

ATTACHMENT A: PROPOSAL REQUIREMENTS & SPECIFICATIONS EQUALIS GROUP: SCOREBOARDS, DIGITAL DISPLAYS, AND AUDIO SYSTEMS WITH RELATED SERVICES & SOLUTIONS PROGRAM

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Section 1. General Guidelines

1.1. Instructions for Completing Attachment A

The specific requirements and proposal specifications for this Program are detailed in this <u>Attachment A – Technical Proposal Requirements & Proposal Specifications</u>. <u>Attachment A</u> is provided to Bidders in an editable Microsoft Word form so that it can easily serve as the base document for a Bidder's Technical Proposal. Bidders should incorporate their Technical Proposal responses directly into this document and include referenced attachments separately.

Use the following electronic file naming convention for naming your Technical Proposal prior to uploading your completed Technical Proposal to Bonfire: **Technical Proposal – Bidder Name.docx**.

For sections of <u>Attachment A</u> structured like the example below, simply click in the green cell on the "Click here to enter response" text and either type in or paste (using the *Paste Special > Merge Formatting* function in Microsoft Word) your response.

1.1.1.	Formation . In what year was the company formed? For how long has your company been operating under its present business name? If your company has changed its business name, include the most recent prior business name and the year of the name change.		
1932 – B	egan manufacturing signs as Sangamon Electric.		
1945-Cl	nanged our name to Time-O-Matic.		
2001 – D	2001 – DBA Watchfire Signs (current today)		
2015 – C	hanged corporate name to Watchfire Enterprises LLC.		

For sections of <u>Attachment A</u> structured like the example below, click on the "Yes" checkbox if your solution <u>fully provides</u> the defined requirement. Click on the "No" checkbox if your solution does not provide or only provides part of the defined requirement. The green cell is included for Bidders to provide any additional information or capabilities relating to that defined requirement. For example, if your solution i) provides more capabilities around that requirement, ii) meets some, but not all of that requirement, or iii) does not meet the defined requirement, but provides an alternative solution for the Proposal Review Team's ("PRT's") consideration, click in the green cell on the "Click here to provide additional commentary, if necessary." text and either type in or paste (using the *Paste Special > Merge Formatting* function in Microsoft Word) clarifying or additional information as appropriate.

1.1.2.	Design-Build. If yes, describe your design-build capabilities or services.	
	idea to installation, Watchfire offers design-build service. Our six-step process simplifies the construction st-track completion and reduce the daily stress of trying to complete a large project.	process, maximize

1.2. Trade Secrets

Bidders are encouraged to review <u>RFP Section 3.4 – Trade Secrets Prohibition</u>; <u>Public Information Disclaimer</u> in conjunction with developing their responses to this RFP. Any information provided by a Bidder in its proposal that is not marked as trade secret information shall be deemed to be public records in accordance with Ohio law.

1.3. Attachments

Bidders may incorporate additional documents by reference as part of their response to Attachment A - Technical Proposal Requirements & Proposal Specifications. For example, you may want to include brochures, charts, or graphs in response to specific questions included in this Attachment A. Bidders should clearly state in their response to questions in Attachment A whether any specific documents are incorporated in their proposal by reference. In the event the attached documents are not references or referenced correctly, the PRT may exclude those attachments from consideration when scoring proposals.

The file names of such referenced documents that are included in a Bidder's electronic Technical Proposal submissions and uploaded



to Bonfire should include, in the following order: i) Technical Proposal, ii) **Bidder's** name, iii) the Section number of the question for which the file is included as part of the response, and iv) a brief description of what is included in the electronic file. For example, if a Bidder references an attachment that includes financial statements in response to <u>Section 3.2.1.</u>, the following electronic file name would be appropriate: *Technical Proposal – Bidder Name – Section 3.2.1. – Financial Statements.pdf*.

Section 2. Initial Qualifying Criteria

2.1. Completing & Submitting Initial Qualifying Criteria Documentation

As described in <u>RFP Section 5 – Criteria for Proposal Evaluation & Selection</u>, Bidders must complete and provide executed originals of the following documents as part of the proposal Bidders submit. <u>Equalis Group will not consider a Bidder's Technical and Cost Proposals unless these forms are properly completed and submitted as part of the Bidder's proposal.</u>

2.1.1.	Attachment C – Required Bidder Information & Certifications. This document includes information about the Bidder, key points of contact for proposal and legal questions that may arise during Equalis Group's review of the response, minority business enterprise and certifications, required affirmations subject to Ohio Revised Code guidelines, equal employment opportunity questions, questions regarding the subcontracting of certain elements of a Bidder's service delivery to Members, and confirmation that Bidder has reviewed and annotated, if applicable, the Equalis Group model i) Master Agreement, and ii) Administration Agreement entered into with Winning Suppliers.		
Yes. Atta	achment C form is completed and provided.		
See Tecl	nnical Proposal — Watchfire — Section 2.1.1. — Affrimative Action		
2.1.2.	2.1.2. Attachment D – W-9. Bidders must complete the W-9 form and include the completed W-9 form in their response.		
Yes. Atta	achment D-W9 form is completed and provided.		
Technical	Proposal – Watchfire – Section 2.1.2. – W9		
2.1.3.	Does your proposal include the properly completed and executed Attachment C and Attachment D? X Yes No		
Yes. Atta	Yes. Attachment C and Attachment D are provided.		



Section 3. Bidder Overview & Qualifications

3.1. Company Information

3.1.1. Company Na	me & Address.			
Company Name:	Watchfire Signs			
Headquarters Street Address:	1015 Maple Street	1015 Maple Street		
City, State & Zip Code:	Danville, IL 61832			
Main Telephone Number:	800-637-2645			
Website:	www.watchfiresigns.com			
3.1.2. business nam year of the na	e? If your company has changed its bus me change.	For how long has your company been operating under its present siness name, include the most recent prior business name and the		
1932 – Began manufacturing signs as Sangamon Electric. 1945– Changed our name to Time-O-Matic. 2001 – DBA Watchfire Signs (current today) 2015 – Changed corporate name to Watchfire Enterprises LLC.				
	ure . Check the box next to the option that space provided.	at best describes the company's legal structure. Include requested		
	provide the State of incorporation and ownership structure.	Watchfire is a privately-owned, limited liability company, incorporated in Illinois.		
Partnership – names of all p	provide the State of registration and the artners.	Click here to enter response.		
	orship – provide the State of registration and title of the principal.	Click here to enter response.		
	– provide the State of registration and dittles of all principals.	Click here to enter response.		
Other – prov	ride detailed description of corporate ownership.	Click here to enter response.		

3.2. Financial Strength & Legal Considerations

	Financial Strength. Provide three (3) years of company and any parent company financial statements or other documents	
	that speak to the financial strength of the company, such as the most recent Annual Report to Shareholders and 10K	
	Report (if applicable) or audited financial statements, including income statement and balance sheet. Note: you may mark	
3.2.1. this information as a "Trade Secret" per the terms of RFP Section 3.4 – Trade Secrets Prohibition; Public Int		
	<u>Disclaimer</u> and provide your response to this question in a separate electronic file that includes a "Trade Secret"	
	watermark. Any company financial information provided should be included as part of the Technical Proposal. The proposal	
	scoring of this Section 3.2.1. for Bidders that do not provide any financial information will be zero/fails to meet.	



Trade Secret. See Technical Proposal – Watchfire – TRADE SECRET.pdf

3.2.2. Bankruptcy & Insolvency. Describe any bankruptcy or insolvency for your organization (or its predecessors, if any) or any principal of the firm in the last three (3) years.

None. Watchfire and its principals have no bankruptcies or insolvencies in the last three (3) years.

3.2.3. Litigation. Describe any litigation in which your company has been involved in the last three (3) years and the status of that litigation.

Watchfire Signs, LLC (Plaintiff) vs. Cree, Inc. (Defendant), 2020

Earlier this year as part of Watchfire's pledge to supply high-quality, reliable digital displays to its customers, the company filed a lawsuit against Cree, a major manufacturer and supplier of LED components used in the production of Watchfire's LED displays. This lawsuit stems from problems with LEDs manufactured by Cree that were purchased by Watchfire between April 2017 and March 2018 that began to fail at an unusually high rate. The suit is pending.

3.2.4.

Mandatory Contract Performance Disclosure. Pursuant to RFP Section 3.13, disclose whether the your company's performance and/or the performance of any of the proposed subcontractor(s) under contracts for the provision of services that are the same or similar to those to be provided for the Program which is the subject of this RFP has resulted in any "formal claims" for breach of those contracts. For purposes of this disclosure, "formal claims" means any claims for breach that have been filed as a lawsuit in any court, submitted for arbitration (whether voluntary or involuntary, binding or not), or assigned to mediation. For any such claims disclosed, fully explain the details of those claims, including the allegations regarding all alleged breaches, any written or legal action resulting from those allegations, and the results of any litigation, arbitration, or mediation regarding those claims, including terms of any settlement. While disclosure of any formal claims will not automatically disqualify a Bidder from consideration, at the sole discretion of Equalis Group, such claims and a review of the background details may result in a rejection of a Bidder's proposal. Equalis Group will make this decision based on the Proposal Review Team's determination of the seriousness of the claims, the potential impact that the behavior that led to the claims could have on the Bidder's performance of the work, and the best interests of Members.

None. Watchfire has had no formal claims for breach of contract. This also applies to any team members proposed to provide professional architectural or engineering services.

3.2.5.

Mandatory Disclosure of Governmental Investigations. Pursuant to RFP Section 3.14, indicate whether your company and/or any of the proposed subcontractor(s) has been the subject of any adverse regulatory or adverse administrative governmental action (federal, state, or local) with respect to your company's performance of services similar to those described in this RFP. If any such instances are disclosed, Bidders must fully explain, in detail, the nature of the governmental action, the allegations that led to the governmental action, and the results of the governmental action including any legal action that was taken against the Bidder by the governmental agency. While disclosure of any governmental action will not automatically disqualify a Bidder from consideration, such governmental action and a review of the background details may result in a rejection of the Bidder's proposal at Group's sole discretion. Equalis Group will make this decision based on the Proposal Review Team's determination of the seriousness of the claims, the potential impact that the behavior that led to the claims could have on the Bidder's performance of the work, and the best interests of Members.

No. Watchfire has not been the subject of adverse regulatory or adverse administrative governmental action with respect to the performance of our services.



3.3. Industry Qualifications

3.3.1. **Company Identification**. How is your organization best identified? Is it a manufacturer, distributor/dealer/reseller, or service provider? Based on your answer, please provide a response to guestion **3.3.1.1** or **3.1.1.2**.

Watchfire is a manufacturer and supplier of LED displays, scoreboards, audio systems and control room solutions.

Authorization. If your company is best described as a distributor/dealer/reseller (or similar entity), please provide your written authorization to act as a distributor/dealer/reseller for the manufacturer of the products proposed in this RFP. If applicable, is your dealer network independent or company owned?

NA

3.3.1.2. Network Relationship. If your company is best described as a manufacturer or service provider, please describe your direct sales and service force and how your dealer network operates to sell and deliver the Products & Services proposed in this RFP. Is your direct sales force employed by your company or by a third party? Please explain.

DIRECT SALES: Watchfire employs 65 salespeople, with plans to expand the division. The sales team is supported by ten (10) sales development representatives, who generate and nurture new and repeat sales leads. Along with the marketing team, these representative exhibit at both in-person and virtual trade shows.

DEALER INSTALLATION & INTEGRATION: Watchfire has the ability to handle installation and integration as an in-house service, or through our global network of dealers and subcontractors.

3.3.2. Industry Experience. For how long has your company been in the scoreboards, digital displays & audio systems and/or related products and services industry? What percentage of your company's revenue in each of the last three (3) full calendar years was generated from the provision of scoreboards, digital displays & audio systems and/or related products and services?

Watchfire has been building and manufacturing outdoor electronic displays since 1932 and LED displays/Scoreboards since 1998. We installed our first sports display in 2003. In 2018, Watchfire created a sports division and acquired HD Sports Board, a nationally recognized designer and integrator of scoreboards and sports video displays. In the last three (3) years, sports products have accounted for 12% of Watchfire's on-premise sales.

See Technical Proposal – Watchfire – Section 3.1.2. – Experience.pdf

3.3.3. Geographic Reach. Describe your company's service area in the United States (e.g., nationwide, the continental United States, or specific states or regions). If your company does not currently provide services nationwide, describe your plans/timeframes to achieve nationwide service provision, if applicable.

Yes. Watchfire provides nationwide sales and service directly and via our dealer network in both the United States (including Alaska and Hawaii) and Canada. Watchfire employs regional technicians and works with our dealer network to provide local services at thousands of locations.

See Technical Proposal – Watchfire – Section 3.3.3. – Geographic Reach

3.3.4. *Certifications and Licenses*. Provide a detailed explanation outlining the licenses and certifications that are i) required to be held, and ii) actually held by your organization (including third parties and subcontractors that you use). Has your



company maintained these certifications on an ongoing basis? If not, when and why did your company lose any referenced certifications?

Building on the experience of the extensive number of signs installed to date and still in operation allows our customers to feel confident that the product they've chosen will meet the permitting requirements and zoning codes of the location. Watchfire is experienced with certifications for UL, ETL, FCC, NEC, ISA, OAAA, DOT, and International Building Code.

Watchfire is licensed to work in all 50 states in the USA and ten provinces and three territories in Canada.

In addition to our strengths with project management and product development, Watchfire has contractor licenses across the nation to better assist our customers with the installation phase of projects.

Bobby Wright, Director of Project Management, is the registered Qualified Agent for all licenses above and can assist with all Watchfire capabilities regarding our onsite services.

3.4. Public Sector Focus

3.4.1.

Public Sector Contract Vehicles. What Public Sector contract vehicles (e.g., state term contracts, General Services Administration schedules, group purchasing organization contracts, etc.) does your company have in place to provide scoreboards, digital displays & audio systems and/or related products and services to public sector entities under an exemption from the standard public sector bid/RFP process? For each contract vehicle, when was the contract established, what is the expiration date, and is the award sole source or multi-source (i.e., is your company the only supplier for the spending category or are multiple competing suppliers included in the contract vehicle), and how much annual revenue your company generated through the contract(s) in each of the last three (3) calendar years?

None. Watchfire is uniquely situated to partner with Equalis Group. We have no contract to provide products under bid/RFP exemption. This means we can dedicate ALL our efforts, spend ALL our budgeted funds and direct ALL GPO sales though our Equalis Group partnership. Our sole commitment to Equalis Group will result in increased success rates and improved accountability.

Direct competitors of Watchfire will be diluted in terms of GPO purchases, resulting in less sales volume through Equalis Group. To our knowledge, Watchfire is the only major Display / Scoreboard / Audio supplier that is not currently affiliated with another GPO.

3.4.2.

Public Sector Success. What is the i) total dollar amount, and ii) percentage of your company's total annual revenue generated by sales to educational institutions (i.e., K-12 schools & school districts and high education) and local governments (i.e., municipalities, counties, special districts, and state agencies)?

Watchfire has accomplished positive traction in the public sector over the past several decades. Educational institutions account for 27% of our on-premise sales and local municipalities account for 25% of on-premise sales.

Watchfire is a privately owned company. For dollar amounts, see Technical Proposal - Watchfire - TRADE SECRET.pdf

PROVEN PIPELINE:

Watchfire's superior products and service have led to significant public sector sales and repeat business. This reduces acquisition costs by up to 80%, increases customer retention and leads to expanded sales, such as district-wide purchases.

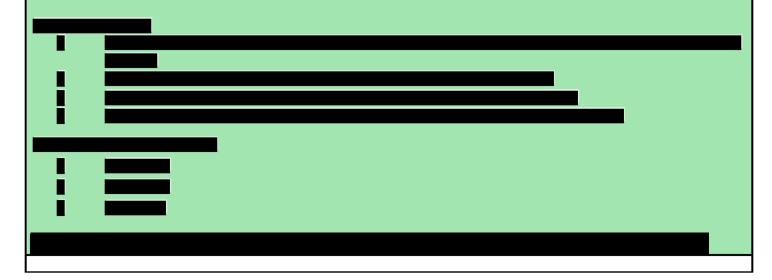
See Technical Proposal - Watchfire - Section 3.4.2. - Public Sector Success.pdf



3.4.3.

Public Sector Strategic Growth Plan. Describe your company's three to five-year local government, K-12, and higher education sales objectives and the key elements of your strategic plan to achieve those objectives. What is the total annual dollar value of your company's revenue generated by sales to local governments and educational institutions in each of the last three (3) calendar years? What percentage of your company's total annual revenue is generated by sales to local governments and educational institutions?

Watchfire has an aggressive strategy to grow our customer base and increase sales through Equalis Group, including upsells and cross-sales in the public sector over the next five years. We will achieve this though targeted digital marketing, expanded product lines that meet changing market needs, and an enhanced sales process.



3.5. Customer References

Provide references of at least five (5) local government or educational institution customers for which your company has provided products and services similar in nature and scope to those defined in this RFP in the last three (3) years. Your references should include a mix of types and sizes of public sector entities such as municipalities, K-12 schools or schools districts, and colleges and universities. Each reference should include:

3.5.1.

- Customer name and location;
- Customer contact person and their title, telephone number, and email address;
- A brief description of the products and services provided by your company;
- Customer relationship starting and ending dates; and,
- Notes or other pertinent information relating to the customer and/or the products and services your company provided.

For photo gallery, see Technical Proposal – Watchfire – Section 3.5.1. – Customer References.pdf

HIGH SCHOOL FOOTBALL STADIUM

When Prairie High School wanted to purchase the biggest, best system in their conference, they chose Watchfire. Their 14' x 25' virtual scoreboard uses Ignite Sports event management software and is accompanied by a Watchfire FS500 sound system.

Rocky Bennett | Athletic Director Prairie High School 401 76th Ave SW



Cedar Rapids, IA 52404 (319) 350-0930 dsehlke@ogr6.org August 2019 - September 2019

HIGH SCHOOL BASKETBALL GYM

Update Danville High School's historic gymnasium would require a balance between enjoying modern conveniences and preserving tradition. DHS struck that balance by keeping its fixed digit scoreboards and adding a 6' x 11' video displays.

Mark Bacys | Athletic Director
Danville High School
202 East Fairchild Street
Danville IL 61832
217-444-1555
BacysM@Danville118.org

COLLEGE BASKETBALL ARENA

The University of West Georgia (UWG) had just planned on installing a 15' x 28' wall display at The Coliseum, but after visiting the Watchfire plant (at Watchfire's expense), UWG decided to also purchase a center-hung display containing four 15' x 12' displays.

Trent Ross | Director

The Coliseum at University of West Georgia

1601 Maple Street Carrollton, GA 30118 tross@westga.edu (678)-839-5131 March 2018 – June 2018

MUNICIPAL BASEBALL STADIUM

Danville Stadium purchased a new 8' x 36" videoboard and a new 36' fixed digit scoreboard in 2018 to replace their previous Watchfire sign. The stadium is using Watchfire's Ignite Sports event management software.

Jeanie Cooke | Director

Danville Area Convention and Visitor's Bureau
100 West Main Street, Suite #146

Danville, IL 61832

Jeanie Cooke@danvilleareainfo.com
(217) 442-2096

March 2018 - May 2018

TRANSPORTATION HUB



Watchfire Signs was selected by Louisville Tourism to manufacture a high-resolution, 6' x 27' "Welcome Wall" at the Louisville Muhammad Ali International Airport. Using Watchfire's Ignite OPx content management software, operators enjoy the set-and-forget process.

Rosanne Mastin | Marketing Communications Manager at Louisville Tourism
Louisville International Airport

600 Terminal Drive Louisville, KY 40209 (502) 560-1480 rmastin@gotolouisville.com May 2019-July 2019

3.6. Insurance Coverage

3.6.1.	General Liability, Property & Automobile Insurance. If your company is selected as the Winning Supplier, during the term of any agreements between your company and Equalis Group, and for two (2) years following expiration or termination of such agreements, your company, at its own expense, will maintain and will require that its agents, subcontractors, or suppliers engaged in your company's performance of its duties under such agreements, maintain general liability insurance, property insurance, and automobile insurance (at a minimum, in the amount of \$1,000,000 per occurrence/\$5,000,000 annual aggregate) applicable to any claims, liabilities, damages, costs, or expenses arising out of its performance under such agreements. Confirm that your company either a) has, or b) will purchase insurance coverage as described herein.	⊠ Yes □ No
Yes. W	atchfire meets and exceeds the insurance liability requirements and will supply proof pending contract approv	al.
3.6.2.	Employee Dishonesty – Members. The Winning Supplier shall be held fully liable for any and all dishonest acts of its employees and/or its subcontractor's employees. Coverage must be provided for Third Party Employee Dishonesty, covering all employees and all officers of your company and any subcontractors, in an amount not less than \$100,000 per occurrence. Confirm that your company either a) has, or b) will purchase insurance coverage as described above covering all employees and all officers of your company, in an amount not less than \$100,000 per occurrence for each Equalis Group Member utilizing the Program.	⊠ Yes □ No
Yes. W	atchfire meets and exceeds the insurance coverage requirements and will provide proof pending contract app	roval.
3.6.3.	Third Party Employment Practice Liability – Members. The Winning Supplier shall be held fully liable for any and all employment practice acts of its employees and/or its subcontractor's employees, such as, but not limited to, sexual harassment and discrimination. Coverage must be provided for employment practice liability, covering all employees and all officers of your company and any subcontractors, in an amount not less than \$1,000,000 per occurrence. Confirm that your company either a) has, or b) will purchase insurance coverage as described above covering all employees and all officers of your company, in an amount not less than \$1,000,000 per occurrence for each Equalis Group Member utilizing the Program.	⊠ Yes □ No
Yes. Watchfire meets and exceeds the insurance coverage requirements and will provide proof pending contract approval.		





Section 4. Products and Services

4.1. Products

Note: The products priced and included in <u>Attachment B – Cost Proposal</u> will be used to define the products that will be offered to Equalis Group Members.

4.1.1. **Product Description(s)**. Provide a detailed description of the products you are offering as a part of your proposal.

Watchfire offers Equalis Group an extensive product line of Scoreboards, Digital displays, Audio Systems, Control Room systems and accessories. Our products can be used in every industry looking for bid/RFP exemption, including educational institutions, local municipal and government entities, transportation hubs and military bases.

- LED Virtual Scoreboards (Indoor and Outdoor)
- Fine Pitch LED Virtual Scoreboards (Indoor)
- LED Videoboards and (Indoor and Outdoor)
- Fine Pitch LED Videoboards (Indoor)
- Ribbon Boards (Indoor and Outdoor)
- Scorer's Table with LED Display
- Center Hung Video Display/Scoreboard (Indoor)
- Fixed Digit Scoreboards and Accessories (Indoor and Outdoor)
- Content Management Software: Ignite Sports
- Audio/Sound Systems (Indoor and Outdoor)
- Control Room/AV Systems
- · Purchase of Third-Party Software and Hardware
- UNSPSC 5512 Signage and accessories
- UNSPSC 551217 Signage
- UNSPSC 551219 Signage equipment
- UNSPSC 49221501 Sport scoreboards
- UNSPSC 49221530 Sports timer
- UNSPSC 55121703 Illuminated signs
- UNSPSC 55121726 Identification panels

THIRD PARTY SERVICE: Watchfire continues to build purchasing partnerships with top companies in the industry. We can purchase third-party software, like Motion Rocket Pro, and hardware, like JVC cameras to help schools and government entities consolidate budget items, complete purchases faster and feel confident that each item has been properly vetted.

See Technical Proposal – Watchfire – Section 4.1.1. – Products.pdf

4.1.2. **Differentiators**. Describe what differentiates your company's products from your competitors.

ENGINEERED TO STAND UP AND STAND OUT: Every Watchfire product begins with a world-class engineering team that designs our products to look great, operative efficiently and last longer than any other display. Our in-house design and process engineers work together closely to minimize connections and utilize the highest quality components in order to boost longevity and reliability while reducing opportunities for failure. We practice "elegant" engineering to design and implement the most cost-effective, streamlined processes that create the highest quality LED displays available.



BUILT TO WORK TOGETHER: Watchfire engineers and manufactures both the hardware and software need to add excitement to a game and provide information to a community. Because the components are designed to work together, Watchfire products are more efficient, more productive and have more up time.

WHOLE-SIGN COLOR AND BRIGHTNESS CALIBRATION: For outdoor sports displays, Watchfire's distinctive calibration process begins with purchasing only ½ and ¼ binned LEDs—a selection process that is up to four times more refined than single binning. After calibration, a Watchfire XVS display is 70% more uniform in color and 85% more uniform in brightness compared to manufacturers that rely solely on binning. Our process also gives customers the assurance that any replacement modules will blend perfectly with the rest of the display.

UNDER ONE ROOF: Watchfire is unique. More than 350 employees work under the same roof. At our 200,000 square foot facility in Danville, IL, engineers, fabricators, and the support call center are steps away from each other. This work environment fosters personal, professional and corporate growth that benefits our customers through:

- Reduced errors and superior levels of quality assurance.
- Quicker response time to changes and questions.
- Faster and accurate more production time.
- Innovation and problem-solving that is only capable through a spirit of cooperation and trust.

OFFER COMPLETE PACKAGES

From hardware to software; traditional scoreboards to video boards; and audio systems to complete control rooms, Watchfire can offer turnkey solutions for any school or organization.

DEDICATED SERVICE & TRAINING: The Watchfire service and training teams are dedicated solely to their jobs. This means more availability and more knowledgeable personnel.

5 YEAR WARRANTY: Warranty against material defects in material and workmanship for five (5) years from the date of shipment from factory dock.

10 YEAR PARTS: Provide 10 year parts guarantee with replacements reserved at time of purchase.

SAME DAY PARTS SHIPPING: We cover rapid outbound shipment and ground return for all warranty parts. Replacement parts shipped the same day when requested by 3 p.m. CT.

See Technical Proposal – Watchfire – Section 4.1.2. – Watchfire Difference.pdf

4.1.3. *Public Alert System.* Describe the functionality of your equipment or products in integrating with public alert system or applications (automated weather, emergency, public safety notifications, etc.).

Yes. Watchfire displays can provide alerts when using third-party software. Watchfire has tested and approved this feature in our software partner used for sports installations requiring pro-level capabilities.

Watchfire Ignite OP, OPx and OA can integrate the RSS feeds of alert systems but are not engineered to respond to immediate alerts. The DVI/HDMI input of Ignite Sports allows the operator to display weather and emergency information directly from a website or other source

4.1.4. **Software & Controls.** Describe the controls and software used in support of your product offering.



Watchfire offers a suite of content management software, specific to application type.

IGNITE SPORTS: Designed with high schools and small to medium colleges in mind, Ignite Sports makes it easy to create, manage and deliver game-time content to Watchfire in-venue displays. Hype videos, player profiles, animations, live video, and advertising will help to engage fans, drive revenue and strengthen franchise brands.

IGNITE OPx: Ignite OPx is Watchfire's cloud-based, content management software that runs on any platform with a browser, including a Mac. Built with powerful media tools and advanced customization options, Ignite OPx makes it easy for anyone to create custom content and schedule updates to their sign from anywhere with an internet connection. It is ideal for local government entities and transportation hubs.

IGNITE OA: Some publicly funded locations, like a civic center, may choose to use their videoboard as a digital billboard. Our Ignite OA software is a robust choice for out-of-home advertising content with scheduling, dayparting and tracking features.

See Technical Proposal - Watchfire - Section 4.1.4. - Software Controls.pdf

4.2. Manufacturing

4.2.1. *Manufacturing*. Describe your manufacturing operations including, but not limited to, any ISO certifications or operational advantages.

Watchfire has 110,000 square feet of manufacturing space at our 200,000 square foot facility in Danville, III. This large facility allows us to house everything we need for complete, streamlined production, including cabinet fabrication, painting, board as sembly, color calibration, shipping and warehousing.

Watchfire is unique. More than 350 employees work under this same roof. Engineers, fabricators, designers, programmers, and the support call center are steps away from each other. This work environment fosters personal, professional and corporate growth that benefits our customers through:

- Reduced errors and superior levels of quality assurance.
- Quicker response time to changes and questions.
- Faster and more accurate production time.
- Innovation and problem solving that is only capable through a spirit of cooperation and trust.

See Technical Proposal - Watchfire - Section 4.2.1. - Manufacturing.pdf

4.2.2. Testing. Describe any quality control, reliability or durability testing on the equipment and products included in your proposal.

Quality, durability and reliability are the founding principles behind everything we do. Watchfire's displays and scoreboards are rigorously tested to operate in coastal regions with high humidity and salty sea air, to desert areas with high heat, solar intensity and vast temperature changes. Our testing ensures that every sign we manufacture is designed to endure every environment.

TEMPERATURE EXTREMES: All outdoor electrical components are designed and tested to withstand temperature cycles in our environmental chambers from -40°F to +149°F. Our interior displays operate in temperatures ranging 15 °F to +100°F.

HIGH HEAT AND HUMIDITY: Outdoor LED modules are engineered to withstand 1000 hours at 185°F and 85% relative humidity. Our indoor products withstand up to 90% relative humidity.



SALT FOG. All outdoor modules pass the ASTM B117 salt fog test, originally designed to test for corrosion resistance on automotive finishes.

HIGH ACCELERATED LIFE TESTING (HALT): Controlled thermal and mechanical stress is applied to identify design weaknesses and avenues for product improvement.

OPERATION UNDERWATER: For years we've proven the reliability of our modules by running them underwater.

See Technical Proposal - Watchfire - Section 4.2.2. - Testing.pdf



Section 5. Services

5.1. Turnkey Capabilities

Note: The capabilities priced and included in Attachment B - Cost Proposal will be used to de	fine the capabilities that will be offered
to Equalis Group Members.	
Turnkey Capabilities. Describe the capabilities available through your company and	
5.1.1. of dealers and resellers that support your ability to provide turnkey solutions for Equ	
those capabilities are provided by your company and which are provided by your net	work of dealers and resellers.
Watchfire Signs, along with our network of dealer partners offer design-build services to Equalis	Group Members for worry-free projects.
Services provided by corporate vs. dealer network will be determined by specific project scope.	
Design-Build Service	
Concept Design and Rendering	
Display Installation	
AV/Control Room Design	
AV/Control RoomInstallation	
Project Management	
Sound System Installation	
Structural Engineering	
Mechanical Engineering	
Electrical Engineering	
Software Training	
Creative Content Service	
5.2. Installation	

Note : The services priced and included in Attachment B – Cost Proposal will be used to define the services that will be offered to Equalis Group Members.		
5.2.1.	Installation . Is installation available as a part of your proposal? If yes, continue answering the remaining questions in 5.2 .	⊠ Yes □ No
	chfire will work with our dealer network to ensure the quoted installation pricing receives the program discou tion varies according to location.	ınt, but actual cost
5.2.2.	<i>Installers</i> . Is the installation service performed by a company owned installation team or one of your dealers or resellers?	⊠ Yes □ No
Yes. Depending on location and project, the installation may be completed by Watchfire, a Watchfire subcontractor/installation partner or an approved dealer.		
5.2.3.	Qualifications . Describe the qualification of your installation crews. Your response may include, but is no training and certification requirements.	ot limited to,
$Watch {\it fire} thoroughly vets \ dealers \ and \ other integrators, partnering \ with \ trusted, and \ financially \ stable \ sign \ shops \ and \ AV \ professionals.$		



Watchfire provides formal, certified training for installers and technicians. Using a hands-on approach to learning, participants master assembly, examine the internal components, study the electrical and data pathways and troubleshooting techniques for every Watchfire LED display.

o.s. Otnei	r Services		
5.3.1.	Design-Build. If yes, describe your design-build capabilities or services.	Yes □ No	
	a to installation, Watchfire offers design-build service. Our six-step process simplifies the construction placks completion and reduces the daily stress of trying to complete large projects.	rocess, maximizes	
gives you a sin	Our in-house project management team combines the functions of designers, architects, engineers and construction managers and gives you a single point of responsibility. We lead efforts for collaborative concepts and problem-solving, streamline communications and manage all aspects of construction.		
_	nsive experience to every project. Our team possesses certifications from Six Sigma, Project Manager Society for Quality and more.	ment International	
See Technica	l Proposal – Watchfire – Section 5.3.1. – Design Build.pdf		
5.3.2.	Training . If yes, provide a description of the training services offered. Note: Training services are not limited to those provided to the members but can also extend to the training you provide you dealers, distributors, and resellers.	⊠ Yes □ No	
	rs free software training for the lifetime of every display we sell. Training is available via online tutor ebinars lasting from 30 to 90 minutes. Free onsite training may also be available for some projects.	ials and personal,	
Watchfire techn	nicians will come to your site to provide an initial overview training for projects.		
Most dealer pa cost.	artners are experts in the suite of Ignite content management software and can provide initial and exten	ded training at no	
2.5.5	Maintenance Services . If yes, provide a description of the maintenance services included in your proposal.	⊠ Yes □ No	
large network	services are provided at the corporate level through the Watchfire Service Team, as well local service of Sign & A/V dealers. Available services include annual inspections, on-site product repair, to oduct diagnostics, software updates and other scoreboard, display, audio related needs.		
		D . D.	
5.3.4.	Other Services. Does your company offer other services related to the scope of this RFP?	Yes □ No	
custom conten	RVICES: Our design team can create custom artwork that is tailored for individual Equalis Group Member to packages include three (3) animations (each up to ten (10) seconds in duration) or five (5) still in a savailable at an hourly rate.		



