

MEMORANDUM

TO: Board of Education

FROM: Taw Lindsey
Superintendent of Schools

RE: ACTION ITEM

Date: June 24, 2025

Status: Seeking Board approval to award the RUS-DLT Distance Learning & Telemedicine Grant contract to Sound Decisions, LLC in the amount of \$1,060,200.00, plus a four (4%) contingency of \$40,000. The total amount of Board approval shall be **\$1,100,200.00**.

Option 1: The Board may choose to approve the above action item as listed.

Option 2: The Board may choose to *not* approve the above action item as listed.

Recommendation: The Superintendent recommends the Board to approve the above action item as listed.

Issue Summary:

The RUS-DLT Grant RFP was released on May 19, 2025. AISD received on bid on this project from Sound Decisions, LLC. A review committee verified that the bid aligned with the goals, equipment, and timelines listed in the RFP. Sound Decisions, LLC has vast experience with educational technology projects and with working in rural schools in Alaska. We have verified with the manufacture (NEAT) that they are a quality contractor to supply and install this equipment.



Taw Lindsey <tlindsey@aisdk12.org>

RUS-DLT Grant Bid# 2025-1, Sound Decisions

2 messages

Randy Walker <rwalker@sd-grp.net>
To: Taw Lindsey <tlindsey@aisdk12.org>
Cc: Derek Alley <dalley@sd-grp.net>

Wed, Jun 18, 2025 at 1:44 PM

Hello Taw,

Please see the attached Proposal for RUS-DLT Grant Bid# 2025-1. Sound Decisions would like to thank you for giving us to opportunity to bid on this project.

Please let me know if you have any questions.

Respectfully,

Randy Walker
Senior A/V Project Manager
Sound Decisions



Phone: 907-331-6587

Email: rwalker@sd-grp.net

Web: www.sd-grp.net

 RUS-DLT Grant Bid# 2025-1, Sound Decisions.pdf
3739K

Taw Lindsey <tlindsey@aisdk12.org>
To: Randy Walker <rwalker@sd-grp.net>
Cc: Derek Alley <dalley@sd-grp.net>

Wed, Jun 18, 2025 at 2:15 PM

Received. Thank you.

Taw

[Quoted text hidden]

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Taw Lindsey
Superintendent of Schools
Annette Island School District
PO Box 7
Metlakatla, AK 99926
907-886-6332, ext. 2261
907-886-5130, fax
tlindsey@aisdk12.org

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SOUNDdecisions

**RFP RUS-DLT Grant Bid
Distance Learning and Telemedicine
Annette Island School District**



**Sound Decisions, LLC | 5837 E Updraft Rd, Palmer, AK 99645
Scott Wick, Owner-Sound Decisions | swick@sd-grp.net (907) 982-1771
DUNS 079-816-313 | CAGE 7YFV8 | TIN 46-1293401**

Scott Wick, President - Sound Decisions

This proposal includes data that shall not be disclosed outside this proposals purposes and shall not be duplicated, used, or disclosed—in whole or in part—for any purpose other than to evaluate this proposal. This proposal is valid for 90 days from the bid opening date. If, however, a contract is awarded to this offeror as a result of—or in connection with—the submission of this data, the Annette Island School District shall have the right to duplicate, use, or disclose the data to the extent provided in the resulting contract. This restriction does not limit the school district's right to use information contained in this data if it is obtained from another source without restriction. All enclosed pages are subject to this restriction. Sound Decisions, LLC Copyright © 2025. All rights reserved.

Page 1

SOUNDDECISIONSPRO.COM



Title of Request for Proposals (RFP):

RUS-DLT Grant Bid
Distance Learning and Telemedicine
Annette Island School District

Bidder Information:

Sound Decisions, LLC
5837 E Updraft Rd.
Palmer, AK 99645
(907) 982-1771
sdoffice@sd-grp.net

Confirmation of all provisions:

Sound Decisions confirms that they will comply with all provisions in this RFP.

Authorized to Sign and Negotiate:

Sound Decisions represents that the following individuals are authorized to sign the proposal and negotiate on its behalf in connection with this RFP.

Scott Wick, President - Sound Decisions, LLC

Jeremiah Pennington, Vice President - Sound Decisions, LLC



Statement of Offeror's Financial Strength

Sound Decisions is financially strong and capable to perform this project. Sound Decisions' bonding levels far exceed the dollar amount of this contract. Sound Decisions' bonding capacity as well as the approval from our surety to bid this project speaks to the financial strength of the company, its bank accounts, assets and successful completion of previous projects.

Statement of Offeror's Capability

Sound Decisions has the capability to execute and perform this project successfully. Our management team to include home office and in the field managers are highly qualified through hands on experience and certified trainings for this work. Sound Decisions and Sister Affiliate Company, SD Construction, are owned and operated by the same management team. Depending on the RFP and client both SD Construction and Sound Decisions are utilized to perform work for clients. All systems, processes and procedures, management, labor, equipment and tools stay the same and carry the same level of quality.

Statement of Offeror's Claims History

Sound Decisions has had zero claims for all projects we have performed.

Statement of Offeror's Alaska Bidder Preference

Sound Decisions is a limited liability company that is owned and operated by Scott Wick (president) and Jeremiah Pennington (vice president). Scott has been back to his home state, Alaska, since 1989 and Jeremiah has been here for 15 years. Sound Decisions has been an established Alaskan business since 2012.

