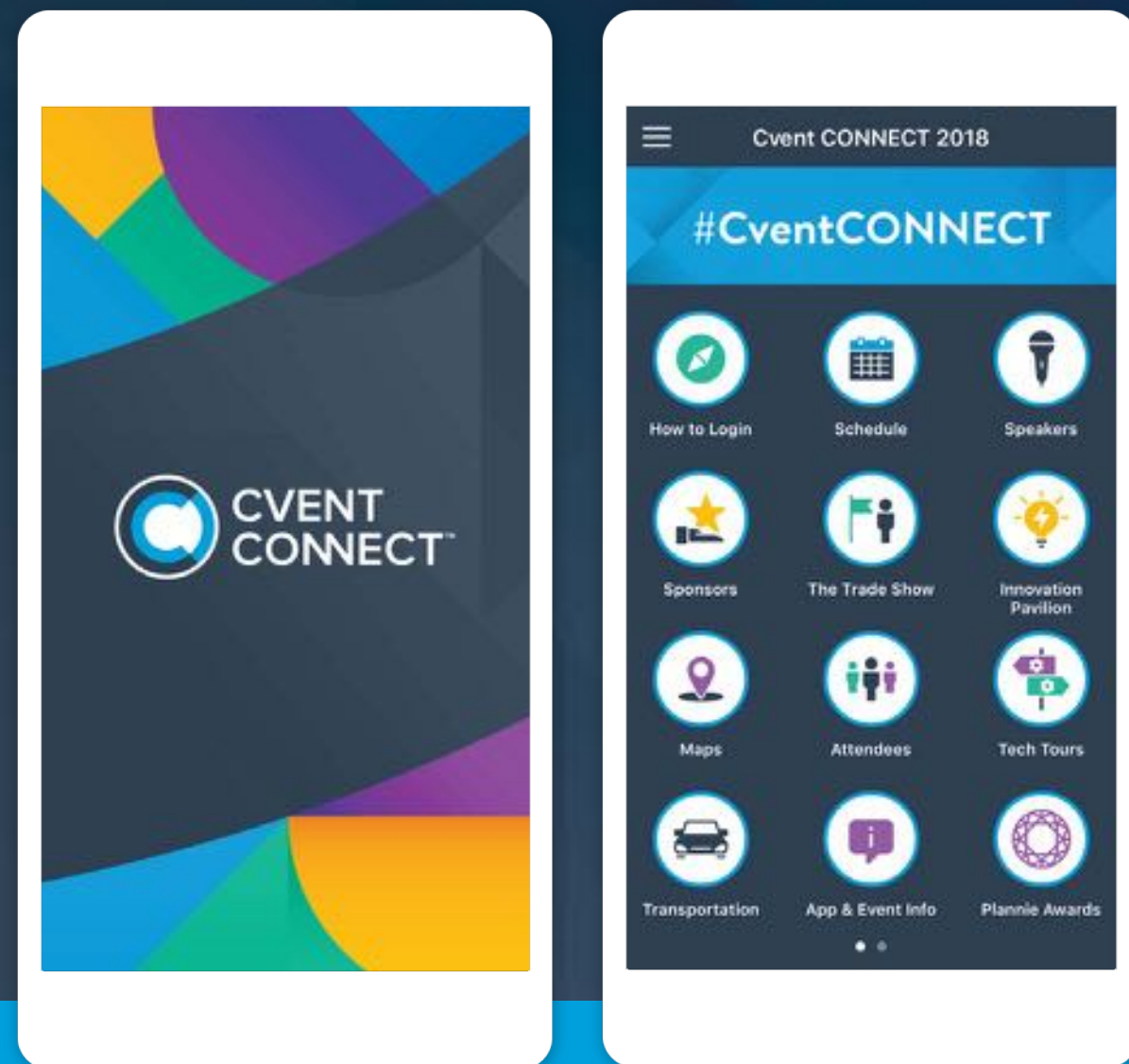


Download the Cvent CONNECT Mobile Event App!

More information at
cventconnect.com/us/mobileapp



Breaking Down the AV Bill

(Why do I need this and why is it so expensive?)