Watchfire does not offer marketing or curriculum services. Instead, Watchfire is developing tool kits that it will offer free to Equalis Group Members.



Section 6. Business Operations

6.1. Customer Service

6.1.1. Custome may inclu

Customer Service Department. Describe your company's customer service department & operations. Your description may include, but is not limited to, hours of operation, number and location of service centers, parts outlets, number of customer service representatives. Clarify if the service centers are owned by your company of if they are a network of subcontractors.

Watchfire is unmatched in its commitment to provide world-class service and support before, during and after the sale.

FIELD SERVICE STAFF: Watchfire employs twelve regional field technicians located throughout the nation, typically only one day of travel away from any installation. These technicians are onsite for most sports and indoor installations, and are available should a display need repair or troubleshooting. Each field technician is also a trained COVID-19 Site Safety Supervisor, as is now required for many public sector projects.

DEALER NETWORK: Watchfire's network of over 2,000 Sign & A/V dealers offers local expertise and guick response times.

HELP DESK: More than 40 technical support team members man our call center, located in Danville, III. Our technical support team is available to answer questions by phone or email (weekdays 7:00 AM to 6:00 PM CST) or by live chat (weekdays 7:30 AM - 5:30 PM CST.) Our system also includes convenient call-back or call scheduling options.

KNOWLEDGE BASE: Our online KnowledgeBase contains extensive service information and videos, available twenty-four hours a day, seven days a week. This gives customers access to quick, accurate answers, from basic tips and tutorials to advanced troubleshooting support.

SPORTS SUPPORT: Sporting events may require urgent after-hours support. We work with each facility to ensure they have access to support from a local dealer and someone with the Watchfire sports team.

6.1.2.

Expedited Orders. Describe your approach to handling emergency orders and/or service. Your description may include, but is not limited to, response time, breadth of service coverage, and service level.

Watchfire delivers products on time and on budget.

PRODUCTION TIME: Depending on the product, delivery times can be as soon as three (3) weeks for a fixed digit scoreboard and three (3) months for a custom-built LED display.

PARTS DISPATCH: Watchfire covers rapid outbound shipment and ground return for all warrantied parts. Parts ship the same day when requested prior to 3:00 PM CST. Warranty XVS parts receive overnight priority shipping. All other models receive two-day shipping.

RUSH PROJECTS: Because Watchfire manufactures its own products and has developed a reliable supply chain, we can complete projects within tight timeframes. Depending on the scope and timeline of the project, rush fees may be necessary.

6.1.3.

Complaint Resolution. Describe your customer complaint resolution process. Describe how unresolved complaints are handled.



Watchfire takes all concerns seriously!

All incidents and requests are logged by our service department in a database for each product sold. This allows us to see the overall history of a product through its' life and better resolve issues. In an unlikely event that an issue is unable to be resolved by the service department, it is escalated to the appropriate group to determine an adequate resolution for the customer.

6.1.4. **Product Returns.** Describe your product return policy and procedures.

Buyer shall contact the Watchfire HELP desk for warranty service. Items determined defective by Watchfire will be replaced at its option with new or like-new part(s). No credit is given for such items. Watchfire will pay for outbound shipping and return ground freight for items repaired/replaced for its manufactured goods. Buyers must pay all duties and taxes for items shipped to destinations outside of the continental United States. Buyer shall pay for the installation of repaired/replaced item and updates to the software. In the event of any delay in Watchfire's performance beyond Watchfire's reasonable control, Watchfire shall have additional reasonable time for performance. Buyer shall pay for all maintenance services.

6.2. Order & Invoice Processing; Payment

6.2.1. Purchasing Options. Describe the different channels in which this contract will be made available to Equalis Group
Members. Your response should include, but is not limited to, whether your organization will serve as the single point of contact or if the contract will be made available to your dealers and reseller to serve as the single point of contact.

Watchfire is happy to offer both direct and indirect sales, giving Equalis Group members the greatest level of flexibility. Often school and government entities prefer to purchase through one of the more than 2000 dealers we have nationwide.

6.2.2. Order Process. Describe your company's proposal development and order submission process.

Watchfire makes ordering simple.

Upon Buyer's acceptance of a System quote, the Equalis Group Member shall sign the contract, return it to Watchfire and make a non-refundable minimum deposit of one-half of the System Price.

Quotations shall be valid for no more than ninety (90) days from their date, unless otherwise stated in the quotation. All quotations are subject to change by Watchfire at any time upon notice to Buyer. It is Buyer's obligation to review the quotation carefully and to immediately advise Watchfire of any discrepancies Buyer has so any necessary changes may be made. Changes to the System after acceptance of the quote are valid only when accepted in writing and signed by both Watchfire and the Buyer.

6.2.3. *Invoice Process*. Describe your company's invoicing process.

Watchfire sends invoices upon request or when payments are due. Watchfire can provide monthly account statements via email.

6.2.4. Payment. What is your standard payment terms? What methods of payment do your company accept?

Upon Buyer's acceptance of a System quote, the Buyer shall make a non-refundable minimum deposit of one-half of the System Price. When applicable, taxes, crating, transportation, delivery charges, and any other related expenses shall be included in the System quote. The remaining balance must be paid by the Buyer three (3) days prior to Watchfire's shipment of the System. Based on circumstance, flexible terms can be considered.



Watchfire accepts payments via check, ACH, Wire, or credit card. A 2% transaction processing fee applies to all credit card payments. Watchfire also offers a 2% discount for up-front payments made in-full at time of order placement.
See Technical Proposal – Watchfire – Section 6.2. – Terms of Sale.pdf
6.2.5. Financing. Does your company offer any financing options or programs?
Yes. Working with trusted financial partners, Watchfire offers flexible options for qualified customers.
6.3. Members Contracting for Services
6.3.1. Customer Set Up. Once an Equalis Group Member decides to accept your company's proposal for services as described in RFP, what is the process for the Member to become a customer?
Watchfire's Sales and Project Management Teams are heavily involved from moment of order entry until satisfactory delivery. Watchfire provi a detailed product proposal with full specifications for customer sign-off. Upon receipt of the signed proposal, as well as p.o. acceptance a deposit receipt the project releases to manufacturing for build.
6.3.2. Customer Agreements. Does your company have standard customer agreements? If yes, please provide copies of any standard customer agreements and provide a response to question 6.3.3.
Yes, see attached agreement specific to an Indoor Video Scoreboard. See Technical Proposal – Watchfire – Section 6.3.2. – Customer Agreement
Contracting. What is the process for reviewing, negotiating, and finalizing any customer-specific contract terms or requirement Approximately how long does the contracting process take to complete (i.e., secure a fully executed contract document)? What the typical term length of your customer agreements?
Equalis Group Members, the Watchfire sales team and designated subcontractors (if needed) will discuss contract terms. Details will presented in writing and agreed to by all parties in writing prior to advancing.
6.4. Bonding Capabilities
6.4.1. Bonding. Describe your company's bonding capacity.
Watchfire is a valued surety client in good standing and is afforded surety capacity of \$10 million for a single project and \$200 million in aggregate.
6.4.2. Rating. Is your bonding obtained from a surety with an "A" rating from AM Best?
Yes. OneBeacon Insurance Group, Ltd., (NYSE:OB) is A+ rated by A.M.



Section 7. Warranty

7.1. Warranty

7.1.1.

Warranty. Provide a copy of the manufacturer's warranty. If required, please attach the warranty as an attachment as instructed in <u>Section 2.3</u> of this document. Describe notable features and/or characteristics of the warranty that a public sector customer would find interesting or appealing. How long is the warranty? Please indicate, and describe if applicable, if there are any optional extended warranty coverage available to Members. How does your warranty coverage compare to that of your competitors? Pricing related to the any extended warranty options must be included in <u>Attachment B – Cost Proposal</u>.

SYSTEM WARRANTY: When used properly under normal use and normal environmental conditions, and subject to the exclusions set forth herein, Watchfire warrants its manufactured goods, and the System against material defects in material and workmanship for five (5) years from the date of shipment from Watchfire's dock. Watchfire warrants the Price Watcher product series against material defects in workmanship for three (3) years from the date of shipment from Watchfire's docks. During the warranty period, Watchfire's only obligation and liability is to repair or replace (at its option) those part(s) of the System which prove to be defective and not merely wom out (e.g., aged LEDs). Repaired or replaced parts provided within the original warranty period shall have the same warranty for the balance of the original warranty period. Part(s) replaced or repaired outside of any warranty period shall have a warranty of replacement only for material defects in material or workmanship for one (1) year from date of shipment. Any parts not manufactured by Watchfire, but which are added to the System manufactured by Watchfire, are watchfiresigns.com or 1-800-637-2645 covered only by their original manufacturer's warranty, if any. Watchfire is not responsible for telecommunications or Internet services being unavailable, or for limitations caused by environmental conditions or incompatibilities with other systems.

LICENSE FOR SOFTWARE USE WARRANTY: "Software" as used herein includes software distributed on a media (like a CD, DVD or flash drive), software hosted on a server and accessed through a web browser, and software running on the System controllers. Media does not apply to Ignite OA. This license covers end-user applications such as Ignite OP, Ignite OPx and Ignite OA. Excluding Third Party software, Watchfire warrants that: (1) the media (if any) on which Software is provided shall be free from material defects for sixty (60) days after shipment by Watchfire; and (2) Software substantially conforms to the documentation that accompanies it. Watchfire hereby grants the Original End User a limited, non-exclusive personal, non-transferable and non-assignable license to use the Software. This license terminates upon violation of any provision of this License, and Watchfire reserves the right to electronically disable the Software upon such violation. The software is copyrighted by Watchfire Signs, LLC and buyer shall not permit the software to be copied (except for backup purposes), transferred, distributed, disassembled, reverse engineered, decompiled or tampered with. Watchfire does not warrant that the media and Software is completely error-free, will operate without interruption or is compatible with all equipment or software configurations. Watchfire may charge additional fees for any upgrades or modifications to the Software.

See Technical Proposal – Watchfire – Section 7.1.1. – Warranty.pdf

7.1.2. Claims. Describe your warranty claims process.

Defective media or Software may be replaced during the warranty period unless damaged by accident or misuse. WATCHFIRE'S ENTIRE LIABILITY SHALL BE THE REPAIR OR REPLACEMENT OF THE DEFECTIVE MEDIA OR SOFTWARE WHEN TIMELY RETURNED TO WATCHFIRE. Any replacement media or Software has the same sixty (60) day warranty. Warranty service for the System and the Software are expressly conditioned on Watchfire's prior receipt of all payments due under the License, including System Price. Buyer shall contact the Watchfire HELP desk for warranty service. Items determined defective by Watchfire will be replaced at its option with new or like-new part(s). No credit is given for such items. Watchfire will pay for outbound shipping and return ground freight for items repaired/replaced for its manufactured goods. Buyers must pay all duties and taxes for items shipped to destinations outside of the continental United States. Buyer shall pay for the installation of repaired/replaced item and updates to the software. In the event of any delay in Watchfire's performance beyond Watchfire's reasonable control, Watchfire shall have additional reasonable time for performance. Buyer shall pay for all maintenance services.





Section 8. Additional Features & Other Offerings

8.1. Additional Features

Value Add. Desc

8.1.1.

Value Add. Describe any other features or capabilities relating to scoreboards, digital displays, or audio systems that would improve or enhance the Program. Your response may include, but is not limited to, ecommerce capabilities, marketing capabilities, green initiatives, and technological advancements.

READY-TO-INSTALL OPTIONS: Watchfire offers pre-assembled displays in several interior display sizes and resolutions. These options are engineered to fit through interior doors and to be installed quickly and easily, with little disturbance to project sites and the people working within them.

MARKETING: Watchfire has an in-house marketing team, with members dedicated to the sports and public sector.

FUNDRASING TOOLS: Watchfire has a program that provides planning and marketing tools for fundraising efforts involving a digital videoboard. Watchfire will offer this program to Equalis Group Members free of charge.

CURRICULUM TOOLS: Watchfire has materials to help teachers incorporate video scoreboards into existing curriculum. These materials currently focus on the STEM/STEAM aspect of learning rather than a career focused operation of software. Watchfire will offer this program to Equalis Group Members free of charge.

IN-HOUSE SOFTWARE DEVELOPMENT: Watchfire's internal software engineers program industry-specific applications to work seamlessly with our hardware.

ENERGY SAVING DESIGN: In May of 2011, Watchfire was the first in the industry to earn UL-Energy Efficiency Certification, which is a testament to our compliance with the strictest efficiency requirements in the US.

Watchfire uses energy-saving and environmentally friendly display components and design specifications such as:

- High efficiency LEDs that last over ten times longer than traditional lighting sources and use less than half the energy of LEDs available just three years ago.
- Directional light pointed horizontally toward the viewer.
- A custom-designed, high efficiency power supply.
- · Sign ventilation design that reduces operating costs and CO2 emissions.
- Automatic dimming at sundown and optional photocell to adjust brightness in all light conditions.

SUSTAINABILITY: Watchfire continually invests in reducing power consumption, waste and chemicals related to production. Our Danville, Illinois factory recycles materials throughout the manufacturing cycle, from the productions lines to the front office, including:

- Water used in the manufacturing process where chemicals are removed and disposed of throughout the process
- Scrap from production, including aluminum, copper wire, steel, lead and cardboard
- · Wood products, such as pallets and crating
- Electronic equipment
- Workforce-related refuse, like paper, aluminum cans and plastic bottles



8.2. Additional Offerings

8.2.1.

Other Capabilities. Identify and describe any other products and/or services your company offers outside the primary scope of this RFP that can be made available to Equalis Group Members. Include proposed pricing for any additional products or services your company offers in AttachmentB-Cost Proposal in accordance with the directions provide in RFP Section 2.3 Cost Proposal & Acceptable Pricing Formats.

Watchfire can serve as a purchasing agent for hardware and software needs not manufactured by Watchfire or included in this RFP, such as video cameras, graphics and production software. Regardless of the unique needs of each member, Watchfire can provide products and services to accommodate. Watchfire will offer creative services to Equalis Group members, such as graphic design and animation design. Watchfire will offer Advertising/Sponsorship consulting to equalis members, providing guidance on how to maximize the ROI of Watchfire products.



Section 9. Partnering with Equalis Group

9.1. Bidder Organizational Structure & Staffing of Relationship

9.1.1. *Primary Point of Contact for Equalis Group.* Who is the individual that will serve as Equalis Group's primary point of contact for developing and implementing a go-to-market strategy to increase Program participation by local governments and educational institutions across the country? Include the individual's name, title, a description of their role, and a resume

or biography.

Jeff Morgan, Director of Sales of Sports & Indoor, will be the Equalis Group's primary point of contact and will be responsible for implementing, managing and growing program participation and success.

- A 20-year veteran in the sports industry, Morgan has a proven success rate of developing and implementing successful go-to-market strategies for scoreboards and LED displays.
- He possesses a deep understanding of working with the education industry (K-12 and higher education), park and recreation divisions for city governments and professional sports facilities.
- As a sales leader, Morgan specializes in strategic planning, business development, sales management, new product development, team building and profitable growth strategies.
- Morgan will be a great benefit to Equalis Group members as he shares his advertising, sponsorship sales and consulting experience.
- Key Staff. Provide the names, roles, and tenure with the company of other key staff members who will be working with Equalis Group in such areas as sales management, field sales, marketing, collateral development and approval, accounting, and reporting.
- Kyle Dines | Vice President of Sports and Indoor, 13 years with Watchfire
- Jeff Morgan | Director of Sales of Sports & Indoor, 3 years with Watchfire
- Bob Ferrulo | Sports Market Manager, 3 years with Watchfire
- Jim Bradford | East Region Sports & Indoor Manager, 3 years with Watchfire
- Tyler Kuemmerle | Sports Inside Sales Representative, 11 years with Watchfire
- Hunter Orme | Sports Sales Development Representative, 3 years with Watchfire
- David Warns | Vice President of On-Premise Sales, 8 years with Watchfire
- Carol Wade | Senior Marketing Director, 10 years with Watchfire
- Chris Cleary | Controller, 1 year with Watchfire

See Technical Proposal - Watchfire - Section 9.1.2. - Your Watchfire Team.pdf

9.1.3. Organizational Chart. Provide an organizational chart describing the roles and reporting relationships of senior management and departments or divisions within your company.

Watchfire is proud of its hands-on executive team. Each leader will be part of your project, from idea to installation and beyond.

Steve Harriott President and CEO



10 years with Watchfire | 29 years experience

Kim Weninger | Chief Operating Officer 4 years with Watchfire | 24 years experience

Adam Grimes | Chief Financial Officer 10 years with Watchfire | 16 years experience

Kyle Dines | Vice President of Sports Sales 13 years with Watchfire | 22 years experience

Pattabi Doraiswamy | Vice President of R&D 7 years with Watchfire | 24 years experience

Carol Wade | Senior Director of Marketing 9 years with Watchfire | 26 years experience

Candy Underhill | Human Resources Manager 2 years with Watchfire | 30 years experience

Darrin Friskney | Vice President of Digital Billboard 13 years with Watchfire | 20 years experience

David Warns | Vice President of On Premise 7 years with Watchfire | 22 years experience

See Technical Proposal - Watchfire - Section 9.1.3. - Organizational Chart.pdf

9.1.4.

Sales Organization. Provide a description of your sales organization, including key staff members, the size of the organization, in-house vs. third-party sales resources, geographic territories, vertical market segmentation, segmentation by account size, inside sales, field sales, and how sales representatives are compensated (e.g., on gross revenue, profitability, or some other formula).

Watchfire's Marketing, Field Sales Team and Dealer Network all actively promote to the public sector. A partnership with Equalis Group will allow Watchfire to engage in projects previously inaccessible due to buying cooperatives in place.

SALES: Watchfire employs 65 salespeople. The following will be working towards our Equalis Group goals.

- Twenty-seven (27) Territory Managers are dedicated to specific regions throughout the North America. These territory managers are responsible for direct sales and helping dealers and AV integrators in their network to grow sales, find new markets and maximize market exposure. In addition, Territory Managers are equipped with large demonstrations trucks and demo equipment to allow customers the ability to see product first hand.
- Five (5) salespeople are dedicated to the sports and indoor market. These hands-on salespeople support all opportunities from lead generation through project completion.
- Eleven (11) salespeople make up our inside sales / sales development department. They are the key to our dealer network providing quick, accurate quotes to Equalis Group Members. Quotes are often provided within an hour.



MICRO MARKETS: Watchfire is expanding its sales team committed to micro markets. This allows the salesperson to cold call and build relationships with every school and municipal entity within a single city or metropolitan area.

MARKETING: The Watchfire marketing department employs 25 writers, designers, strategists and experts in trade shows and digital marketing. The marketing also has members dedicated to the sports and indoor verticals, along with members targeting specific geographic regions.

DEALER NETWORK: Watchfire actively supports a network of more than 2000 dealers and commercial AV integrators. Support includes sales materials, training, lead development, renderings, traffic analysis reports, online dealer portal, parts availability and dispatch, technical support and a online service community.

See Technical Proposal – Watchfire – Section 9.2.3. – Marketing Sample.pdf

9.2. Contract Implementation Strategy & Expectations

9.2.1.

Five (5) Year Sales Vision & Strategy. A piggybackable Master Agreement with Equalis Group provides your company with an opportunity to win new and renew existing local government and educational institution business through an exemption to the traditional bid/RFP process. In other words, public sector entities that want to purchase your company's products and services can do so without having to conduct a bid or RFP. Describe your company's vision and strategy to leverage a piggybackable Master Agreement with Equalis Group to win and retain local government and educational institution business over the next five (5) years.

Watchfire has an aggressive growth strategy upon approval by Equalis Group. The Strategy will consist of leveraging our large portfolio of public sector clients, while simultaneously building our public sector sales team to promote the contract. Our Vision is for Equalis Group to be the primary procurement vehicle for all public sector business at Watchfire. Watchfire is known industry wide for our product quality, breadth of support and innovation. Therefore, our products and solutions are desired by many customers. However, Bids and RFP's many times remove our customer's ability to make the most appropriate purchase. Equalis Group will allow Watchfire's current and future customers to make proper buying decisions, without the unnecessary time, expense and regulations. Watchfire will work collectively with Equalis Group to maximize acceptance of the contract with Education institutions and other public sector entities throughout North America. The Equalis Group contract and it's future growth will be supported throughout Watchfire and throughout the largest dealer network in North America for digital displays, scoreboards and audio systems.

9.2.2. *Driving Program Participation & Revenue*. What geographies and public sector vertical markets will be targeted and in what timeframe?

REGIONS: Watchfire will launch an aggressive, nationwide approach to all North America public sector sales.

TIMELINES: Within weeks of program acceptance, Watchfire will have developed and implemented collateral materials, marketing campaigns (print, digital and email) and Equalis Group-focused training for our sales team and vast dealer network. Our efforts will not stop at launch though. Watchfire continually evaluates, improves and reinvests in all sales efforts.

TARGETS: Watchfire's segment goals and efforts will be based on products and market/industry health.

- Our sports lines will be marketed to public high schools, colleges and universities, eSport facilities and municipal sports complexes and arenas.
- Our display products will be marketed to K-12 public schools, local government offices like city halls, public services like fire stations and public libraries, municipal civic centers and tourism agencies.



9.2.3. **Master Agreement Deployment with Sales Team**. How will the piggybackable Master Agreement be deployed with your public sector sales team?

Because a partnership with Equalis Group will allow Watchfire to engage in projects previously inaccessible due buying cooper atives already in place, we will offer a more aggressive, full-throttle approach to program launch and growth than our competitors typically supply.

For deployment, Watchfire will:

MARKETING

- Issue a co-branded news release announcing the partnership.
- Include Equalis Group logo and link on our website.
- Build a lead-generating offer on our website, focusing on the Equalis Group program.
- Develop and distribute co-branded marketing materials.
- Invest in a paid-for digital campaign focused on keywords and social networks.
- Include Equalis Group mention and logo on Watchfire's.
- Conduct email campaigns to current customers, prospective customers and our dealer network.

TRAINING

- Create and implement a training course for our complete sales team, highlighting the process and benefits of partnering with Equalis Group. The course will include presentations, webinars, sales tactics and one-on-one assistance.
- Ensure the entire sales team understands and is working toward program goals.

TRADE SHOWS

- Attend state and national trade shows for public sector markets including sports and highlight our Equalis Group partnership.
- Attend virtual trade shows, highlighting Equalis Group partnership.

ASSESMENT

Use daily reports to continually evaluate and adjust campaigns to garner the greatest impact.

9.2.4. Sales Team Incentives. How will your sales team be incentivized to leverage the Equalis Group piggybackable Master Agreement when pursuing public sector business?

Members of Watchfire's Sales Team are compensated for each sale, as well as having aggressive income accelerators in place for growth within their territories. This opportunity with Equalis Group will create a lucrative income growth opportunity for our team members driving focus on pursuit of the market.

9.2.5. Revenue Objectives. What are your revenue objectives in each of the five (5) years of the piggybackable Master Agreement?

Because Watchfire IS NOT CONTRACTED TO OTHER PURCHASING GROUPS, we will give unprecedented efforts to growing Equalis Group sales. We have outlined a plan for exponential revenue growth, which we believe to be accurate based on the rate of contract acceptance in the public sector.

Year 1 - \$2,000,000

Year 2 - \$4,000,000

Year 3 - \$6,000,000

Year 4 - \$8.000.000

Year 5 - \$10,000,000



Total Forecast: \$30,000,000

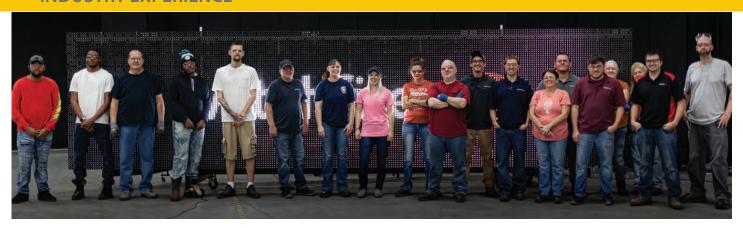
9.3. Administrative Fee & Reporting

0.0.	animonative red arteporting	
9.3.1.	Administrative Fee. Equalis Group generates revenue as a percentage of the Winning Supplier's revenue from local government and educational institutions purchasing products and services from Winning Supplier through the piggybackable Master Agreement between the Winning Supplier and Equalis Group. The Administrative Fee is designed to align the interests of the Winning Supplier and Equalis Group – Equalis Group only generates revenue when the Winning Supplier generates revenue based on Program utilization by current and future Members. The Administrative Fee for this Program is two percent (2%) of the Winning Supplier's Program revenue, payable upon invoice issued by the Winning Supplier to participating Equalis Group Members. Confirm that, if selected as the Winning Supplier of this RFP process, Bidder agrees to this Administrative Fee structure.	⊠ Yes □ No
Yes. Wa	tchfire agrees to this Administrative Fee.	
9.3.2.	Sales & Administrative Fee Reporting. Equalis Group requires monthly reports detailing sales invoiced the prior month and associated Administrative Fees earned by the 15th of each month and reports detailing the prior calendar year's sales invoiced and Administrative Fees earned within thirty (30) days following the end of the calendar year. Confirm that your company will meet or exceed this reporting requirement. If your company cannot meet this reporting requirements schedule, explain why and propose an alternative time schedule for providing these reports to Equalis Group.	⊠ Yes □ No
Yes. Watchfire will meet or exceed the reporting requirements.		



SECTION 3.3.2.

INDUSTRY EXPERIENCE



Since building our first outdoor electronic sign controllers in 1932, we have always been a company focused on products that thrive in the outdoor elements. We've developed a solid reputation selling one display at a time on Main Street USA, to schools who expected their displays and signs to outhustle and outlast.

Our past is a foundation for who we are as a company, and our present and future rely on continuous improvement and an integrated approach to designing, manufacturing and supporting our own technology.

1930s

Watchfire opened its doors in 1932 and has been an industry leader ever since.

1950s

Watchfire revolutionized electronic information in 1951, when we pioneered the incandescent time and temperature displays that lit up main streets throughout the country.

1960s

Watchfire continued to lead the way in innovation and engineering as we built building electronic teletype-controlled message centers.

1990s

Watchfire Signs made a splash in the market in 1998, when we began to engineer LED Electronic Message Centers (EMCs).

2000s

Watchfire built its first color video display in 2003. It displayed video at an astounding 30 frames per second and had a color palette of 281 trillion colors.

2010s

We added 110,000 square feet of manufacturing space in 2013, more than doubling the size of our facility. We manufacture our products under one roof. Our Help Desk provides support in the same facility as our engineering and manufacturing teams. This means that when issues arise, we can find resolutions quickly and expertly.

In 2018, Watchfire launched Ignite Sports game day software, disrupting the industry's concept of scoring and event management software. We also acquired HD Sports Boards, a nationally recognized designer and integrator of scoreboards and sports video displays.

Today

Today, Watchfire has more than **350 employees** dedicated to designing, manufacturing and supporting our LED scoreboards, displays and signs. We have more than **60,000 LED products in operation** today.



INSTALLTION EXPERIENCE

In 2018, Watchfire accelerated its growth in the sports signage market with the **acquisition of HD Sports Boards**, a nationally recognized designer and integrator of scoreboards and sports video displays. Bob Ferrulo, president and CEO of HD Sports Boards, also joined Watchfire.

As a total solutions provider for sports stadiums and arenas, HD Sports Boards brings experience in design, engineering, project management, procurement, and commissioning of LED video displays, fascia boards, message centers, scoreboards, control rooms, A/V systems and advertising and entertainment systems to the Watchfire portfolio.

NATIONAL BASKETBALL ASSOCIATION - NBA

FedExForum | Memphis, TN MAJOR LEAGUE BASEBALL - MLB Tropicana Field | Tampa, Florida Shea Stadium | New York, NY

MINOR LEAGUE BASEBALL - MILB

Prince George's Stadium | Bowie MD Frontier Field | Rochester, NY Camelback Ranch | Glendale, AZ Riverwalk Stadium | Montgomery, AL Standard Bank Stadium | Crestwood, IL

NATIONAL FOOTBALL LEAGUE - NFL

New Era Field (Ralph Wilson Stadium) | Buffalo NY

MINOR HOCKEY LEAGUE

Allen County War Memorial Coliseum | Ft. Wayne, IN
Harry Lumley Bayshore Community Centre | Owen Sound, Ontario, CA
WFCU Arena | Windsor, Ontario, CA
Sadlon Arena (Barrie Molson Centre) | Barrie, Ontario, CA
GFL Memorial Gardens | Ste. Marie Ontario, CA
Marina Auto Stadium (PAETEC Park) | Rochester, NY
Jacksonville Veterans Memorial Arena | Jacksonville, FL
MassMutual Center | Springfield, MA
Gwinnett Civic Center | Gwinnett, GA
Times Union Arena (Pepsi Arena) | Albany, NY
Blue Cross Arena | Rochester, NY
Wells Fargo Arena | Des Moines, IA
FirstOntario Centre (Copps Coliseum) | Hamilton, Ontario CA
Dort Financial Credit Union Event Center | Flint, MI
CenturyLink Center | Bossier City LA

COLLEGE & UNIVERSITY

U of Maryland Xfinity Center | College Park, MD
U of Maryland Byrd Stadium | College Park, MD
University of Illinois at Chicago Pavilion | Chicago, IL
Virginia Tech Lane Stadium | Blacksburg, VA
Virginia Tech Cassell Coliseum | Blacksburg, VA
University of Texas-Pan American Stadium | Edinburg, TX
Hudson Valley Community College McDonough Sports Complex | Troy, NY
U of Virginia John Paul Jones Arena | Charlottesville, VA

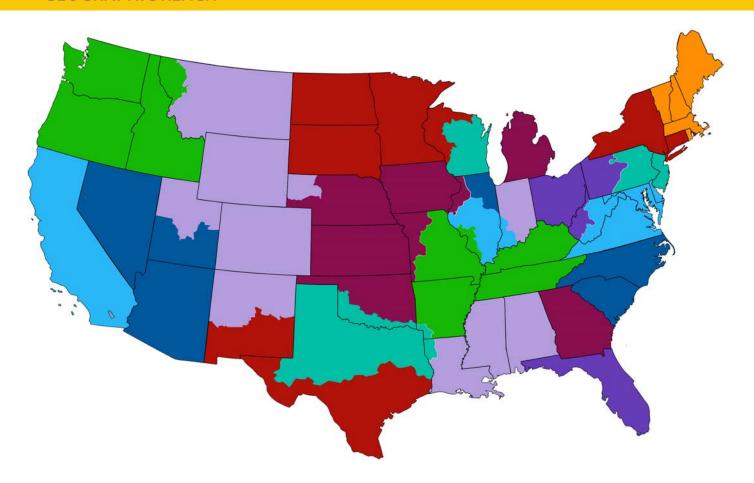






SECTION 3.3.3.

GEOGRAPHIC REACH





NATIONAL SALES TEAM

Watchfire employes sales people throughout both the United States (including Alaska and Hawaii) and Canada.



NATIONAL SERVICE TEAM

Watchfire employs regional technicians startegically located throughout the nation.



NATIONWIDE DEALER PARTNER NETWORK

Our network of more than 2000 trusted dealers and intergrators provide local services at thousands of locations.

watchfiresigns.com or 1-800-637-2645 RFP # COG-2103



SECTION 3.4.2.