Sound Decisions License's

State of Alaska Business License

#980624 Expiration 12/31/26

State of Alaska General Contractor License

#143024 Expiration 09/30/26

Scott Wick, President – Sound Decisions, LLC

Jeremiah Pennington, Vice President – Sound Decisions, LLC



Sound Decisions
5837 E Updraft Rd
Palmer, AK 99645

| System: | Qty | Class | Name (model) | Brand | Description | Vendor |
|---|-----|-------|-----------------------------|---------------|--|---------|
| Annette Island School District | | | | | | |
| Richard Johnson Elementary | | | | | | |
| EQUIPMENT | | | | | | |
| Distance Learning Classrooms | | | | | | |
| 14 Conferencing | | | NEATBARPROPAD | Neat | Neat Bar Pro-Collaboration Bar with Neat Pad for Zoom and Teams | Midwich |
| 14 Accessory | | | PULSE-PRO-BARPRO3 | Neat | Pulse Pro for Neat Bar Pro and Neat Pad Including Control and Care for 3-Years | Midwich |
| 1 Conferencing | | | NEATCENTERSE | Neat | Companion Device, 360 Degree Visual Camera | Midwich |
| 1 Accessory | | | PULSE-PRO-CENTER3 | Neat | Pulse Pro for Neat Center including Control and Care for 3 Years | Midwich |
| 1 Accessory | | | POEINJUNT | Neat | Power over Ethernet Power Supply for Neat Center | Midwich |
| 14 Display | | | GX186V3 | SMART | SMART Board GX186-V3 Interactive Display | Midwich |
| 14 Accessory | | | XTM11U | Chief | Extra-Large Fusion Micro-Adjustable Tilt Wall Mount | Legrand |
| 14 Networking | | | GS308EPP-100NAS | Netgear | 8-Port Gigabit Ethernet POE+ Smart Managed Plus Switch | Exertis |
| 14 Cable | | | C2G10377 | C2G | 6' Ultra Flexible High Speed HDMI Cable | Legrand |
| 14 Cable | | | C2G10400 | C2G | 15' Ultra Flexible High Speed HDMI Cable | Legrand |
| 28 Cable | | | CG22014 | C2G | 15' CAT-6 Snagless Patch Cable, Black | Legrand |
| 42 Cable | | | CG27155 | C2G | 25' CAT-6 Snagless Patch Cable, Black | Legrand |
| 14 Accessory | | | Zoom Room 3-Year License | Zoom | Zoom Room Three Year License Prepay | Zoom |
| Small Distance Learning and Telehealth Rooms | | | | | | |
| 3 Display | | | NEATBOARDPROSE | Neat | 65" Touchscreen Display, Integrated Camera & Microphones | Midwich |
| 3 Accessory | | | PULSEPROBOARDPRO3 | Neat | Pulse Pro for Neat Board Pro Including Control and Care for 3-Years | Midwich |
| 5 Control | | | NEATPADSE | Neat | Neat Controller/Scheduling Display | Midwich |
| 5 Accessory | | | PULSE-PRO-PAD3 | Neat | Pulse Pro for Neat Pad Including Control and Care for 3-Years | Midwich |
| 2 Accessory | | | NEATBOARDPRO-WALLMOUNT | Neat | Wall Mount for Neat Board Pro | Midwich |
| 1 Accessory | | | NEATBOARDPRO-ADAPTIVE-STAND | Neat | Height Adjustable Mobile Stand for Neat Board Pro | Midwich |
| 2 Display | | | NEATBOARD50SE | Neat | 50" Touchscreen Display, Integrated Camera & Microphones | Midwich |
| 2 Accessory | | | PULSE-PRO-BOARD50-3 | Neat | Pulse Pro for Neat Board 50 Including Control and Care for 3-Years | Midwich |
| 2 Accessory | | | NEATBOARD50-ADPTSTAND | Neat | Height Adjustable Mobile Stand for Neat Board 50 | Midwich |
| 5 Accessory | | | Zoom Room 3-Year License | Zoom | Zoom Room Three Year License Prepay | Zoom |
| 5 Networking | | | GS308EPP-100NAS | Netgear | 8-Port Gigabit Ethernet POE+ Smart Managed Plus Switch | Exertis |
| 5 Cable | | | USB10G-CC-15PROBLKA | Comprehensive | 15' USB-C to USB-C Cable, USB 3.1 | Ingram |
| 5 Cable | | | CG22014 | C2G | 15' CAT-6 Snagless Patch Cable, Black | Legrand |
| 10 Cable | | | CG27155 | C2G | 25' CAT-6 Snagless Patch Cable, Black | Legrand |
| Large Distance Learning Classroom | | | | | | |
| 1 Conferencing | | | NEATBARPROPAD | Neat | Neat Bar Pro-Collaboration Bar with Neat Pad for Zoom and Teams | Midwich |
| 1 Accessory | | | PULSE-PRO-BARPRO3 | Neat | Pulse Pro for Neat Bar Pro and Neat Pad Including Control and Care for 3-Years | Midwich |
| 1 Conferencing | | | NEATCENTERSE | Neat | Companion Device, 360 Degree Visual Camera | Midwich |
| 1 Accessory | | | PULSE-PRO-CENTER3 | Neat | Pulse Pro for Neat Center including Control and Care for 3 Years | Midwich |
| 1 Accessory | | | POEINJUNT | Neat | Power over Ethernet Power Supply for Neat Center | Exertis |
| 2 Display | | | FW85BZ40L | Sony | 85" , 4K, 650 Nit Display, 24/7 Rated | Exertis |
| 1 Accessory | | | ELT-2100L-NOPSM | Avteq | Mobile AV Cart for Dual Display, up to 82" Display, Rack Shelf | Exertis |
| 1 Accessory | | | VMPU-100L-120 | Avteq | Dual Large Format Display Mount for up to 86" Displays | Exertis |
| 1 Accessory | | | NEATBARPROHORIZONTAL | Neat | Neat Bar Pro Screen Mount Horizontal Bar (Vesa) | Midwich |
| 1 Accessory | | | NEATBARPROVERTICAL | Neat | Neat Bar Pro Screen Mount Vertical Bar (Vesa) | Midwich |
| 1 Networking | | | GS308EPP-100NAS | Netgear | 8-Port Gigabit Ethernet POE+ Smart Managed Plus Switch | Exertis |