Stephanie Martinez| LRP Media Group



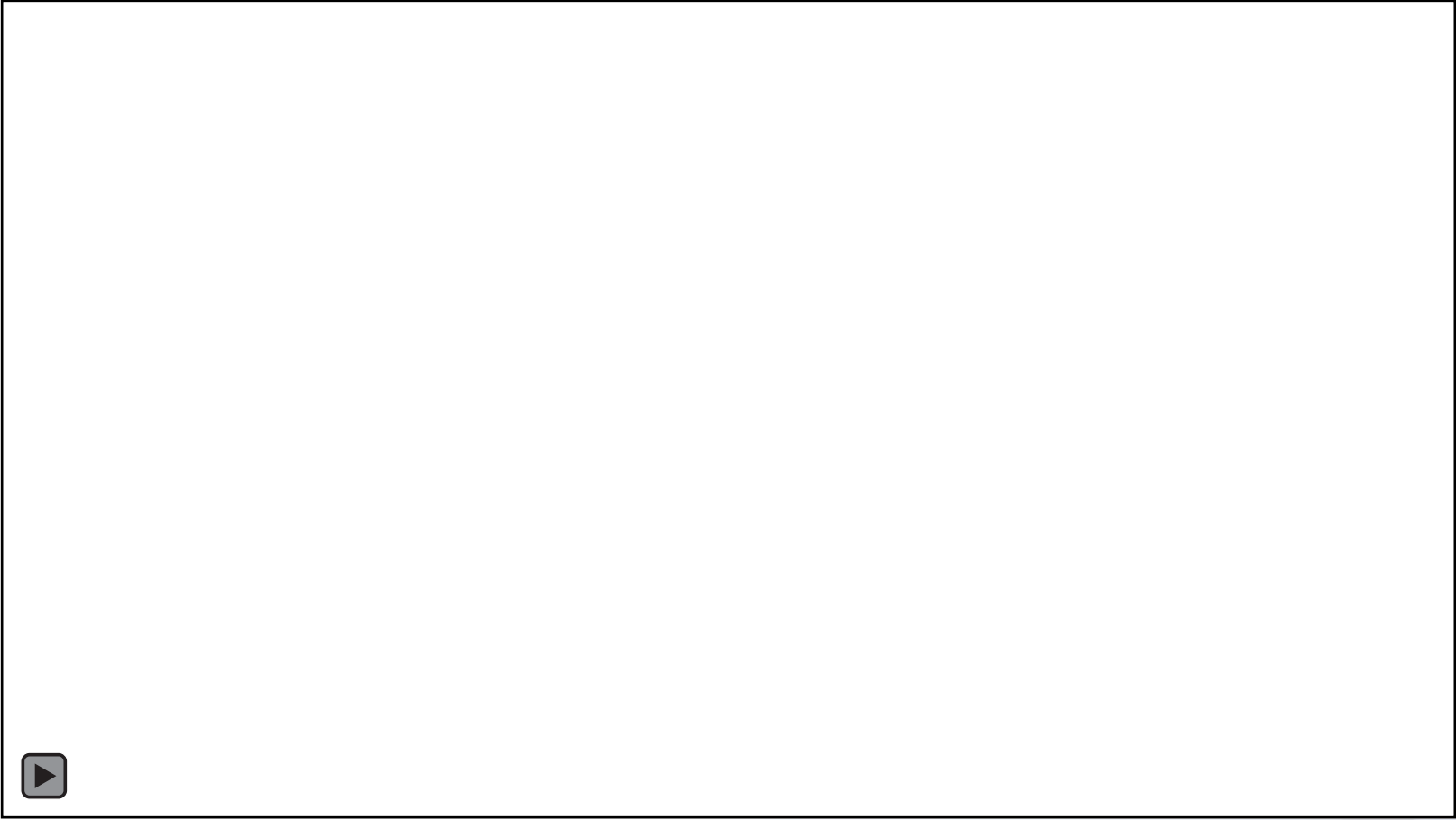












The Haunted Mansion



1999

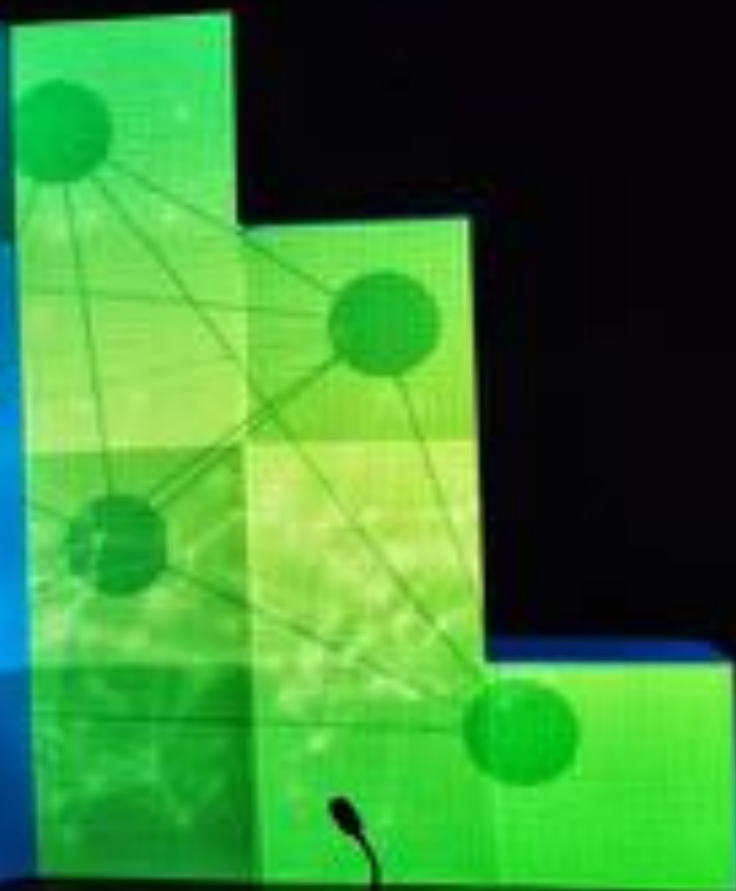
ORLANDO

one
ORLANDO

one