PUBLIC SECTOR SUCCESS

A LEGACY OF PUBLIC SECTOR SERVICE

For decades, Watchfire has been provide digital solutions, products and service to all four levels of public sectors:

- International
- National
- Regional
- Local

With tens of thousands of reachable customers in our system, Watchfire has the industry knowledge and established marketing channels to promote the Equalis Group partnership to multiple segments.

EDUCATION

- K-12 Public School
- K-12 Private/Charter School
- Community College
- Public University
- Private University

SPORT

- K-12 School
- College and University
- Municipal Arena
- Municipal Stadium
- Sports Complex
- Esports Arena

LOCAL GOVERNMENTS

- State
- City
- Borough
- County
- Township
- Incorporation

MUNICIPAL ENTITIES

- Fire Department
- Police Department
- Library
- Civic Center
- Tourism Center
- Community Center
- Utility

HEALTHCARE

- Hospital
- Health Department

ASSOCIATIONS

- General
- Military
- Union









Many municipalities across the country use LED signs to educate and inform their local communities. Fire departments, government buildings and community centers love digital messaging for its flexibility and effective communication tools.

LED signs are more than an identity marker, they are powerful advertising tools that inform the public with messages programmed months in advance or updated in minutes. With cloud-based content management software, you can update your sign, or a network of signs, from anywhere with an internet connection. This gives many governments and organizations greater responsiveness for emergency notices and ongoing community updates.

Use your Watchfire sign to update your customers on:

- Amber Alerts or Silver Alerts
- Shelter-in-place or evacuation warnings
- Shelter locations and emergency instructions
- Road closures and real-time weather warnings
- Crime-stopper notices or local crime prevention strategies
- Daily fire danger updates, blood drives or neighborhood watch programs

WHY WATCHFIRE

Watchfire has been designing and manufacturing outdoor electronic signs since 1932 and is one of the world's leading digital signage manufacturers.

Reliability. Watchfire signs have the highest uptime of any manufacturer in the industry. Streamlined design and patented front ventilation make installation easy and reduce the possibility of failure. Fewer connection points systematically increase reliability for the life of your LED sign.

Quality Content. Our Ignite® content management software is an easy to use, intuitive program for creating and scheduling messages. Software training is free with every purchase to help everyone on your team learn how to create eye-catching advertising messages. Dynamic features let you schedule messages based on temperature or weather changes, and because our software is in the cloud, you can control one sign, or many, from any internet connected device.

Unmatched Durability. Watchfire encapsulates every outdoor LED module for superior weather resistance. Our products are rigorously tested for durability and are proven to withstand internal cabinet temperatures from -40 °F to 140 °F. Wherever your municipality is located, you can count on your Watchfire sign to perform dependably.

Stellar Service. Watchfire supports our customers from purchase to installation, and from operation to maintenance. We provide unmatched customer support to both the sign dealer and you. With more than 85 years in business, we have the experience and resources to deliver superior quality and customer service.

We have more than 60,000 Watchfire LED signs in daily operation worldwide. Join a growing list of municipalities who know that a Watchfire sign can help engage and inform their communities.



Watchfire 10mm 360 x 480 Matrix 12'5" x 16'3'



Watchfire Indoor 3mm 384 x 960 Matrix 3'9" x 9'5"



Watchfire 16mm 72 x 126 Matrix 4'5" x 7'3"

Watchfire's team is here from sign design to presentations with local planning and zoning boards, and from installation to operation. **Contact your local sign dealer or visit watchfiresigns.com to learn more.**

watchfiresigns.com 800-637-2645 v072820







The department protects the community with a staff of about 11 paid employees and 60 volunteers, who provide firefighting, as well as emergency rescue including trench, rope and water rescue. Because the department relies on volunteers to operate, the organization was looking for a sustainable way to recruit volunteers, while also providing important safety information to the community. They decided that a digital sign would give them the flexibility to do just that.

With a grant from the Federal Emergency Management Association (FEMA), the fire department selected Watchfire Signs to manufacture its new 16mm color digital sign, which was installed by Moss Sign Company of Asheville, NC, at the department's main location on Highway 64.

"I did a lot of research into different sign manufacturers, and decided on Watchfire because their customer service simply was the best," said Heather Llana, with the Etowah Horse Shoe Volunteer Fire Department.

The department runs a variety of community outreach messages on the digital sign, including calls for volunteers, notifications about burn events and bans, and the daily RP (Readiness Plan) level from the North Carolina Forest Service. The RP level corresponds to the expected fire danger and the resources needed to be on hand that day.

"The Watchfire sign has allowed us to expand our volunteer recruitment beyond word of mouth to family and friends," said Llana. "We've even had older members of our community see the sign and stop in to ask if there was a way they could volunteer. People often don't understand that volunteers do more than fight fires and provide rescue services. We can put anyone to work directing traffic and doing other jobs."

One of the most frequent questions the department gets is how they were able to afford such a beautiful sign. "Since we had so many questions about this, we decided to program a message in our rotation thanking FEMA for the grant that helped provide the funds for our sign," said Llana.

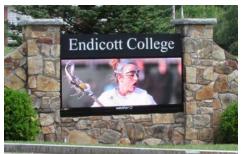
"Our new Watchfire sign gives us an exciting way to encourage volunteers and keep the community safe."

HEATHER LLANA ETOWAH HORSE SHOE VOLUNTEER FIRE DEPARTMENT - ETOWAH, NC



watchfire

KEEP YOUR COMMUNITY INFORMED AND EDUCATED







XVS 10mm • Matrix 90 x 240

12mm • Matrix 48 x 336

12mm • Matrix 72 x 168

For educational institutions, there is no better way to deliver your message to the local community than with a Watchfire sign. No other form of communication offers the same flexibility to quickly and effectively inform your audience. Whether scheduling content months in advance, or updating last-minute changes, an LED sign gives your institution control over your messages.

LED MESSAGE CENTERS FOR EDUCATIONAL INSTITUTIONS:



Indoor 6mm • Matrix 288 x 480

Quickly communicate schedule changes and cancellations	Broadcast weather warnings, safety alerts and emergency instructions
Promote school spirit, sporting events, and student activities	Seek community support for fundraising events
Acknowledge outstanding student and staff achievements	Enhance technology curriculum by involving students in design

WATCHFIRE ENGINEERS AND DESIGNS EVERY ASPECT OF OUR LED DISPLAYS TO HELP YOU PROMOTE YOUR MISSION AND COMMUNICATE EFFECTIVELY WITH YOUR COMMUNITY. With more than 50,000 LED displays in operation, we have the experience and the expertise to put the most powerful visual communications tool in the market to work for you. Our reputation for unmatched quality and reliability makes our LED signs a top choice for the most reputable sign dealers and designers in the industry.

watchfiresigns.com 800-637-2645 v021017

SIENA COLLEGE LOUDONVILLE, NY 9 MILLION EXPOSURES PER YEAR 10 mm 4'5" x 10'3"



Siena College is a private, Franciscan liberal arts college founded in 1937 in Loudonville, N.Y., two miles north of Albany. With just over 3,000 students, the college operates in a challenging educational environment, competing against larger public schools and regional private colleges.

The college's strategic plan called for a more aggressively broadcast message about its distinctive value to better stand out in a crowded marketplace. By redefining its main entranceway, Siena's goal was to create a modern solution that would convey important, branded information to the campus and community.

The college turned to Saxton Sign Corp. of Castleton, N.Y., to help imagine, design and install a new entranceway sign for the campus. The new sign, a double faced internally illuminated sign box with routed out and pushed through lettering for identification, is mounted above back-to-back 10mm Watchfire digital message boards.

"As a small school with a beautiful campus, we needed to be thoughtful about how to create a dramatic and attractive entranceway that ties into the aesthetic of the campus, while also providing us an opportunity to extend the brand," said Jason Rich, director of marketing and communications at Siena College. "The new signage with Watchfire message centers allows us to do this."

The college uses the message centers to post positive information that conveys what makes Siena different from other area colleges, including facts, images, campus achievements and events. The ability to change messages easily has helped the college clean up the clutter from directional and event signage that would spring up along busy U.S. Route 9 where the campus is located. The college also is able to sell advertising space on the sign to promote upcoming events on campus.

According to Lisa Tymchyn, account manager at Saxton Sign Corp., the company specified Watchfire message centers because of their reliability, how good the boards look, and the support received from Watchfire. "This was a complicated project that required achieving the right design for a conservative but still modern look, permitting, and overcoming placement obstacles. Our Watchfire rep was a huge help in getting this project over the finish line," said Tymchyn.

Watchfire worked with Siena College to develop and program content so messages would begin running as soon as the sign was turned on. The feedback from students, alumni and the community has been overwhelmingly positive. In fact, nearly 1,000 alumni voiced their support on social media after the college posted a photo of the new sign.

"Our new digital message center from Watchfire enables us to share the Siena story with thousands of people who see it annually, which enhances our value and brand. We couldn't be happier."

JASON RICH | DIRECTOR OF MARKETING AND COMMUNICATIONS AT SIENA COLLEGE



DIGITAL SIGNAGE FOR SCHOOL DISTRICTS

BENEFITS FOR SCHOOLS, STADIUMS AND CURRICULUM



Digital Signage for School Districts

Benefits for Schools, Stadiums and Curriculum

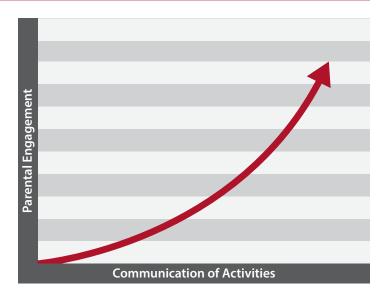
In today's age of quickly advancing technology, it isn't enough for school districts to just communicate with members of the community. More than most businesses and organizations, educational institutions understand the importance of securing the most up-to-date resources. Whether it's a

landmark sign at the front of the building, or an LED video display in a sports arena, school systems can use digital sign technology to increase visibility, provide educational opportunities in technology and increase revenue from sponsorships and other community support.

Why Digital Communication Makes Sense for Schools

Students, educators and community members already rely on digital tools like laptops, tablets and smartphones to manage daily communication needs. By building on those skills, using an LED sign as a digital communication source comes easily. For the broad range of activities, programs and announcements that school systems have, the ability to notify target audiences with digital signage can be a significant change for the better.

Unlike labor intensive, inconvenient manual letter boards that blend into their surroundings, LED signs for schools can keep students, parents and the surrounding community informed with vibrant messages that can be programmed months in advance or updated in minutes. As school districts become more efficient, funding for administrative staff can decrease, making communication with multiple school constituencies a challenge. LED signs offer messaging that can be customized to the needs of each institution, and easily updated for last minute announcements.



Intuitive and easy-to-use content management software allows schools to build content that meets every need. With a library of ready-made messages and the ability to import still images and animations, the right software makes a sign responsive while presenting a tremendous learning opportunity for the entire school community.

Digital Signage for School Districts: Benefits for Schools, Stadiums, and Curriculum

1 | ©2019 Watchfire Signs v072419

Academic Programs

LED signs, whether a single display or an integrated network, provide consistent outward-facing communication. As more schools upgrade manual letter boards to digital signs, the operation of these displays can be easily integrated into the curriculum to teach real-world job skills.

Providing a technology-based curriculum centered around the programming and operation of an LED display covers many different areas of instruction. Graphic students can design content for school announcements, crowd prompts and sponsorship advertising for events. Business and marketing students can gain experience with sponsorship sales similar to the "old school" practice of selling yearbook ads.

The practical experience can also become part of an integrated production system for sports and events associated with a virtual scoreboard. Media classes can help students develop skills in content design, camera operation, on-air commentary and other exciting aspects of real-time event production.



In Practice on the Field



The Villages Charter High School (TVCS) located in The Villages, Florida, is a modern educational facility with state-of-the-art amenities for its students. The school recently modernized its athletic stadium with a dynamic new video scoreboard. "We thought it would attract more people to our school, or bring us more visibility when we host state-wide events like the all-star game," said Richard Pettus, The Village's athletic director.

Content and programming for the video display is done by students in media and journalism classes. The curriculum provides experience in producing a live broadcast and is popular with students. Students work individually on all aspects of the broadcast and as a team during sporting events.

Their digital display and media system enable TVCS students to produce live video, instant replay, sponsor advertisements, commercials and promotions to enhance the fan experience and increase the advertising value for sponsors.

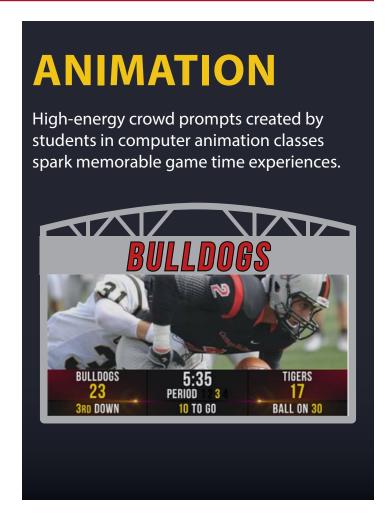
Digital Signage for School Districts: Benefits for Schools, Stadiums, and Curriculum

Building School Spirit

While school entrance signage informs and attracts people, digital video and virtual scoreboards promote school pride at events like pep rallies, band competitions, school sports and other regional or state events. For schools that use digital displays in stadiums and multipurpose buildings for sporting and entertainment events, students can engage their peers with content created for today's short attention spans.

With digital displays, you can draw fans into the stadium and keep them informed throughout an event. Promote other sports and school activities while you have their attention. Host another sport in exhibition before a big game or build an art gallery leading into the gym or stadium. Digital messaging gets the word out on innovative new programs and increases attendance.

With easy to use software, educational institutions can create content for all distribution platforms, like online streaming, social media and video scoreboards. Posting Instagram photos on the video scoreboard can boost school spirit and increase engagement. Shared fan-generated content gets noticed and increases visibility.



Integrate LED Signage into Your Facility's Plan

Determining that digital displays can benefit an educational institution is the easy part. The next step is incorporating these devices into a school's long-term facility planning and deciding how to find funding. Planning is especially important when installing multiple signs for district-wide message coordination among administration buildings, stadiums and event centers. Local zoning codes will vary for signs that face public streets and those located within school property.

Facility renovation costs can be a significant portion of school budgets. A local sign company and display manufacturer can help with the budget approval process by providing a display custom-made to the needs of each district, with examples of how the display can benefit the institution. Because of its versatility and visibility in messaging the community, any budgeted funds for marketing or advertising can be redirected to pay for digital signage.

Digital Signage for School Districts: Benefits for Schools, Stadiums, and Curriculum

Ideas for Funding

Find out what facility improvements administrators need by getting their input on the project. Updated signage may be integrated into a district-wide renovation plan and voted on by the public as a part of a construction bond issue, which can be used to obtain funding for larger school projects.

While budget requirements and resources vary from state to state, the money for a digital signage upgrade may already be available through state resources. Tapping into the facility improvement funds allocated in your state and integrating signage into facility renovation proposals may be an effective route to full or partial funding.

PTO and PTA groups have been known to work on projects that benefit an entire school, and a digital

sign can fit that mission perfectly. Many PTOs have invested in traditional school signs, so supporting the purchase of digital display could be approached from the same perspective.

With a pledge drive, local businesses and groups can contribute to encourage a greater community connection to the school. A successful drive for a new sign can lead to a deeper understanding of the school's needs and the potential of financial support for other projects.

Once your digital display is in place, be sure to use the technology to its highest capabilities. This will keep the revenue stream healthy and growing.



Digital Signage for School Districts: Benefits for Schools, Stadiums, and Curriculum

Why Watchfire?

Watchfire is renowned for delivering the best looking, most reliable displays on the market. When purchasing an LED display, you want one that looks great and is easy to use. You want reliable, tested components that are engineered to showcase vibrant messages and create a memorable experience for the community. You want a display that provides outstanding results.

Reliability. Watchfire signs have the highest uptime of any manufacturer in the industry. Streamlined connection points make installation easy and reduce the possibility of failure. Fewer connection points systematically increases reliability for the life of your LED sign.

Quality Content. Our suite of Ignite® content management software makes creating and scheduling messages easy and intuitive. Software training is free with every purchase to help everyone on your team learn how to create eye-catching advertising messages. Dynamic features let you schedule messages based on temperature or weather changes, and cloud-based software makes it possible to control one sign, or many, from any internet connected device.

Designed for the Sports Experience. For outdoor installations, Watchfire's S16mm is the sports industry's best display, specifically designed for stadium and outdoor entertainment venues. With full sign color calibration, the S16 ensures accurate color reproduction, and its through-hole LEDs feature a wide viewing angle for clear views from any seat. Faster refresh rates let fans effectively share photos of game-time displays through social media. Ignite Sports software is a turnkey solution that puts instant replay, player profiles and crowd prompts at your fingertips. Watchfire's sports market team can show you how to generate more revenue, encourage crowd participation, promote concessions and recognize sponsors.

Stellar Service. Watchfire and our national network of qualified sign dealers will be here to support you from design to installation, and operation to maintenance. We provide unmatched customer support to both the sign dealer and sign owner. With more than 85 years in business, we have the experience and resources to deliver superior product quality and outstanding customer service.

Investing in the Future. Administrators of facilities with Watchfire Signs find that they help school districts communicate effectively, making updated and responsive displays a valuable long-term investment. School systems across the country have been praised by parents, student groups and neighboring businesses after installing a Watchfire product.

Reach out. Communicate effectively.

Call us at 800-637-2645 or visit watchfiresigns.com.

v072419



SPORTS MARKET RESOURCE GUIDE

ENHANCE THE FAN EXPERIENCE











Rethink Your Scoreboard

For every team, there is a legacy to be built. It's a foot stomping, heart pumping, "This is our house!" legacy. Feed the excitement and capture every electrifying moment with a Watchfire video scoreboard or display. Whether alone or paired with a fixed-digit scoreboard, a Watchfire display fires up players, fans and sponsors and comes with the best service in the industry.



Once we saw Watchfire's technology it was obvious that the center hung display was aging and should be replaced. Our new displays are real showpieces and are higher resolution than many professional sport facilities.

Trent Ross | Director | The Coliseum at University of West Georgia

San Jose Municipal Stadium

San Jose, CA • 19mm • 26'10" x 36'



mart&Final & GAGLIARDI









Sutter Health



www.comcasthometownnetwork.com



Outdoor Video Scoreboards & Displays

Celebrate victories with the best-looking, most durable video scoreboards and displays in sports. Watchfire is the only manufacturer who factory calibrates for both color and brightness. This ensures you, your fans and your advertisers can enjoy brilliant, accurate colors. High contrast LEDs and wide viewing angles provide great viewing from every seat. Our outdoor S-Series is designed with a faster refresh rate so it photographs beautifully, making it ideal for social media sharing.

Engineered to withstand all kinds of weather, Watchfire scoreboards have a protective silicone encapsulation. Our scoring and timing systems are designed to integrate seamlessly with a variety of control rooms configurations. Whatever the sport, Watchfire displays keep score, showcase athletes, boost fan participation, and grow sponsorships with eye-catching excellence.



After visiting the Watchfire facility in Illinois, we were extremely impressed by their entire operation. It was important to us that Watchfire displays carry a no-hassle warranty. Also, we purchased a Watchfire marquee sign and have had zero issues.

Lance Motch | Senior Vice President of Baseball Operations | San Jose Giants





Indoor Video Scoreboards & Display

Create a home court advantage with Watchfire's indoor S-Series video scoreboards and displays. Our tight resolution, sharp contrast and highquality LEDs will dazzle fans, sponsors and the competition. Adjustable brightness sets the perfect level in low or full light. A faster refresh rate prevents flickering on television cameras or cell phones.

Our X-Series offers micro pitch resolutions with HD and 4K capabilities. Close viewing angles and a dust and splash resistant surface make this an ideal choice for arena concourses, too. These seamless displays can be configured into shapes that accommodate venue architecture and spark fan excitement.

> When a fan attends a college or professional sporting event, the video board adds a great deal to the excitement of the game, and we wanted the same feeling in our gymnasium. I've had a number of coaches from competing schools compliment the Watchfire video board, and the competing players often are dazed by the hype videos and sound.

Mark Bacys | Athletic Director | Danville High School

Danville Stadium

Danville, IL • 16mm • 8'4" x 36'



Ignite Sports

Ignite Sports event management software makes it easy to create, manage and deliver game-time content to Watchfire in-venue displays. Prompt your crowd to make noise with the push of a button. Whether they're professionals or volunteers, give your game staff an intuitive scoring and timing interface that's easy to learn and operate. Instantly personalize video scoreboards with team colors, graphics and advertising zones.

Content like scores, hype videos, player profiles, animations, live video, and advertising give you the tools to engage fans, drive revenue and strengthen team branding. Built-in editors and a library of pre-programmed animations and stills let you turn any event into an adrenalinepacket experience.









We earn more revenue with Watchfire Ignite Sports. In seconds, I can build an ad and send it to the big screen. We can jump in and out of the playlist without losing our place in the rotation, which helps us give equal exposure to all our sponsors.

Tom Fricke | Information Director | Danville Dans

Princeton High School

Cincinnati, OH • 16mm • 17'4" x 32'



Peace of Mind

Your community and fans deserve the most exciting event experience and engaging content you can provide. Watchfire designs our sports packages and service around giving you the best video displays for years of worry-free performance. Our extensive network of installation experts and factory-trained technicians are located throughout the U.S.

Turnkey

Schools, colleges and professional teams are discovering Watchfire's turnkey solutions for scoring, control room integration and game day excitement. From idea through installation and integration, we provide the expertise, world-class displays, hardware, cameras, equipment and assistance you need to create a system that produces jaw-dropping entertainment systems and maximizes crowd engagement.

Quality

Watchfire displays are known for their quality and reliability. We stand behind the products we sell. Our reputation depends on your display looking and performing great, so we offer sports solutions that are designed to stand up to the harsh conditions in the world of sports. We offer products that can take the punishment of a sports environment and give your sponsors and fans an incredible experience.

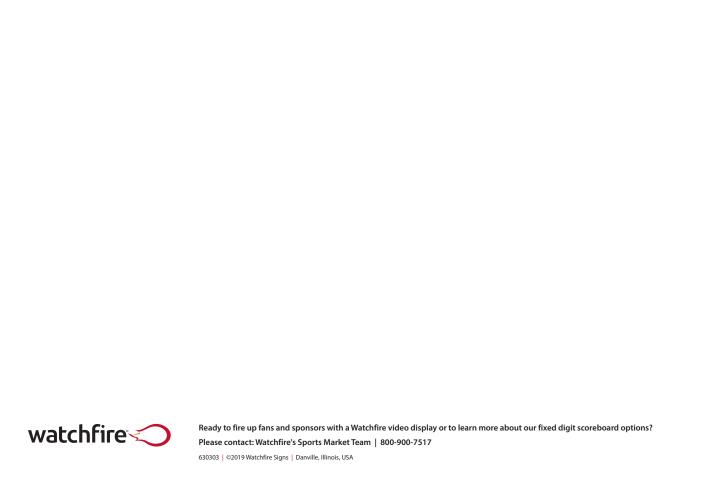
Reliability

For over 85 years, we have designed, engineered and serviced superior products, and there are more than 60,000 Watchfire signs in daily operation to prove it. We work with an experienced network of partners throughout the country, who bring local expertise and knowledge to your job site. Because we work with the best providers and installers in sports, Watchfire can provide solutions for all types of facilities.



The school board was supportive of a full video scoreboard that would make an impact in the community. The Watchfire video board allows us to showcase our community partners, advertisers and others, as well as run custom graphics for each sport.

Chris Lockhart | Director of Technology | Princeton High School





SECTION 3.5.1.

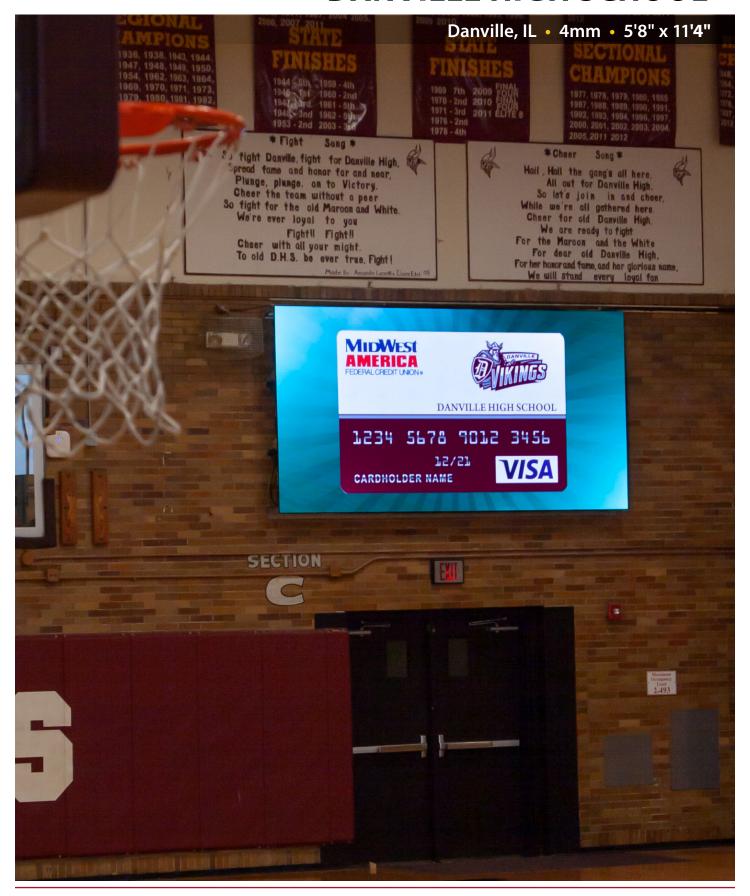
CUSTOMER REFERENCES

PRAIRIE HIGH SCHOOL





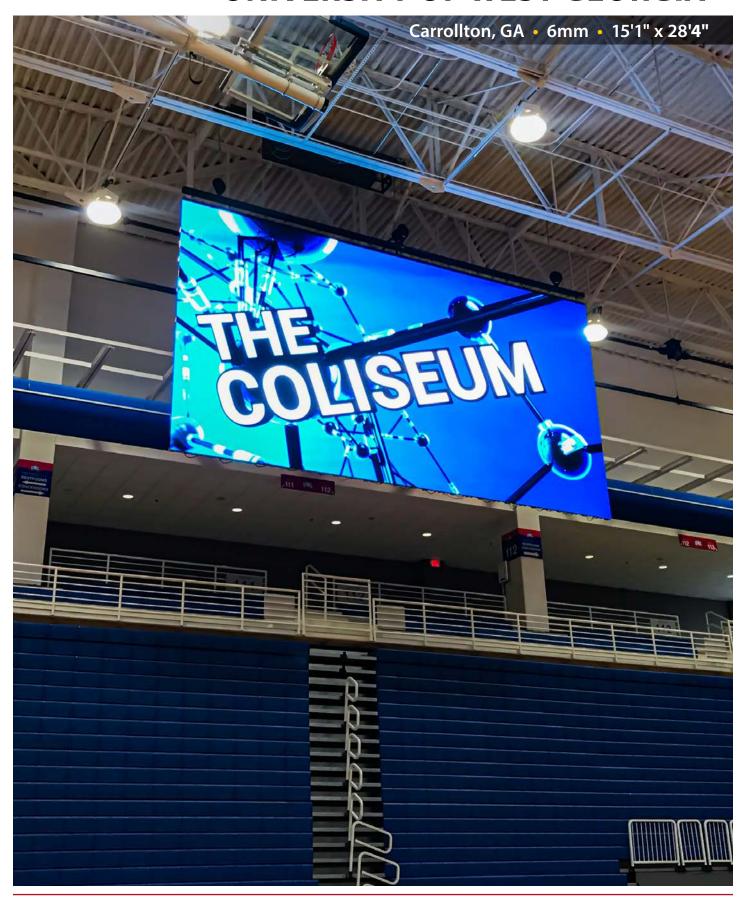
DANVILLE HIGH SCHOOL



watchfiresigns.com or 1-800-637-2645

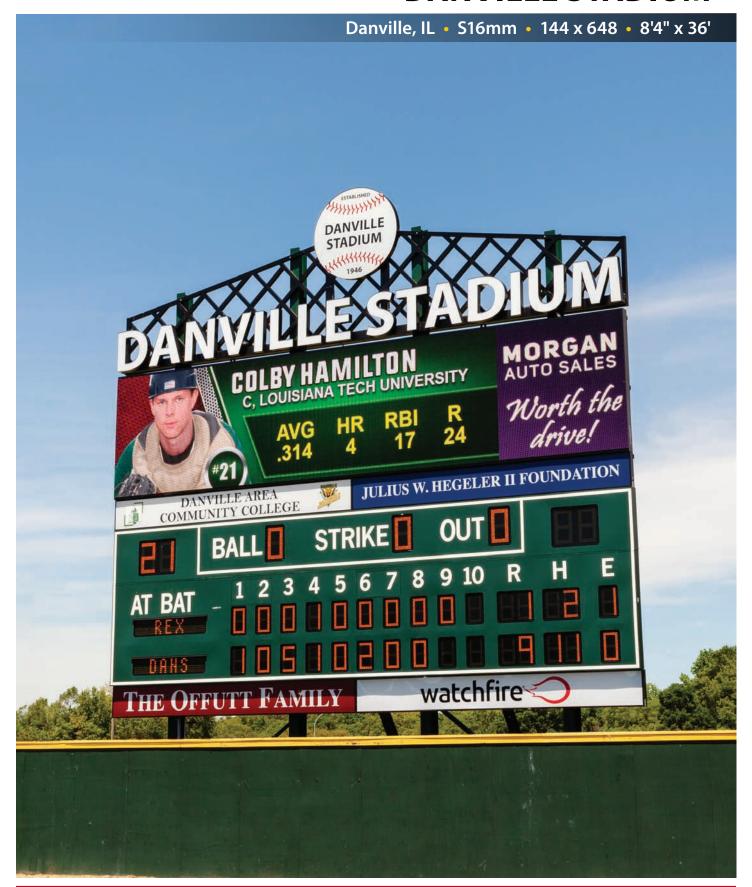


UNIVERSITY OF WEST GEORGIA





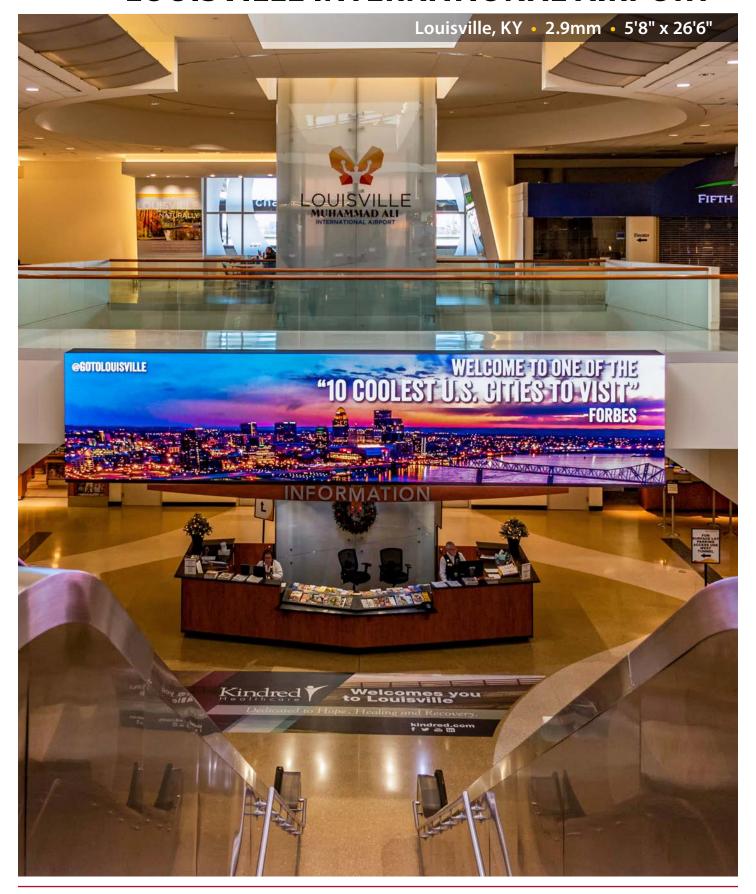
DANVILLE STADIUM



watchfiresigns.com or 1-800-637-2645



LOUISVILLE INTERNATIONAL AIRPORT





SECTION 4.1.1.

PRODUCT DESCRIPTION

Watchfire offers Equalis Group an extensive product line of LED displays and accessories. Our LED displays can be used in every industry looking for bid/RFP exemption, including educational institutions, local municipal and government entities, transportation hubs and military bases.