| | | | | |
|----------------|--------------------------|---------------|--|---------|
| 2 Cable | USB10G-CC-15PROBLKA | Comprehensive | 15' USB-C to USB-C Cable, USB 3.1 | Ingram |
| 2 Cable | CG22014 | C2G | 15' CAT-6 Snagless Patch Cable, Black | Legrand |
| 10 Cable | CG27155 | C2G | 25' CAT-6 Snagless Patch Cable, Black | Legrand |
| 2 Conferencing | NEATBARPROPAD | Neat | Large Distance Learning Classroom | |
| 2 Accessory | PULSE-PRO-BARPRO3 | Neat | Neat Bar Pro-Collaboration Bar with Neat Pad for Zoom and Teams | Midwich |
| 2 Conferencing | NEATCENTERSE | Neat | Pulse Pro for Neat Bar Pro and Neat Pad including Control and Care for 3-Years | Midwich |
| 2 Accessory | PULSE-PRO-CENTER3 | Neat | Companion Device, 360 Degree Visual Camera | Midwich |
| 2 Accessory | POEINJUNT | Neat | Pulse Pro for Neat Center including Control and Care for 3 Years | Midwich |
| 5 Display | FW85BZ40L | Sony | Power over Ethernet Power Supply for Neat Center | Exertis |
| 1 Accessory | ELT-2100L-NOPSM | Artec | 85" , 4K, 650 Nit Display, 24/7 Rated | Exertis |
| 1 Accessory | VMPU-100L-120 | Artec | Mobile AV Cart for Dual Display, up to 82" Display, Rack Shelf | Exertis |
| 3 Accessory | XTM1U | Chief | Dual Large Format Display Mount for up to 86" Displays | Exertis |
| 2 Accessory | NEATBARPROHORIZONTAL | Neat | Extra-Large Fusion Micro-Adjustable Tilt Wall Mount | Legrand |
| 2 Accessory | NEATBARPROVERTICAL | Neat | Neat Bar Pro Screen Mount Horizontal Bar (Vesa) | Midwich |
| 2 Accessory | Zoom Room 3-Year License | Zoom | Neat Bar Pro Screen Mount Vertical Bar (Vesa) | Midwich |
| 2 Networking | GS308EPP-100NAS | Netgear | Zoom Room Three Year License Prepay | Zoom |
| 4 Cable | C2G10383 | C2G | 8-Port Gigabit Ethernet POE+ Smart Managed Plus Switch | Exertis |
| 3 Cable | C2G10377 | C2G | 35' Ultra Flexible High Speed HDMI Cable | Legrand |
| 8 Cable | CG31352 | C2G | 6' Ultra Flexible High Speed HDMI Cable | Legrand |
| | | | 35' CAT-6 Snagless Patch Cable, Black | Legrand |

The Vendor warrants that all work performed, including the provision of hardware, parts, and labor, will be free from defects in materials and workmanship. This warranty shall commence upon the Client's full acceptance of the completed work or upon full payment—whichever occurs first.

The minimum acceptable warranty period is three (3) years from the effective date. During this period, the Vendor agrees to repair or replace, at no additional cost to the Client, any defective hardware, components, or labor-related deficiencies arising under normal use and service conditions.

This warranty is intended to ensure reliability, performance, and the Client's continued satisfaction with all deliverables provided under this proposal.

TOTAL \$1,060,200.00



Understanding of the Project

The Annette Island School District has commissioned the development of distance learning classrooms across three schools in Metlakatla, Alaska. Sound Decisions will be responsible for providing and installing the specified equipment necessary to create these distance learning environments.

Upon award of the project, Sound Decisions will procure all equipment as outlined in the Proposal. Equipment will be shipped directly to Annette Island School District. Throughout this process, the Sound Decisions Project Manager will maintain ongoing communication with the School District regarding equipment lead times, shipping updates, and expected delivery schedules.

The project will be executed in two phases:

Phase 1: Summer 2025 – Metlakatla High School

Installation will begin with Metlakatla High School, where the following facilities will be outfitted:

- 18 standard distance learning classrooms
- 2 small distance learning and telehealth rooms
- 1 large distance learning classroom

Once the equipment arrives, Sound Decisions' Project Manager will coordinate with the Annette Island School District to schedule installation. Installation Technicians will fly to Ketchikan, AK, and travel by ferry to Metlakatla, where they will remain for the duration of the installation. Each room will be installed, configured, and tested individually to ensure proper functionality. Upon successful testing, training sessions will be scheduled with the Annette Island School District's staff. Once all rooms are completed, tested, and training is concluded, the team will return to Palmer, AK.

Phase 2: Summer 2026 – Richard Johnson Elementary and Charles R. Leask Sr. Middle School

The second phase will include the installation of:

- **Richard Johnson Elementary School:**
 - 14 distance learning classrooms
 - 5 small distance learning and telehealth rooms
 - 1 large distance learning classroom
- **Charles R. Leask Sr. Middle School:**
 - 5 distance learning classrooms
 - 4 small distance learning and telehealth rooms



As with Phase 1, the Project Manager will oversee the logistics and scheduling, coordinating closely with the Annette Island School District. The same travel and installation process will apply. Technicians will stay in Metlakatla for the duration of the installation work, ensuring that each room is installed, tested, and certified operational. Training will be provided once testing is complete. The team will then demobilize and return to Palmer, AK.

