

Memorandum

TO: City Council
FROM: Tim Cooney , IS Manager
DATE: March 17, 2025
SUBJECT: Authorize the purchase of new audio equipment and TV provider for the fitness center TV's.
ITEM NUMBER: 8.1
SECTION: CONSENT AGENDA

REQUESTED MOTION

To award the proposal to purchase new audio equipment and TV provider for the fitness center TV's in the amount of \$28,560.71

INTRODUCTION

The city council is being asked to approve a proposal to purchase new audio equipment and TV provider for the fitness center TV's.

DISCUSSION

A few years ago, the city replaced all of the TV's in the fitness center. There was also some cabling and programming work completed to help improve the control of the TV's via a computer application. In recent months, the audio from the hardware connected to the TV's has become unreliable and doesn't always work on the mobile app that guests use on their phones.

The city currently uses Comcast as its TV provider in the fitness center and its cable boxes have contributed to the audio problem. City staff have worked with Comcast support in trying to rectify the intermittent audio issues. It was determined that the current configuration of Comcast cable boxes, along with the older audio equipment, is not the desired solution for this type of application.

Discussions with outside vendors recommended the removal of Comcast as the TV provider because Comcast's network is not best suited for this type of application. DirecTV was recommended as the better and more widely used solution for this type of application. Replacing the older processor and audio/video encoder equipment was another recommendation to help eliminate current issues.

DirecTV will include 24 month promotional pricing of \$149.99 per month, which includes 185 channels. This application will also include an HD headend video solution, designed to provide programs to multiple TVs without individual set-top boxes, like the fitness center is currently configured. This solution will also allow us to remove the older audio/video encoders. The cost to replace the hardware and implement DirecTV as mentioned above is \$28,560.71.

Staff solicited proposals from two vendors, Aufderworld Corporation and Alchemy.

RECOMMENDATION

Although the Aufderworld proposal is slightly higher in cost, staff recommends that the city council approve their proposal in the amount of \$28,560.71. Aufderworld Corporation provided a more detailed proposal and statement of work. They also asked more questions during their site visit, which provided staff with more confidence in their ability to perform the work as expected.

ATTACHMENTS

[Aufderworld.pdf](#)

[Alchemy.pdf](#)