SPORTS

- LED Virtual Scoreboards (Indoor and Outdoor)
- Fine Pitch LED Virtual Scoreboards (Indoor)
- LED Videoboards and (Indoor and Outdoor)
- Fine Pitch LED Videoboards (Indoor)
- Ribbon Boards (Indoor and Outdoor)
- Scorer's Table with LED Display
- Center Hung Video Display/Scoreboard (Indoor)
- Fixed Digit Scoreboards and Accessories (Indoor and Outdoor)
- Content Management Software: Ignite Sports
- Audio/Sound Systems (Indoor and Outdoor)
- Control Room/AV Systems
- · Purchase of Third-Party Software and Hardware

ON PREMIS

- LED Message Displays
- Street Level Signs
- Gate Entrance Signs
- Content Management Software: Ignite OPx

INDOOR

- · LED Message Displays
- Video Walls
- Conference Room Displays
- Pre-Assembled Video Displays
- Content Management Software: Ignite OPx

The following pages will showcase our most popular product lines, which will be the base of our Equalis Group Program.

INDOOR DISPLAYS



Tyson Sign Company | Paula Deen's Family Kitchen | | San Antonio, TX

The images are so crisp and clean that it puts congregants right into the picture. The resolution on our Watchfire sign is as good or better than any movie theater.

Sandra Tracy | Otter Creek Assembly of God Little Rock, AR Indoor digital displays are ideal for redefining interior spaces in sports complexes, live event venues and any location with pedestrian crowds. We offer high resolution displays that deliver optimal brightness and feature versatile mounting options for seamless installations.

Watchfire uses high contrast LEDs to deliver an ultra-wide viewing angle and rich color palette. Adjustable brightness lets you use the product in areas with abundant natural light or in darker interior settings.

Beyond the hardware, Watchfire's Ignite suite of content management software offers versatile options that operate one sign, or a network of different signs. From cloud-based options to sports and event management software, no other signage software has as many satisfied users as Ignite.

When you partner with Watchfire on indoor projects, you get the same peace of mind that comes with all of our products. We offer products that outperform the competition, and back them up with the same commitment to support and service we've offered to customers since 1932.

Learn more at watchfiresigns.com/indoor.





watchfiresigns.com or 1-800-637-2645 RFP # COG-2103

SPORTS VENUES

GET IN THE GAME

Enhance the Experience

Watchfire video displays create great game-time atmosphere with live video feed capabilities, instant replay, and reliable scores and stats. With our proprietary Ignite Sports event management software, your customers can adapt to every event need. Touch screen and drag-and-drop features make updates quick and easy.

Increase Sponsorships

With a Watchfire video display and the support of our sports team, facilities can generate more revenue. Teams, sponsors and fans deserve the most exciting event experience and engaging content available. Watchfire builds every aspect of our product and service around providing the best video display a venue can buy.

Displays with Results

Venues want displays that integrate all aspects of an event. Our outdoor video displays integrate with live video feeds and instant replays, and feature encapsulation to protect against the elements. Our indoor displays offer the same high-quality experience in a higher resolution, all backed by Watchfire's legendary service and support.

A Team of Experts

For a successful sports display package, you need an expert to help you bring all the elements together. From idea through installation and integration, we provide the expertise, world-class displays, hardware, cameras, equipment and assistance to help your customers create a system that produces jaw-dropping entertainment and maximizes crowd engagement.

Learn more at watchfiresigns.com/sports.

Praise Sign Company | East Kentwood High School | Kentwood, MI | 16mm | 252 x 576 | 14'4" x 32'4"





Mid-Florida Signs & Graphics | The Villages High School The Villages, FL | 19mm | 176 x 304 | 11' x 19'

watchfiresigns.com or 1-800-637-2645 RFP # COG-2103

SCOREBOARD CATALOG





WE ARE WATCHFIRE

FIXED DIGIT SCOREBOARDS FOR CONVENIENT AND AFFORDABLE SCORING

From baseball to basketball, and football to soccer, Watchfire offers fixed digit scoring solutions for schools and athletic facilities of all sizes. Our turnkey solutions include a wide array of scoreboards, controllers and timing components, and are ideal for indoor and outdoor facilities like schools, sport complexes and municipal athletic centers. Every scoreboard we sell carries Watchfire's five-year warranty and gold star service and support.

PAGES	CONTENTS
3	BASEBALL & SOFTBALL SCOREBOARDS
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21	TRACK & FIELD SCOREBOARDS
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VIDEO SCOREBOARD





BUILD THRILLS AND CHILLS WITH THE BEST-LOOKING VIDEO DISPLAYS IN SPORTS

For every team, there is a legacy to be built. It's a foot stomping, heart pumping, "This is our house!" legacy. Feed the excitement and capture every electrifying moment with a Watchfire video scoreboard or display.

Paired with your fixed-digit scoreboard, an indoor or outdoor Watchfire display fires up players, fans and sponsors and comes with the best service in the industry.

Turnkey

Schools, colleges and professional teams are discovering Watchfire's turnkey solutions for scoring, control room integration and game day excitement. From idea through installation and integration, we provide the expertise, world-class displays, hardware, cameras, equipment and assistance you need to create a system that produces jaw-dropping entertainment systems and maximizes crowd engagement.

Quality

Watchfire displays are known for their quality and reliability. We stand behind the products we sell. Our reputation depends on your display looking and performing great, so we offer sports solutions that are designed to stand up to the harsh conditions in the world of sports. We offer products that can take the punishment of a sports environment and give your sponsors and fans an incredible experience.

Reliability

For over 85 years, we have designed, engineered and serviced superior products, and there are more than 60,000 Watchfire signs in daily operation to prove it. We work with an experienced network of partners throughout the country, who bring local expertise and knowledge to your job site. Because we work with the best providers and installers in sports, Watchfire can provide solutions for all types of facilities.

Request a free budget worksheet to see how a videoboard can pay for itself. Call 877-900-7517 today, or visit watchfiresigns.com.











VIRTUAL SCOREBOARD

23' H x 40' W video display • 30' H x 41' W installed as seen 18' H x 32' W video display • 25' H x 33' W installed as seen 16' H x 29' W video display • 23' H x 30' W installed as seen 13' H x 23' W video display • 22' H x 24' W installed as seen 11' H x 19' W video display • 18' H x 20' W installed as seen 9' H x 16' W video display • 16' H x 17' W installed as seen

STANDARD SCOREBOARD

7' H x 14' W video display • 8' H x 26' W fixed digit scoreboard • 26' H x 26' W installed as seen 9' H x 16' W video display • 10' H x 32' W fixed digit scoreboard • 29' H x 32' W installed as seen 12' H x 21' W video display • 10' H x 36' W fixed digit scoreboard • 32' H x 36' W installed as seen

STACKED SCOREBOARD

10' H x 18' W video display • 7' H x 18' W fixed digit scoreboard • 25' H x 30' W installed as seen 11' H x 20' W video display • 8' H x 20' W fixed digit scoreboard • 26' H x 32' W installed as seen 15' H x 26' W video display • 8' H x 26' W fixed digit scoreboard • 30' H x 38' W installed as seen

SIDE-BY-SIDE SCOREBOARD

8" H x 15' W video display • 8" H x 18' W fixed digit scoreboard • 17' H x 33' W installed as seen 8" H x 15' W video display • 8" H x 20' W fixed digit scoreboard • 17' H x 35' W installed as seen

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VIRTUAL SCOREBOARD

23' H x 40' W viewable video display • 30' H x 41' W approximate structure size 18' H x 32' W viewable video display • 25' H x 33' W approximate structure size 16' H x 29' W viewable video display • 23' H x 30' W approximate structure size 13' H x 23' W viewable video display • 22' H x 24' W approximate structure size 11' H x 19' W viewable video display • 18' H x 20' W approximate structure size 9' H x 16' W viewable video display • 16' H x 17' W approximate structure size

STANDARD SCOREBOARD

12' H x 21' W viewable video display • 10' H x 36' W fixed digit scoreboard • 32' H x 36' W approximate structure size 7' H x 14' W viewable video display • 7' H x 26' W fixed digit scoreboard • 27' H x 36' W approximate structure size 6' H x 11' W viewable video display • 7' H x 20' W fixed digit scoreboard • 23' H x 20' W approximate structure size

STACKED SCOREBOARD

11' H x 36' W viewable video display • 10' H x 36' W fixed digit scoreboard • 26' H x 48' W approximate structure size 10' H x 26' W viewable video display • 7' H x 26' W fixed digit scoreboard • 25' H x 38' W approximate structure size 10' H x 20' W viewable video display • 7' H x 20' W fixed digit scoreboard • 25' H x 32' W approximate structure size 10' H x 18' W viewable video display • 7' H x 18' W fixed digit scoreboard • 25' H x 30' W approximate structure size

SIDE-BY-SIDE SCOREBOARD

7" H x 15' W viewable video display • 7" H x 20' W fixed digit scoreboard • 16' H x 35' W approximate structure size 7" H x 15' W viewable video display • 7" H x 18' W fixed digit scoreboard • 16' H x 33' W approximate structure size

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VIRTUAL SCOREBOARD

12' H x 19' W video display 10' H x 16' W video display 8' H x 14' W video display 6' H x 10' W video display 6' H x 8' W video display

VIRTUAL BASKETBALL SCOREBOARD WITH SIGNS

12' H x 19' W • 16' H x 27' W installed as seen 10' H x 16' W • 14' H x 24' W installed as seen 8' H x 14' W video display • 12' H x 22' W installed as seen 6' H x 10' W video display • 10' H x 16' W installed as seen 6' H x 8' video display • 10' H x 14' W installed as seen

SIDE-BY-SIDE SCOREBOARD

6' H x 10' W • 8' H x 17' W installed as seen 6' H x 8' W • 8' H x 17' W installed as seen



Ignite Sports Virtual Scoring Operation Zone

OPERATION ZONE: Computer System





ON FIELD: Watchfire Virtual Scoreboard



COMPUTER SYSTEM

Sports Quality PC

- · Upgraded speed and power
- Extensive storage
- · 9th Gen Intel Core

(2) 22" Monitors

- Touchscreen capability
- Ultrathin design for small footprint

Rack Mount or Cabinet (optional)

Rugged metal housing

WHAT YOU'LL NEED FOR OPERATION ZONE

Sports Quality PC

Cable

- Volunteer or student operators
- Space for a tower computer
- · Rack/cabinet with optional lock
- · Table space for monitors, keyboard and mouse
- Seating for operators
- 110 electrical outlets
- Power strip(s) with surge protection
- Internet/server connection (optional)

IGNITE SPORTS FEATURES

Score

The intuitive interface is engineered for students and volunteers with no technical experience

- Outdoor scoring templates: football, baseball, multisport
- · Indoor scoring templates: basketball, volleyball, wrestling, multisport
- · One-touch, digital scoring panel

Create

Quickly create and update player profiles, crowd messages, and other game time content.

- Built-in editor to build ad zones and on-the-fly content
- · Import files: MOV, MP4, WMV, GIF, JPG, PNG
- Built-in EasyArt's library of still images and animations

Manage

Customize organization of content and create playlists that make changing content stress-free.

- Built-in playlist editor with drag-and-drop operation
- Smart playlist features recall exit point, for equitable advertising rotation
- · Media importer include cloud server capability

Deliver

Instantly publish content to Watchfire video scoreboards and displays.

- · One-touch previews and updates to videoboard
- · Control scoring via tablet
- · Any source input via HDMI

Training and Support

Watchfire provides idea-to-installation project management and support.

- · One-on-one webinar training
- Phone support
- · Online tutorials

GAME DAY SOFTWARE



SCORE

IGNITE SPORTS GAMETIME SOFTWARE











1 EASY SCORING

Ignite Sports is designed so those with little to no technical experience can manage scoring, timing and event content quickly and easily.

2 TABLET OPTION

Ignite Sports comes with its own powerful PC system, including a touch screen monitor for instant scoring. Choose a handheld tablet instead, which is ideal for scoreonly use or for operators who want to sit in the stands.

3 ONE TOUCH BUTTONS

Clear labeling and button operation make it easy to score and make corrections.

4 MULTISPORT

At any time, you can choose or alter what scoreboard information is displayed, accommodating different sports and levels of athletic play.

5 MAKE IT YOUR OWN

Personalize your scoreboard with team colors, fronts and graphics. Choose the information you want to show, including electronic names.

6 MULTITEAM BRANDING

Multiteam facilities can quickly customize scoreboards with different team colors and mascots.

PRE ASSEMBLED VIDEO BOARDS





School Spirit in a Snap

READY-TO-INSTALL INDOOR VIDEOBOARDS

THE RIGHT DISPLAY FOR EVERY NEED

Whether you need a virtual scoreboard or a video display to pair with a fixed digit scoreboard, Watchfire makes selecting and installing a snap.

- Use digital displays as scoreboards or video displays
- Your choice of viewable area (height by width in approximate feet) □ 3x8 □ 5x8 □ 6x10 □ 7x12 □ 8x15 □ 10x16
- Your choice of resolution
 □ 3.9mm
 □ 5.9mm

FAST & CONVENIENT

Designed for easy installation, your display comes with easy-to-understand instructions and the equipment needed to complete set up in one day.

- Pre-assembled and shipped in one or two pieces (depending on finished size)
- · Designed to fit through most gym doors
- · Weighted for handling by just a few people
- Includes mounting system
- · Available protective plexiglass shield
- Available horn/speaker
- · Available in border or borderless design

SCORE, ENTERTAIN & EARN

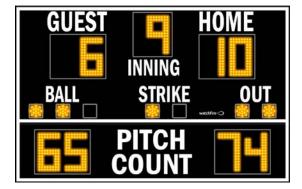
Packages include a powerful computer and Ignite Sports software to create, manage and deliver game-time content to your Watchfire display.

- Complete control system: PC tower, 2 touchscreen monitors, easy-to-use software and optional scoring tablet.
- Basketball, volleyball, wrestling and multipurpose scoring templates
- Built-in editor to create zones, player profiles, ads and custom content
- · Live video capabilities, animations and graphics
- Drag-and-drop playlists
- · Free software training for display lifetime
- Free software tech support

BASEBALL AND SOFTBALL







7' W x 3' H Baseball/Softball Scoreboard

Score, Inning Fixed Digits and Ball, Strike, Out Indicators

Cabinet Size: 3'0" x 7'0 X 7"

Digit Size: 12"

Product Weight: 93 lbs Model: WF-BA-1009

7' W x 4' H Baseball/Softball Scoreboard

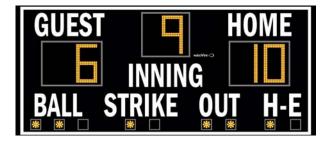
Score, Inning, Pitch Count Fixed Digits and Ball, Strike, Out Indicators

Cabinet Size: 4'6" x 7'0" X 7"

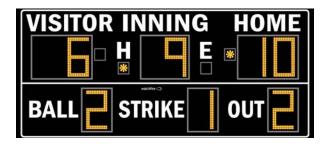
Digit Size: 12"

Product Weight: 134 lbs Model: WF-BA-1030

9-Foot Scoreboards







9' W x 4' H Baseball/Softball Scoreboard

Score, Inning Fixed Digits and Ball, Strike, Out, H-E Indicators

Cabinet Size: 4'0" x 9'0" X 7"

Digit Size: 15"

Product Weight: 117 lbs Model: WF-BA-1002

9'W x 4'H Baseball/Softball Scoreboard

Score, Time/Inning Fixed Digits and Ball, Strike, Out, H-E Indicators

Cabinet Size: 4'0" x 9'0" X 7" Digit Size: 15" Product Weight: 165 lbs Model: WF-BA-1010

9' W x 4' H Baseball/Softball Scoreboard

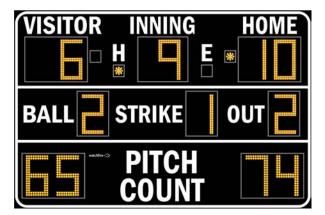
Score, Inning, Ball, Strike, Out Fixed Digits and $\,$ H-E Indicators

Cabinet Size: 4'0" x 9'0" x 7"

Digit Size: 15"

Product Weight: 119 lbs Model: WF-BA-1006





9' W x 6' H Baseball/Softball Scoreboard Score, Inning, Ball, Strike, Out, Pitch Count Fixed Digits



Score, Inning, Time Fixed Digits and Ball, Strike, Out, H-E Indicators

Cabinet Size: 6'0" x 9'0" x 7" Digit Size: 15" Product Weight: 146 lbs

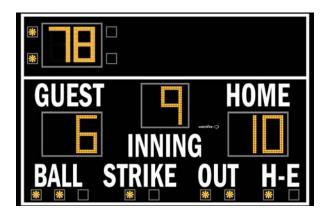
Product Weight: 146 lbs Model: WF-BA-1011

and H-E Indicators

Digit Size: 15"

Cabinet Size: 6'0" x 9'0" x 7"

Product Weight: 135 lbs Model: WF-BA-1031



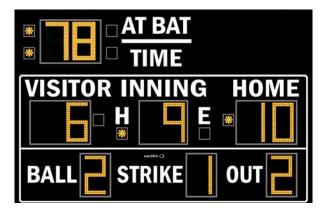
INNING INNING BALL STRIKE OUT H-E



9' W x 6' H Baseball/Softball Scoreboard

Score, Inning, Home/Visitor Pitch Count Fixed Digits and Ball, Strike, Out, H-E Indicators

Cabinet Size: 6'0" x 9'0" X 7" Digit Size: 15" Product Weight: 183 lbs Model: WF-BA-1012



9' W x 6' H Baseball/Softball Scoreboard

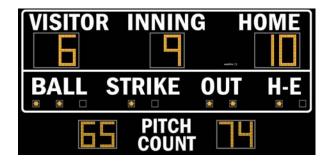
Score, Inning, At Bat/Time, Ball, Strike, Out Fixed Digits and H-E, At Bat, Top/Bottom Inning Indicators

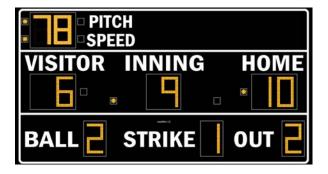
Cabinet Size: 6'0" x 9'0" x 7" Digit Size: 15" Product Weight: 297 lbs Model: WF-BA-1025

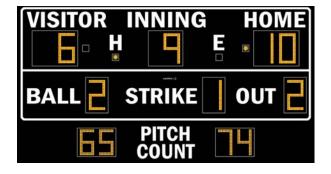












14' W x 5' H Baseball/Softball Scoreboard

Score, Inning Fixed Digits and Ball, Strike, Out, H-E Indicators

Cabinet Size: 5'0" x 14'0" X 7"

Digit Size: 18"

Product Weight: 309 lbs Model: WF-BA-1001

14' W x 5'6" H Baseball/Softball Scoreboard

Score, Inning, Ball, Strike, Out Fixed Digits and H-E Indicators

Cabinet Size: 5'6" x 14'0" x 7"

Digit Size: 18"

Product Weight: 350 lbs. Model: WF-BA-1005

14' W x 7' H Baseball/Softball Scoreboard

Score, Inning, Home/Visitor Pitch Count Fixed Digits and Ball, Strike, Out, H-E Indicators

Cabinet Size: 7'0" x 14'0" X 7"

Digit Size: 18"

Product Weight: 462 lbs. Model: WF-BA-1008

14' W x 7'6" H Baseball/Softball Scoreboard

Score, Inning, Pitch Speed, Ball, Strike, Out Fixed Digits and H-E, Inning Top/Bottom Indicators

Cabinet Size: 7'6" x 14'0" x 7"

Digit Size: 18"

Product Weight: 494 lbs. Model: WF-BA-1023

14' W x 7'6" H Baseball/Softball Scoreboard

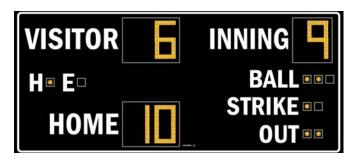
Score, Inning, Home-Visitor Pitch Count, Ball, Strike, Out, Hit Count Fixed Digits and H-E Indicators

Cabinet Size: 7'6" x 14'0" x 7"

Digit Size: 18"

Product Weight: 504 lbs. Model: WF-BA-1024

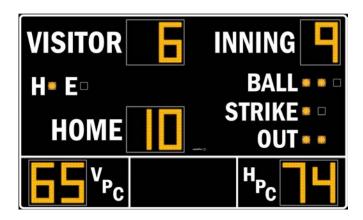




16' W x 7' H Baseball/Softball Scoreboard

Score, Inning Fixed Digits and Ball, Strike, Out, H-E Indicators

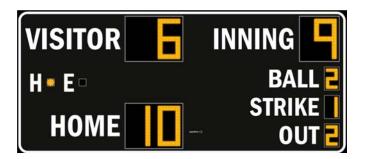
Cabinet Size: 7'0" x 16'0" x 7" Digit Size: 24" Product Weight: 613 lbs. Model: WF-BA-1013



16' W x 9' H Baseball/Softball Scoreboard

Score, Inning, Pitch Count Fixed Digits and Ball, Strike, Out, H-E Indicators

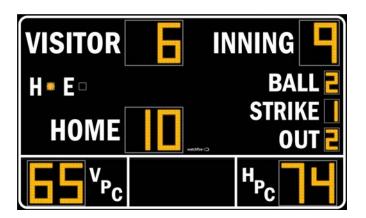
Cabinet Size: 9'6" x 16'0" x 7" Digit Size: 24" Product Weight: 646 lbs. Model: WF-BA-1033



16' W x 7' H Baseball/Softball Scoreboard

Score, Inning, Ball, Strike, Out Fixed Digits and H-E Indicators

Cabinet Size: 7'0" x 16'0" x 7" Digit Size: 24", 12" Product Weight: 613 lbs. Model: WF-BA-1017

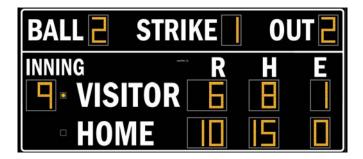


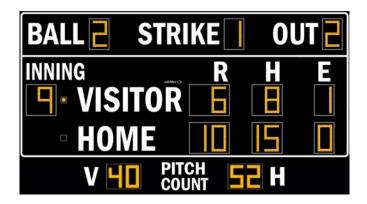
16' W x 9' H Baseball/Softball Scoreboard

Score, Inning, Ball, Strike, Out Fixed Digits and H-E Indicators

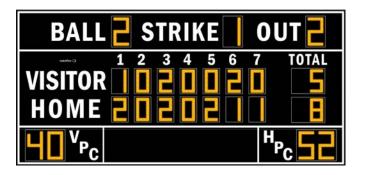
Cabinet Size: 9'6" x 16'0" x 7" Digit Size: 24", 12" Product Weight: 646 lbs. Model: WF-BA-1034











18' W x 8' H Baseball/Softball Scoreboard

Score, Inning, Ball, Strike, Out, H-E Fixed Digits and At Bat Indicator

Cabinet Size: 8'0" x 18'0" x 7" Digit Size: 18" Product Weight: 556 lbs. Model: WF-BA-1014

Ask About AT BAT Option Model: WF-BA-1015

18' W x 10' H Baseball/Softball Scoreboard

Score, Inning, Ball, Strike, Out, H-E, Pitch Count Fixed Digits and At Bat Indicator

Cabinet Size: 10'0" x 18'0" x 7" Digit Size: 18" Product Weight: 575 lbs. Model: WF-BA-1035

18' W x 6'6" H Baseball/Softball Scoreboard

7 Inning Score, Ball, Strike, Out, Total Runs Fixed Digits

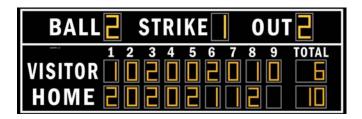
Cabinet Size: 6'6" x 18'0" x 7" Digit Size: 18", 15" Product Weight: 641 lbs. Model: WF-BA-1018

18' W x 8'6" H Baseball/Softball Scoreboard

7 Inning Score, Ball, Strike, Out, Total Runs, Pitch Count Fixed Digits

Cabinet Size: 8'6" x 18'0" x 7" Digit Size: 18", 15" Product Weight: 772 lbs. Model: WF-BA-1036

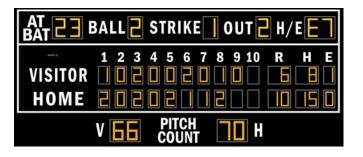












20' W x 6'6" H Baseball/Softball Scoreboard

9 Inning Score, Ball, Strike, Out, Total Runs Fixed Digits

Cabinet Size: 6'6" x 20'0" x 7" Digit Size: 18", 15" Product Weight: 449 lbs. Model: WF-BA-1003

20' W x 6'6" H Baseball/Softball Scoreboard

9 Inning Score, At Bat/Time, Ball, Strike, Out, Total Runs Fixed Digits

Cabinet Size: 6'6" x 20'0" x 7" Digit Size: 18", 15" Product Weight: 668 lbs. Model: WF-BA-1016

20' W x 8'6" H Baseball/Softball Scoreboard

9 Inning Score, Inning, Pitch Count, Ball, Strike, Out fixed, Total Runs digits and Hit, Error Indicators

Cabinet Size: 8'6"x20'0"x10" Digit Size: 18", 15" Product Weight: 606 lbs. Model: WF-BA-1027

20' W x 6'6" H Baseball/Softball Scoreboard

10 Inning Score, At Bat, Ball, Strike, Out, H/E Fixed Digits

Cabinet Size: 6'6" x 20'0" x 7" Digit Size: 15", 12" Product Weight: 712 lbs. Model: WF-BA-1007

20' W x 8'5" H Baseball/Softball Scoreboard

10 Inning Score, Home-Visitor Pitch Count, At Bat, Ball, Strike, Out, H/E Fixed Digits

Cabinet Size: 8'5" x 20'0" x 7" Digit Size: 15", 12" Product Weight: 931 lbs. Model: WF-BA-1019





BALL 2 STRIKE OUT 2 H/E Image: Control of the cont





20' W x 6'6" H Baseball/Softball Scoreboard

9 Inning Score, At Bat, Ball, Strike, Out, H/E, Runs, Hits, Errors Fixed Digits

Cabinet Size: 6'6" x 20'0" x 7" Digit Size: 18", 15" Product Weight: 691 lbs. Model: WF-BA-1037

20' W x 6'6" H Baseball/Softball Scoreboard

9 Inning Score, Ball, Strike, Out, H/E, Total Runs Fixed Digits

Cabinet Size: 6'6" x 20'0" x 7" Digit Size: 18", 15" Product Weight: 649 lbs. Model: WF-BA-1039

20' W x 8'6" H Baseball/Softball Scoreboard

9 Inning Score, Ball, Strike, Out, H/E, Total Runs, Home/Visitor Pitch Count Fixed Digits

Cabinet Size: 8'6"x20'0"x10" Digit Size: 18", 15" Product Weight: 723 lbs. Model: WF-BA-1040

20' W x 6'6" H Baseball/Softball Scoreboard

8 Inning Score, Ball, Strike, Out, H/E, Runs, Hits, Errors Fixed Digits

Cabinet Size: 6'6" x 20'0" x 7" Digit Size: 15", 12" Product Weight: 553 lbs. Model: WF-BA-1041







26' W x 6'6" H Baseball/Softball Scoreboard

10 Inning Score, At Bat, Ball, Strike, Out, Error, R-H-E Fixed Digits

Cabinet Size: 6'6" x 26'0" x 7" Digit Size: 18", 15" Product Weight: 534 lbs. Model: WF-BA-1004

26' W x 8'6" H Baseball/Softball Scoreboard

9 Inning Score, Home/Visitor Pitch Count, Ball, Strike, Out Fixed Digits

Cabinet Size: 8'6" x 26'0" x 10" Digit Size: 18", 15 Product Weight: 739 lbs. Model: WF-BA-1026

27-Foot Scoreboard



27' W x 6' H Baseball/Softball Scoreboard

10 Inning Score, At Bat, Ball, Strike, Out, Error, R-H-E Fixed Digits

Cabinet Size: 6'6" x 27'0" x 7" Digit Size: 24", 15" Product Weight: 750 lbs. Model: WF-BA-1041

28-Foot Scoreboard





28' W x 8' H Baseball/Softball Scoreboard

10 Inning Score, At Bat, Ball, Strike, Out, Error, R-H-E Fixed Digits

Cabinet Size: 8'0" x 28'0" x 7" Digit Size: 24", 15" Product Weight: 618 lbs. Model: WF-BA-1020

28' W x 10' H Baseball/Softball Scoreboard

10 Inning Score, Pitch Count, At Bat, Ball, Strike, Out, Error, R-H-E Fixed Digits

Cabinet Size: 10'0" x 28'0" x 7" Digit Size: 24", 15" Product Weight: 1190 lbs. Model: WF-BA-1028







28' W x 8' H Baseball/Softball Scoreboard

10 Inning Score, Ball, Strike, Out, Error, R-H-E Fixed Digits

Cabinet Size: 8'0" x 28'0" x 7" Digit Size: 24", 15" Product Weight: 618 lbs. Model: WF-BA-1043

28' W x 10' H Baseball/Softball Scoreboard

10 Inning Score, Pitch Count, Ball, Strike, Out, Error, R-H-E Fixed Digits

Cabinet Size: 10'0" x 28'0" x 7" Digit Size: 24", 15" Product Weight: 1190 lbs. Model: WF-BA-1044

36-Foot Scoreboard





36' W x 10' H Baseball/Softball Scoreboard

10 Inning Score, At Bat, Ball, Strike, Out, Error, R-H-E Fixed Digits

Cabinet Size: 10'0" x 36'0" x 7" Digit Size: 24", 18" Product Weight: 1725 lbs. Model: WF-BA-1021

36' W x 12' H Baseball/Softball Scoreboard

Score, 10 Inning, Home/Visitor Pitch Count, At Bat, Ball, Strike, Out, R-H-E, Error Player Fixed Digits

Cabinet Size: 12'0" x 36'0" x 7" Digit Size: 24", 18" Product Weight: 1989 lbs Model: WF-BA-1029

FOOTBALL





14' W x 6' H Football Scoreboard

Time, Score, Period, Down, To Go Fixed Digits and Possession Indicators

Cabinet Size: 6'0" x 14'3" x 7" Digit Size: 18", 15", Product Weight: 361 Model: WF-FB-1001

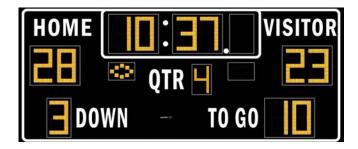
18-Foot Scoreboards



18' W x 7'6" H Football Scoreboard

Time, Score, Quarter, Down, To Go Fixed Digits and Possession Indicators

Cabinet Size: 7'6" x 18'0" x 7" Digit Size: 24" Product Weight: 356 lbs. Model: WF-FB-1005



18' W x 7'6" H Football Scoreboard

1/10th Time, Score, Quarter, Down, To Go Fixed Digits and Possession Indicators

Cabinet Size: 7'6" x 18'0" x 7" Digit Size: 24" Product Weight: 592 lbs. Model: WF-FB-1006



18' W x 7'6" H Football Scoreboard

Time, Score, Time, Quarter, Down, To Go, Ball On, TOL Fixed Digits

Cabinet Size: 7'6" x 18'0" x 7" Digit Size: 24", 15" Product Weight: 592 lbs. Model: WF-FB-1004



18' W x 7'6" H Football Scoreboard

1/10th Time, Score, Quarter, Down, To Go, Ball On, TOL, Fixed Digits

Cabinet Size: 7'6" x 18'0" x 7" Digit Size: 24" 15" Product Weight: 592 lbs. Model: WF-FB-1007





18' W x 7'6" H Football Scoreboard

1/100th Time, Score, Quarter, Down, To Go, Ball On, TOL, Fixed Digits

Cabinet Size: 7'6" x 18'0" x 7" Digit Size: 24", 15" Product Weight: 592 lbs. Model: WF-FB-1008

20-Foot Scoreboards



20' W x 7'6" H Football Scoreboard

Time, Score, Quarter, Down, To Go, TOL, Ball On Fixed Digits and Possession Indicators

Cabinet Size: 7'6" x 20'0" x 7" Digit Size: 24", 15" Product Weight: 821 lbs. Model: WF-FB-1002



20' W x 7'6" H Football Scoreboard

1/10th Time, Score, Quarter, Down, To Go, TOL, Ball On Fixed Digits and Possession Indicators

Cabinet Size: 7'6" x 20'0" x 7" Digit Size: 24", 15" Product Weight: 821 lbs. Model: WF-FB-1009