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one
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one region // one vision // one voice



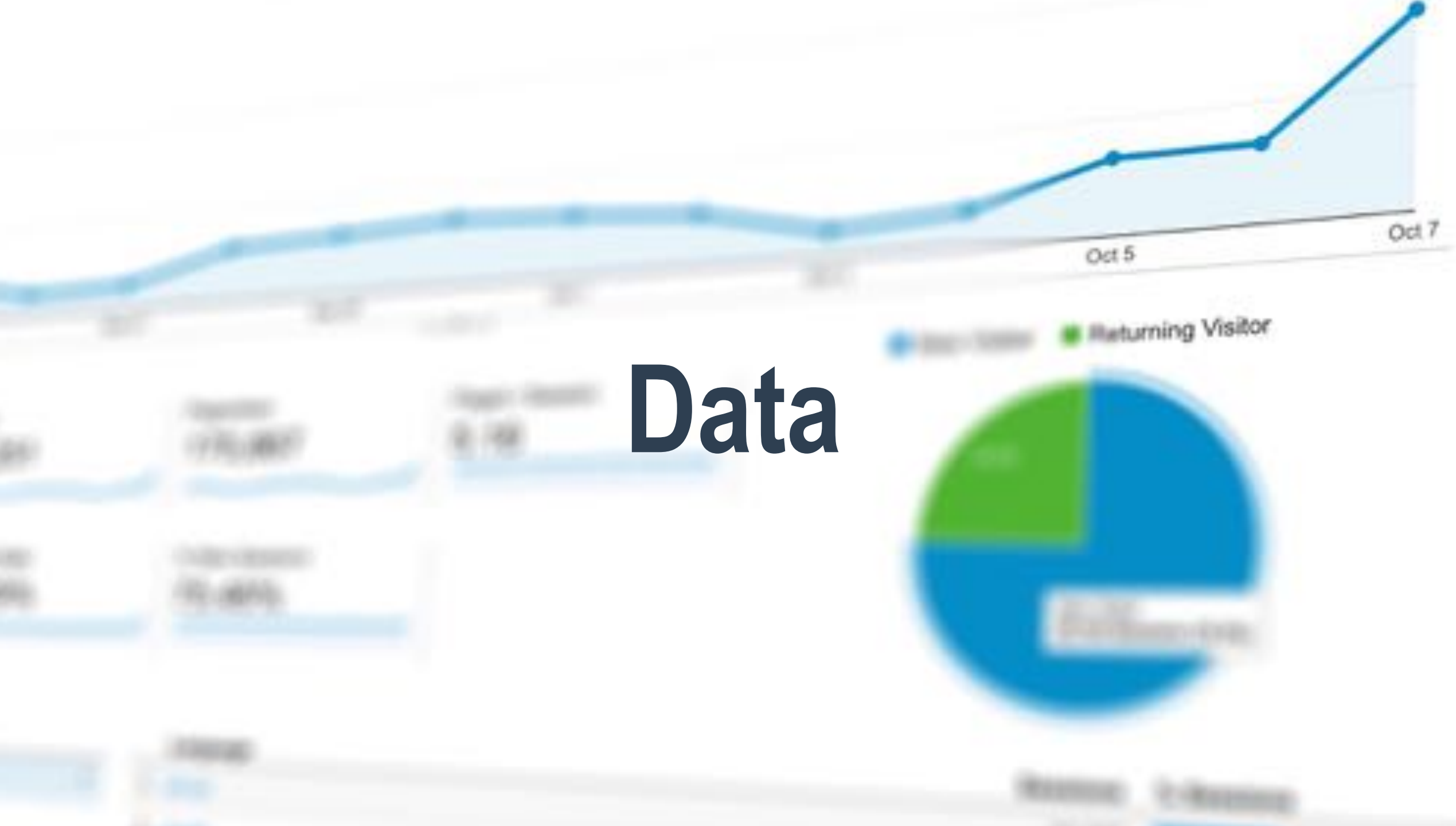
Projection Mapping, plus Video Walls plus...

