

**Subject:** RESOLUTION 22-59 APPROVING AN EXPENDITURE TO SONUS NORTH AMERICA FOR ACOUSTIC PANELS

**Presenter(s):** Kelly Stroh, Director of Finance

**Background:** After the construction of the City Hall was complete it was quite evident that there would be problems with sound carrying throughout the building now that there were fewer walls and doors. There is also a need for artwork and color now that everything is open and the color palette is very neutral and cool.

Sonus North America is a company now located in Loveland (previously Acoustic Enterprises Inc. in Frederick) that is expanding on the company's history of innovative and quality products since 1988. The panels can be wrapped in dozens of different fabric options, or printed with high quality digital prints, or even dimensionally cut to create beautiful and functional pieces of art.

Efforts were made to try to get other quotes for like products but because this company's specific products are virtually unmatched and their fabric choices include custom fabric to mimic the colors of the Dacono logo, we were not able to come up with a similar option. That is why we are waiving the Competitive Bidding Guidelines in section X of the purchasing policy and asking Council to approve this bid as a sole source purchase.

The panels will be custom made using several different sizes and shapes to adorn the walls. Primarily, the hexagon panel will be used in hallways and customer service, along with our large 4x6 logo panel. The hexagons will be made in four different colors, closely matched to the logo (pear, pine, clementine, and concord.) There will also be two 2x4 panels in the waiting area at the south end of City Hall and a 4x4 panel in the hall outside the City Clerk's office. It will take approximately six weeks to manufacture all the panels as a custom order.

**Recommendation:** Staff recommends approval of Resolution 22-59 approving an expenditure to Sonus North America

**RESOLUTION NO. 22-59**

**A RESOLUTION APPROVING AN EXPENDITURE TO SONUS NORTH AMERICA, IN THE AMOUNT OF \$8974.72 FOR ACOUSTIC PANELS AND RELATED ACCESSORIES**

**BE IT RESOLVED BY THE CITY COUNCIL OF THE CITY OF DACONO, COLORADO:**

**Section 1.** The quote received by City of Dacono from Sonus North America for sound deadening acoustical panels and other necessary accessories is hereby approved in essentially the same form as the copy of such quote accompanying this resolution. The City Council hereby authorizes the expenditure of the funds as necessary to meet the terms and obligations of the quote.

**Section 2.** The Council finds that Sonus North America is uniquely qualified to provide these specific acoustic panels and is exempt from the Competitive Bidding Guidelines in the City's adopted Purchasing Policies and Procedures. The Council also finds that Sonus North America meets all of the Purchasing Award Factors in the City's adopted Purchasing Policies and Procedures.

**Section 3.** The Mayor is hereby authorized to sign the quote and is further authorize to negotiate and approve on behalf of the City such revisions to the quote as the Mayor determines are necessary or desirable for the protection of the City, so long as the essential terms and conditions of the quote are not altered.

**INTRODUCED, READ, and ADOPTED** this 8<sup>th</sup> day of August, 2022.

CITY OF DACONO, COLORADO

\_\_\_\_\_  
Adam Morehead, Mayor

ATTEST:

\_\_\_\_\_  
Valerie Taylor, City Clerk

# Sonus North America

Quote

360 W 37th St  
 Loveland, CO 80538  
 USA

**Quote #:** Q-00840-1  
**Project:** Dacono City Hall - Offices  
**Date:** 8/4/2022  
**Expires On:** 10/3/2022

Phone: (303) 774-9992  
 Email: sales@sonusna.com

**Prepared for:**  
 Kelly Stroh  
 kstroh@cityofdacono.com  
 303-833-2317

**Ship To:**  
 Dacono City Hall  
 512 Cherry Ave  
 Dacono, CO 80514  
 US

**Bill To:**  
 Dacono City Hall  
 512 Cherry Ave  
 Dacono, CO 80514  
 US

Sonus Contact	Email	Sales Rep	Sales Rep Email
Michelle Simons	michelle@sonusna.com		

Hexad Panels										
PART #	Product	Width	Height	Thick	Panel Cnt	QTY	Unit Measure	List Price	Net Price	EXTENDED
11003	Flat Acoustic Panel - 1" - Standard	30.0000	30.0000	1.000	16	100.00	Sq Ft	\$7.80	<b>\$7.80</b>	\$780.00
Product link: <a href="https://www.sonusna.com/products/rectangle-wall-flat">https://www.sonusna.com/products/rectangle-wall-flat</a>										
Included	Non-Standard Dimension	30.0000	30.0000	1.000	16	100.00	Sq Ft	\$1.95	<b>\$1.95</b>	\$195.00
Included	Non-standard Shape	30.0000	30.0000	1.000	16	100.00	Sq Ft	\$2.75	<b>\$2.75</b>	\$275.00