20' W x 7'6" H Football Scoreboard

1/100th Time, Score, Quarter, Down, To Go, TOL, Ball On Fixed Digits and Possession Indicators

Cabinet Size: 7'6" x 20'0" x 7" Digit Size: 24", 15" Product Weight: 821 lbs. Model: WF-FB-1010





HOME VISITOR 28 TOL 23 TOL 27 TOL 2

24' W x 8' H Football Scoreboard

Time, Score, Quarter, Down, To Go, TOL, Ball On Fixed Digits and Possession Indicators

Cabinet Size: 8'0" x 24'0" x 7" Digit Size: 24", 18" Product Weight: 1020 lbs. Model: WF-FB-1027

24' W x 8' H Football Scoreboard

1/10th Time, Score, Quarter, Down, To Go, TOL, Ball On Fixed Digits and Possession Indicators

Cabinet Size: 8'0" x 24'0" x 7" Digit Size: 24", 18" Product Weight: 1020 lbs. Model: WF-FB-1028

26-Foot Scoreboards







26' W x 8' H Football Scoreboard

Time, Score, Quarter, Down, To Go, TOL, Ball On Fixed Digits and Possession Indicators

Cabinet Size: 8'0" x 26'0" x 7" Digit Size: 24", 18" Product Weight: 552 lbs. Model: WF-FB-1003

26' W x 8' H Football Scoreboard

1/10th Time, Score, Quarter, Down, To Go, TOL, Ball On Fixed Digits and Possession Indicators

Cabinet Size: 8'0" x 26'0" x 7" Digit Size: 24", 18" Product Weight: 1138 lbs. Model: WF-FB-1012

26' W x 8' H Football Scoreboard

1/100th Time, Score, Quarter, Down, To Go, TOL, Ball On Fixed Digits and Possession Indicators

Cabinet Size: 8'0" x 26'0" x 7" Digit Size: 24", 18" Product Weight: 1138 lbs. Model: WF-FB-1013









32' W x 8' H Football Scoreboard

Time, Score, Quarter, Down, To Go, TOL, Ball On Fixed Digits and Possession Indicators

Cabinet Size: 8'0" x 32'0" x 7" Digit Size: 24", 18" Product Weight: 1133 lbs. Model: WF-FB-1016

32' W x 8' H Football Scoreboard

1/10th Time, Score, Quarter, Down, To Go, TOL, Ball On Fixed Digits and Possession Indicators

Cabinet Size: 8'0" x 32'0" x 7" Digit Size: 24", 18" Product Weight: 1133 lbs. Model: WF-FB-1017

32' W x 8' H Football Scoreboard

1/100th Time, Score, Quarter, Down, To Go, TOL, Ball On Fixed Digits and Possession Indicators

Cabinet Size: 8'0" x 32'0" x 7" Digit Size: 24", 18" Product Weight: 1133 lbs. Model: WF-FB-1018

36-Foot Scoreboards







36' W x 10' H Football Scoreboard

Time, Score, Quarter, Down, To Go, TOL, Ball On Fixed Digits and Possession Indicators

Cabinet Size: 10'0" x 36'0" x 8.3" Digit Size: 36", 18" Product Weight: 1597 lbs. Model: WF-FB-1020

36' W x 10' H Football Scoreboard

 $1/10 {\rm th\, Time}$, Score, Quarter, Down, To Go, TOL, Ball On Fixed Digits and Possession Indicators

Cabinet Size: 10'0" x 36'0" x 8.3" Digit Size: 36", 18" Product Weight: 1597 lbs. Model: WF-FB-1021

36' W x 10' H Football Scoreboard

1/100th Time, Score, Quarter, Down, To Go, TOL, Ball On Fixed Digits and Possession Indicators

Cabinet Size: 10'0" x 36'0" x 8.3" Digit Size: 36", 18" Product Weight: 1597 lbs. Model: WF-FB-1022

SOCCER AND LACROSSE





14' W x 6' H Soccer Scoreboard

Score, Time, Half, Shots On Goal Fixed Digits

Cabinet Size: 6'0" x 14'0" x 7" Digit Size: 18", 15" Product Weight: 412 lbs. Model: WF-MP-1009

20-Foot Scoreboards



20' W x 7'6" H Soccer Scoreboard

Score, Time, Half, Shots On Goal Fixed Digits

Cabinet Size: 7'6" x 20'0" x 7" Digit Size: 24", 18" Product Weight: 773 lbs. Model: WF-MP-1011



20' W x 7'6" H Soccer Scoreboard

Score, Time, Half, Shots On Goal, Corner Kicks Fixed Digits

Cabinet Size: 7'6" x 20'0" x 7" Digit Size: 24", 18" Product Weight: 821 lbs. Model: WF-MP-1012

24-Foot Scoreboards



24' W x 10' H Soccer Scoreboard

Score, Time, Half, Shots On Goal, Corner Kicks, Saves Fixed Digits

Cabinet Size: 10'0" x 24'0" x 7" Digit Size: 24", 18" Product Weight: 1236 lbs. Model: WF-MP-1013





16' W x 8' H Lacrosse Scoreboard

Score, Time, Period, (2) Player Shots, Penalty Time Fixed Digits

Cabinet Size: 8'0" x 16'0" x 7" Digit Size: 18" Product Weight: 923 lbs.

Model: WF-MP-1010

24-Foot Scoreboard

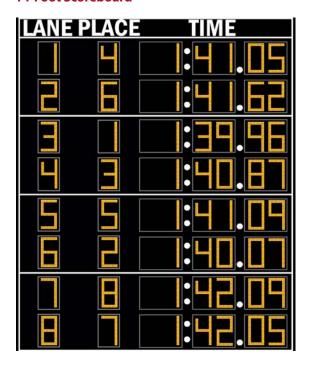


24' W x 10' H Lacrosse Scoreboard

Score, Time, Period, (2) Player Shots, Penalty Time Fixed Digits

Cabinet Size: 10'0" x 24'0" x 7" Digit Size: 24", 18" Product Weight: 1236 lbs. Model: WF-MP-1014





14' W x 17' H Track & Field Scoreboard

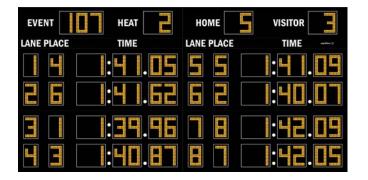
8-Lane, Place, 1/100th Time Fixed Digits

Cabinet Size: 17' x 14'0" x 7"

Digit Size: 18"

Product Weight: 1716 lbs. Model: WF-MP-1018

16-Foot Scoreboard

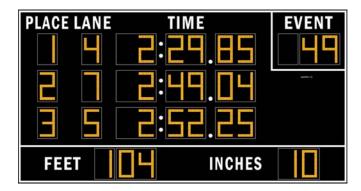


16' W x 8' H Track & Field Scoreboard

8-Lane, Place, 1/100th Time, Score, Event, Heat Fixed Digits

Cabinet Size: 8'0" x 16'0" x 7" Digit Size: 12" Product Weight: 700 lbs. Model: WF-MP-1017

16-Foot Scoreboard



18' W x 9'6" H Track & Field Scoreboard

3-Lane, Place, 1/100th Time, Event, Feet, Inches Fixed Digits

Cabinet Size: 9'6" x 18'0" x 7" Digit Size: , 18" Product Weight: 1542 lbs. Model: WF-MP-1015



Track Event Clock



Clock

Time Fixed Digits with Running Direction Indicators

Demensions: 2'0"x5'0"x4" Digit Size: 10" Product Weight: 54 Model: WF-AC-1011

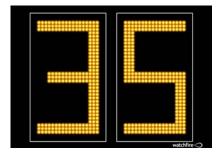
Field Timer



Field Timer

Field Timer Fixed Digits

Demensions: 2'0"x3'0"x10" Digit Size: 18" Product Weight: 160 lbs. Model: WF-AC-1018



Field Timer

Field Timer Fixed Digits

Model: WF-AC-1019

Demensions: 3'0"x4'0"x10" Digit Size: 30" Product Weight: 200 lbs.



Field Timer

Field Timer Fixed Digits

Demensions: 3'0"x6'0"x10" Digit Size: 30"

Product Weight: 226 lbs. Model: WF-AC-1017

BASKETBALL





4'6" W x 3' H Basketball Scoreboard

Score, Time, Period Fixed Digits

Cabinet Size: 3'0" x 4'6" x 4" Digit Size: 12", 6" Product Weight: 74 lbs. Model: WF-BB-1007

7-Foot Scoreboards



7' W x 3'6" H Basketball Scoreboard

Score, Time, Period Fixed Digits and Possession, Bonus Indicators

Cabinet Size: 3'6" x 7'0" x 4" Digit Size: 12", 10" Product Weight: 72 lbs. Model: WF-BB-1001



7' W x 5'6" H Basketball Scoreboard

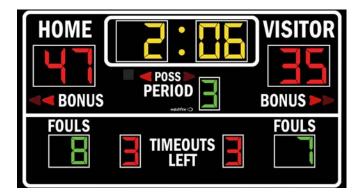
Score, Time, Team Fouls, Player, Personal Foul, Period Fixed Digits and Possession, Bonus Indicators

Cabinet Size: 5'6" x 7'0" x 4" Digit Size: 12", 10" Product Weight: 122 lbs. Model: WF-BB-1002











9' W x 3'6" H Basketball Scoreboard

Score, Time, Period Fixed Digits and Possession, Bonus Indicators

Cabinet Size: 3'6" x 9'0" x 4" Digit Size: 12", 10" Product Weight: 79 lbs. Model: WF-BB-1021

9' W x 3' H Basketball Scoreboard

Score, Time, Period Fixed Digits and Possession, Bonus Indicators

Cabinet Size: 3'0" x 9'0" x 4" Digit Size: 12", 10" Product Weight: 68 lbs. Model: WF-BB-1003

9'W x 5' H Basketball Scoreboard

Score, Time, Period, Team Fouls, TOL Fixed Digits and Possession, Bonus Indicators

Cabinet Size: 5'0" x 9'0" x 4" Digit Size: 12", 10" Product Weight: 104 lbs. Model: WF-BB-1011

9'W x 5' H Basketball Scoreboard

Score, Time, Period, Team Fouls, Player, Personal Foul Fixed Digits and Possession, Bonus Indicators

Cabinet Size: 5'0" x 9'0" x 4" Digit Size: 12", 10" Product Weight: 104 lbs. Model: WF-BB-1004











9' W x 5' H Basketball Scoreboard

Score, Time, Period, Team Fouls, Player, Personal Foul, TOL Fixed Digits and Possession, Bonus Indicators

Cabinet Size: 5'0" x 9'0" x 4" Digit Size: 12", 10", 6" Product Weight: 108 lbs. Model: WF-BB-1005

9' W x 5' H Basketball Scoreboard

Score, Time, Period, Team Fouls, Player, Personal Foul, TOL Fixed Digits and Possession, Bonus Indicators

Cabinet Size: 5'0" x 9'0" x 4" Digit Size: 12", 10", 6" Product Weight: 104 lbs. Model: WF-BB-1017

9' W x 5'6" H Basketball Scoreboard

Score, Time, Period, Team Fouls, Player, Personal Fouls Fixed Digits and Possession, Bonus Indicators

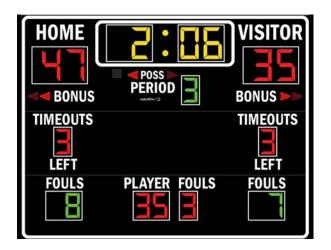
Cabinet Size: 5'6" x 9'0" x 4" Digit Size: 12", 10" Product Weight: 125 lbs. Model: WF-BB-1022

9' W x 5'6" H Basketball Scoreboard

Score, Time, Period, Team Fouls, Player, Personal Fouls, TOL Fixed Digits and Possession, Bonus Indicators

Cabinet Size: 5'6" x 9'0" x 4" Digit Size: 12", 10", 6" Product Weight: 125 lbs. Model: WF-BB-1023





9' W x 7' H Basketball Scoreboard

Score, Time, Period, Team Fouls, TOL Fixed Digits and Possession, Bonus Indicators. Includes space for logo.

Cabinet Size: 7'0" x 9'0" x 4" Digit Size: 12", 10" Product Weight: 149 lbs. Model: WF-BB-1015

12-Foot Scoreboards



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12' W x 3' H Basketball Scoreboard

Score, Time, Period Fixed Digits and Possesion, Bonus Indicators

Cabinet Size: 3'0" x 12'0" x 4" Digit Size: 12", 10" Product Weight: 216 lbs. Model: WF-BB-1024

12' W x 5' H Basketball Scoreboard

Score, Time, Period, Team Fouls, Player, Personal Fouls, Personal Points Fixed Digits and Possession, Bonus Indicators

Cabinet Size: 5'0" x 12'0" x 4" Digit Size: 12", 10" Product Weight: 247 lbs. Model: WF-BB-1025

12' W x 5' H Basketball Scoreboard

Score, Time, Period, Team Fouls, TOL Fixed Digits and Possession, Bonus Indicators

Cabinet Size: 5'0" x 12'0" x 4" Digit Size: 12", 10" Product Weight: 167 Model: WF-BB-1028

12' W x 5' H Basketball Scoreboard

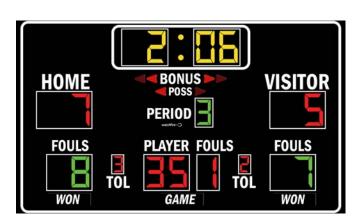
Score, Time, Period, Team Fouls, Player, Personal Fouls, Personal Points, TOL Fixed Digits and Possession, Bonus Indicators

Cabinet Size: 5'0" x 12'0" x 4" Digit Size: 12", 10" Product Weight: 252 lbs. Model: WF-BB-1032





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15' W x 3' H Basketball Scoreboard

Score, Time, Period Fixed Digits and Possession, Bonus Indicators

Cabinet Size: 3'0" x 15'0" x 4" Digit Size: 18", 10" Product Weight: 247 lbs. Model: WF-BB-1018

15' W x 6' H Basketball Scoreboard

Score, Time, Period, Team Fouls, TOL Fixed Digits and Possession, Bonus Indicators. Includes space for logo.

Cabinet Size: 6'0" x 15'0" x 4" Digit Size: 18", 10" Product Weight: 494 lbs. Model: WF-BB-1019

15' W x 5'6" H Basketball Scoreboard

Score, Time, 5-Player Statistics, Period, Team Fouls, Player, Personal Fouls, TOL Fixed Digits and Possession, Bonus Indicators

Cabinet Size: 5'6" x 15'0" x 4" Digit Size: 12", 10", 6" Product Weight: 281 lbs. Model: WF-BB-1040



15-Foot, 5-Player Scoreboards









15' W x 5' H Basketball Scoreboard

Score, Time, 5-Player Statistics, Period, Team Fouls, Player, Personal Foul, TOL Fixed Digits and Possession, Bonus Indicators

Cabinet Size: 5'0" x 15'0" x 4" Digit Size: 12", 10", 6" Product Weight: 163 lbs. Model: WF-BB-1006

15' W x 5' H Basketball Scoreboard

Score, Time, 5-Player Statistics, Period, Team Fouls, Player, Personal Foul Fixed Digits and Possession, Bonus Indicators

Cabinet Size: 5'0" x 15'0" x 4" Digit Size: 12", 10", 6" Product Weight: 234 lbs. Model: WF-BB-1009

15' W x 5' H Basketball Scoreboard

Score, Time, 5-Player Statistics, Period, Team Fouls, TOL Fixed Digits and Possession, Bonus Indicators

Cabinet Size: 5'0" x 15'0" x 4" Digit Size: 12", 10", 6" Product Weight: 234 Model: WF-BB-1012

15' W x 5' H Basketball Scoreboard

Score, Time, 6-Player Statistics, Period, Team Fouls, Player, Personal Foul Fixed Digits and Possession, Bonus Indicators

Cabinet Size: 5'0" x 15'0" x 4" Digit Size: 12", 10", 6" Product Weight: 245 lbs. Model: WF-BB-1010



15-Foot, 6-Player Scoreboards







15' W x 5' H Basketball Scoreboard

Score, Time, 6-Player Statistics, Period, Team Fouls, TOL Fixed Digits and Possession, Bonus Indicators

Cabinet Size: 5'0" x 15'0" x 4" Digit Size: 12", 10", 6" Product Weight: 265 lbs. Model: WF-BB-1013

15' W x 5' H Basketball Scoreboard

Score, Time, 6-Player Statistics, Period, Team Fouls, Player, Personal Foul, TOL Fixed Digits and Possession, Bonus Indicators

Cabinet Size: 5'0" x 15'0" x 4" Digit Size: 12", 10", 6" Product Weight: 268 lbs. Model: WF-BB-1016

15' W x 5' H Basketball Scoreboard

Electronic Team Names, Score, Time, 6-Player Statistics, Period, Team Fouls, Player, Personal Foul, TOL Fixed Digits and Possession, Bonus Indicators

Cabinet Size: 5'0" x 15'0" x 4" Digit Size: 12", 10", 6" Product Weight: 273 lbs. Model: WF-BB-1020



18-Foot, 5-Player Scoreboards







18' W x 5' H Basketball Scoreboard

Score, Time, 5-Player Statistics, Period, Team Fouls, Player, Personal Fouls, Personal Points Fixed Digits and Possession, Bonus Indicators

Cabinet Size: 5'0" x 18'0" x 4" Digit Size: 12", 10", 6" Product Weight: 371 lbs. Model: WF-BB-1026

18' W x 5' H Basketball Scoreboard

Score, Time, 5-Player Statistics, Period, Team Fouls, TOL Fixed Digits and Possession, Bonus Indicators

Cabinet Size: 5'0" x 18'0" x 4" Digit Size: 12", 10", 6" Product Weight: 371 lbs. Model: WF-BB-1029

18' W x 5' H Basketball Scoreboard

Score, Time, 5-Player Statistics, Period, Team Fouls, Player, Personal Fouls, Personal Points, TOL Fixed Digits and Possession, Bonus Indicators

Cabinet Size: 5'0" x 18'0" x 4" Digit Size: 12", 10", 6" Product Weight: 371 lbs. Model: WF-BB-1033



18-Foot, 6-Player Scoreboards







18' W x 5' H Basketball Scoreboard

Score, Time, 6-Player Statistics, Period, Team Fouls, Player, Personal Fouls, Personal Points Fixed Digits and Possession, Bonus Indicators

Cabinet Size: 5'0" x 18'0" x 4" Digit Size: 12", 10", 6: Product Weight: 371 lbs. Model: WF-BB-1027

18' W x 5' H Basketball Scoreboard

Score, Time, 6-Player Statistics, Period, Team Fouls, TOL, Fixed Digits and Possession, Bonus Indicators

Cabinet Size: 5'0" x 18'0" x 4" Digit Size: 12", 10", 6" Product Weight: 371 lbs. Model: WF-BB-1031

18' W x 5' H Basketball Scoreboard

Score, Time, 6-Player Statistics, Period, Team Fouls, Player, Personal Fouls, Personal Points, TOL Fixed Digits and Possession, Bonus Indicators

Cabinet Size: 5'0" x 18'0" x 4" Digit Size: 12", 10", 6" Product Weight: 371 lbs. Model: WF-BB-1034



4-Sided, Center-Hung Scoreboards



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12' W x 4' H Basketball Scoreboard

4-Sided Score, Time, Period Fixed Digits and Possession, Bonus Indicators

Cabinet Size: 4'0" x 11'10" x 6.5" Digit Size: 12", 10" Product Weight: 1030 lbs. Model: WF-BB-1037

12' W x 5' H Basketball Scoreboard

4-Sided Score, Time, Period, Team Fouls, Player, Personal Fouls, TOL Fixed Digits and Possession, Bonus Indicators

Cabinet Size: 5'0" x 12'2" x 6.5" Digit Size: 12", 6" Product Weight: 1263 lbs. Model: WF-BB-1038

13'6" W x 3' H Basketball Scoreboard

4-Sided Score, Time, Period Fixed Digits and Possession, Bonus Indicators

Cabinet Size: 3'0" x 13'4" x 6.5" Digit Size: 12", 10" Product Weight: 659 lbs. Model: WF-BB-1039

Tabletop Possession Indicator



Possession Indicator

Possession Indicator for Scorer Table

Dimensions: 4'0" x 1'0" x 4" Product Weight: 5 lbs. Model: WF-AC-1021



2 Digit Display



Game Clock Included









Shot Clock

2 Fixed Digit Display

Dimensions: 1'5" x 1'8" x 6.5"

Digit Size: 12"

Product Weight: 80 lbs. Model: WF-AC-1022

Shot Clock

3-Sided Shot Clock, Game Clock Fixed Digits

Dimensions: 2'0" x 3'2.25" x 6.5"

Digit Size: 12", 6" Product Weight: 140 lbs. Model: WF-AC-1024

Shot Clock

Shot Clock, Game Clock Fixed Digits

Dimensions: 2'0" x 2'2" x 6.5"

Digit Size: 12", 6" Product Weight: 64 Model: WF-AC-1025

Shot Clock

Set of 2: Shot Clock, Game Clock Fixed Digits and Goal Indicators

Dimensions: 2'4" x 2'2" x 6.5"

Digit Size: 12", 6" Product Weight: 200 Model: WF-AC-1027

Shot Clock

Shot Clock, Game Clock Fixed Digits

Dimensions: 2'0" x 2'2" x 6.5"

Digit Size: 12", 6" Product Weight: 64 lbs. Model: WF-AC-1028

Shot Clock - Not Pictured

Shot Clock Fixed Digits with Goal Indicators

Dimensions: 1'8"x1'9"x6.5" Product Weight: 188 lbs. Model: WF-AC-1023



Basketball Scoreboard Table

DIMENSIONS				
Height	39 9/16"	Depth	39 5/16" with 18" folding table top	
Length	93 3/16"	Weight	300 lbs (estimated)	
w/o end pads	88 3/16"	Display	Basketball scoreboard	

STANDARD EQUIPMENT:

- Energy efficient design, three distinct LED digit colors to visually organize game information
- Heavy-duty, vibrating horn (103 dB)
- Display angle can be adjustable to 0° or 3° degrees
- Removable padded top and ends available in durable 30 oz vinyl and 27 colors
- Modular design can be linked end to end
- 6 casters for even weight distribution and ease of storage
- Built in easy to access cable tray to hide and protect cables and wires
- Built-In single and double sized rack mounts
- Folding table top available in 18" width
- Sport-specific control console inserts
- Convenient built-in service points for easy- access
- Durable, corrosion resistant aluminum construction
- Free support and project design renderings
- 5-year limited warranty
- Listed to UL standard

OPTIONAL EQUIPMENT:

- Custom paint colors
- Personalized vinyl home team name
- Additional illuminated and non-illuminated CST signage
- Carrying case for scoreboard control
- Wireless data transmission (includes receiver and transmitter)
- Portable, battery-operated scoreboard control
- Fully-integrated or stand-alone shot and game timers plug-and-play clock, shot time and horn hand switches
- Illuminated backboard goal lights
- Synchronized locker room game / time of day clocks
- Protective net



Basketball Court Side LED Table

Model	8' L	.ong	10' Long				
Display	4 mm LED	10 mm LED	4 mm LED	10 mm LED			
Specifications	180 x 600 pixels	64 x 224 pixels	180 x 720 pixels	64 x 288 pixels			
(h x w)	(h x w) 28.38" x 94.50" 25		28.38" x 113.38"	25.20" x 113.39"			
Power Consumption	990 Watts	326 Watts 1188 Watts		419 Watts			
Power Output	120VAC, 60 Hz, 1 Phase or 208Y/120 VAC, 60 Hz, 3 Phase						
Length	94 1/2" without end pads	88 3/16" without end pads	113 3/8" without end pads	113 3/8" without end pads			
	99 1/2" with end pads	92 13/16" with end pads	118 3/8" with end pads	118" with end pads			
Est. Weight	470 lbs	372 lbs	550 lbs	465 lbs			
Height	39 9/16"						
Depth	39 3/8" with 18" folding table top						

STANDARD EQUIPMENT

- Display angle can be adjustable to 0° or 3° degrees
- Convenient front service access to LED display
- Modular design can be linked end to end
- 6 casters for even weight distribution and ease of storage
- Built in easy to access cable tray to hide and protect cables and wires
- Built in single and double sized rack mounts
- Folding table top available in 18" width
- Removable padded top and ends available in durable 30 oz vinyl and 27 colors
- Durable, corrosion resistant steel and aluminum construction
- 5-year limited warranty, free phone support
- Listed to UL standard

OPTIONAL EQUIPMENT

- Illuminated and non-illuminated custom signage
- Custom scoreboard with changeable captions
- Control System

HOCKEY



9-Foot Scoreboards





9'W x 3'H Hockey Scoreboard

Score, Time, Period Fixed Digits and Penalty, Goal Indicators

Cabinet Size: 3'0" x 9'0" x 4" Digit Size: 12", 10" Product Weight: 120 lbs. Model: WF-HK-1001

9' W x 5' H Hockey Scoreboard

Score, Time, Period, Shot on Goal Fixed Digits and Penalty, Goal Indicators

Cabinet Size: 5'0" x 9'0" x 4" Digit Size: 12", 10" Product Weight: 220 lbs. Model: WF-HK-1009

12-Foot Scoreboards







12' W x 3' H Hockey Scoreboard

Score, Time, Period Fixed Digits and Penalty, Goal Indicators

Cabinet Size: 3'0" x 12'0" x4" Digit Size: 12", 10" Product Weight: 150 lbs. Model: WF-HK-1003

12' W x 5' H Hockey Scoreboard

Score, Time, Period, Shot on Goal, Penalty & Goal Indicator

Cabinet Size: 5'0" x 12'0" x4" Digit Size: 12", 10" Product Weight: 240 lbs. Model: WF-HK-1010

12' W x 6' H Hockey Scoreboard

Score, Time, Peroid, Player, Penalty Time Fixed Digits and Penalty, Goal Indicators

Cabinet Size: 6'0" x 12'0" x 4" Digit Size: 12", 10" Product Weight: 300 lbs Model: WF-HK-1011



12-Foot Scoreboards





12' W x 6' H Hockey Scoreboard

Score, Time, Peroid, Player, Penalty Time, Shots on Goal Fixed Digits and Penalty, Goal Indicators

Cabinet Size: 6'0" x 12'0" x 4" Digit Size: 12", 10" Product Weight: 300 lbs. Model: WF-HK-1012

12' W x 8' H Hockey Scoreboard

Score, Time, Peroid, Player, Penalty Time, Shots on Goal Fixed Digits and Penalty, Goal Indicators

Cabinet Size: 8'0" x 12'0" x 4" Digit Size: 12", 10" Product Weight: 390 lbs. Model: WF-HK-1013

15-Foot Scoreboard



18-Foot Scoreboards





21-Foot Scoreboard



15' W x 3' H Hockey Scoreboard

Score, Time, Period, Penalty Time Fixed Digits and Penalty, Goal Indicators

Cabinet Size: 3'0" x 15'0" x 4" Digit Size: 12", 10" Product Weight: 180 lbs. Model: WF-HK-1006

18' W x 3' H Hockey Scoreboard

Score, Time, Period, Player, Penalty Time Fixed Digits and Penalty, Goal Indicators

Cabinet Size: 3'0" x 18'0" x 4" Digit Size: 12", 10" Product Weight: 126 lbs. Model: WF-HK-1007

18' W x 3' H Hockey Scoreboard

Score, Time, Period, Penalty Time Fixed Digits and Penalty and Goal Indicators

Cabinet Size: 3'0" x 18'0" x 4" Digit Size: 12", 10" Product Weight: 140 lbs. Model: WF-HK-1014

21' W x 3' H Hockey Scoreboard

Score, Time, Period, Player, Penalty Time Fixed Digits and Penalty, Goal Indicators

Cabinet Size: 3'0"x21'0"x4" Digit Size: 12"10" Product Weight: 250 Model: WF-HK-1008



4-Sided, Center-Hung Scoreboards







12' W x 4' H Hockey Scoreboard

Four-sided center hung with Score, Time, Period Fixed Digits and Penalty, Goal Indicators

Cabinet Size: 4'0" x 11'10" Digit Size: 12", 10" Product Weight: 1200 lbs. Model: WF-HK-1002

12' W x 5' H Hockey Scoreboard

Four-sided centerhung with Score, Time, Period, Shots on Goal, Penalty Time Fixed Digits and Penalty, Goal Indicators

Cabinet Size: 5'0" x 12'2" Digit Size: 12", 6" Product Weight: 1500 lbs. Model: WF-HK-1004

14' W x 6'6" H Hockey Scoreboard

Four-sided center hung with Score, Time, Period Fixed Digits and Penalty, Goal Indicators

Cabinet Size: 6'0" x 14'2" Digit Size: 12", 10" Product Weight: 2400 lbs. Model: WF-HK-1005

MULTI-PURPOSE



9-Foot Scoreboards



GUEST HOME PERIOD BALL STRIKE OUT H-E

9' W x 4' H Multi-Purpose Scoreboard

Score, Time, Period Fixed Digits and Possession Indicator

Cabinet Size: 4'0" x 9'0" x 7"

Digit Size: 15"

Product Weight: 198 lbs. Model: WF-MP-1001

9' W x 6' H Multi-Purpose Scoreboard

Score, Time, Period Fixed Digits and Ball, Strike, Out, H-E Indicator

Cabinet Size: 6'0" x 9'0" x 7" Digit Size: 15" Product Weight: 379 lbs. Model: WF-MP-1002

14-Foot Scoreboards



HOME INNING I GUEST INNING I INNING I H-E

HOME GUEST INNING GUEST BALL STRIKE OUT H-E

14' W x 4' H Multi-Purpose Scoreboard

Score, Time, Period Fixed Digits and Possession Indicator

Cabinet Size: 4'0" x 14'0" x 7" Digit Size: 18", 15" Product Weight: 252 lbs. Model: WF-MP-1003

14' W x 5'6" H Multi-Purpose Scoreboard

Score, Time, Period Fixed Digits and Ball, Strike, Out, H-E Indicators

Cabinet Size: 5'6" x 14'0" x 7" Digit Size: 18", 15" Product Weight: 515 lbs. Model: WF-MP-1005

14' W x 5'6" H Multi-Purpose Scoreboard

Score, Time, Inning Fixed Digits and Possession, At Bat, Ball, Strike, Out, H-E Indicator

Cabinet Size: 5'6" x 14'0" x 7" Digit Size: 18", 15" Product Weight: 515 lbs. Model: WF-MP-1006



16-Foot Scoreboard



16' W x 4'6" H Multi-Purpose Scoreboard

Score, Time, Period Fixed Digits and Possession Indicator

Cabinet Size: 4'6" x 16'3" x 7" Digit Size: 24", 18" Product Weight: 394 lbs. Model: WF-MP-1004

24-Foot Scoreboard



24' W x 5' H Multi-Purpose Scoreboard

Score, Time, Period Fixed Digits

Cabinet Size: 5'0" x 24'0" x 7" Digit Size: 24", 18" Product Weight: 1082 lbs. Model: WF-MP-1008



Carried Scoreboard



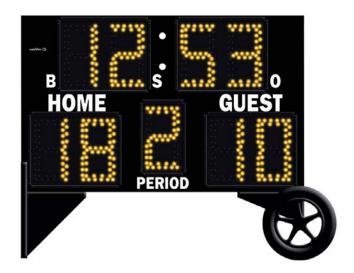
Portable Scoreboard

Score, Time Period Fixed Digits

Demensions: 1'9"x2'6"x4" Digit Size: 6"

Product Weight: 19 lbs. Model: WF-AC-1030

Wheeled Scoreboard



Portable Scoreboard

Score, Time, Period (Ball, Strike, Out Options) Fixed Digits

Demensions: 2'6"x4'0"x24"

Digit Size: 10"

Product Weight: 65 lbs. Model: WF-AC-1031



Standard Watchfire fixed digit scoreboards ship with a black cabinet and white lettering. The following colors are available at no extra charge. Please write the desired color on the signed quote when ordering a scoreboard.