Experience And Qualifications

Sound Decisions has been providing commercial Audio Visual and construction services across the State of Alaska since 2012. It has been doing business for 12 years under its present business name. DS currently operates out of Palmer, AK. SD is centrally located to work in any location across Alaska either on the road system, travel by plane or helicopter, or travel by barge. Our shop and extensive yard provide space to receive materials and products to perform Quality Control, inventory/compile large projects prior to shipping out to job sites or perform small builds prior to delivery on site. Sound Decisions has a fleet of trucks and vans, all types of trailers to accommodate equipment tools and materials, multiple scissor lifts, forklifts and skids steers, job trailers/offices as well as connex's that get packed with project necessities and delivered to job sites. While the majority of our projects are in South Central Alaska, our clients and work have taken us to many locations across the entire state and now into the lower 48.

Sound Decisions is comprised of Project Managers, Quality Control Managers, and Contract Administrators as well as both back-office support and upper management to oversee operations. Sound Decisions maintains highly capable and qualified AV Technicians and laborers adding significant value to the Sound Decisions Team. Our team has extensive experience and knowledge in the Audio Visual industry, specifically performing successful projects in military and government facilities throughout Alaska. Sound Decisions possesses highly relevant past performance experience managing numerous concurrent proposal requests as well as active projects. Projects range in size from \$2,500 - \$3,000,000, and in a typical year, Sound Decisions manages 150 to 200 task order type projects for our various clients. This experience has enabled Sound Decisions to become more effective at scheduling and planning simultaneous projects in a variety of challenging climate and remote locations. Under these contracts, projects have been performed partnering with the facility users to coordinate Audio Visual activities while keeping the building safe and functional for the building users and general public. Many of these projects were in remote or secure locations requiring expert logistical and subcontractor coordination and a dedicated partnership with the client. Through these projects, the Sound Decisions team has consistently demonstrated its commitment to completing quality projects safely, on-time, and within budget resulting in numerous letters of commendation. Sound Decisions primary focus on all of our projects is to protect the safety and health of employees, subcontractors, and the general public. A key ingredient to the success of Sound Decisions project management is the "hands-on" nature of our leadership team.

The Sound Decisions Team is ready to provide our services for this contract. As with all of our clients, we are here to partner with you and provide you with solutions through ethical business practices. Our Teams capabilities and resources, as shown in the following documents, will showcase who we are, what we have provided to our clients in the past, and what we can offer the End User under this contract. We look forward to working with you.



Project Management Plan

Sound Decisions management plan encompasses a combination of program and task order specific goals. We realize that these goals require a partnership, which in turn creates a great working relationship between our Team and the Agency. The systems and procedures in place were specifically built in response to contracts of this nature and allow Sound Decisions to excel.

Sound Decisions proposed program organizational structure is illustrated below. This delineates lines of responsibility and oversight within our organization. Sound Decisions has successfully been managing multiple task orders and contracts enabling our leadership to understand the necessary staffing requirements to fulfill this contract. Sound Decisions will designate a Program Executive to manage this contract and has multiple Project Managers on staff. Sound Decisions Program Executive will ensure all required positions under this contract meet the individual qualifications. Sound Decisions takes pride in its Team members, and each qualified candidate is thoroughly interviewed for position competency, but also to ensure the individual's morals and character are ethically aligned with Sound Decisions core values. These key positions are the face of our company and primary interaction with our clients demand the time investment to ensure only the best are hired.

The individuals that will be working on this project:

- Scott Wick - President
- Derek Alley - Program Executive
- Randy Walker – Home Office Project Manager
- Dustin Pianalto – On-Site Project Manager/QC Manager/AV Technician/Trainer
- Noah Gall - AV Technician
- Kevin Shepeski - AV Technician
- Evan Koonce - AV Technician/Trainer
- Maria Broadwater - Contract Administrator

Program Executive. The Sound Decisions Program Executive is responsible for the overall management and coordination of this contract. They will be the central point of contact for the performance of all work, including the warranty period, and will be key to providing overall coordination and Audio Visual contracting activities resulting from this contract. Overall project coordination includes planning, estimating, and coordination for all phases of construction. Their primary responsibility is to facilitate communication between the project site, Sound Decisions corporate offices, subcontractors, and all project stakeholders to ensure compliance with all contractual and regulatory requirements. In this regard, the emphasis will be on the safe conduct of the work. The Program Executive will remain in close contact with the Project Managers, Quality Control Managers, field staff, and contracting and engineering representatives in order to monitor the Team's activity and progress. Additionally, they will be responsible for ensuring that practical and effective systems are developed and maintained to meet the objectives of the project and that quality work is completed on schedule and within the allocated budget. The Program Executive will have full authority to contractually commit Sound Decisions, as well as sign task orders and modifications. Finally, they will have the authority to commit all resources necessary to ensure contract success.



Project Managers. Sound Decisions Project Manager(s) will report to the Program Executive. Each Project Manager will oversee task order accomplishments, administer all instructions, and answer all questions from the Agency's Contracting Officer Representative. They will be responsible for the complete coordination of all work for the project, ensure that internal controls and review procedures are followed to eliminate conflicts, errors, and omissions, and ensure all technical requirements are met. Project Management support includes ensuring that all business systems, files, equipment and procedures are established and made available to the on-site teams prior to finalizing the mobilization process. The Project Manager will be responsible for the overall success of the project. On-site project staff will report directly to them. They will be authorized to negotiate change orders on behalf of Sound Decisions, mandate company policy for the benefit of the Agency, and acquire the necessary support to complete the work at hand. They will initiate payroll functions (which will be carried out by our Office accounting department), prepare the contract budget, conduct project planning and scheduling, and ensure contract compliance at the task order level.

Quality Control Manager. Sound Decisions will provide on-site Quality Control (QC) Managers for this project and will be responsible for the overall management of quality control and will have the authority to act in all quality control matters for the Sound Decisions Team. They will oversee the daily inspection and ensure that proper quality control instruction is given and followed. Quality control is one of Sound Decisions highest priorities and the QC Manager will ensure that quality control inspections are implemented, and that quality control education is provided to each employee. In addition to the daily inspection of work sites, they will insist that certain pre-set milestones (definable features of work) have quality control approval before the project can advance.

