



**CITY OF BLOOMINGTON
COUNCIL MEETING AGENDA ADDENDUM I
109 E. OLIVE STREET, BLOOMINGTON, IL 61701
MONDAY, July 13, 2015 7:00 P.M.**

REGULAR AGENDA ITEM NO. 8B

FOR COUNCIL: July 13, 2015

SUBJECT: Consideration of purchasing a replacement Video and Scoreboard System for use at the US Cellular Coliseum in the amount of \$1,389,605.35. *(Recommend that the purchase of a new DAKTRONICS (DAK) Video and Scoreboard System, herein described, be purchased through the TCPN (The Cooperative Purchasing Network) in the amount of \$1,389,605.35 from Contract #R5195 be approved and the Procurement Manager be authorized to issue a Purchase Order for same.) (5 Minutes Presentation, 15 Minutes Discussion. John Butler, President, Central Illinois Agency on Management) Power Point Addition.*

U.S. CELLULAR COLISEUM VIDEO AND SCOREBOARD UPGRADE

U.S. Cellular Coliseum

 www.afni.com		EXTREME 24	2:18 PERIOD 2	BEEF 20		
		TG D BO 10 1 5		TG D BO 10 1 5		
		T.O.L. 3		3 T.O.L.		

Good call: 

Section 120

HOH9 NEWS
Watchings at 6 & 8:30PM

HOH9 119 HOH9 IS.COM

HOH9
Watchings starting at 6PM

Section 118





Video Board System History



The City of Bloomington purchased the Video System from BARCO on December 12, 2004 for \$848,914.

In 2006, an additional purchase of the Front End/Back End Equipment was made for \$229,031 and \$42,925.

Total Video Board Cost purchase price (10 Years ago) = \$1,120,870

(Proposed Replacement Cost: \$1,389,605.35)



“End of Life Letter”

In August, 2012, the City of Bloomington and CIAM received an End of Life Letter from BARCO on the existing Video Board system at the U.S. Cellular Coliseum.

“End of Life” Definition

- No further replacement parts available to purchase for repairs
 - No Extended Warranty Coverage available
 - No Customer Service or On Site Repair Available
 - No Software Upgrades Available



ciam

BARCO Notification



CIAM notified City of Bloomington staff of BARCO notification letter and discussed options and future plans.

CIAM negotiated with BARCO the purchase of a three (3) year supply of replacement parts, based on the past repair history and what was available to purchase from the manufacturer.

November of 2012, City Council approved a Capital Improvement Request for \$30,000 to purchase replacement parts.

July of 2015, the three year supply of parts is depleted. Current Video System operates on Windows 98'/Upgraded operating system will not power boards.



ciam

Research/Site Visits

In the past three (3) years, CIAM has interviewed video board manufacturers, toured local Midwest Arenas, University Athletic Venues and gathered as much information as possible for the process.

The resounding story over and over from these facilities and operators was much like our story with BARCO and their suppliers:

- System Longevity Issues (Short Life Span)
- Poor Quality and Customer Support/Service
- Limited Replacement Parts and Upgrades available (IF ANY)



Local Facility Tours and Stops



Illinois State University –Hancock Stadium
Bradley University Fieldhouse
Northern Illinois University Athletics
Wrigley Field
United Center



St. Louis University Arena
St. Charles, MO Family Arena
University of Illinois Athletics





Video Board Needed Necessity:

- 90% of all ticketed events require Video Board usage
- Year round promotion of all USCC Events (Inside and Out)
 - Touring Shows expectation when choosing to play here
 - Fan/Customer experience and expectation
 - Venue Revenue generating need (Sponsors, Promotions)
 - Tenant Revenue generating need (Sponsors, Promotions)
 - IHSA State Championship Bid Requirements
 - Currently host three State Championships
 - Convention Needs and Requirements
- Currently host the two largest Conventions and Economic Impact Events in Community



Local Community University Recommendation:

“Illinois State Athletics currently utilizes a Daktronics video board in Hancock Stadium, as well as the marquee on Main Street. We also utilize Daktronics scoreboards at our softball, soccer and baseball stadiums. In today’s world of video and scoring technology, and the ever changing advancements, Daktronics is highly competitive for quality, service and value. Daktronics is a clear choice for quality of product, pricing, customer support and repair service that is local, efficient and timely. Daktronics is the industry leader in intercollegiate athletics installations and we could not be happier with our relationship and the products that we utilize.”

Larry Lyons
Director of Athletics
Illinois State University





Joey Hulsebus
Daktronics

Daktronics is a SOLE SOURCE PROVIDER

As a manufacturer, Daktronics has the resources to support our products for the lifetime of the installation!



WHY  ?
DAKTRONICS

-Daktronics has the experience, the staff and the manufacturing capabilities to deliver a 'Best In Technology' for the Scoreboard and Video Display System for the U.S. Cellular Coliseum.

Below are a few points we'd like to leave you with:

Best in Technology

Our ongoing investment of technology of \$24+ Million a year ensures we are providing the best technology available.

Control and Stats Experts in the LED and Sports Industry

Show Control is the most proven and flexible LED Control System in the industry.



World Class Reliability Lab

Daktronics tests their products to fail. Nichia has recognized this Lab and utilizes it for development of their LED Packages.

Most Trusted & Fortune 500 Company

Daktronics has been voted one of the most trustworthy companies to work with. We carry this into our proposal and guarantee to deliver what we offer.

Largest Dedicated LED Staff In the Industry

With over 2800+ employees, 500 of them in house engineers Daktronics has the people to deliver this project. Through Project Management, Design, On-site Installation, Technical Support, and On-Going service.



Financially Sound Corporation

Daktronics is publicly traded on the NASDAQ

Premier Video Board/Scoreboard Manufacturer

Over 10,000 Video Boards installed and over 1 Million Scoreboards installed throughout the world.





Secondary Market for Current Board and Parts

There currently is no specific market for secondary parts resale of the current system.

The system is in bad shape and the operating system is Windows 98' which only will control the system.

CIAM has asked BARCO for a listing of venues still using the system and that option could be home to sell some of the parts...keeping in mind usually the sheer cost of taking down, transporting and installing a 10 year old board or product vs. purchasing new system usually isn't a viable option.

CIAM currently waiting on response from BARCO on this idea.