CABINET COLORS	PANTONE	C	М	Υ	K	R	G	В	HEX/HTML
Black*	Black C	63	62	59	94	45	41	38	2D2926
Maroon	209 C	20	97	40	58	111	38	61	6F263D
Kelly Green	356 C	91	4	100	25	0	122	51	007A33
Royal Blue	300 C	90	50	0	0	0	94	184	005EB8
Forest Green	5477 C	66	24	43	66	62	93	88	3E5D58
Charcoal	N/A	58	51	49	18	106	104	105	6A6869
White	0	0	0	0	0	0	0	0	FFFFFF
Purple	525 C	69	100	4	45	87	44	95	572C5F
Reflex Blue	Reflex Blue C	100	89	0	0	0	20	137	001489
Champion Blue	289 C	100	76	12	70	12	35	64	0C2340
Crimson	194 C	8	100	55	37	155	39	67	9B2743
Red	485 C	0	95	100	0	218	41	28	DA291C
PIPING COLORS	PANTONE	С	М	Υ	K	R	G	В	HEX/HTML
White*	0	0	0	0	0	0	0	0	FFFFF
Black	Black C	63	62	59	94	45	41	38	2D2926
Yellow	108 C	0	5	98	0	254	219	0	FEDB00
Sunflower	123 C	0	19	89	0	255	199	44	FFC72C
Orange	151 C	0	60	100	0	255	130	0	FF8200
Red	485 C	0	95	100	0	218	41	28	DA291C
Cardinal Red	200 C	3	100	70	12	186	12	47	BA0C2F
Maroon	209 C	20	97	40	58	111	38	61	6F263D
Purple	525 C	69	100	4	45	87	44	95	572C5F
Navy	282 C	100	90	13	68	4	30	66	041E42
Royal Blue	300 C	90	50	0	0	0	94	184	005EB8
Deep Green	567 C	88	33	69	72	23	63	53	173F35
Silver	877 C	45	34	34	0	138	141	143	8A8D8F
Gold	872 C	0	25	56	51	133	113	77	85714D
Light Gray	428 C	10	4	4	14	193	198	200	C1C6C8



Rectangular Cabinet Sign

ExonMobil Field



Arched Sign





Rectangular Truss



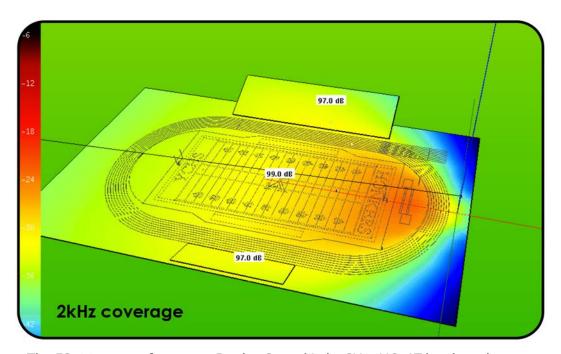
AUDIO SYSTEMS



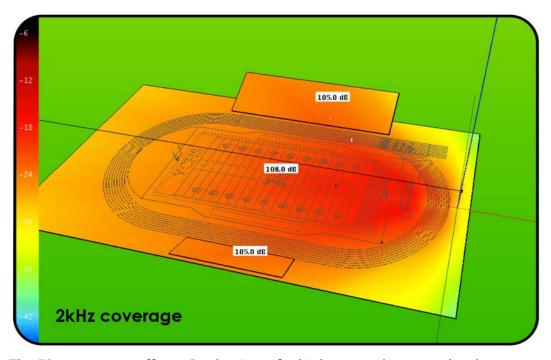
AUDIO SYSTEMS

Watchfire offers two of our most popular sound systems, the FS500 and FS1500. These clear, crisp audio packages are ideal for small to mid-size out-door facilities and numerous indoor facilities, with volume capability as the distinguishing factor each system and use.





The FS500 system features a Danley Sound Labs SH96HO-AT loudspeaker to cover the facility.



The FS1500 system offers a Danley J3-94 for higher sound pressure levels.



WF-FS500-WLCD

SOUND SYSTEM



WF-FS500-CDWL

Complete sound system for one side of an outdoor venue with seating less than 2,000. Seamlessly integrates with Watchfire video displays and Ignite Sports software.

MICROPHONE SYSTEM

Handheld Dynamic Microphone and Stand

Sennheiser e 825-S

- · Silent on-off switch for discrete muting
- Rugged metal housing

4-Channel Microphone Mixer

Shure SCM268

- (4) XLR microphone-level inputs
- (1) XLR mic/line output

Wireless Microphone Pack

Shure SLX24/SM58

- · Auto transmitter setup
- · Auto frequency selection

CD/MP3 Player

Rolls HR72

- Plays standard CDs
- Plays MP3 files from disc, SD card and USB drive

RACK MOUNT

All components supplied are mounted in a compact tabletop rack with rugged metal housing. Includes a source input panel for future upgrades.

SPEAKER SYSTEM

4-Channel Amplifier

Danley Sound Labs DNA10K4-Pro

- · Class D amplifier
- Standby power-save mode
- Requires (1) 240VAC 20A and (1) 120VAC 20A circuit

3-Way Loudspeaker

Danley Sound Labs SH96HO-AT

- Coverage pattern: 90° H x 60° V
- Operating frequency range:
 45 Hz 13.5 kHz +/- 3dB
 38 Hz 15 kHz 10dB Weight: 220 lbs
- Speaker enclosure: 3' H x 5' W x 3' D
- Power Rating: Low, 2800 Watts Cont. Mid/High, 800 Watts Cont.



WF-FS1500-WLCD

SOUND SYSTEM



WF-FS1500-CDWL

Complete sound system for one side of an outdoor venue seating 2,000-10,000. Seamlessly integrates with Watchfire video displays and Ignite Sports software.

MICROPHONE SYSTEM

Handheld Dynamic Microphone and Stand

Sennheiser e 825-S

- · Silent on-off switch for discrete muting
- · Rugged metal housing

4-Channel Microphone Mixer

Shure SCM268

- (4) XLR microphone-level inputs
- (1) XLR mic/line output

Wireless Microphone Pack

Shure SLX24/SM58

- · Auto transmitter setup
- Auto frequency selection

CD/MP3 Player

Rolls HR72

- · Plays standard CDs
- Plays MP3 files from disc, SD card and USB drive

RACK MOUNT

All components supplied are mounted in a compact tabletop rack with rugged metal housing. Includes a source input panel for future upgrades.

SPEAKER SYSTEM

4-Channel Amplifier

Danley Sound Labs DNA20K4-Pro

- · Class D amplifier
- Standby power-save mode
- Requires (1) 240VAC 20A and (1) 120VAC 20A circuit

3-Way Loudspeaker

Danley Sound Labs J7-AT

- Coverage pattern: 90° H x 50° V
- Operating frequency range:
 60 Hz 19 kHz
- Sensitivity Low 103 dBSPL, M/H 109 dBSPL
- · Weight: 265 lbs
- Speaker enclosure: 4' H x 4' W x 3' D
- Power Rating: Low, 4200 Watts Cont. Mid/High, 2000 Watts Cont.





SECTION 4.1.2.

DIFFERENTIATORS - OUTDOOR PRODUCTS



Watchfire has nearly 90 years of experience in the outdoor signage business. We are a passionate team relentlessly pursuing quality in everything we do. As a manufacturer, all our designs start with a blank piece of paper, with signs made to order. Our displays are the result of state-of-the-art research, elite product engineering and expert service. We select the highest quality components from a global marketplace, and every manufacturing process we choose allows us to maintain the excellence our customers expect.

THE BEST-LOOKING, MOST RELIABLE LED SIGNS

High efficiency components reduce operating costs and increase energy efficiency.

Effective cooling design extends the life of electronic components.

More true-to-life colors, a faster refresh rate, and a more uniform LED appearance with calibration at the module level.

Cabinets of all-aluminum construction, precision-mitered corners, solid welds and a heavy-walled, extruded aluminum frame.

Energy efficient designs that use an average of 33% of their maximum amperage. UL Energy Efficiency Certified.

FCC verified to comply with US laws regarding emissions interference.

EXTERIOR SIGNS WEATHER THE HARSHEST CLIMATES

Encapsulation of printed circuit boards and electronic components provides high durability and weather resistance.

Every sign is engineered to pass a battery of stringent tests for structural stability, wind load, heat management, corrosion resistance and water resistance.

All electrical components are designed and tested to withstand temperature cycles in our environmental chambers from -40 °F to +140 °F. Modules are engineered to withstand 1,000 hours at 185 °F and 85% relative humidity.

All modules pass the ASTM B117 salt fog test to measure for corrosion resistance.

Controlled thermal and mechanical stress is applied during High Accelerated Life Testing (HALT) to identify design weaknesses and avenues for product improvement.

BACKED BY EXPERT SERVICE

An industry-best transparent warranty against defects in materials and workmanship is standard for five full years.

Our ten-year replacement parts availability guarantee is backed by almost nine decades in the sign industry.

Fast service on repair and replacement parts means more uptime.

Customer service is on-site at our factory in Danville, Illinois.

MANAGEMENT FOR LARGE AND UNIQUE PROJECTS

140,000 square feet of manufacturing space allows us to accommodate the largest LED video display projects seamlessly from design through production.

A project management team coordinates all distinctive LED projects, from custom design to smooth installation.

Trained technicians are available for every specialized display installation.



SECTION 4.1.2.

DIFFERENTIATORS

UNDER ONE ROOF

Watchfire is unique. More than 350 employees work under the same roof. At our **200,000 square foot facility in Danville, IL**, engineers, fabricators, and the support call center are steps away from each other. This work environment fosters personal, professional and corporate growth that benefits our customers through:

- Reduced errors and superior levels of quality assurance.
- Quicker response time to changes and questions.
- Faster and accurate more production time.
- Innovation and problem-solving that is only capable through a spirit of cooperation and trust.

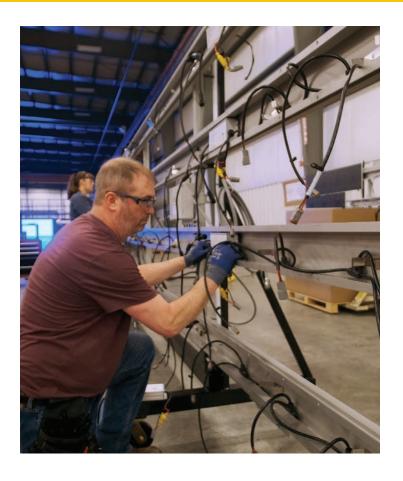
LOCAL DEALERS

Watchfire has a dedicated network of more than 2000 experienced professional companies to help guide you through the purchasing process and ownership. This nationwide network includes authorization sign shops, installers and AV integrators. Our dealer partners are experts in the industry and they're ready to help.

At Watchfire University, our local partners receive an in-depth study of Wactchfire's LED products and software. They complete certifications and partake in Watchfire's continual learning opportunities.

LOCAL LICENSED ENGINEERS

Watchfire has a network of licensed engineers across the nation, each registered to wet stamp our designs for local authorities with jurisdiction. Often overlooked, this is a crucial step in helping you get approval to proceed with installation and completion.





SECTION 4.1.4.

SOFTWARE & CONTROLS

SPORTS CONTROLLERS

Watchfire offers controllers for indoor and outdoor fixed digit scoreboards and can be integrated with Ignite Sports software to operate score and timing on video scoreboards.

- · Wired and wiles options
- · Wired and wireless models are available.
- Wireless model uses frequency-hopping to reduce radio interference.
- LCD display shows scores, time and data.
- Battery-powered models work for up to 6 hours.



Designed with high schools and small to medium colleges in mind, **Ignite Sports** makes it easy to create, manage and deliver game-time content to Watchfire in-venue displays. Hype videos, player profiles, animations, live video, and advertising will help to engage fans, drive revenue and strengthen franchise brands.

SIGN SOFTWARE

Ignite OPx is Watchfire's cloud-based, content management software that runs on any platform with a browser, including a Mac. Built with powerful media tools and advanced customization options, Ignite OPx makes it easy for anyone to create custom content and schedule updates to their sign from anywhere with an internet connection. It is ideal for local government entities and transportation hubs.

Some publicly funded locations, like a civic center, may choose to use their videoboard as a digital billboard. Our **Ignite OA** software is a robust choice for out-of-home advertising content with scheduling, dayparting and tracking features.

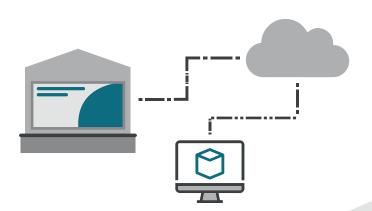


SIGN COMMUNICATIONS -

SECURITY & CONVENIENCE

WIRELESS COMMUNICATION

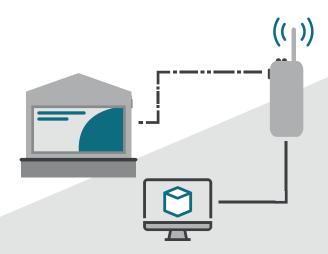
The Watchfire Wireless Plan is an inexpensive, convenient communication option compatible with either our PC-based or cloud-based software options.



Watchfire's plan provides dependable service across Verizon's network coverage area. With no radios to install or cables to run, the Wireless Plan is a turnkey solution that offers the most benefits to your customer. This method is also Mac compatible.

RWF & HIGH SECURITY RADIO

Point to point radio provides fast, secure communication. RWF is especially effective when no internet is available.



High Security Radio is preferred for many financial institutions, medical facilities, military installations and industries that require an additional level of data security. It features frequency agility, enabling the radio to detect interference and optimize secure communications.

QUICK FACTS



CONTROLLING SIGN NETWORKS

Wireless communication or fiber-optic cable can be used, depending on the nature of the network. Watchfire's Ignite OPx cloud based software paired with wireless communication provides a seamless solution for indoor and outdoor networks.



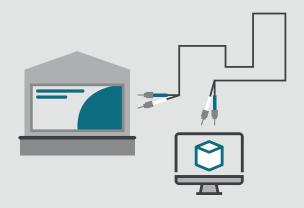
LIVE VIDEO

For sports or live events, Watchfire software and hardware can be configured to play a single source or integrate with a video switching system.



FIBER-OPTIC CONNECTION

Fiber-optic cable is the required communication method for displaying a live video feed on an outdoor display.



Each fiber configuration uses an indoor controller and requires that the cable be run through a 1.5" conduit to the sign. Closed-loop systems can be customized to meet security needs and PC-based software is required.



SECURITY

Our products offer multiple layers of security. In addition to password protection, Ignite's proprietary session system prevents outside software from gaining access to the sign's controller. Ignite follows newer TLS protocols for network security and data integrity.

CUSTOM CONFIGURATION

Watchfire can help you develop a fully integrated solution for managing digital signage networks, live video feeds and different multimedia feeds. For customers using displays for live event production, a video switching system must be used to select and play content from multiple sources. This allows for smooth transitions between sources, creating seamless live event production.

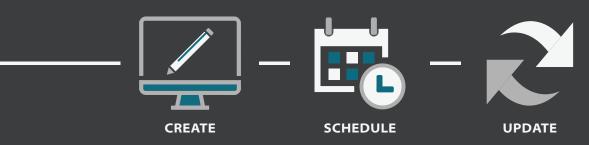


800-637-2645 watchfiresigns.com v012020

IGNITE SOFTWARE

PREMIUM CONTENT MANAGEMENT

Without good content management software and a team to stand behind it, an LED sign is just a box of wires and lights. Watchfire's suite of Ignite software provides a wide range of ways to control digital displays. Whether your customers need a powerful advertising tool, a community landmark or a way to produce live events, Ignite has a solution for the customers you serve. We've made content management easy and responsive, so your customers can focus on promoting their businesses and organizations. Ignite is included with every Watchfire sign sold.



	Ignite OP	Ignite OPx	Ignite Sports
Software Type	Windows Installation Required	Windows or Mac Cloud-based	WindowsInstallation RequiredTouch Screen & Hotkey Interface
Content Creation	 Advanced Editor Free EasyArt Library Import .bmp, .gif, .jpg, .avi, .wmv, .ico, .emf, .wmf files 	 Advanced Editor Free EasyArt Library Upload .gif, .jpg, .png, .mp4, .mp3, .wav, .wma files 	 Advanced Editor Free EasyArt Library Import .bmp, .gif, .jpg, .png, .tga, .avi, .mov, .mp4, .mpg, .m4v, .mkv, .wmv, .flv, .vob, .wav, .mp3, .wma, .ogg, .au, .aif files
Integrations	 RSS Data Access for Dynamic Content Live Video Third-Party Control Systems 	 RSS Data Access for Dynamic Content Integrate Multiple Data Feeds Custom Widgets for Business-Specific Data 	Scoring/Timing SystemsNative Live VideoVideo Switching SystemsThird-Party Control Systems
Sign Management	 Import, Schedule & Preview Content Automated Sign Diagnostics with On Demand Available Dayparting 	 Upload, Schedule & Preview Content Automated Sign Diagnostics Dayparting Manage Multiple Screens at Once 	 Import, Schedule & Preview Content Automated Sign Diagnostics with On Demand Available Touch-Button Publishing Manage Multiple Displays and Zones
User Rights Management	Single Access	Customizable Access Levels for Multiple Users	Single Access

watchfiresigns.com or 1-800-637-2645 RFP # COG-2103



SCORE

IGNITE SPORTS GAME TIME SOFTWARE











1 EASY SCORING

Ignite Sports is designed so those with little to no technical experience can manage scoring, timing and event content quickly and easily.

2 TABLET OPTION

Ignite Sports comes with its own powerful PC system, including a touch screen monitor for instant scoring. Choose a handheld tablet instead, which is ideal for score-only use or for operators who want to sit in the stands.

3 ONE TOUCH BUTTONS

Clear labeling and button operation make it easy to score and make corrections.

4 MULTISPORT

At any time, you can choose or alter what scoreboard information is displayed, accommodating different sports and levels of athletic play.

5 MAKE IT YOUR OWN

Personalize your scoreboard with team colors, fronts and graphics. Choose the information you want to show, including electronic names.

6 MULTITEAM BRANDING

Multiteam facilities can quickly customize scoreboards with different team colors and mascots.



ENTERTAIN

LOOK LIKE A PRO WITH NO ANNUAL FEES





We love Ignite
Sports and our
fans love what
we do with it. We
play trivia games,
have dance offs
and display fan
photos throughout
the game. We
can even attach
a sponsorship to
these fun activities
and generate
revenue.

Tom Fricke | Danville Stadium

Give your fans and players an experience with Ignite Sports software. Creating and displaying engaging content is fast and easy. Ignite Sports is engineered to grow with your wants and resources. Start simple and advance to a full-production event. Plus, all the functions and customization features are built in. **You'll never have to pay annual fees or additional costs for new layouts.**

MAKE SOME NOISE

High energy crowd prompts are built-in. Push a button and wow fans to with "Defense" and "Score" animations. Our EasyArt library will make you look like a pro.

PLAYER PROFILES

Put your athletes at the center of attention with headshots and profiles. Ignite Sport's built-in editor lets you combine photos, backgrounds, videos and text in seconds.

LIVE VIDEO

Whether it's the action on the field or dancing in the stands, live video can bring fans to their feet. Ignite Sports works with any DVI or HDMI input, including laptops (websites), DVD players and video cameras.

HYPE VIDEOS

Kick off the game with a high impact video or run social media style movie during a break in play. Ignite Sports lets you import all the common video, graphic and audio files. Drag and drop them into a playlist for stress-free entertainment before the game.



EARN

6 WAYS TO SELF-FUND A VIDEO SCOREBOARD

A virtual scoreboard showcases jaw-dropping display and dynamic content that combine to create an atmosphere where crowds are engaged, and local sponsors are excited to advertise.

A Watchfire virtual scoreboard or video display offers can be divided into content zones for revenue-generating opportunities that help a scoreboard pay for itself. *The possibilities are endless, but here are six proven methods for generating scoreboard revenue.*

1 VIRTUAL SIGNAGE

A virtual scoreboard from Watchfire is a large, single video board that can be divided into zones to display multiple types of content at the same time. Zones can display scores, live video, statistics and sponsorship advertising. With the click of the mouse, all the zones can be replaced with a single, larger-than-life pregame video. Click again, and you're back to displaying sponsor ads and other content.

2 SPORT-SPECIFIC ADVERTISING

A Watchfire virtual scoreboard allows for multisport scoring. This versatility can increase sponsorship revenue too. Sell one set of virtual ads to companies interested in reaching football fans and another set of ads to businesses in support the soccer program. The more sports played in a facility - the more advertising opportunities that are available.

3 NAMING RIGHTS

Virtual scoreboards have sparked a new way of thinking about naming rights. In the past, adding a corporate logo or donor name to a fixed digit scoreboard could be an expensive investment, requiring a sign company, installation time and a financial commitment from the facility. With a Watchfire video display, naming a scoreboard is as easy as customizing a dynamic ad zone. Naming rights on a virtual scoreboard can change from season to season, and from sport to sport.



4. SOUND & MOTION ADVERTISING

From a spinning logo in between periods to a 30 second video commercial before the game, sound and motion ads provide big ticket sponsorship revenue. Whether it's an animation or a still photo, Watchfire's video displays combine refresh rates and wide viewing angles to create an exciting atmosphere for any seat in the house.

5 SPONSORED "SHOUT OUTS"

Many companies sponsor athletic programs because it ties them to the community. These businesses may enjoy sponsoring "shout outs," like Player of the Week or Teacher of the Month. Operators can use any graphic program to combine a player photo and sponsor logo, and then use Watchfire's Ignite Sports software to display it on the scoreboard.

6 CROWD PROMPTS

When you listen to a ball game's broadcast, you hear the announcer peppering play-by-plays with advertiser names. Facilities can duplicate that success by offering sponsorships for significant plays, such as first downs and three-pointers. The Watchfire EasyArt library comes with crowd prompts that are easily personalized with sponsors' names.



LEARN

8 WAYS YOU CAN USE YOUR DISPLAY IN YOUR CURRICULUM

Schools across the country are also finding ways to leverage their investment in the classroom, providing students real-life learning experiences.

1. GRAPHIC DESIGN

Students in graphic design classes produce game content and ads that are showcased on the LED video board.



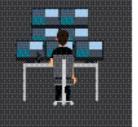
5. VIDEO PRODUCTION

Students create hype videos to excite fans, and live stream the videos and other social media content to the scoreboard.



2. MEDIA TECHNOLOGY 8. COMPLETED SCIENCE

With video displays, students apply software and hardware knowledge and gain control room experience.



6. ENTREPRENEURSHIP

Beyond athletics, business classes task students with developing innovative digital display uses for the school and community.



3. ANIMATION

High-energy crowd prompts created by students in computer animation classes spark memorable game time experiences.



7. JOURNALISM

Students in broadcast journalism classes do live interviews with players, coaches and fans that are shown on the gym or stadium scoreboards.



4. MARKETING & ADVERTISING

Students generate revenue as they produce ads, develop sponsorship packages and sell video board ad space to local businesses.



8. PHOTOGRAPHY

Since digital scoreboards can display color photos, students studying photography can snap pictures around campus for display on the board and to support ad design.





LEARN

\$500 FIRED UP SCHOLARSHIP



Watchfire has created a scholarship designed to recognize high school students who develop content for Watchfire video scoreboards or displays on campus.

The **Fired Up Watchfire Scholarship provides \$500 in financial assistance** to a graduating high school senior who demonstrates excellence in the creation and use of content on a Watchfire sports display during a live event.

Watchfire video displays and virtual scoreboards help schools entertain fans, increase sponsorship revenue, and provide learning experiences for students. Indoor and outdoor display models can be used in any stadium or sports facility to engage fans and deliver a professional-quality sports experience. Increasingly, schools are integrating the boards into classroom courses, enabling students to learn video production, design and content management skills.

Students can submit content created as part of the school's curriculum or as an extracurricular activity. Entries will be judged based on the impact the content makes on creating school pride, as well as the student's academic performance.

Additional details are available at watchfiresigns.com/firedup.

"Students are playing an important role in creating content for digital scoreboards that raises the level of excitement at sporting events. The content created by them deserves to be recognized."

MARY ELLEN FRICKE | WATCHFIRE

watchfiresigns.com or 1-800-637-2645 RFP # COG-2103



SECTION 4.2.1.

MANUFACTURING



In 2020, Watchfire celebrates 88 years in business. We are a passionate team of people who relentlessly pursue quality in everything we do. We don't compromise our standards because we are determined to provide the finest products and services in the sports industry.

We believe in a straightforward and respectful approach in business. As a manufacturer, all our designs start with a blank piece of paper. Every component we select, and every manufacturing process we choose allows us to maintain the quality our customers expect. The ten-year parts replacement warranty offered to represents our commitment to quality and a long-standing partnership. We don't hide behind fine print. We stand behind our products and care about every customer we serve.

When you partner with Watchfire, you're investing in a solid relationship backed by a history of continuous improvement. Your display is the result of state-of-the-art research, elite product engineering and expert service. As an industry leader, Watchfire is driven by a tireless commitment to technological innovation.







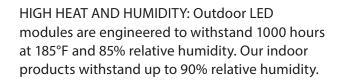
SECTION 4.2.2.

TESTING



Quality, durability and reliability are the founding principles behind everything we do. Watchfire's signs are rigorously tested to operate in coastal regions with high humidity and salty sea air, to desert areas with high heat, solar intensity and vast temperature changes. Our testing ensures that every sign we manufacture is designed to endure every environment.

TEMPERATURE EXTREMES: All outdoor electrical components are designed and tested to withstand temperature cycles in our environmental chambers from -40°F to +149°F. Our interior displays operate in temperatures ranging 15 °F to +100 °F.



SALT FOG. All outdoor modules pass the ASTM B117 salt fog test, originally designed to test for corrosion resistance on automotive finishes.

HIGH ACCELERATED LIFE TESTING (HALT): Controlled thermal and mechanical stress is applied to identify design weaknesses and avenues for product improvement.

OPERATION UNDERWATER: For years we've proven the reliability of our modules by running them underwater for months at a time.





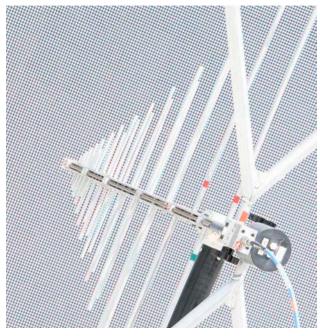
REFERENCES

Watchfire maintains critical references:

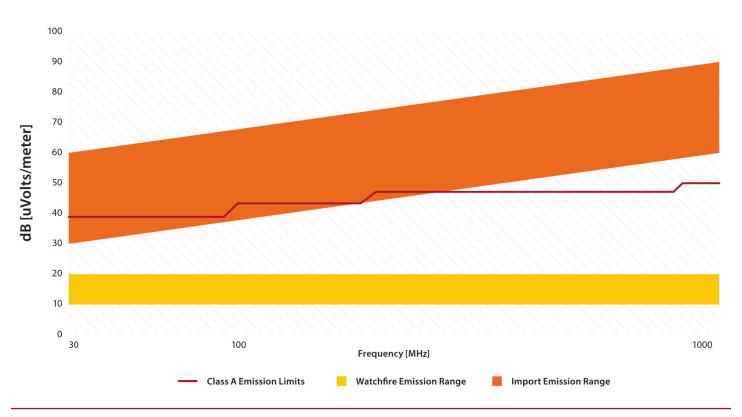
- FCC Part 15 Class A Complaint
- Standard for Electric Signs, UL and CUL Listed
- National Electric Code
- Designed to Current IBC2018 and ASCE-7/16 Standards

Watchfire's FCC Emissions Guarantee

Electromagnetic interference may seem benign, but an interference claim that can't be remedied can ruin a facility orfrnachise brand without warning. Watchfire takes the extra step of providing a guarantee to demonstrate to customers and to the industry our confidence in the design of our products.



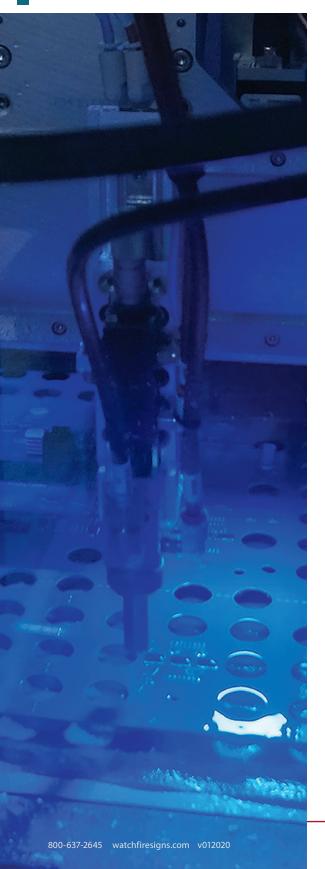
Specialized equipment is used to test the emissions of a Watchfire display.



watchfiresigns.com or 1-800-637-2645 RFP # COG-2103

ENGINEERING

RELIABLE INNOVATION



Vertical Integration

Manufacturing at Watchfire emphasizes collaboration between design, research and development, and service. These departments all reside in our Danville, Illinois, facility, meaning that our products are engineered to meet the needs of every project, whether it's on Main Street USA or the world's largest video screen. This integration drives innovation, so we can continue to bring you the industry's best displays.

Designed to Deliver Unmatched Uptime

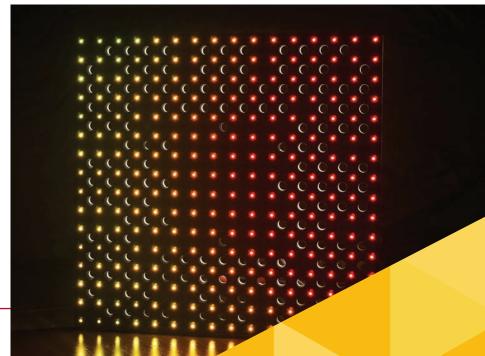
Our designs maximize mean time between failures (MTBF), an industry concept for operational longevity. MTBF standards state that every connection in an electronic device is a potential point of failure. Watchfire's engineers look to reduce connection points, which in turn increases reliability. With far fewer connections than our competitors, our displays operate reliably on day one and for years to come.

Built to Withstand Extreme Conditions

Our outdoor modules are engineered to withstand temperature cycles from -40 $^{\circ}$ C to +60 $^{\circ}$ C. Our LEDs endure a severe humidity test of 2000 hours at 85 $^{\circ}$ C and 85% relative humidity. Materials and components also pass the ASTM B117 salt fog test to measure corrosion resistance. We use Highly Accelerated Life Testing to apply controlled thermal and mechanical stress to simulate years of operation in the field.

Internal Reliability Testing

Watchfire's engineers test our products to guarantee consistently high durability. Every outdoor display is engineered to pass a battery of stringent tests for structural stability, wind load, temperature management, corrosion resistance and water resistance. We test individual components and entire modules: baking them, zapping them with electrostatic charges, freezing them and spraying them with salt water.





SECTION 5.3.1.

DESIGN-BUILD EXPERIENCE

Take advantage of Watchfire's design-build service simplifies the construction process. It can help you maximize savings, fast-track completion and reduce the daily stress of trying to complete a large project.

Our in-house project management team combines the function of a designer, architect, engineer and construction manager into a single entity, giving you a single point of responsibility. We lead collaborative concepts and problem-solving, streamline communications and manage all construction aspects.

We bring our extensive experince to every project, from high school football scoreboards to the world's largest LED display -- the Fremont Street Experience in Las Vegas. Our team possesses certifications from Six Sigma, Project Management International, American Society for Quality and more.



Step One

INITIAL MEETING

Listen, learn and work together to understand project vision, scope and goal.

Step Two

DESIGN DEVLEOPMENT

Create preliminary processes and drawings, including rendering and product diagrams.

Step Three

FINAL DESIGN

Complete and select the final estimates, designs and product specifications.

Develop power data diagrams and installation diagrams.

Step Four

PROPOSAL

Commit to product, timelines and budget.

Step Five

PRE-INSTALLATION

Finalize construction documentation. Mobilize teams, reviewing project plan and collaborations.

Step Six

INSTALLATION

Complete all phases of the project, ensuring vision and goals are reached. Present closeout documentation.



Fremont Street **Experience**

Las Vegas, NV
23 MILLION
EXPOSURES PER YEAR

1500' x 97'



Fremont Street Experience

in Las Vegas, Nev., attracts more than 20 million visitors

annually. Watchfire Signs of Danville, III. was selected from among 15 digital screen manufacturers from around the world to imagine and manufacture a next-generation reboot of this iconic Las Vegas attraction.

Core to Watchfire's design for the canopy was a new product developed specifically for Fremont Street Experience. Watchfire's new module can be trimmed and resized into thousands of shape configurations without impacting the content displayed. The design allows airflow through the modules, critical for installations in high heat and in situations with restricted airflows. For Fremont Street, the innovative design allows light to reach the street level and for the canopy to shed rain.