AV Technicians. Sound Decisions AV Technicians will be in charge of the project at a site-specific level running the project in the field in conjunction with the on-site Quality Control Manager and Project Manager. AV Technicians will follow the project schedule, safety, and overall project requirements to provide project success. Sound Decisions' AV Technicians are OSHA 10 Certified. The AV Technicians are excellent in project execution and client satisfaction. They have hands on experience designing and installing many AV projects across Alaska with an array of AV equipment manufacturers. Sound Decisions AV Technicians are effective team players, and strategic thinkers with strong communication and problem-solving skills. They have experience working with clients to produce quality projects from start to finish to include hands-on end-user training. Communication will be a high priority utilizing both our in-house forms as well as and forms the End User might have in place for communication.

Contract Administrator. Sound Decisions experienced Contract Administrator will provide ongoing support and service for equipment procurement, equipment tracking, cost accounting, accounts payable, accounts receivable, and invoicing. The Contract Administrator allows the on-site team to focus on what counts the most: **timely delivery, quality construction, coordinated manpower resources, and overall attention to detail.**

Sound Decisions corporate structure is specifically designed to meet the needs of all necessary on-site staffing for anticipated workloads. Highly qualified staff have the experience to respond quickly and efficiently to the fast-paced nature of contracting. All accounting and payment functions are performed through the Accounting Department in Sound Decisions Office. Our



policy of issuing payments through the Office ensures a dedicated staff whose sole task is to track accounting and issue payments. In addition, this operating system guarantees prompt and accurate payments according to Federal Acquisition Regulation (FAR) 52.219-8 payment requirements. Based on years of experience, we have learned that a dedicated accounting staff, operating from our Office location, is a much more efficient and effective business practice, leaving the on-site staff to concentrate on their **primary task—serving our customer.**

Sound Decisions personnel provide assistance to the on-site teams in developing and applying procedures, and continuously monitoring compliance with Department of Labor Wage Determinations, Equal Employment Opportunity (EEO) requirements, Occupational Safety and Health Administration (OSHA) regulations, and State and Federal employment regulations. Sound Decisions recognizes that an essential and vital ingredient in the successful execution and completion of any contract is timely, effective, and continuous Office support from the date of contract award to the date the contract is closed out. Therefore, we will provide the required management skills/specialties, office guidance, and continuous availability of all personnel necessary to make this contract an unconditional success.

Methods For Quality Control

The QC Manager will be responsible for the administration and documentation of Sound Decisions CQC Plan. This individual will report directly to the Program Executive and the assigned Agency Contract Administrator and will keep him or her informed of any problems, accidents, deficiencies, and other information which may preclude the successful implementation of CQC Plan and the safe and successful completion of any Task Order under this Contract. The QC Manager will have the responsibility and the authority to ensure compliance of contract documents and special provisions of each Task Order, review designs, review/approval submittals, conduct tests and re-tests, order the correction of any deficiencies in the work as he/she deems deficient, and schedule and coordinate pre-final and final inspections. The QC Manager will also have the authority to stop work, order removal of substandard workmanship, and order the replacement of materials found to be deficient or not in compliance with the Contract.

Construction Deficiencies/Rework

At the completion of all work, or an incremental portion thereof, the QC Manager will conduct an inspection of the work and develop a list of any items that do not conform to the approved plans and specifications. Items to be included on this deficiency list will include all deficient items installed and all design deficiencies. The deficiencies will be annotated on the deficiency items/rework items list. The QC Manager will make a follow-up inspection verifying corrective action has been taken and notify the Government of the corrective action and date. A deficiency items/rework items list is included with the final plan.

Material Handling and Delivery

Shipping bills of lading will be maintained in the project office or at the jobsite. It is the responsibility of the QC Manager to ensure that all materials delivered to the laydown area or jobsite are provided with adequate protection from the elements and damage and that the storage areas are secure areas established for material storage. Upon delivery of any material or equipment to the jobsite, the QC Manager will:



- If applicable, ensure compliance with Hazardous Materials Notification Act
- Ensure a Material Safety Data Sheet (MSDS), or Safety Data Sheet (SDS), for the material is provided on the jobsite and readily accessible by all employees
- Inspect material for shipping damage
- Compare materials received to bill of lading to ensure that all materials have been received
- Verify that materials comply with project specifications and approved submittal data
- Secure and protect the materials from damage and theft
- Document in Daily Report the arrival of material, the condition of the material and the method of protecting materials from inclement weather and theft

Risk Management

At some level, Risk Management is a part of every project Sound Decisions performs. Some projects have a higher risk which is accounted for in our project estimates and budgets. Construction in Alaska can be difficult, and projects can have a high level of risk depending on location, time of year, and required tasks to perform the work. Within each project estimate tasks are broken down to account for hours needed to complete. If a certain task has a high level of risk associated with it, those tasks receive more hours to perform the work to ensure it is not rushed and thoroughly thought through. This includes time for safety debriefs/meetings or safety checks of equipment prior to beginning work. Our managers are experts in their field and have worked in the Alaska Audio Visual Industry for many years allowing us to think through projects start to finish and assign risk levels to various items.

Depending on time of year, location of project or how much work is performed outside will dictate what level of risk is assigned to a project or task in a project. If we foresee that we will encounter weather delays based off past information or history then we account for this in our cost estimates and final price.