1. Presentation management
2. Mobile Apps
3. Interactive displays
4. Streaming
5. Virtual and Augmented Reality

plus...



Data





It's all...

doesn't
cut it!

Who you gonna call?



Resources

- AV company websites
- AV Publications
- MPI, PCMA and Avixa
- Your Peers
- The Techs



Change

Curiosity Consumption Comparison Competence

✈ @ubconference / #ubtech18

WIFI: UBTECH

www.ubtechconference.com



The core

- Audio
- Video
- Lighting
- Rigging
- Internet
- Power



UBTech 2018

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Audio

Audio

Qty	Item Description	Unit Price	Days Charged	Extended
1	Dual Shure MX418 18" Podium Mic Kit	115.00	3.00	\$345.00
1	5 Channel Shure UHF-G1 Wireless Microphone Kit	795.00	3.00	\$2,385.00
2	Whirlwind PCDI Box w/ RCA/Mini/ 1/4" Inputs	65.00	3.00	\$390.00
1	Yamaha M7CL32 32CH Digital Mixer (32 XLR 4 Stereo Inputs)	675.00	3.00	\$2,025.00
1	300' 32x8 Mic Snake Kit	450.00	3.00	\$1,350.00
1	JBL VTX V20 Main System	4411.50	3.00	\$13,234.50
12	JBL VTX-V20 Dual 10" Line Array	110.00		
4	JBL VTX-S25 Dual 15" Subwoofer	170.00		
1	JBL VTX V20 Fly Frame Kit	150.00		
1	*** Front Fill and Fold Back ***	660.00		
3	JBL-VTX-VRack Amp System (3) 12K HD Amps + L-2130	375.50		
1	JBL VTX Control Laptop w/ Performance Manager	150.00		
1	200Amp JBL VTX Power Distro	325.00		
1	JBL VTX Distro Cable Kit	0.00		
1	JBL VTX Line Array Speaker Cable Kit (Per System Spec's)	0.00		
1	Telex RTS 8 Station Com Kit	433.50	3.00	\$1,300.50
4	Mackie SRM 150 5.25" Powered Personal Monitor Speaker	90.00	1.00	\$360.00
1	Audio Cable Lot	150.00	1.00	\$150.00
1	Audio Workbox (AWB)	125.00	1.00	\$125.00

Audio Total**\$21,665.00**

\$13k for the speakers and stuff!

Audio Equipment

1	Anchor AN-1000X Powered Monitor Loudspeaker	\$50.00/day	1 day	- 35%	\$32.50
	<i>Video control</i>				
6	EAW JFX88 Non-Powered Loudspeaker	\$80.00/day	1 day	- 35%	\$312.00
	<i>Front Fills</i>				
12	L-Acoustics KARA Line Array Loudspeaker	\$300.00/day	1 day	- 35%	\$2,340.00
1	Yamaha M7CL/32 Digital Mixing Console	\$700.00/day	1 day	- 35%	\$455.00
1	L-Acoustics MBAR Array Rigging Frame Extension Bar	\$200.00/day	1 day	- 35%	\$130.00
1	L-Acoustics M-BUMP Rigging Frame	\$200.00/day	1 day	- 35%	\$130.00
2	Shure MX418/C Gooseneck Microphone, 18"	\$35.00/day	1 day	- 35%	\$45.50
2	Whirlwind PCDI Stereo Direct Box	\$27.00/day	1 day	- 35%	\$35.10
1	RTS PS31 Intercom w/4 Beltpacks/Headsets	\$150.00/day	2 days	- 35%	\$195.00
	<i>Comment: Clearcom with 6 headsets</i>				
1	Rack 003 L-Acoustics Subspeaker Amp/Processing Rack	\$1,000.00/day	1 day	- 35%	\$650.00
4	L-Acoustics SB18 Non-Powered Line Array Subwoofer	\$250.00/day	1 day	- 35%	\$650.00
5	Shure ULXP4-G30 UHF Combo	\$160.00/day	2 days	- 100%	\$0.00