The upgraded canopy—the first update since 2004—delivers a screen that is seven times brighter than the original. Contrast has been increased by four times compared to the previous screen, allowing content to be displayed on the canopy during daylight hours for the first time. The digital canopy is 1,500 feet long and is suspended 90 feet above a pedestrian mall. It contains 130,000 square feet, or roughly three acres of digital signage, and 49 million LEDs.

According to the Las Vegas Convention and Visitors Authority board an estimated 53 percent of Southern Nevada's 43 million visitors visited downtown Las Vegas and 59 percent specifically went to see the giant LED canopy.

"It's difficult to adequately express how excited we were to unveil our new canopy on New Year's Eve. This \$32 million renovation has been a massive undertaking, and we're confident visitors will be stunned by the new resolution and vibrancy of Viva Vision, the largest single digital display in the world," said Patrick Hughes, president and CEO of Fremont Street Experience.

"Being chosen as the digital technology partner for the Fremont Street Experience upgrade has been exciting for all of our employees," said Steve Harriott, president and CEO of Watchfire Signs. "We are delighted that Fremont Street Experience has shown confidence in Watchfire's capabilities. Our track record of exceptional service and support after the sale was a key factor in the selection process."

The canopy was upgraded in eight sequenced phases, during which 1/8th of the canopy length was replaced at a time. Installation began in early 2019 and was completed in October 2019, on budget and on schedule.

"Watchfire has been an invaluable partner and I have no doubt that our guests will be blown away by what we've accomplished together."

PATRICK HUGHES | PRESIDENT AND CEO FREMONT STREET EXPERIENCE



SECTIONS 6.2.

ORDER & INVOICE PROCESSING: PAYMENT

TERMS OF SALE

Note. The following Terms of Sale are subject to change. All transactions for all products sold by Watchfire are subject to the latest published Terms and Conditions and to any special Terms of Sale which may be contained in applicable Watchfire quotations and acknowledgements.

Quotations. Quotations shall be valid for no more than ninety (90) days from their date, unless otherwise state in the quotation. All quotations are subject to change by Watchfire at any time upon notice to Buyer. It is Buyer's obligation to review the quotation carefully and to immediately advise Watchfire of any discrepancies Buyer has so any necessary changes may be made. Changes to the System after acceptance of the quote are valid only when accepted in writing and signed by both Watchfire and the Buyer.

Terms of Payment. Upon Buyer's acceptance of a System quote, the Buyer shall make a non-refundable minimum deposit of one-half of the System Price. When applicable, taxes, crating, transportation, delivery charges, and any other related expenses shall be included in the System quote. The remaining balance must be paid by the Buyer three (3) days prior to Watchfire's shipment of the System. The System Price does not include costs of any construction or installation of the System and is solely the responsibility of the Buyer. Systems delayed in shipment at the request of Buyer are subject to annual interest charges of 18% on the remaining balance, which must be paid by Buyer prior to shipment. Buyer's failure to comply with all Terms of Payment may result in suspension of system access, which may not be restored until Terms of Payment are fulfilled.

Delivery. Watchfire shall, at Buyer's sole cost, arrange for delivery of the System to Buyer. Title to, and risk of loss of, the System shall pass to Buyer upon Watchfire's placement of the System with the shipping carrier unless the System has been in Watchfire's warehouse for more than sixty (60) days from the date of completion. Title and risk of loss of the system shall automatically pass to Buyer if the System is in Watchfire's warehouse for more than sixty (60) days and a storage fee of \$500 per month thereafter will be assessed to the Buyer. Buyer shall inspect the System within fourteen (14) calendar days after receipt (the "Inspection Period"). Buyer will be deemed to have accepted the System unless it notifies Watchfire in writing of any Nonconforming System during the Inspection Period and furnishes such written evidence or other documentation as reasonably required by Watchfire. "Nonconforming System" means only the following: (i) product shipped is different than identified in Buyer's purchase order; or (ii) product's label or packaging incorrectly identifies its contents. If Buyer timely notifies Watchfire of any Nonconforming System, Watchfire shall, in its sole discretion, (i) replace such Nonconforming System with a conforming System, or (ii) credit or refund the price for such Nonconforming System. If Watchfire exercises its option to replace the Nonconforming System, Watchfire shall deliver a conforming System to Buyer according to the delivery terms applicable to the original System. Buyer acknowledges and agrees that the remedies set forth in this paragraph are Buyer's exclusive remedies for the delivery of a Nonconforming System.

Driver Detention. Fees for up to two (2) hours of detention time, per load, are included in the System Price. In the unlikely event that the driver is delayed or detained beyond two (2) hours following arrival at the shipping destination, detention fees will be accrued by the hour. If these delays are a direct result of issues with preparedness of the installation team and/or jobsite readiness, these fees will be invoiced to the Buyer in a timely manner and will not exceed \$75.00/hour.

Force Majeure. Watchfire shall not be liable for any damages as a result of any delays due to any causes beyond Watchfire's control, including, without limitation, telecommunications failures, technology attacks, epidemic, embargos, quarantines, viruses, strikes, labor problems of any type, accidents, fires, war, acts of terrorism, material unavailability, natural disaster, transportation failures, instability and unavailability of the Internet, and acts of God, etc. In the event of such any such delay, the date of delivery shall be extended for a period of time reasonably necessary to over the effect of such delay.

watchfiresigns.com or 1-800-637-2645 RFP # COG-2103



WATCHFIRE SIGNS, LLC-TERMS OF SALE

System Warranty. When used properly under normal use and normal environmental conditions, and subject to the exclusions set forth herein, Watchfire warrants its manufactured goods, and the System against material defects in material and workmanship for five (5) years from the date of shipment from Watchfire's dock. Watchfire warrants the Price Watcher product series against material defects in workmanship for three (3) years from the date of shipment from Watchfire's docks. During the warranty period, Watchfire's only obligation and liability is to repair or replace (at its option) those part(s) of the System which prove to be defective and not merely worn out (e.g., aged LEDs). Repaired or replaced parts provided within the original warranty period shall have the same warranty for the balance of the original warranty period. Part(s) replaced or repaired outside of any warranty period shall have a warranty of replacement only for material defects in material or workmanship for one (1) year from date of shipment. Any parts not manufactured by Watchfire, but which are added to the System manufactured by Watchfire, are covered only by their original manufacturer's warranty, if any. Watchfire is not responsible for telecommunications or Internet services being unavailable, or for limitations caused by environmental conditions or incompatibilities with other systems.

Limitations. Buyer's exclusive remedy for Watchfire's breach of this Agreement as to any term hereof, and Watchfire's only liability for any such breach, shall be replacement or repair of the System and its parts actually delivered to Buyer in Watchfire's sole discretion. IN NO EVENT WILL WATCHFIRE BE LIABLE TO BUYER FOR LOSS, DAMAGE, OR INJURY OF ANY KIND OR NATURE ARISING OUT OF THIS TRANSACTION IN EXCESS OF THE SYSTEM PRICE. The Buyer agrees that these limitations on liability and remedies are independent of the agreed remedies under this Agreement. Significant surge protection is included in the signs. However, very high electrical surges can damage electronic LED sign systems and are not covered by warranty. Proper installation to allow for adequate ventilation as detailed in the Installation Manual S-1504 is required to keep the warranty in force. Power must be applied at all times except for during service incidents. Power outages for more than three (3) days require notice to Watchfire Service to keep the warranty in force.

Intellectual Property. As to the equipment proposed and furnished by Watchfire, Watchfire shall defend any suit or proceeding brought against Buyer so far as it is based on a claim that such equipment constitutes an infringement of any copyright, trademark or patent of the United States. Watchfire retains ownership of intellectual property in any materials, goods, software and production process which may be developed under this Agreement.

Use of System Image. Buyer agrees that Watchfire, without compensation to Buyer, may use Buyer's name along with photographs and images of the System in Watchfire's advertising and promotional materials in any media worldwide without the prior written consent of Buyer. Watchfire agrees that such use shall not imply any endorsement of Watchfire by Buyer.

License for Software Use and Warranty. "Software" as used herein includes software distributed on a media (like a CD, DVD or flash drive), software hosted on a server and accessed through a web browser, and software running on the System controllers. Media does not apply to Ignite OA. This license covers end-user applications such as Ignite OP, Ignite OPx and Ignite OA. Excluding Third Party software, Watchfire warrants that: (1) the media (if any) on which Software is provided shall be free from material defects for sixty (60) days after shipment by Watchfire; and (2) Software substantially conforms to the documentation that accompanies it. Watchfire hereby grants the Original End User a limited, non-exclusive personal, non-transferable and non-assignable license to use the Software. This license terminates upon violation of any provision of this License, and Watchfire reserves the right to electronically disable the Software upon such violation. The software is copyrighted by Watchfire Signs, LLC and buyer shall not permit the software to be copied (except for backup purposes), transferred, distributed, disassembled, reverse engineered, decompiled or tampered with. Watchfire does not warrant that the media and Software is completely error-free, will operate without interruption or is compatible with all equipment or software configurations. Watchfire may charge additional fees for any upgrades or modifications to the Software.

Third Party Software. Operation of the sign is supported only with Watchfire software and Watchfire qualified versions of approved third party software. Installing un-supported software on sign controllers could lead to non-operational signs. Service charges for troubleshooting and returning to operation will apply.

BUYER AND ORIGINAL END USER HOLD WATCHFIRE HARMLESS AND INDEMNIFIED FOR ANY CLAIMS BY THIRD PARTIES. INCLUDING WATCHFIRE'S ATTORNEY'S FEES. THAT THE USE OF THE SOFTWARE OR SYSTEM INFRINGES ANY INTELLECTUAL PROPERTY RIGHTS OF ANY THIRD PARTY DUE TO AN IMAGE DISPLAYED ON THE SYSTEM BY THE BUYER.



WATCHFIRE SIGNS, LLC-TERMS OF SALE

Warranty Service. Defective media or Software may be replaced during the warranty period unless damaged by accident or misuse.

WATCHFIRE'S ENTIRE LIABILITY SHALL BE THE REPAIR OR REPLACEMENT OF THE DEFECTIVE MEDIA OR SOFTWARE WHEN TIMELY RETURNED

TO WATCHFIRE. Any replacement media or Software has the same sixty (60) day warranty. Warranty service for the System and the Software are expressly conditioned on Watchfire's prior receipt of all payments due under the License, including System Price. Buyer shall contact the Watchfire HELP desk for warranty service. Items determined defective by Watchfire will be replaced at its option with new or like-new part(s). No credit is given for such items. Watchfire will pay for outbound shipping and return ground freight for items repaired/replaced for its manufactured goods. Buyers must pay all duties and taxes for items shipped to destinations outside of the continental United States. Buyer shall pay for the installation of repaired/replaced item and updates to the software. In the event of any delay in Watchfire's performance beyond Watchfire's reasonable control, Watchfire shall have additional reasonable time for performance. Buyer shall pay for all maintenance services.

10-Year FCC Guarantee. This device complies with FCC Part 15 regulations for Class A devices. Operation is subject to the following two conditions: 1.) this device may not cause harmful interference, and 2.) this device must accept any interference received, including interferences that may cause undesired operation. FCC regulations state that unauthorized changes or modifications to this device could void the user's authority

In the event of a documented claim of electromagnetic interference as the result of the operation of this device, Watchfire guarantees to provide a remedy to the complaint pursuant to FCC Part 15 regulations for Class A devices in effect at the time of shipment or issue a prorated refund to the buyer. The prorated refund will be determined by dividing the original purchase price by the number of months of the warranty period, then multiplying the result by the months remaining in the warranty period. Partial months are rounded to the nearest whole month.

Exclusions. The above warranties do not apply if the System or Software are damaged due to improper or unreasonable use, modification, repair, service, installation, or environmental conditions or if they are reversed engineered, de-compiled or used to create derivative works. There are no express warranties for the System and the Software beyond those expressly stated herein and the entire agreement between the parties as to warranties is embodied in the Agreement and this Schedule. Neither oral statements or advice made by Watchfire's agents or employees in the selection of goods or parts used in or in conjunction with Watchfire's manufactured goods, or in the performance of warranty services, nor any verbal arrangement, nor any advertising material or statement in any brochure, catalogue, or other material furnished by Watchfire or on its behalf, other than the limited warranty and remedies statements included therein, nor any other oral or written term or statement not contained herein shall constitute a warranty, be relied upon by Buyer, or become a part of the sale of System or the license of the Software. If any sample or model was shown to the Buyer, such sample or model was used merely to illustrate the general type and quality of a System and Software and not to represent that the System and Software would necessarily conform to the sample or model.

WATCHFIRE'S LIABILITY TO BUYER UNDER THESE WARRANTIES FOR THE SYSTEM AND SOFTWARE IS LIMITED AS SET FORTH HEREIN, WHETHER IN CONTRACT, TORT, OR ANY OTHER THEORY OF LIABILITY, INCLUDING BUT NOT LIMITED TO FRAUD, MISREPRESENTATION, BREACH OF CONTRACT, PERSONAL INJURY, PRODUCTS LIABILITY OR ANY OTHER THEORY, AND WATCHFIRE SHALL NOT BE LIABLE FOR ANY SPECIAL, DIRECT, COMMERCIAL, EXEMPLARY, DIRECT, INDIRECT, INCIDENTAL OR CONSEQUENTIAL DAMAGES OR PUNITIVE DAMAGES, OR DAMAGES FOR LOSS OF USE, LOSS OF ANTICIPATED PROFITS, INCOME, OR ECONOMIC LOSSES OF ANY KIND. WATCHFIRE'S LIABILITY UNDER ANY WARRANTY HEREUNDER, WHETHER EXPRESS OR IMPLIED, SHALL NOT EXCEED THE COST OF REPAIR OR REPLACEMENT OF DEFECTIVE PARTS OF THE SYSTEM AND SOFTWARE. BUYER MAY NOT BRING ANY ACTION UNDER THESE WARRANTIES MORE THAN ONE YEAR AFTER THE CAUSE OF ACTION HAS ACCRUED.

Miscellaneous. Should any part of this Terms of Sale be found invalid, the other parts shall remain unaffected and shall be enforceable. This Terms of Sale shall be governed by the laws of the State of Illinois. Any litigation shall be exclusively in Vermilion County, in the State of Illinois or the U.S. District Court for the Central District of Illinois.

Privacy Policy. See http://www.watchfiresigns.com/privacy-policy for details.

to operate it.

On Premise Quote





SIGN ID: 1417869 S16j

QUOTE NUMBER: 2014813.0 (Version 0) DATE: 9/3/2020

Waukee Community School District 9118323

,

Shipping Destination

Waukee Northwest High School-Exterior Scoreboards 905 Warrior Ln Waukee, IA 50263 **lob Site**

Name: Waukee Northwest High School-Exterior Scoreboards Address: 905 Warrior Ln

City: Waukee

State: IA Zip: 50263

PRODUCT SPECIFICATIONS

Pixel Pitch: Sport16mm LED RGB **Pixel Matrix:** 342 X 630 **Cabinet Size:** 19ft 4in H x 36ft L x 8in D **Viewing Area:** 19ft H x 35ft L **Cabinet Style:** Single Face Signpak 38 lines / 126.0 Characters at a 4" type **Character Size:** Approx. Weight: 6915.00 Lbs. Warranty: Standard 5 Year Watchfire warranty applies. 5-7 weeks (after this document is signed & Mfg. Lead Time: returned and receipt of down payment).

240 VOLT 4 WIRE 155.0 amps (155.00 per face). Refer to the Installation manual for details on wiring. Based on 18 hours of operation a day, plus or minus 10% depending on how the sign is programmed. Example: 192.8 KWHrs a day x \$0.07 =

\$13.50/Day

OPTIONS

Software **Ignite Sports Communications** Fiber Ignite Sports Controller (GB) (With Live Video) **Ignite Sports Accessories** Wireless Tablet **Software Training** Web Based Software Training **Temperature Sensor** Not Ordered **Fiber Optic Cable** Fiber - Length Not Specified **Power Requirements** Standard As Quoted Sign Mounting Kit Mini Stringers Standard 5-Year Parts Warranty Warranty **Technician On-Site During Installation Spare Parts Kit** 16mm Sports Standard **Spare Parts Storage Box** Not Ordered **Custom Artwork** Not Ordered

STANDARD FEATURES

Electrical Service:

Brightness Daytime 8000 NITs Maximum; Nighttime 750 NITs Maximum Color LED RGB Min. 73.8 Quintillion **Color Capability Display Refresh** 4800 Hz **Includes** Ignite Graphics Software Video up to 60FPS; Full Animation capable; Live video capable-specify additional hardware **Viewing Angles** 140 Horiz/70 Vert

ORDER ACCEPTANCE QUOTE VALID UNTIL 12/2/2020

System Price: 16mm Highbrightness Color LED XVS Message Center - Rear Ventilation

System Price

Crating & Shipping
To Waukee,IA via Dedicated Flatbed

Grand Total:

To order Sign ID 1417869, sign here and return with down payment

Signature:	Date:

Buyer acknowledges that prior to executing this Agreement Buyer has read or has had the opportunity and means to review the TERMS OF SALE and Seller's LIMITED WARRANTY, SOFTWARE LICENSE, AND LIMITATION OF LIABILITIES AND REMEDIES at http://watchfiresigns.com/terms-and-conditions-of-sale or in the alternative, a hard copy has been provided to Buyer and its receipt is acknowledged.

This quote/offer is expressly limited to the acceptance by the buyer of its exact terms, including the terms of sale and seller's limited warranty, software license, and limitation of liabilities and remedies, all of which are a part of the agreement. Any purchase order or related documents buyer issues to seller (even if it contains terms in addition to or inconsistent with the terms of this agreement) for this transaction shall constitute buyer's unconditional agreement to be bound exclusively by the seller's terms and conditions of this agreement, and buyer hereby agrees that such additional or inconsistent terms shall not apply nor become a part of this agreement.

On Premise Quote





SIGN ID: 1417871 WF-FB-1020

QUOTE NUMBER: 2014813.0 (Version 0) DATE: 9/3/2020

(OOTE NOMBER: 2014813:0 (VEISION O) DATE: 9/3/2020

Waukee Community School District 9118323

Shipping Destination

Waukee Northwest High School-Exterior Scoreboards 905 Warrior Ln Waukee, IA 50263 lob Site

Name: Waukee Northwest High School-Exterior Scoreboards Address: 905 Warrior Ln

City: Waukee

State: IA Zip: 50263

PRODUCT SPECIFICATIONS

Model:

Cabinet Size:	10ft H x 36ft 3in L x 7in D
Approx. Weight:	1597.00 Lbs.
Warranty:	Standard 5 Year Watchfire warranty applies.
Mfg. Lead Time:	4-8 weeks
Electrical Service:	120 Volt, 1121 Watts, 2-Wire and ground
Cabinet Color:	
Striping / Caption Color:	

WF-FB-1020

STAN	IDAF	RD FEA	ATUI	RES

Ball On	24"
Down	24"
Game Clock	36"
LED Colon	3"
Possession	10"
Qtr	24"
Team Scores	36"
Time Outs Left	18"
To Go	24"

OPTIONS

OPITONS	
Cabinet Color	Black (Standard)
LED Digit Color	White
Scoreboard Controller	C-40W (Wireless)
Caption Color	Black or White
Controller Case	1 Controller Case
Hand Switches/Controllers	C-15
Warranty	Standard 5-Year Parts Warranty
Spare Controller	Not Ordered
Team Names	8 x 40 Electronic (11" character)
Conversion Captions	Not Ordered
Scoreboard Accessories	Premium Horn



ORDER ACCEPTANCE QUOTE VALID UNTIL 12/2/2020

System Price: 36" Double Stroke Time & Score, 24" Down, To Go, Ball On & QTR, 18" TOL, 10" Possession - Rear Ventilation

System Price

Crating & Shipping
To Waukee,IA via Dedicated Flatbed

Grand Total:

To order Sign ID 1417871, sign here and return with down payment

Signature:_____ Date:____

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On Premise Quote





QUOTE NUMBER: 2014813.0 (Version 0) DATE: 9/3/2020

SIGN ID: 1417872 WF-AC-1017

Waukee Community School District 9118323

, waukee Community School Di

Shipping Destination

Waukee Northwest High School-Exterior Scoreboards 905 Warrior Ln Waukee, IA 50263 **Job Site**

Name: Waukee Northwest High School-Exterior Scoreboards Address: 905 Warrior Ln City: Waukee

State: IA Zip: 50263

PRODUCT SPECIFICATIONS

Model: WF-AC-1017

Cabinet Size: 36in H x 6ft L x 10in D

Approx. Weight: 226.00 Lbs.

Warranty: Standard 5 Year Watchfire warranty applies.

Mfg. Lead Time: 4-8 weeks

Electrical Service: 120 Volt, 208 Watts, 2-Wire and ground

Cabinet Color:	

STANDARD FEATURES

OPTIONS

Cabinet Color	Black (Standard)		
LED Digit Color Red			
Scoreboard Controller	Not Ordered/Not Needed (Wireless, Two Displays)		
Caption Color	Black or White		
Controller Case	Not Included		
Hand Switches/Controllers	C-15		
Warranty	Standard 5-Year Parts Warranty		

Striping / Caption Color:



ORDER ACCEPTANCE QUOTE VALID UNTIL 12/2/2020

System Price: Outdoor, Two-Display Field Timer Set with 30" Digits - Rear Ventilation

System Price

Crating & Shipping
To Waukee,IA via Common LTL Carrier

Grand Total:

To order Sign ID 1417872, sign here and return with down payment

Signature:	Date:

Buyer acknowledges that prior to executing this Agreement Buyer has read or has had the opportunity and means to review the TERMS OF SALE and Seller's LIMITED WARRANTY, SOFTWARE LICENSE, AND LIMITATION OF LIABILITIES AND REMEDIES at http://watchfiresigns.com/terms-and-conditions-of-sale or in the alternative, a hard copy has been provided to Buyer and its receipt is acknowledged.

This quote/offer is expressly limited to the acceptance by the buyer of its exact terms, including the terms of sale and seller's limited warranty, software license, and limitation of liabilities and remedies, all of which are a part of the agreement. Any purchase order or related documents buyer issues to seller (even if it contains terms in addition to or inconsistent with the terms of this agreement) for this transaction shall constitute buyer's unconditional agreement to be bound exclusively by the seller's terms and conditions of this agreement, and buyer hereby agrees that such additional or inconsistent terms shall not apply nor become a part of this agreement.



Watchfire cabinets are designed to minimize heat and provide durable protection from the elements. The rear side of our cabinet features mill-finish aluminum. Contact your Watchfire representative if a painted finish is required.

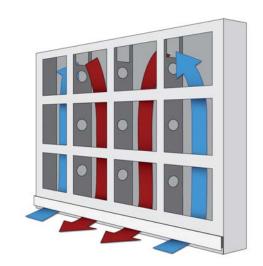
VENTILATION DESIGNS

Improperly ventilated signs risk overheating, which will affect the life and operation of the sign.

Front-vent Cabinets (Price Watcher Included)

Watchfire front-vent cabinets and Price Watcher models draw air in through vents on the lower edge of the cabinet. Patented multi-chamber cooling provides built-in fans to ensure brighter, longer lasting LEDs with no need for additional wiring or fan kits.

DO NOT BLOCK the air intake, exhaust or LED modules located on the front face with any part of the metal cabinet or coverings.



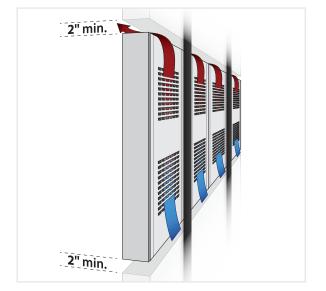
Rear-vent Cabinets

Watchfire rear-vent cabinets draw air in through a vent at the bottom of the cabinet's rear side, and use cooling fans located inside the top of the cabinet to draw cool air up.

Ventilation must be completely unobstructed by mesh or louvers. To conceal a gap, calculate the open air portion of the concealment material and (for each cabinet) allow 24 (or more) square inches of total air intake and 24 (or more) square inches of total air exhaust per foot of cabinet length.

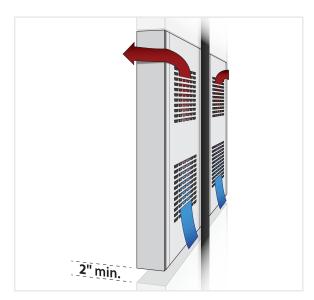
Optimal Ventilation

For signs 16' in length or longer OR signs with multiple pole installation – allow a minimum 2" gap above and below the LED cabinet. Although ends may be sealed, it is best to use a loose mesh material or leave area open to allow for maximum airflow.



Alternate Ventilation (Single Pole)

For signs up to 16' in length installed on a single pole – allow a minimum 2" gap below the LED cabinet for optimal ventilation. **DO NOT SEAL ENDS** if no gap exists above the cabinet.



DO NOT RESTRICT AIRFLOW on the cabinet's rear side. A minimum 2" gap per face behind each cabinet is necessary. For wall-mounted rear-vent cabinets, airflow must be unobstructed from top to bottom, in addition to leaving a minimum 3" gap between the sign and wall.

watchfiresigns.com 800-637-2645 v040218

Watchfire Signs, LLC - TERMS OF SALE

Note. The following Terms of Sale are subject to change. All transactions for all products sold by Watchfire are subject to the latest published Terms and Conditions and to any special Terms of Sale which may be contained in applicable Watchfire quotations and acknowledgements.

Quotations. Quotations shall be valid for no more than ninety (90) days from their date, unless otherwise state in the quotation. All quotations are subject to change by Watchfire at any time upon notice to Buyer. It is Buyer's obligation to review the quotation carefully and to immediately advise Watchfire of any discrepancies Buyer has so any necessary changes may be made. Changes to the System after acceptance of the quote are valid only when accepted in writing and signed by both Watchfire and the Buyer.

Terms of Payment. Upon Buyer's acceptance of a System quote, the Buyer shall make a non-refundable minimum deposit of one-half of the System Price. When applicable, taxes, crating, transportation, delivery charges, and any other related expenses shall be included in the System quote. The remaining balance must be paid by the Buyer three (3) days prior to Watchfire's shipment of the System. The System Price does not include costs of any construction or installation of the System and is solely the responsibility of the Buyer. Systems delayed in shipment at the request of Buyer are subject to annual interest charges of 18% on the remaining balance, which must be paid by Buyer prior to shipment. Buyer's failure to comply with all Terms of Payment may result in suspension of system access, which may not be restored until Terms of Payment are fulfilled.

Delivery. Watchfire shall, at Buyer's sole cost, arrange for delivery of the System to Buyer. Title to, and risk of loss of, the System shall pass to Buyer upon Watchfire's placement of the System with the shipping carrier unless the System has been in Watchfire's warehouse for more than sixty (60) days from the date of completion. Title and risk of loss of the system shall automatically pass to Buyer if the System is in Watchfire's warehouse for more than sixty (60) days and a storage fee of \$500 per month thereafter will be assessed to the Buyer. Buyer shall inspect the System within fourteen (14) calendar days after receipt (the "Inspection Period"). Buyer will be deemed to have accepted the System unless it notifies Watchfire in writing of any Nonconforming System during the Inspection Period and furnishes such written evidence or other documentation as reasonably required by Watchfire. "Nonconforming System" means only the following: (i) product shipped is different than identified in Buyer's purchase order; or (ii) product's label or packaging incorrectly identifies its contents. If Buyer timely notifies Watchfire of any Nonconforming System, Watchfire shall, in its sole discretion, (i) replace such Nonconforming System with a conforming System, or (ii) credit or refund the price for such Nonconforming System. If Watchfire exercises its option to replace the Nonconforming System, Watchfire shall deliver a conforming System to Buyer according to the delivery terms applicable to the original System. Buyer acknowledges and agrees that the remedies set forth in this paragraph are Buyer's exclusive remedies for the delivery of a Nonconforming System.

Driver Detention. Fees for up to two (2) hours of detention time, per load, are included in the System Price. In the unlikely event that the driver is delayed or detained beyond two (2) hours following arrival at the shipping destination, detention fees will be accrued by the hour. If these delays are a direct result of issues with preparedness of the installation team and/or jobsite readiness, these fees will be invoiced to the Buyer in a timely manner and will not exceed \$75.00/hour.

Force Majeure. Watchfire shall not be liable for any damages as a result of any delays due to any causes beyond Watchfire's control, including, without limitation, telecommunications failures, technology attacks, epidemic, embargos, quarantines, viruses, strikes, labor problems of any type, accidents, fires, war, acts of terrorism, material unavailability, natural disaster, transportation failures, instability and unavailability of the Internet, and acts of God, etc. In the event of such any such delay, the date of delivery shall be extended for a period of time reasonably necessary to over the effect of such delay.

System Warranty. When used properly under normal use and normal environmental conditions, and subject to the exclusions set forth herein, Watchfire warrants its manufactured goods, and the System against material defects in material and workmanship for five (5) years from the date of shipment from Watchfire's dock. Watchfire warrants the Price Watcher product series against material defects in workmanship for three (3) years from the date of shipment from Watchfire's docks. During the warranty period, Watchfire's only obligation and liability is to repair or replace (at its option) those part(s) of the System which prove to be defective and not merely worn out (e.g., aged LEDs). Repaired or replaced parts provided within the original warranty period shall have the same warranty for the balance of the original warranty period. Part(s) replaced or repaired outside of any warranty period shall have a warranty of replacement only for material defects in material or workmanship for one (1) year from date of shipment. Any parts not manufactured by Watchfire, but which are added to the System manufactured by Watchfire, are covered only by their original manufacturer's warranty, if any. Watchfire is not responsible for telecommunications or Internet services being unavailable, or for limitations caused by environmental conditions or incompatibilities with other systems.

Limitations. Buyer's exclusive remedy for Watchfire's breach of this Agreement as to any term hereof, and Watchfire's only liability for any such breach, shall be replacement or repair of the System and its parts actually delivered to Buyer in Watchfire's sole discretion. IN NO EVENT WILL WATCHFIRE BE LIABLE TO BUYER FOR LOSS, DAMAGE, OR INJURY OF ANY KIND OR NATURE ARISING OUT OF THIS TRANSACTION IN EXCESS OF THE SYSTEM PRICE. The Buyer agrees that these limitations on liability and remedies are independent of the agreed remedies under this Agreement. Significant surge protection is included in the signs. However, very high electrical surges can damage electronic LED sign systems and are not covered by warranty. Proper installation to allow for adequate ventilation as detailed in the Installation Manual S-1504 is required to keep the warranty in force. Power must be applied at all times except for during service incidents. Power outages for more than three (3) days require notice to Watchfire Service to keep the warranty in force.

Intellectual Property. As to the equipment proposed and furnished by Watchfire, Watchfire shall defend any suit or proceeding brought against Buyer so far as it is based on a claim that such equipment constitutes an infringement of any copyright, trademark or patent of the United States. Watchfire retains ownership of intellectual property in any materials, goods, software and production process which may be developed under this Agreement.

Use of System Image. Buyer agrees that Watchfire, without compensation to Buyer, may use Buyer's name along with photographs and images of the System in Watchfire's advertising and promotional materials in any media worldwide without the prior written consent of Buyer. Watchfire agrees that such use shall not imply any endorsement of Watchfire by Buyer.

License for Software Use and Warranty. "Software" as used herein includes software distributed on a media (like a CD, DVD or flash drive), software hosted on a server and accessed through a web browser, and software running on the System controllers. Media does not apply to Ignite OA. This license covers end-user applications such as Ignite OP, Ignite OPx and Ignite OA. Excluding Third Party software, Watchfire warrants that: (1) the media (if any) on which Software is provided shall be free from material defects for sixty (60) days after shipment by Watchfire; and (2) Software substantially conforms to the documentation that accompanies it. Watchfire hereby grants the Original End User a limited, non-exclusive personal, non-transferable and non-assignable license to use the Software. This license terminates upon violation of any provision of this License, and Watchfire reserves the right to electronically disable the Software upon such violation. The software is copyrighted by Watchfire Signs, LLC and buyer shall not permit the software to be copied (except for backup purposes), transferred, distributed, disassembled, reverse engineered, decompiled or tampered with. Watchfire does not warrant that the media and Software is completely error-free, will operate without interruption or is compatible with all equipment or software configurations. Watchfire may charge additional fees for any upgrades or modifications to the Software.