PART #	Product	Width	Height	Thick	Panel Cnt	QTY	Unit Measure	List Price	Net Price	EXTENDED
Included	GOM - BeeHave - Concord	30.0000	30.0000	1.000	16	177.78		\$2.93	<b>\$2.93</b>	\$520.89
Included	Impaling Clips					32.00	Each	\$1.47	<b>\$1.47</b>	\$47.04
11003	Flat Acoustic Panel - 1" - Standard	30.0000	30.0000	1.000	16	100.00	Sq Ft	\$7.80	<b>\$7.80</b>	\$780.00
Product link: <a href="https://www.sonusna.com/products/rectangle-wall-flat">https://www.sonusna.com/products/rectangle-wall-flat</a>										
Included	Non-Standard Dimension	30.0000	30.0000	1.000	16	100.00	Sq Ft	\$1.95	<b>\$1.95</b>	\$195.00
Included	Non-standard Shape	30.0000	30.0000	1.000	16	100.00	Sq Ft	\$2.75	<b>\$2.75</b>	\$275.00
Included	GOM - BeeHave - Clementine	30.0000	30.0000	1.000	16	177.78		\$2.93	<b>\$2.93</b>	\$520.89
Included	Impaling Clips					32.00	Each	\$1.47	<b>\$1.47</b>	\$47.04
11003	Flat Acoustic Panel - 1" - Standard	30.0000	30.0000	1.000	16	100.00	Sq Ft	\$7.80	<b>\$7.80</b>	\$780.00
Product link: <a href="https://www.sonusna.com/products/rectangle-wall-flat">https://www.sonusna.com/products/rectangle-wall-flat</a>										
Included	Non-Standard Dimension	30.0000	30.0000	1.000	16	100.00	Sq Ft	\$1.95	<b>\$1.95</b>	\$195.00
Included	Non-standard Shape	30.0000	30.0000	1.000	16	100.00	Sq Ft	\$2.75	<b>\$2.75</b>	\$275.00
Included	GOM - BeeHave - Pine	30.0000	30.0000	1.000	16	177.78		\$2.93	<b>\$2.93</b>	\$520.89
Included	Impaling Clips					32.00	Each	\$1.47	<b>\$1.47</b>	\$47.04
11003	Flat Acoustic Panel - 1" - Standard	30.0000	30.0000	1.000	16	100.00	Sq Ft	\$7.80	<b>\$7.80</b>	\$780.00
Product link: <a href="https://www.sonusna.com/products/rectangle-wall-flat">https://www.sonusna.com/products/rectangle-wall-flat</a>										
Included	Non-Standard Dimension	30.0000	30.0000	1.000	16	100.00	Sq Ft	\$1.95	<b>\$1.95</b>	\$195.00
Included	Non-standard Shape	30.0000	30.0000	1.000	16	100.00	Sq Ft	\$2.75	<b>\$2.75</b>	\$275.00
Included	GOM - Beehave - Pear	30.0000	30.0000	1.000	16	177.78	Sq Ft	\$2.93	<b>\$2.93</b>	\$520.89
Included	Impaling Clips					32.00	Each	\$1.47	<b>\$1.47</b>	\$47.04
<b>Hexad Panels TOTAL:</b>										<b>\$7,271.72</b>

**Dimensional Panels** 2 panels with Currents design to be mirror images.

PART #	Product	Width	Height	Thick	Panel Cnt	QTY	Unit Measure	List Price	Net Price	EXTENDED
2101	1" Dimensional	24.0000	48.0000	1.000	2	16.00	Sq Ft	\$24.79	<b>\$24.79</b>	\$396.64
Product Information: <a href="https://www.sonusna.com/products/dimensional-panel">https://www.sonusna.com/products/dimensional-panel</a>										
Included	Design: Current	24.0000	48.0000	1.000	2	16.00		Included	<b>Included</b>	\$0.00
Included	GOM - BeeHave - Concord	24.0000	48.0000	1.000	2	27.39		\$2.93	<b>\$2.93</b>	\$80.25
Included	Impaling Clips					8.00	Each	\$1.47	<b>\$1.47</b>	\$11.76
2101	1" Dimensional	48.0000	48.0000	1.000	1	16.00	Sq Ft	\$24.79	<b>\$24.79</b>	\$396.64
Product Information: <a href="https://www.sonusna.com/products/dimensional-panel">https://www.sonusna.com/products/dimensional-panel</a>										
Included	Design: Bubbles	48.0000	48.0000	1.000	1	16.00		Included	<b>Included</b>	\$0.00
Included	GOM - BeeHave - Clementine	48.0000	48.0000	1.000	1	23.36		\$2.93	<b>\$2.93</b>	\$68.45
Included	Impaling Clips					4.00	Each	\$1.47	<b>\$1.47</b>	\$5.88
<b>Dimensional Panels TOTAL:</b>										\$959.62