RF Mic's being provided by client, Sennheiser ew 100 935 G3 Combo Packs along with MKE2 Gold

Laveliers

\$4,975.10

Avoids muddy sound

Podium mic


Flown speakers

Subwoofer, bass

We know this

1. Transportation
2. Maintenance
3. Insurance
4. Storage
5. Rental
6. The hotel's cut





Question:
How long do you contract AV for?

Lighting

Lighting

Lighting

Qty	Item Description	Unit Price	Days Charged	Extended
1	12 Fixture Source 4 Leko Kit - 750w	350.00	3.00	\$1,050.00
3	GLP Impression X4 4 Pack	1000.00	3.00	\$9,000.00
4	Martin MAC 700 Wash Kit	260.00	3.00	\$3,120.00
2	Martin MAC700 Profile	260.00	3.00	\$1,560.00
1	Road Hog 4 Console Kit	750.00	3.00	\$2,250.00
1	1 x 5 DMX Opto Splitter	80.00	3.00	\$240.00
1	24 x 2.4K Dimmer Rack	285.00	3.00	\$855.00
1	2k Socapex Cable Kit	250.00	3.00	\$750.00
1	300' + 100' Lighting Control Snake w/ 5 Pin DMX / 3 Pin XLR / Edison Power	450.00	3.00	\$1,350.00
1	Lighting Cable Lot	300.00	3.00	\$900.00
1	Lighting Workbox	125.00	3.00	\$375.00
Lighting Total				\$21,450.00

\$9,000 for a “GLP Impression X4 4 Pack” What is that?

There are 18 moving lights here.



Lighting Equipment

1	MA Lighting grandMA2 Control Console	\$1,125.00/wk.	1 wk.	- 50%	\$562.50	Controls the lights
12	Leko 36 Degree Fixture w/Gel Frame, Safety	\$35.00/wk.	1 wk.	- 50%	\$210.00	Stage wash (par and leko)
12	Coemar LEDPAR ParLite LED Fixture, Edison	\$75.00/wk.	1 wk.	- 50%	\$450.00	Colored the scenic/walls

Help with lighting terms?
<https://www.vls.com/lighting-resources>

Event: UB Tech 2018 / PMG / MEC C / General Session (m 121171)

Venue: MEC C / General Session

Dates: June 04, 2018 1:00 pm to June 06, 2018 12:00 pm

- continued

load-in: 6/3/18 8:00 am

load-out: 6/6/18 12:00 pm

qty	item description	rate	time charged	discount	total
Lighting Equipment					- continued
4	Martin RUSH MH 2 Wash LED, Moving Head, Wash	\$580.00/wk.	1 wk.	- 50%	\$1,160.00
2	Martin RUSH MH 2 Profile LED, Moving Head, Profile	\$580.00/wk.	1 wk.	- 50%	\$580.00
					\$2,962.50

8 movers

Creates excitement.



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Video



2	10'6" x 18'8" Truss Frame Screen Kit	400.00	2.00	\$1,600.00
2	10'6" x 18'8" Fast Fold Truss Screen Fabric - Rear	0.00	2.00	
2	10'6" x 18'8" Fast Fold Truss Screen Dress Kit - Black	160.00	2.00	\$640.00
	[REDACTED] DLP with 1.3-1.7 HD Lens	2247.50	2.00	\$17,980.00

Video Equipment

1	Evolve E2X8 Digital Switcher	\$1,950.00/day	1 day	- 35%	\$1,267.50
1	Sony HSC-100R HD Camera	\$2,500.00/day	1 day	- 35%	\$1,625.00
1	Barco ImagePRO-HD Video Scaler/Scan Conv/Switcher	\$500.00/day	1 day	- 35%	\$325.00