Alaska shipping and logistics for some project locations add a level of risk to each project. Our managers understand logistics in Alaska and have multiple avenues to ship materials and equipment. Depending on the time of year we might use all air freight, or another time of year could be barge only. We calculate what would be the safest and most reliable source for shipping to also align with project schedule and milestones. On certain items or shipping methods we will sometimes carry a level of contingency to cover additional shipping costs or expedited shipping costs. For remote projects we make a checklist for the entire project to account for every nut and bolt needed for a successful project. We try and compile all of these items in our shop and perform QC checks prior to shipping to job sites. Once materials arrive on site QC checks are performed again to account for all materials as well as damage. Our proven QC methods have saved multiple projects we have performed keeping them on budget and schedule.



CAPACITY

Plan for Managing Multiple Orders. Sound Decisions has built and refined their organizational structure specifically to allow the Team the opportunity to respond to unique demands of highly interactive multiple task order type contracts in the most effective manner. Sound Decisions experience, coupled with the talents of our construction professionals and field personnel provides our team the capability to perform a wide variety of multiple simultaneous task orders, and consistently deliver effective solutions and **high-quality projects—for every customer, every time.**

Sound Decisions has an enormous amount of experience managing multiple, concurrent projects with varying values and scopes utilizing both in-house craft personnel and subcontractors. The Sound Decisions staff has the construction management background to provide exceptional support for multiple projects. In addition, contract personnel have many years of project management experience on public and private sector projects. Sound Decisions has performed on numerous projects of similar scope, geographical spread, and size to the task order range identified in this contract as well as a wide variety of other projects. This experience will be utilized to perform work on all required scopes under this contract. The extensive resources of our member firms allow us to give superior attention to multiple projects of differing scope without affecting the level of service or quality of construction on other projects.

Project Coordination—Partnering, good communication, and close coordination between the Contracting Officer and the Sound Decisions Team throughout the life of the program are essential to the ultimate success of each task order. Sound Decisions will make certain all post award conferences and meetings are scheduled and attended by project stakeholders, in accordance with the applicable sections of the specifications including partnering, coordination with adjacent project stakeholders, mechanical, electrical, construction activities related to on-going operations, construction phasing, quality control, safety, and environmental protection. Similarly, all required written correspondence, submittals, work schedules, documentation, and records will be provided promptly. Sound Decisions Program Executive will stay in frequent contact with the Contracting Officer's Representative through the use of telephone, email, and face-to-face meetings to ensure that the project is meeting the requirements and standards.

Pre-Construction, Long Lead Items, and Priority Submittals—The Notice to Proceed for this contract will immediately initiate various administrative, design, construction, quality control, safety, environmental protection, electrical and Audio Video pre-construction submittals. Material submittals for critical and long lead items will be advanced early to facilitate an expedited procurement schedule. These critical materials will be outlined in the task orders proposed project schedule. Priority submittals will be completed early to allow work in the field to commence.

GEOGRAPHIC LOCATION

Sound Decisions is highly experienced in successfully managing remote and isolated projects in Alaska as well as environmentally sensitive sites. We have a network of connections in transportation that can deliver equipment, materials and workforce anywhere in the state. We are accustomed to the requirements of scheduling this work as well as the cost of transportation which is extremely costly in these remote locations.



The Sound Decisions team has performed projects in logistically challenging remote locations. The Sound Decisions Team is familiar with the challenges presented by remote projects, such as logistics of material deliveries, tools and equipment requirements, and personnel hiring, access, and mobilization. Many, if not all of the remote project sites Sound Decisions has performed have provided numerous climatic conditions to be dealt with and thoroughly evaluated prior to mobilization. Weather in Alaska can be harsh, and the environmental challenges can be difficult to work in. Our team has the knowledge to properly plan and execute projects regardless of the time of year or weather. Projects can be remote, and logistics can be difficult to calculate both monetarily and for scheduling purposes. However, Sound Decisions consistently meets project budgets and schedules no matter the location or time of year. When preparing for the project, the Project Managers and QC Managers take into consideration possible weather conditions they might encounter, ranging from extreme hot or cold conditions, snow or heavy rain fall, high winds, etc. These considerations go into all aspects of the project including the schedule, material purchases and deliveries, extra tools or equipment to keep production on schedule, PPE, personal gear for the workers, safety equipment, and communication devices such as satellite telephones.

Sound Decisions approach for these remote and isolated task orders is to self-perform the majority of the work. Sound Decisions has found under current contracts that an in-house small mobile crew can execute these task orders efficiently and effectively. Typically, Sound Decisions mobilizes a small crew consisting of a Project Manager and 2-3 additional trade craft, depending on the scope of work. If needed, additional subcontractors are utilized to perform additional scopes of work outside of the areas of expertise of our mobile crews.

Areas of Limited Access

Sound Decisions understands the constraints and working parameters required to perform work within areas of limited access, limited lay down space, as well as working around activities common to heavily industrial environments—while ensuring minimal disruption. Sound Decisions has continuously and successfully demonstrated implementation of management systems in previous projects to meet these unique challenges, while also responding to numerous concurrent proposals.



Sound Decisions Current Certifications

Derek Alley

- Project Management Institute Project Manager Professional

Dustin Pianalto

- Audinate Dante Level 1, 2, and 3
- Avixa AV Technologist
- Crestron Core Certification, DM Certified Engineer
- Extron Av Associate, Control Specialist and XTP Design
- Q-SYS Level 1 and 2, Control 101, and Video 101

Evan Koonce

- Smart Certified Technical Professional for Business, Installer Training for Education, Installer Training, Meeting Pro Technical Training, Bridgit Technical Training, Kapp Technical Training for Enterprise, Kapp iQ Tehnical Training, Kapp iQ Pro Technical Training, Smart Board 8000i-G5 Technical Training, Smart Board 8000i-G4 Technical Training
- Barco Video Wall Manager, Control Rooms, Certified Specialist TransForm N, ClickShare Management Suite Sales/Technical e-Learning
- Audinate Dante Level 1, 2
- Avixa CTS
- Extron ECS, Audio Principles, Connectivity Principles, USB Princeiples, AV Associate,
- Polycom US Federal and NATO Practice Specialization FSIST300, FEDOSO101,
- SYMPLR- Providence Contractor Training
- NSTC Unescorted North Slope Safety Orientation
- Biamp Tesira Forte

