



## **DULUTH ENTERTAINMENT CONVENTION CENTER**

### **REQUEST FOR PROPOSAL: 01-24 | [AMSOIL Arena Scoreboard](#)**

Updated 3/26/2024

#### **BACKGROUND**

The Duluth Entertainment Convention Center (“DECC”) is a State Authority that works in partnership with the City of Duluth. Located on the shores of Lake Superior in Duluth, Minnesota, the Duluth Entertainment Convention Center offers world-class events in the form of conventions, sports, arts, and entertainment. Our mission is: We host events, create experiences, and drive our regional economy.

#### **PURPOSE**

This RFP is for the selection of a scoreboard for AMSOIL Arena, and any applicable software package(s) required to operate the scoreboard. The center hung video scoreboard is a key component of the experience for attendees of various events including UMD Men’s and Women’s hockey. The video scoreboard allows attendees to feel like they are “in the game” while watching from their seats. Allowing attendees to see high quality replays, live action, and experience the game in greater detail.

The video scoreboard allows AMSOIL Arena and its partners to utilize technology to create a better experience as well as generate external advertising revenue. The video scoreboard is a proud element of the Arena and is considered a “showpiece” for those visiting. Highlights include:

- Video replays
- Fan and crowd engagement and interaction
- Live video
- Promotions and advertisements
- Functionality with local, regional and national television
- Requirement of national events and hosting sporting organizations
- Revenue generation

## PROJECT

AMSOIL Arena's current video scoreboard is at end of life and is in need of replacement. Below are specific dimensions and technical specs for the replacement of the video scoreboard in AMSOIL Arena.

- Main Video Board (7.38' h x 13.12' w)
  - 4 sided
- Video Board Ring (2.46' h x 45.93' w)
  - 360 degrees
- Remote power control
- Fiber cabling
- Stats interface
- Software control interface
- Serial scoreboard data feeds
- Functionality with existing static scoreboards
- Control units
  - Multiple
- Primary and Backup software
- Software for video board operations to be included and must fit current production technology in-house needs
- Physical and Electrical installation
- Warranty
- Parts and Labor
- High quality LED resolution
  - 3-6mm

Offerors should include the following within the proposal document(s):

- Proposed cost for video scoreboard, including but not limited to:
  - Equipment cost (detailed, per item/per unit)
  - Hardware cost (detailed, per item/per unit)
  - Software cost
  - Parts and labor cost
- Proposed cost for removal or deinstallation of the current scoreboard set up. Including but not limited to electrical, mechanical, and other associated costs.
- Proposed cost for installation, electrical, mechanical, and other associated costs necessary to install the video scoreboard.
- Proposed cost for hoist and infrastructure inspection, and any other related costs.

- Proposed cost for planned nominal overstock of typical/key components related to scoreboard.
- Proposed cost for services, including:
  - Support cost, if applicable
  - Installation cost
  - Any applicable annual fees/costs
- Details regarding expected life of hardware, equipment, and software as applicable.
- Recommendation from client(s) or proven success with other similar companies/projects, if applicable.

Questions about the project, technical specifications, bidding documents, etc. should be directed to Ronni Murphy: [rmurphy@decc.org](mailto:rmurphy@decc.org) or 218-623-1215.

## PROPOSAL DOCUMENT(S)

The RFP document is available several ways:

- Download from the DECC website: <https://decc.org/about-the-decc/rfp/>
- Call to have a copy of the RFP mailed: 218-722-5573
- Visit the DECC and pick up an RFP packet between the hours of 9:00 AM and 4:30 PM, Monday through Friday. We are located at 350 Harbor Drive, Duluth, MN 55802 - Entrance D.

## PROPOSALS DUE

Proposal submission will open on March 18, 2024, at 8:00 AM CST.

Proposals must be received by email to Ronni Murphy: [rmurphy@decc.org](mailto:rmurphy@decc.org) no later than 11:59 PM CST ~~on April 7, 2024~~ **on April 17, 2024**.

## PROPOSAL CONSIDERATION

Proposals will be considered by the DECC's Executive Director, Daniel Hartman, and representatives from DECC staff with consultation from the UMD Department of Athletics.

## AWARD

The award will be made to the offeror whose proposal, in the opinion of the DECC, is the best, taking into consideration all aspects of the offeror's responses. If the offeror to whom the award is made does not execute a contract within 15 (fifteen) days from receipt of the

contract, the DECC may give notice to such offeror of intent to award the contract to the next most qualified offeror, or to call for new proposals.

## **AGREEMENT**

The successful offeror shall be required to complete a two-party standard form of agreement. The offeror shall be required to execute a formal agreement with the DECC within 15 (fifteen) days from the award.

## **REJECTION OF PROPOSALS**

The DECC reserves the right to reject any or all proposals in part or in full and to waive any technicalities or informalities as may best serve the interests of the DECC. The DECC reserves the right to cancel RFP solicitation based on change in need or circumstances.