DSM # 2 needs program and Notes depending on presenter

Video Equipment

- continued

1	Camera Lens 33:1	\$690.00/day	1 day	- 35%	\$448.50
2	Confidence Monitor Stand	\$80.00/day	1 day	- 100%	\$0.00
2	Panasonic TH-42PH20U 42" HD Plasma Monitor	\$370.00/day	1 day	- 35%	\$481.00

Confidence monitors

1	Sony BRAVIA W600B 40" LED HDTV	\$370.00/day	1 day	- 100%	\$0.00
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Preview Monitor-switcher

1	Sony BRAVIA W600B 40" LED HDTV	\$370.00/day	1 day	- 100%	\$0.00
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Podium Monitor, Included in Digital Podium Package

\$4,147.00

Rigging

Rigging Equipment

8	Chain Motor, 1/2 Ton	\$175.00/wk.	1 wk.	- 35%	\$910.00
<i>(6) Main rig, (2) PA Stacks</i>					
8	Rigging Point	\$160.00/wk.	1 wk.	- 35%	\$832.00
21	Box Truss 12" x 12" x 10', Silver	\$100.00/wk.	1 wk.	- 35%	\$1,365.00
					<hr/>
					\$3,107.00



Internet

Get it in the contract.

Define: Basic Business Use”

Is it bandwidth or number of connections?

What happens if you exceed?

Post event reports to build a usage profile.

Speed test at venue to assure you get what you pay for.



Labor

Understand the union rules
for breaks and OT.

Ask questions about
coverage-what does each
person do?

Don't cut without
understanding the impact.

Ask for daily status


Be visible during setup.

Buy lunch when you can
and be friendly.





Power

- 
- Light trees with three lekos require a dedicated 20amp circuit
 - Two-four speakers, depending on size and type require a dedicated 20amp circuit
 - Projectors that are under 10,000 lumens can have two on one 20amp circuit. Higher than 10k you will want it separate.
 - Most tech tables need one 20amp circuit. Larger meetings with extensive equipment may require an additional circuit.

Discounts off the advance price.

Create a power pricing history spreadsheet especially when returning to same venue year over year.

Understand what you need and confirm it was set up to your specification.



A word about scenic...