Kevin Shepeski

- Avixa AV Technologist

Randy Walker

- Audinate Dante Level 1 and 2



- Barco Clickshare Technical Expert
- NSTC Unescorted North Slope Safety Orientation
- OSHA General Industry Safety and Health
- Crestron CTI-CFC, Flex Sales Track, CTI-CCT, and Flex Design Track
- Da-Lite Projection Screen Applications, and Da-Lite Academy
- Extron Av Associate, AV System Design, Configurable Control Systems, Configuring with Global Configurator Plus, Control Professional, Control Specialist, Digital System Problem Solving, Configurable Control Systems, XTP System Engineer, XTP Systems for Design Engineers
- InfoComm Academy, AV Control System Networking, Installation Online, Design Online, and Essentials of the AV Industry
- Project Management Institute Certified Member
- Smart Technical Training Program, and Smart Factory Trained Tech for the Smart Board 600 Series interactive Whiteboard



References

- a) **Company/Division Name:** Sound Decisions LLC (Prime Contractor)
- b) **Contract/Project Title:** NSBSD Hopson and Ipalook Gym Upgrades RUS DLT
- c) **Contract/Project Location:** Utqiagvik, Alaska
- d) **Contracting Agency/Customer:** North Slope Borough School District
- e) **Contract Number:** 06-201
- f) **Contract Dollar Value:** \$106,947.92
- g) **Period of Performance:** April 26 2024-June 18 2024
- h) **Verified, up-to-date name, mailing and email addresses, and telephone number of the contracting officer (Point of Contact):** Reginald Santos, 6501 Transit St Utqiagvik, AK 99723
reginald.santos@nsbsd.org 907-852-9773
- i) **Comments regarding compliance with contract terms and conditions:** The customer had funds via the RUS DLT Grant to utilize and the gymnasiums at Utqiagvik's Middle, and elementary school. Both schools needed New parts and pieces to create a system that was modern and working with the existing equipment for live sound and any users to be able to come in and run meetings. All equipment Procurement, Shipping, and logistics were provided and done by Sound Decisions.
- j) **Comments regarding any known performance deemed unacceptable to the customer, or not in accordance with the contract terms and conditions:** No known performance or other issues with the project or customer.
- k) **Project Summary Description:**

Hopson Middle School- needed new microphones for live sound and giving the user the ability to speak into the room. This coupled along with new Speakers and Subwoofer, Digital Mixer Soundboard, Amplifier, and the associated equipment to make the system function together. Along with these devices, the end user can plug a laptop into the projector and present for remote users, or do events inside the Middle school's gym. The microphones installed were wireless allowing for the customer to walk and present freely in the space that system was installed.

Ipalook Elementary School- Needed a new hardware rack, a connection from the other wall that didn't result in a tripping hazard. Along with wireless microphones, antennas, bluetooth receiver, Digital Mixer Soundboard, and the associated equipment making the connections to the existing sound system possible. This allowed the user to, like the Hopson Middle School installation, be able to present, walk freely around the space, before install they were limited to close to the stage and even then sometimes the microphones would not connect to the receiver, and be heard throughout the gymnasium. The students or audience was able to hear much more clearly and know what was going on within the presentation.

With both of these Jobs, the client was able to check boxes and upgrade their system to make for a proper Gym sound system all while following the needs that the RUS DLT Grant provided.

Project Relevancy Rationale:

| RELEVANCY | | |
|----------------------|----------------------|-------------------------------|
| ✓ RUS DLT Grant | ✓ Video Conferencing | ✓ Concurrent Projects |
| ✓ Audio Installation | ✓ Prime Contractor | ✓ Performed in Alaska |
| ✓ Sound Balancing | ✓ Speakers | ✓ Remote Alaskan Installation |
| ✓ Control Processing | ✓ Microphones | |



- a) **Company/Division Name:** Sound Decisions LLC (Prime Contractor)
- b) **Contract/Project Title:** Fairbanks North Star Borough Chambers complete AV Installation
- c) **Contract/Project Location:** 907 Terminal St, Fairbanks, AK 99701
- d) **Contracting Agency/Customer:** FNSB Contracting Office
- e) **Contract Number:** 21-BAOPRJ-1
- f) **Contract Dollar Value:** \$296,526.74
- g) **Period of Performance:** July 2023 - August 2023
- h) **Verified, up-to-date name, mailing and email addresses, and telephone number of the contracting officer (Point of Contact):** April Trickey, 907 Terminal St. Fairbanks, AK 99701, April.trickey@FNSB.gov 907-459-1402
- i) **Comments regarding compliance with contract terms and conditions:** This project was performed on budget, under the scheduled time frame, and met both the scope of work and the quality standards of the contract, as well as support during and after installation.
- j) **Comments regarding any known performance deemed unacceptable to the customer, or not in accordance with the contract terms and conditions:** No known performance or other issues with the project or customer.
- k) **Project Summary Description:**

This project was under the supervision of installation by a third party. Drawings, and expectations were put forward by The Greenbusch Group. SD (Sound Decisions) Followed the expectations to their entirety. SD completed the installation, along with construction, and programming, in the allotted time. Working alongside a General contractor to complete the job all the while working in unison to attain a mutual goal. Equipment was attained, transported, configured, installed and programmed all by SD technicians. The system consisted of over thirty microphones, twenty speakers, eight displays, multiple controls, a QSC based control system, running in dual core mode. The system also was setup for a mix-minus system as to not allow feedback to leak back to and through the system. SD programming was setup to communicate with multiple owner furnished devices all while communicating to the local radio station that streams the chambers events. Creating an environment that is easy to use by a walk-up user, or someone that wants to take full advantage of the system, SD created multiple user instances for different allocations. SD also integrated many different brands of Audio video devices smoothly into a A/V environment could be left on at all times and when issues arose could be easily troubleshot and resolved using both standard methods and remote connections. Each of the eight displays can present different streams at any given time allowing for clean and extensive presentations. Using Q-SYS, SD was able to create the programming and installation needed to fully integrate a system within FNSB's requests, requirements, and changes to implement a fluid Audio and Video Council meeting Environment.

