

Payment Terms: Net 30 (Payments for subscriptions are due at the beginning of the period of performance.)

Currency: USD

Period of Performance: 10/1/2020 - 10/31/2020

One-Time Fees

Solution	Billing Frequency	Quantity/Unit	One-Time Fee
Granicus Encoding Appliance Hardware - Setup & Config	Upon Delivery	1 Each	\$0.00
Granicus Encoding Appliance Hardware - SDI (AMAX) (GT)	Upon Delivery	1 Each	\$3,352.24
Granicus Encoding Appliance Hardware - Setup & Config	Upon Delivery	1 Each	\$918.35
US Shipping Charge C - Large Item	Upon Delivery	1 Each	\$131.19
Performance Accelerator Hardware (Purchase)	Upon Delivery	1 Each	\$3,554.66
Granicus Video - Performance Accelerator - Setup & Config	Upon Delivery	1 Each	\$918.35
US Shipping Charge C - Large Item	Upon Delivery	1 Each	\$131.19
SUBTOTAL:			\$9,005.98

Annual Fees for New Subscriptions					
Solution	Period of Performance	Billing Frequency	Quantity/Unit	Annual Fee	Prorated Fee
Upgrade to SDI 720p Streaming	10/1/2020 to 10/31/2020	Annual	1 Each	\$944.58	\$78.72
Performance Accelerator Suite	10/1/2020 to 10/31/2020	Annual	1 Each	\$1,889.17	\$157.43
SUBTOTAL:				\$2,833.75	\$236.15

Product Descriptions	
Name	Description
Granicus Encoding Appliance Software (GT)	Granicus Encoding Appliance Software (GT) This includes the LiveManager Software solution where webcasts are started/stopped, agendas amended and indexed, votes and attendance recorded, and minutes created.
Legistar	<p>Legistar is a Software-as-a-Service (SaaS) solution that enables government organizations to automate the entire legislative process of the clerk's office. Clerks can leverage Legistar to easily manage the entire legislative process from drafting files, through assignment to various departments, to final approval. Legistar includes:</p> <ul style="list-style-type: none"> • Unlimited user accounts • Unlimited meeting bodies and meeting types • Unlimited data storage and retention • Up to one (1) Legistar database • Up to one (1) InSite web portal
Government Transparency Suite	Government Transparency are the live in-meeting functions. Streaming of an event, pushing of documents, and indexing of events.
Meeting Efficiency Suite	<p>Meeting Efficiency is a hybrid Software-as-a-Service (SaaS) and Hardware-as-a-Service (HaaS) solution that enables government organizations to simplify the in-meeting management and post-meeting minutes creation processes of the clerk's office. By leveraging this solution, the client will be able to streamline meeting data capture and minutes production, reducing staff efforts and decreasing time to get minutes published. During a meeting, use LiveManager to record roll calls, motions, votes, notes, and speakers, all indexed with video. Use the index points to quickly edit minutes, templates to format in Microsoft Word, and publish online with the click of a button. Meeting Efficiency includes:</p> <ul style="list-style-type: none"> • Unlimited user accounts • Unlimited meeting bodies • Unlimited storage of minutes documents • Access to the LiveManager software application for recording information during meetings • Access to the Word Add-in software component for minutes formatting in MS Word if desired • Up to one (1) MS Word minutes template (additional templates can be purchased if needed)
Open Platform Suite	Open Platform is access to MediaManager, upload of archives, ability to post agendas/ documents, and index of archives. These are able to be published and accessible through a searchable viewpage.
Upgrade to SDI 720p Streaming	Upgrade to SDI 720p Streaming (requires Digital encoder and HD feed)

Product Descriptions	
Name	Description
Granicus Encoding Appliance Hardware - Setup & Config	Remote configuration and deployment of an encoding appliance.
Granicus Encoding Appliance Hardware - SDI (AMAX)(GT)	AMAX Encoder with Osprey SDI Card. Used to pass commands and data from LiveManager that include Start/Stop of webcast, indexing, and document display. Also serves to distribute video and captions to be distributed to the CDN or Performance Accelerator.
Granicus Encoding Appliance Hardware - Setup & Config	Remote configuration and deployment of an encoding appliance.
US Shipping Charge C - Large Item	US shipping of a large item
Performance Accelerator Suite	Performance Accelerator Suite provides the ability to utilize the performance accelerator within a network. Requires Performance Accelerator or Virtual Performance Accelerator to distribute video/indexing/documents within a local network. This distribution is utilized to eliminate the bandwidth impact local viewers would have accessing data from the Granicus Data Center.
Performance Accelerator Hardware (Purchase)	Performance Accelerator (Standard) Server is hardware utilized to distribute video/indexing/documents within a local network. This distribution is utilized to eliminate the bandwidth impact local viewers would have accessing data from the Granicus Data Center.
Granicus Video - Performance Accelerator - Setup & Config	Remote configuration and deployment of the Performance Accelerator.
US Shipping Charge C - Large Item	US shipping of a large item

Terms and Conditions

- This quote is exclusive of applicable state, local, and federal taxes, which, if any, will be included in the invoice. It is the responsibility of San Joaquin Council of Governments (SJCOCG) to provide applicable exemption certificate(s).
- Any lapse in payment may result in suspension of service and will require the payment of a setup fee to reinstate the subscription.