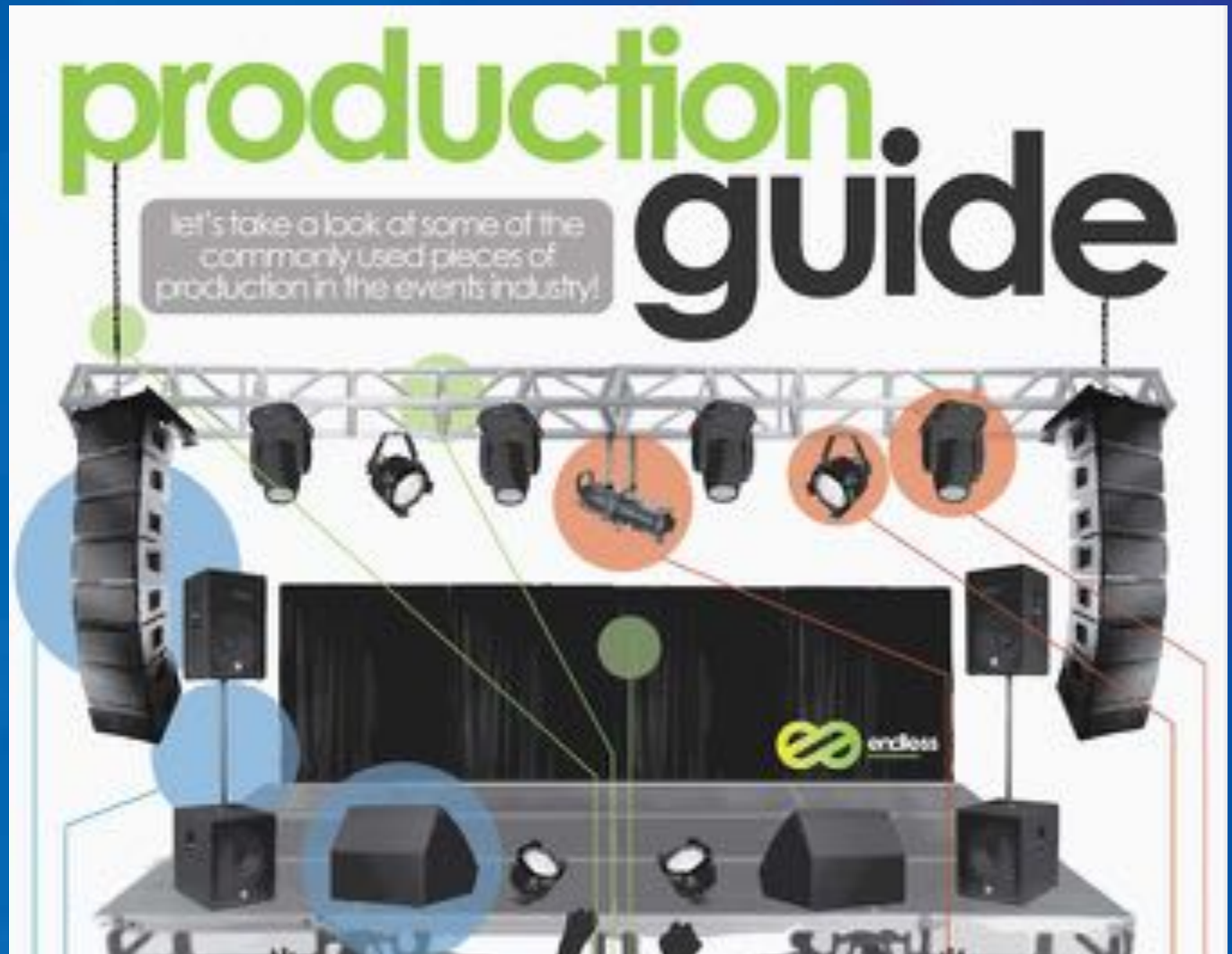


**Question:
The new stuff?**

Endless Events

<https://helloendless.com/resources/>

- Production Guide Infographic
- Ultimate Event AV Checklist
- Top Tips for Hiring an AV Company (and more...)





What works for me

Building a relationship
with the provider.

Talk to the techs as well
as the sales reps.

Do not accept what you
do not understand.

Ask for an economical
alternative and ask what
you forego experience-
wise.