Project Relevancy Rationale:

| RELEVANCY | | |
|----------------------|---|-----------------------|
| ✓ Matrix Switching | ✓ Ceiling Speakers | ✓ Concurrent Projects |
| ✓ Control Processing | ✓ Microphones | ✓ Performed in Alaska |
| ✓ Video Conferencing | ✓ Multiple Discipline Trades and Subcontractors | ✓ Remote installation |



- l) **Company/Division Name:** Sound Decisions LLC (Prime Contractor)
- m) **Contract/Project Title:** RFP: 668 – Alaska State Capital Audio and Video Equipment Installation
- n) **Contract/Project Location:** 120 4th Street, State Capital, Juneau, AK 99801
- o) **Contracting Agency/Customer:** State of Alaska
- p) **Contract Number:** 688
- q) **Contract Dollar Value:** \$1,104,884.56
- r) **Period of Performance:** June - December 2024
- s) **Verified, up-to-date name, mailing and email addresses, and telephone number of the contracting officer (Point of Contact):** Tim Powers, 907-321-8961, 120 4th Street, State Capital, Rm. 3, Juneau, AK 99801-1182 tim.powers@akleg.gov
- t) **Comments regarding compliance with contract terms and conditions:** This project was performed on budget, under the scheduled time frame, and met both the scope of work and the quality standards of the contract, as well as support during and after installation, also remotely supported from Palmer.
- u) **Comments regarding any known performance deemed unacceptable to the customer, or not in accordance with the contract terms and conditions:** No known performance or other issues with the project or customer. Customer looking to upgrade other rooms with similar system
- v) **Project Summary Description:**

This project was completed in the amount of time specified even with the addition of two change orders to the original contract. Sound Decisions started the project with the demolition as soon as equipment arrived. Sound Decisions removed the existing Audio Video Systems along with portions of the rooms old racks, and input systems. Upon completion of demolition, Sound Decisions turned over all retired equipment to the State Capital for removal or recycling. Sound Decisions replaced the existing systems with up to date and state of the art Q-SYS systems, along with Shure, Williams, and Da-Lite, to name a few. Using the requested equipment list, Sound Decisions was able to follow along without making any changes or deviations from what the State of Alaska requested. Sound Decisions removed all the requested and outdated Audio Video equipment while maintaining the design and history of each room's presence. Sound Decisions added microphones, speakers, control systems, displays, inputs, and outputs at allocated locations as planned for in the drawings provided by the State of Alaska. In both the House and Senate chambers, Sound Decisions integrated the new equipment into the existing members dais'. This allowed for microphone, speaker and headphone abilities as well as kept the current look of the room, thus integrating into the design with little change to the House and Senate members. In the rooms that did not have existing dais, Sound Decisions added table boxes, custom built, by Sound Decisions, for each room creating an in room dais for users. Training was provided to users that did not have any AV knowledge and troubleshooting was setup for users to make changes or contact Sound Decisions for any problems that may arise. All was made to work in unison and made to interact with Zoom, Webex, and Teams. Users utilize this space for many board meetings, council meetings, small one on one meetings, and medium sized group meetings.

Project Relevancy Rationale:

RELEVANCY

- | | | |
|----------------------|--------------------|-----------------------|
| ✓ Matrix Switching | ✓ Ceiling Speakers | ✓ Concurrent Projects |
| ✓ Control Processing | ✓ Microphones | ✓ Performed in Alaska |

Alaska Department of Commerce, Community, and Economic Development

Division of Corporations, Business, and Professional Licensing
PO Box 110806, Juneau, AK 99811-0806

This is to certify that

SOUNDDECISIONS

5837 E UPDRAFT RD, PALMER, AK 99645

owned by

SOUND DECISIONS LLC

is licensed by the department to conduct business for the period

October 8, 2024 to December 31, 2026
for the following line(s) of business:

31-33 - Manufacturing



This license shall not be taken as permission to do business in the state without having complied with the other requirements of the laws of the State or of the United States.

This license must be posted in a conspicuous place at the business location.
It is not transferable or assignable.

Julie Sande
Commissioner

License #: 143024
Effective: 12/27/2024
Expires: 09/30/2026

State of Alaska

Department of Commerce, Community, and Economic Development
Division of Corporations, Business, and Professional Licensing

Regulation of Construction Contractors and Home Inspectors

Licensee: **Sound Decisions LLC**

License Type: **General Contractor Without Residential Contractor Endorsement**

Status: **Active**

Doing Business As: **Sound Decisions**

Commissioner: Julie Sande

Relationships

No relationships found.

Designations

No designations found.

Sound Decisions
PO BOX 3724
PALMER, AK 99645-3724

Wallet Card

| | | |
|---|-------------------------|-----------------------|
| State of Alaska Department of Commerce, Community, and Economic Development Division of Corporations, Business, and Professional Licensing Regulation of Construction Contractors and Home Inspectors | | |
| Sound Decisions LLC DBA: Sound Decisions As General Contractor Without Residential Contractor Endorsement | | |
| License 143024 | Effective 12/27/2024 | Expires 09/30/2026 |