**Digital Print Panel**

PART #	Product	Width	Height	Thick	Panel Cnt	QTY	Unit Measure	List Price	Net Price	EXTENDED
11008	Flat Acoustic Panel - Digital Prints	48.0000	72.0000	1.000	1	24.00	Sq Ft	\$18.94	<b>\$18.94</b>	\$454.56
Product link: <a href="https://www.sonusna.com/products/flat-panel-printed">https://www.sonusna.com/products/flat-panel-printed</a>										
Included	Digital Print Fabric - DD-7866	48.0000	72.0000	1.000	1	33.03	Sq Ft	Included	<b>Included</b>	\$0.00
Included	1/8" Tackable	48.0000	72.0000	0.125	1	24.00	Sq Ft	Included	<b>Included</b>	\$0.00
Included	Impaling Clips					6.00	Each	\$1.47	<b>\$1.47</b>	\$8.82
Included	Digital Print Set Up Fee					1.00		\$100.00	<b>\$100.00</b>	\$100.00
<b>Digital Print Panel TOTAL:</b>										\$563.38

## Crating

PART #	Product	Width	Height	Thick	Panel Cnt	QTY	Unit Measure	List Price	Net Price	EXTENDED
9000	Pallet & Wrapped					1.00	Each	\$180.00	<b>\$180.00</b>	\$180.00
<b>Crating TOTAL:</b>										<b>\$180.00</b>

**TOTAL: \$8,974.72**

### Special Comments:

### Terms & Conditions

- It is the Buyer's responsibility to review and confirm all sizes, dimensions, finishes, and quantities. Any changes requested after signed quote and/or purchase order, may incur additional expense and will be the responsibility of the buyer.
- Please review the Ship To address provided above. This is the address we will be shipping your order to. We want to ensure we have all the correct information so that we streamline the production and shipping of your order and meet our commitments to you. Sonus is not responsible for any shipping fees related to change of address after your order is picked up from our facility.
- Any shipping via standard freight is crated and requires dock door or fork truck to receive. If you need lift gate service, please let us know so we can update the quote.
- Covering square footage will always be more than the panel square footage due to wrapping and waste.
- Customer is responsible for acquiring appropriate licensing for any digital images submitted and used in the production of our digital print acoustic products.
- Lead time and commitment date is provided via email when P.O. received and project is placed into our production queue. Typical lead time is 3 weeks for standard size and coverings or 6 or more weeks for custom sizes and coverings.
- Freight estimates are just that; updated freight cost available at time of product shipping. All shipping is quoted at 4 days or less delivery. Any shipments arranged by customer or third party that exceeds 4 days may void warranty.
- It is the customer's responsibility to review our Receiving and Handling Guidelines (found on our website under resource downloads). We also provide a copy with every shipment. All product must be inspected within 24 hours of receipt and all damages or defects reported to Sonus within 48 hours of receipt.
- Payment of local or state taxes are the responsibility of buyer and not included in Sonus' quotation.

- We require 50% deposit with a purchase order and 50% upon shipping. All invoices will be sent via email with electronic payment options.
- Sonus North America reserves the right to capture and utilize all project media (including audio, video, and still imagery) and feedback, with attribution, for public-facing communications, in perpetuity without additional notification.
- Pricing is valid for the start of production through the expiration date. Given our experience with supply increases in the last 18 months, please assume a price increase of 3% per quarter for the next 12 months.

**Before you sign!** Have you confirmed the Ship To address? We will use this address to ship your order. If the address is incorrect, please provide an updated Ship To address when you return the signed quote or just give us a call.

**Expected Install Date:** \_\_\_\_\_/\_\_\_\_\_/\_\_\_\_\_  
\_\_\_\_\_

**Signature:** \_\_\_\_\_  
\_\_\_\_\_

**Effective Date:** \_\_\_\_\_/\_\_\_\_\_/\_\_\_\_\_  
\_\_\_\_\_

**Name (Print):** \_\_\_\_\_  
\_\_\_\_\_

**Title:** \_\_\_\_\_  
\_\_\_\_\_

Please sign and email to Michelle Simons at michelle@sonusna.com.

WE APPRECIATE THE OPPORTUNITY TO SERVE YOU!