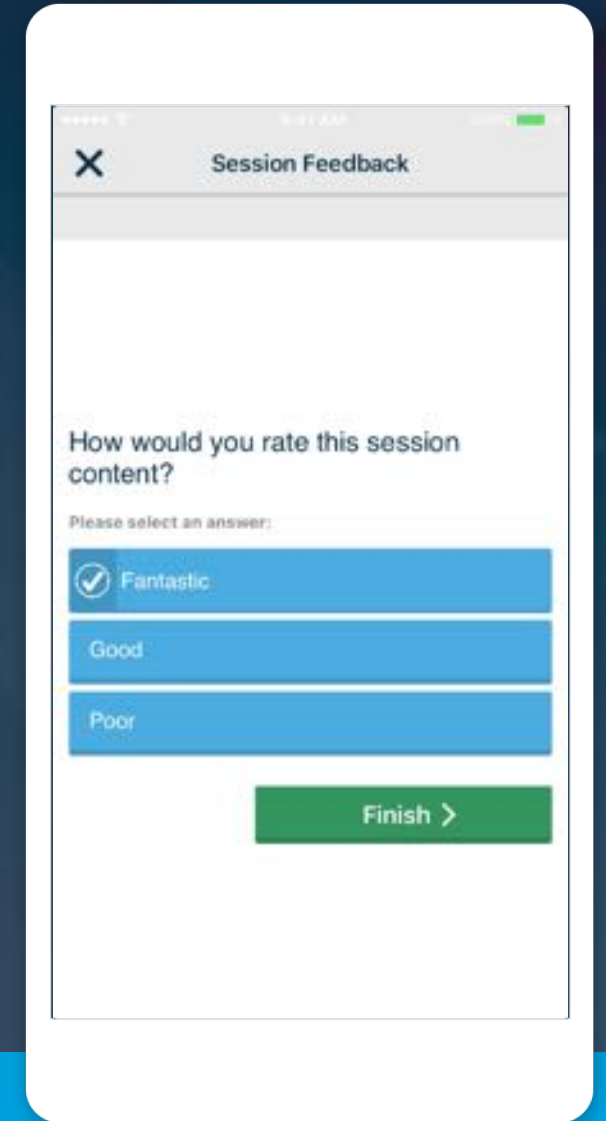
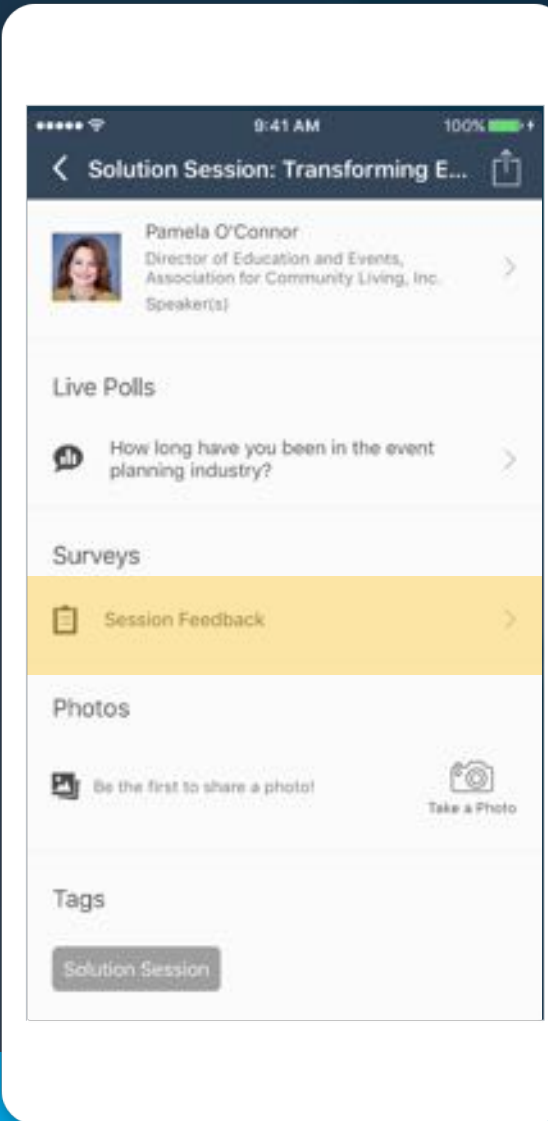
Express concern about
overtime. They should
know what it takes to
produce. Overtime is for
the unexpected.



Equipment Package (Event Rate - 1 Day)

ITEM	QUANTITY	ITEM COST	TOTAL COST
VIDEO			
PDS 902 3G Seamless Switcher ***Refer to VIDEO CAD for connections and exact usage for each***	1	\$650.00	\$1,950.00
12K - 15K HD DLP Projector **MUST have SDI in**	1	\$2,650.00	\$2,650.00
Short Throw Lens (-8)	1	\$275.00	\$275.00
7'11 x 14' FF Screen 16:9 (REAR) (screen bottom should be minimum 4' off ground)	1	\$425.00	\$425.00
7'11 x 14 Dress Kit	1	\$275.00	\$275.00
Speaker Timer	1	\$175.00	\$175.00
Scaffolding	1	\$125.00	\$125.00
1:4 DVI DA Note: Split Switcher Output to Screen and Confidence Monitor.	1	\$100.00	\$100.00
Wireless Cue System	1	\$150.00	\$150.00
42" Black LCD Confidence Monitor w/ HDMI input, on stand and dressed	1	\$375.00	\$375.00
SDI - HDMI Converter *For Confidence Monitor*	1	\$225.00	\$225.00
HDMI - SDI Converter *For HD Podium Connection*	1	\$225.00	\$225.00
Mac Book Pro - with playback pro for video roles	1	\$195.00	\$195.00
3 PC Laptops: (Notes, Main and backup for Graphics with HD out) Intel Core i7-4600M 2.9 GHz, 8gb DDR3 Memory, 500gb 7200-rpm Hard Drive, NVIDIA or ATI video with 1GB GDDR5 VRAM. Operating System: Windows 7 64 bit. Software: Office 2010 Professional, Windows Media Player, Flash Player, VLC Player & K-Lite Codec Pack.	3	\$160.00	\$480.00
Sony HXC 100 *with Studio Kit and CCU* Camera Man will follow presenter on stage	1	\$750.00	\$750.00
Fluid Head Tripod - On venue provided riser with rope and stanchion.	1	\$95.00	\$95.00

Don't Forget to Take the Session Survey!



Thank You

Stephanie Martinez| LRP Media Group