Third Party Software. Operation of the sign is supported only with Watchfire software and Watchfire qualified versions of approved third party software. Installing un-supported software on sign controllers could lead to non-operational signs. Service charges for troubleshooting and returning to operation will apply.

BUYER AND ORIGINAL END USER HOLD WATCHFIRE HARMLESS AND INDEMNIFIED FOR ANY CLAIMS BY THIRD PARTIES. INCLUDING WATCHFIRE'S ATTORNEY'S FEES. THAT THE USE OF THE SOFTWARE OR SYSTEM INFRINGES ANY INTELLECTUAL PROPERTY RIGHTS OF ANY THIRD PARTY DUE TO AN IMAGE DISPLAYED ON THE SYSTEM BY THE BUYER.

WATCHFIRE'S ENTIRE LIABILITY SHALL BE THE REPAIR OR REPLACEMENT OF THE DEFECTIVE MEDIA OR SOFTWARE WHEN TIMELY RETURNED TO WATCHFIRE. Any replacement media or Software has the same sixty (60) day warranty. Warranty service for the System and the Software are expressly conditioned on Watchfire's prior receipt of all payments due under the License, including System Price. Buyer shall contact the Watchfire HELP desk for warranty service. Items determined defective by Watchfire will be replaced at its option with new or like-new part(s). No credit is given for such items. Watchfire will pay for outbound shipping and return ground freight for items repaired/replaced for its manufactured goods. Buyers must pay all duties and taxes for items shipped to destinations outside of the continental United States. Buyer shall pay for the installation of repaired/replaced item and updates to the software. In the event of any delay in Watchfire's performance beyond Watchfire's reasonable control, Watchfire shall have additional reasonable time for performance. Buyer shall pay for all maintenance services.

10-Year FCC Guarantee. This device complies with FCC Part 15 regulations for Class A devices. Operation is subject to the following two conditions: 1.) this device may not cause harmful interference, and 2.) this device must accept any interference received, including interferences that may cause undesired operation. FCC regulations state that unauthorized changes or modifications to this device could void the user's authority to operate it.

In the event of a documented claim of electromagnetic interference as the result of the operation of this device, Watchfire guarantees to provide a remedy to the complaint pursuant to FCC Part 15 regulations for Class A devices in effect at the time of shipment or issue a prorated refund to the buyer. The prorated refund will be determined by dividing the original purchase price by the number of months of the warranty period, then multiplying the result by the months remaining in the warranty period. Partial months are rounded to the nearest whole month.

Exclusions. The above warranties do not apply if the System or Software are damaged due to improper or unreasonable use, modification, repair, service, installation, or environmental conditions or if they are reversed engineered, de-compiled or used to create derivative works. There are no express warranties for the System and the Software beyond those expressly stated herein and the entire agreement between the parties as to warranties is embodied in the Agreement and this Schedule. Neither oral statements or advice made by Watchfire's agents or employees in the selection of goods or parts used in or in conjunction with Watchfire's manufactured goods, or in the performance of warranty services, nor any verbal arrangement, nor any advertising material or statement in any brochure, catalogue, or other material furnished by Watchfire or on its behalf, other than the limited warranty and remedies statements included therein, nor any other oral or written term or statement not contained herein shall constitute a warranty, be relied upon by Buyer, or become a part of the sale of System or the license of the Software. If any sample or model was shown to the Buyer, such sample or model was used merely to illustrate the general type and quality of a System and Software and not to represent that the System and Software would necessarily conform to the sample or model.

WATCHFIRE'S LIABILITY TO BUYER UNDER THESE WARRANTIES FOR THE SYSTEM AND SOFTWARE IS LIMITED AS SET FORTH HEREIN, WHETHER IN CONTRACT, TORT, OR ANY OTHER THEORY OF LIABILITY, INCLUDING BUT NOT LIMITED TO FRAUD, MISREPRESENTATION, BREACH OF CONTRACT, PERSONAL INJURY, PRODUCTS LIABILITY OR ANY OTHER THEORY, AND WATCHFIRE SHALL NOT BE LIABLE FOR ANY SPECIAL, DIRECT, COMMERCIAL, EXEMPLARY, DIRECT, INDIRECT, INCIDENTAL OR CONSEQUENTIAL DAMAGES OR PUNITIVE DAMAGES, OR DAMAGES FOR LOSS OF USE, LOSS OF ANTICIPATED PROFITS, INCOME, OR ECONOMIC LOSSES OF ANY KIND. WATCHFIRE'S LIABILITY UNDER ANY WARRANTY HEREUNDER, WHETHER EXPRESS OR IMPLIED, SHALL NOT EXCEED THE COST OF REPAIR OR REPLACEMENT OF DEFECTIVE PARTS OF THE SYSTEM AND SOFTWARE. BUYER MAY NOT BRING ANY ACTION UNDER THESE WARRANTIES MORE THAN ONE YEAR AFTER THE CAUSE OF ACTION HAS ACCRUED.

Miscellaneous. Should any part of this Terms of Sale be found invalid, the other parts shall remain unaffected and shall be enforceable. This Terms of Sale shall be governed by the laws of the State of Illinois. Any litigation shall be exclusively in Vermilion County, in the State of Illinois or the U.S. District Court for the Central District of Illinois.

Privacy Policy. See http://www.watchfiresigns.com/privacy-policy for details.

PROPOSAL FOR

Alton CUSD 11 Public Stadium





INTRODUCTION LETTER

May 8, 2020

Alton Community Unit School
District #11

Dear Alton CUSD:

Thank you for considering Watchfire as you replace the scoreboard at Alton Public School Stadium. Founded in 1932, Watchfire is one of the largest LED display manufacturers in the world, with more than 60,000 active displays.

Our unique services and products are designed to outperform your expectations.

- From our Danville, IL factory, Watchfire builds the **most durable** videoboards in sports.
- We are the **only manufacturer who factory calibrates** for both color and brightness.
- We offer a 5 year warranty, a 10 parts guarantee, and same-day parts shipment.
- Our gameday software (Ignite Sports) makes it **easy to score** and fire up the crowd.
- Our systems **integrate seamlessly** with a variety of control room configurations.
- Our displays have a **faster refresh rate** so they photograph beautifully with cell phones.

As the sun rises on each new day at Watchfire, our team arrives with one determined thought...The work we do today will make our customers more successful tomorrow. From the initial concept to the final calibration, each LED display is custom-built efficiently and meticulously by the more than 350 employees working in central Illinois, including engineers, programmers, project managers, technical support, fabricators, and logistics coordinators.

Again, thank you for this opportunity to earn your business. We look forward to working with you and building new fan excitement with a video scoreboard from Watchfire!

Cordially,

Jeff Morgan
Sales Director--Sports & Indoor Division



YOUR NEW SCOREBOARD

SCORE | ENTERTAIN | EARN | LEARN

IMAGINE IT

RENDERING

Option 1:



Option 2:





Alton CUSD 11-BP4-Public Stadium Scoreboard)

Quote to

Alton Community Unit School District #11

Watchfire Representatives

Jeff Morgan, Sales Director Faye Rowell, Territory Manager

Date:

5/7/2020

Qty	Model	Description	Size
1	Watchfire Video Display with Ignite Sports Content Management System	16mm LED Display: Pixel Matrix Per Face: (288 H X 450 W). Ignite Sports Hardware/Software package includes operating computer with two monitors and software.	16'4" H x 25'8" W x 7"
1	FireSound Stadium Audio Systems	FireSound 500 Stadium Audio Package	Speaker Enclosure Size: 4' H x 6' W
1	Fixed Digit Accessory	Play Clocks with Game Time Set: Model T-0660-2 + Controller + Interface Box	5' H x 6' W x 10" D
2	Sponor Sign	Illuminated Sponsor Signs with Graphics. Graphics must be applied prior to shipping.	3' H x 25' 8"W x 7"
2	Decorative Truss	Arched or Rectangle Next to Speaker Enclosure	3' H x 10' W
2	Truss Logo Signs	Non-Illuminated Logo Signs for Truss	Approx: 4' x 4'
1	Animation Package	50 Hours of custom animation work	N/A
1	On-Site Installation Supervision (Watchfire)	On-Site Technical Support During Installation	N/A
1	Installation (Refer to Project Responsibilities)	Refer to Project Responsibilities Form	N/A
1	Final Electrical Connection	Final connection from demarcation point	N/A
1	Freight	Freight to Jobsite or Installer	N/A

TOTAL (DELIVERED & INSTALLED):

Page 1 rev. 01/13/11

Project Responsibility Document	Watchfire	Watchfire Dealer/Installer	Custom
elivery	1		
FOB Terms as noted on Watchfire Sales Orders apply	х		
Provide Warranty Document	X		
Crating and shipping equipment	X		
Provide complete address of location receiving the product			Х
Receive, unload and inspect scoring, video, signage and accessories		Х	
Report damages and shortages		X	
Storage and liability of equipment prior to installation		X	
Deliver and distribute/stage throughout the facility as required		Х	
coring and matrix displays			
Camera ready artwork for all signage			Х
Provide exact address of installation site			Х
Beam positions must be clearly marked for drilling/augering holes			Х
Provide soil compaction test report			Х
Provide engineering design of new support structure	х		
Provide Installation prints and equipment attachment details	X		
Provide electrical and data signal diagrams and requirements	х		
Secure construction permits and/or provide proof that permits are not required			Х
State inspections of prints, piers, concrete etc. as required			Х
Locate all underground utilities and clear overhead obstructions			Х
Provide unobstructed access to facilities			Х
Securing access dates to all facilities			Х
Provide a secure area during systems installation including temporary electrical service, lighting and restroom facilities as			
required			Х
Remove and dispose of existing equipment, support structure, old footings etc (If applicable)		Х	Х
Landscaping after installation of equipment		, A	X
Comply with all applicable city, county, state/province, and federal laws and regulations	х	Х	X
Installation of all primary data conduits necessary for operation of scoring/display equipment	^	, , , , , , , , , , , , , , , , , , ,	X
Pull all required video display cable (fiber optic) remove existing cable if applicable	х		
Provide fiber optic cable / connectors for the video display per Watchfire specifications	X		
Terminate all video signal cable (fiber) after installed in conduit and termination boxes	X		
Provide and install primary electrical service to installation site per Watchfire specification requirements	^		Х
Provide conduit and trench/install per National and Local codes (conduit must be intact)			X
Wire size as required			X
Lockable boxes			X
Disconnects			X
Step down transformer where required			X
Provide and mount load center			X
Connect primary power to load center	1		X
Provide and wire circuit breakers in load center to video, scoreboard, illuminated signage, accessories etc.	1	Х	
Provide secondary conduits, fittings, connectors and wire etc.		Х	
Digging/drilling/augering holes for vertical beam installation		х	
Additional charges will apply if inadequate soils are encountered rock, unmarked utilities etc.			Х
Customer will be responsible for disposal of excess dirt from holes			Х
Erect all new support structure for scoring, video and signage & acc.		Х	
Provide primed and painted beams and laterals per provided installation print		X	
Set beams including pouring and finishing of concrete piers		х	
Install horizontal laterals/beam clamps	1	X	
Lifting and mounting of all scoring, video, signage and accessories (trusses, logos etc.)		Х	
Trim vertical beams as required after installation of equipment		х	

Connect data cable to scoring and display equipment	Х	X	
Test scoring and matrix display products	X		
Site clean up		Х	Х
Identify Technical Representative for the facility			Х
ontrol room			Т
NOTE: Manufacturers Warranties apply for all 3rd party equipment			+
Climate controlled room for for all control systems			
Required power outlets for control room and video control systems			X
Required conduit for control room and video control systems			Х
			Х
Equipment list	X		
Approve equipment list			Х
Receive, unload and inspect control room equipment	X		
Unpack, inspect, set up, hook up, and testing of video control equipment	X		
Furnish all required system data cable including video production system cabling and term			
Pull required cable for equipment provided	X		Х
ound System			
NOTE: Manufacturers Warranties apply for all 3rd party equipment			1
Site Survey	X		+
Equipment list	X		+
Approve equipment list	^		+ ,
Provide Speaker Box			Х
	X		
Installation of all equipment	X	X	
Speaker Box on Video / Scoring Structure		X	
Rack mount equipment	X		_
Microphones	X		_
Mixers	X		
Wiring (power and audio)	X		
Provide dedicated 20 amp circuit for speaker box in control room.			Х
Testing audio system (Speakers, microphones, cordless equipment, amplifiers etc.	X		
aining			
Provide personnel for maintenance and operator training	X		х
Provide operator training for scoring equipment	Х		
Provide operator training for video equipment	Х		
ignoff	T		
Sign off on project from User, Technical and Economic personnel (Project Completion)			
Prior to proceeding with any and all Change Orders a SIGNED approval by all partie	a involved in negational		
Prior to proceeding with any and all Change Orders a SignED approval by all partie	s involved is required x	X	Х
otes:			
A signed Watchfire "Changed Order Description" form will be required for all Change Orde	ers		
Authorize	d School Personnel	х	
Authoriza	d Watchfire Installer	x	
Authorize	u waterille ilistaller	٨	

Authorized Watchfire Sub
Authorized Watchfire Sub

Authorized Watchfire Factory Representative

SCORE

IGNITE SPORTS GAME TIME SOFTWARE











EASY BASEBALL SCORING

Ignite Sports is designed so those with little to no technical experience can manage scoring, timing and event content quickly and easily.

TABLET OPTION

Ignite Sports comes with its own powerful PC system, including a touch screen monitor for instant scoring. Choose a handheld tablet instead, which is ideal for scoreonly use or for operators who want to sit in the stands.

ONE TOUCH BUTTONS

Clear labeling and button operation make it easy to score and make corrections.

4 MULTISPORT

At any time, you can choose or alter what scoreboard information is displayed, accommodating different sports (football, soccer, lacrosse, etc) and levels of athletic play.

5 MAKE IT YOUR OWN

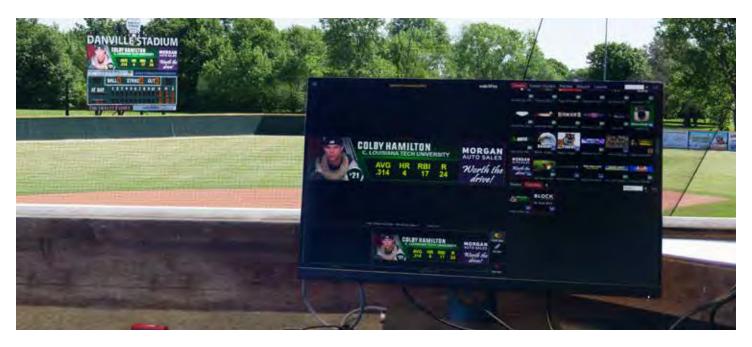
Personalize your scoreboard with team colors, fronts and graphics. Choose the information you want to show, including electronic names.

6 MULTITEAM BRANDING

Multiteam facilities can quickly customize scoreboards with different team colors and mascots.

ENTERTAIN

LOOK LIKE A PRO WITH NO ANNUAL FEES





We love Ignite
Sports and our
fans love what
we do with it. We
play trivia games,
have dance offs
and display fan
photos throughout
the game. We
can even attach
a sponsorship to
these fun activities
and generate
revenue.

Tom Fricke | Danville Stadium

Give your fans and players an experience with Ignite Sports software. Creating and displaying engaging content is fast and easy. Ignite Sports is engineered to grow with your wants and resources. Start simple and advance to a full-production event. Plus, all the functions and customization features are built in. You'll never have to pay annual fees or additional costs for new layouts.

MAKE SOME NOISE

High energy crowd prompts are built-in. Push a button and wow fans to with "Touchdown," "Incomplete" and "Nice Shot" animations. Our EasyArt library will make you look like a pro.

PLAYER PROFILES

Put your athletes at the center of attention with headshots and profiles. Ignite Sport's built-in editor lets you combine photos, backgrounds, videos and text in seconds.

LIVE VIDEO

Whether it's the action on the field or dancing in the stands, live video can bring fans to their feet. Ignite Sports works with any DVI or HDMI input, including laptops (websites), DVD players and video cameras.

HYPE VIDEOS

Kick off the game with a high impact video or run short, social media style movie during a break in play. Ignite Sports lets you import all the common video, graphic and audio files. Drag and drop them into a playlist for stress-free entertainment before the game.

EARN

6 Ways to Self-Fund

Your New Video Scoreboard

A virtual scoreboard showcases jaw-dropping display and dynamic content that combine to create an atmosphere where crowds are engaged, and local sponsors are excited to advertise.

A Watchfire virtual scoreboard or video display offers can be divided into content zones for revenue-generating opportunities that help a scoreboard pay for itself. The possibilities are endless, but here are six proven methods for generating scoreboard revenue.

VIRTUAL SIGNAGE

A virtual scoreboard from Watchfire is a large, single video board that can be divided into zones to display multiple types of content at the same time. Zones can display scores, live video, statistics and sponsorship advertising. With the click of the mouse, all the zones can be replaced with a single, larger-than-life pregame video. Click again, and you're back to displaying sponsor ads and other content.

SPORT-SPECIFIC ADVERTISING

A Watchfire virtual scoreboard allows for multisport scoring. This versatility can increase sponsorship revenue too. Sell one set of virtual ads to companies interested in reaching football fans and another set of ads to businesses in support the soccer program. The more sports played in a facility - the more advertising opportunities that are available.

NAMING RIGHTS

Virtual scoreboards have sparked a new way of thinking about naming rights. In the past, adding a corporate logo or donor name to a fixed digit scoreboard could be an expensive investment, requiring a sign company, installation time and a financial commitment from the facility. With a Watchfire video display, naming a scoreboard is as easy as customizing a dynamic ad zone. Naming rights on a virtual scoreboard can change from season to season, and from sport to sport.



SOUND & MOTION ADVERTISING

From a spinning logo in between periods to a 30 second video commercial before the game, sound and motion ads provide big ticket sponsorship revenue. Whether it's an animation or a still photo, Watchfire's video displays combine refresh rates and wide viewing angles to create an exciting atmosphere for any seat in the house.

SPONSORED "SHOUT OUTS"

Many companies sponsor athletic programs because it ties them to the community. These businesses may enjoy sponsoring "shout outs," like Player of the Week or Teacher of the Month. Operators can use any graphic program to combine a player photo and sponsor logo, and then use Watchfire's Ignite Sports software to display it on the scoreboard.

6 CROWD PROMPTS

When you listen to a ball game's broadcast, you hear the announcer peppering play-by-plays with advertiser names. Facilities can duplicate that success by offering sponsorships for significant plays, such as first downs and three-pointers. The Watchfire EasyArt library comes with crowd prompts that are easily personalized with sponsors' names.



REVENUE CALCULATOR

Watchfire video displays and scoreboards offer exciting fundraising opportunities. Use this worksheet to see how a scoreboard can help you raise money that will more than pay for the investment. Customize the available inventory and annual investment fields to estimate your potential revenue.

Sponsorship Opportunities	Details	Available Inventory	Annual Investment
Naming Rights	Sponsor who commits to long-term sponsorship and is recognized on the structure	Suggestion (1)	Suggestion \$10,000
Annual Supporting Sponsors	Additional sponsors whose logos are prominently displayed throughout each season	(3)	\$5,000
15 Second Video Commercials	(1) 15-second commerical each home game	(3)	\$2,500
Starting Line Up Sponsor	Sponsor logo with player photo and stats	(1)	\$2,000
Period of Play Sponsor	Sponsor quarters or halftime periods	(4)	\$1,500
Player of the Game	Sponsor logo with player photo	(1)	\$1,500
	Get Creative with Features for Fans and Students		Annual Investment
	Player of the Week	(1)	\$1,000
	Student of the Week	(1)	\$1,000
	Cheerleader of the Week	(1)	\$1,000
	Band Member of the Week	(1)	\$1,000
	Social Media Feature	(1)	\$500
	Dance Cam	(1)	\$500
	Guess the Attendance	(1)	\$500
	Dirtiest Car in the Parking Lot	(1)	\$500
	Trivia Contest	(1)	\$500

LEARN

8 WAYS YOU CAN USE YOUR DISPLAY IN YOUR CURRICULUM

Schools across the country are also finding ways to leverage their investment in the classroom, providing students real-life learning experiences.

1. GRAPHIC DESIGN

Students in graphic design classes produce game content and ads that are showcased on the LED video board.



5. VIDEO PRODUCTION

Students create hype videos to excite fans, and live stream the videos and other social media content to the scoreboard.



2. MEDIA TECHNOLOGY & COMPUTER SCIENCE

With video displays, students apply software and hardware knowledge and gain control room experience.



6. ENTREPRENEURSHIP

Beyond athletics, business classes task students with developing innovative digital display uses for the school and community.



3. ANIMATION

High-energy crowd prompts created by students in computer animation classes spark memorable game time experiences.



7. JOURNALISM

Students in broadcast journalism classes do live interviews with players, coaches and fans that are shown on the gym or stadium scoreboards.



4. MARKETING & ADVERTISING

Students generate revenue as they produce ads, develop sponsorship packages and sell video board ad space to local businesses.



8. PHOTOGRAPHY

Since digital scoreboards can display color photos, students studying photography can snap pictures around campus for display on the board and to support ad design.



LEARN

GAMES TO GRANTS: TIPS FOR CLASSROOM STUDIO FUNDING

Video displays and scoreboards are becoming more commonplace in junior high and high school gyms and athletic fields. Resourceful teachers are taking advantage of that technology, bringing it into the classroom to teach gameday production and life skills.

Once seen as a novelty, classroom media studios are becoming technology centers for cutting-edge curriculums that support blended learning and STEAM (science, technology, engineering, art and mathematics) programs. A turning point for many video studios is the growing affordability of LED video displays and virtual scoreboards.

Many schools look for grants to help fund media studios, but technology grants are competitive. Here are some tips to leverage your Watchfire scoreboard to win funding.



BE UNIQUE

Stand out from the rest. Building lesson plans around an LED video scoreboard gives proposals a unique angle that may help secure hard to get EdTech grants. Show how your project will benefit a diverse group of community members, from tuba players to basketball players, or even a deployed parent watching live broadcasts. It's not every day that grant reviewers see a proposal that impacts the community as well as the school's computer science, English, band, art and athletic departments.

BE DIVERSE

Sports are growing in diversity; sports coverage must evolve with them. Don't limit classroom projects to sports with the highest attendance or greatest booster support. An art class that creates crowd prompts for the football team can also create content for the girls' soccer team playing on the same multipurpose field. Technology can help boost diversity and equality.

BETRENDING

Before applying for grants, consider trends in education that appeal to donors. Hot topics like personalized learning, career education and STEM/STEAM instruction grab the lion's share of attention and funding. Design lesson plans around subjects that can improve your chances of winning funding. Always keep proposed projects focused on the learning experiences and not just on technology.

BE BIG

As school districts are forced to reduce budgets every year, teachers can't always find funding for new programs. National technology grants are looking for innovation and programs that solve real problems, so don't be afraid to ask for the entire budget amount within the grant guidelines. Make sure you check for all programs costs allowed, like materials or administrative expenses.

BE SMALL

While a large, national grant may be in your future, you should also check out smaller grants with a local focus. Break down your project into multiple, affordable requests, and demonstrate any initial success with scaled-down projects. This can lead to multifaceted projects and bigger requests.

With the purchase of a Watchfire sports display, schools have all the technology they need to start a school media program. Ignite Sports software allows students to create, manage and deliver content to the big screen with an easy and intuitive interface. Students can create content with minimal training and can learn to import artwork created with Google apps.

Watchfire displays seamlessly integrate with media systems, making it easy to upgrade at any time and at any budget point. For \$200, a school can purchase a camcorder and HDMI cable for basic live video capabilities. The same school may receive a \$20,000 grant to upgrade to a more professional system with wireless cameras, instant replays and live web streaming.

LEARN

\$500 FIRED UP SCHOLARSHIP



Watchfire has created a scholarship designed to recognize high school students who develop content for Watchfire video scoreboards or displays on campus.

The **Fired Up Watchfire Scholarship provides \$500 in financial assistance** to a graduating high school senior who demonstrates excellence in the creation and use of content on a Watchfire sports display during a live event.

Watchfire video displays and virtual scoreboards help schools entertain fans, increase sponsorship revenue, and provide learning experiences for students. Indoor and outdoor display models can be used in any stadium or sports facility to engage fans and deliver a professional-quality sports experience. Increasingly, schools are integrating the boards into classroom courses, enabling students to learn video production, design and content management skills.

Students can submit content created as part of the school's curriculum or as an extracurricular activity. Entries will be judged based on the impact the content makes on creating school pride, as well as the student's academic performance.

Additional details are available at watchfiresigns.com/firedup.

"Students are playing an important role in creating content for digital scoreboards that raises the level of excitement at sporting events. The content created by them deserves to be recognized."

MARY ELLEN FRICKE | WATCHFIRE



FireSound 500

Stadium Audio Package



FS500 SOUND SYSTEM

WF-FS500-WLCD



WF-FS500-CDWL

Seamlessly integrates with Watchfire video displays and Ignite Sports software.

MICROPHONE SYSTEM

Handheld Dynamic Microphone and Stand

Sennheiser e 825-S

- Silent on-off switch for discrete muting
- Rugged metal housing

4-Channel Microphone Mixer

Shure SCM268

- (4) XLR microphone-level inputs
- (1) XLR mic/line output

Wireless Microphone Pack

Shure SLX24/SM58

- · Auto transmitter setup
- · Auto frequency selection

CD/MP3 Plaver

Rolls HR72

- Plays standard CDs
- · Plays MP3 files from disc, SD card and USB drive

RACK MOUNT

All components supplied are mounted in a compact tabletop rack with rugged metal housing. Includes a source input panel for future upgrades.

SPEAKER SYSTEM

4-Channel Amplifier

Danley Sound Labs DNA10K4-Pro

- Class D amplifier
- · Standby power-save mode
- Requires (1) 240VAC 20A and (1) 120VAC 20A circuit

3-Way Loudspeaker

Danley Sound Labs SH96HO-AT

- Coverage pattern: $90^{\circ}\,H\,x\,60^{\circ}\,V$
- Operating frequency range:
 45 Hz 13.5 kHz +/- 3dB
 38 Hz 15 kHz 10dB Weight: 220 lbs
- Speaker enclosure: 3' H x 5' W x 3' D
- Power Rating: Low, 2800 Watts Cont. Mid/High, 800 Watts Cont.

SYNERGY HORN FULL RANGE LOUDSPEAKERS

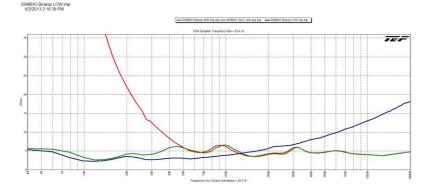
Our SH 96HO was initially designed as a request of commercial theatre; this 3-way powerhouse has 11 drivers in a single horn!

The SH 96HO has a 90° x 60° coverage pattern and due to the horn's physical size, maintains significant pattern control down to around 100Hz. The SH96 comes with a switch selectable between biamp and passive modes and is also available in both Touring and Install versions - touring version comes with handles and wheels to make it easily transportable.

Specifications

Coverage Pattern	90° horizontal x 60° vertical
Operating Frequency Range	66Hz-22KHz -3dB
	40Hz-24KHz -10dB
Sensitivity @ 1M (2 ohm low).	105 dBSPL
	(Measured as 2.83V input, 1M whole space)
Maximum Output	133 dBSPL Cont., 139 dBSPL Peak
Input Power RatingL	ow 2800 W continuous/11,000W peak @ 2 or 80hms
	High 800 W Continuous/3200 watt peak @ 4 ohm
Low Impedance	8/2 ohms selectable
High Impedance	4 ohms
Recommended Processing	40 Hz HP @ 24 dB/Butterworth/passive mode
Drivers	LF 4 x 15", MF 6 x 4", HF 1 x 1.4"
Input Connections	2-NL4MP
Enclosure Material	13ply, 18mm Baltic Birch, polyurea coated

\$10000 bas 2 innex PT — 50000 M2 to PT 10000 bas 2 innex



SH-96HO

Single box solution for high output and wide coverage



Accessories

Powered version available Weatherized options available Protective cover available

PERFORMANCE DATA									
	Model	Max SPL	Sensitivity	Magnitude Response	Beam Width	Power Rating	Dimensions (in.)	Weight	
	SH96HO	139 dB	105dB	50 – 16 kHz	90° x 60°	2,800 W	26.5 x 45 x 25	220 lbs	

ACC-1

Announcer Control Center

"Simple audio game control"



Easy to use controls for quick access to all your audio needs during sporting events.

The ACC-1 is a compact table top audio solution for all your game time needs. The Shure SCM268 is a transformer balanced mixer with exceptional sound quality in a very compact 1/2 rack space unit. The mixer features four inputs that can be mic or line level input and a dedicated line level aux input. A Shure ULX wireless microphone system is also included for flexibility for National Anthem and other events that require mobility. A Rolls HR72 media player answers the needs for media playback. The unit has a CD / MP3 player, USB input, and SD card. A local input is dedicated for the announce microphone which is included with a desktop stand and cable. Also, supplied is a RCA input for local music source like an iPhone.

Mixer: Shure SCM268

Wireless Microphone:
Shure ULX24/58
Handheld
(with 1/2 wave antennas)

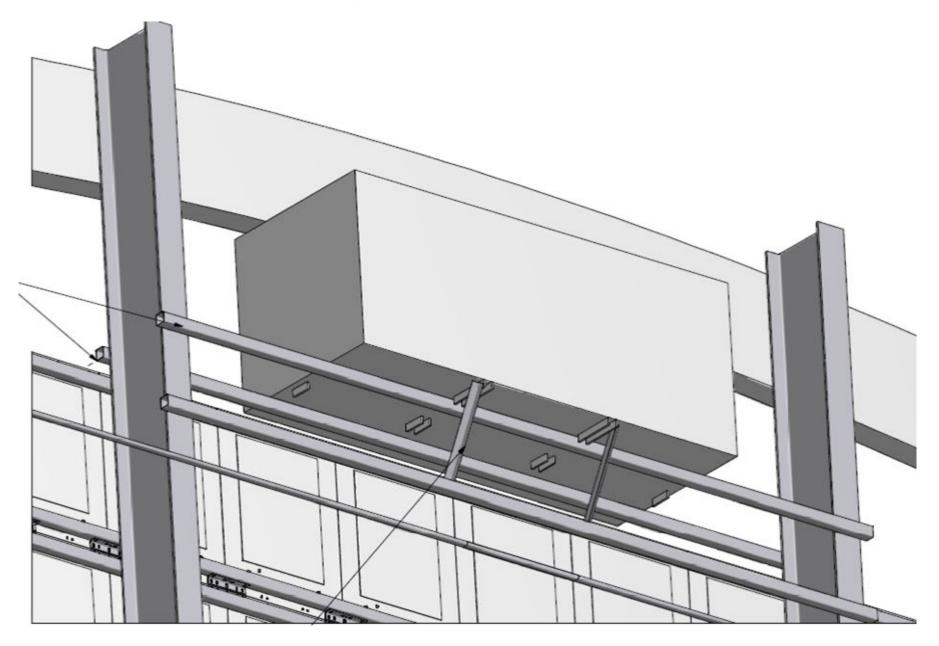
Media Player:
Rolls Corporation HR72
CD/MP3/USB/SD/MMC palyer

Announce microphone: Sennheiser e835s

all cables included



FireSound Audio Systems:



WATCHFIRE QUALIFICATIONS

STATEMENT OF INTEREST



You have an amazing legacy. It's a foot stomping, heart pumping, "This is our house!" legacy and it's worth investing in. We want to help you feed the excitement and capture every electrifying moment with a Watchfire video scoreboard. Our jaw-dropping displays, any-one-can-do-this software and renowned service make us the right fit for your project.

When you partner with Watchfire Signs, you're investing in a solid relationship backed by years of field-tested research and development. Our displays are the result of elite product engineering and expert manufacturing.

THE BEST-LOOKING, MOST **RELIABLE VIDEO BOARDS**

Effective cooling design extends the life of electronic components.

Color calibration, a faster frame rate and top quality LEDs deliver true-to-life images and animations.

Cabinets of all-aluminum construction, precision-mitered corners, solid welds and a heavy-walled, extruded aluminum frame are built to withstand harsh outdoor conditions.

UL energy efficiency certification and energy efficient components mean our displays use an average of 33% of maximum amperage, reducing operating costs.

Every product we make is FCC verified to comply with U.S. laws regarding emissions interference.

RUGGED SCOREBOARDS TO WEATHER THE CLIMATE

Full silicone encapsulation provides high durability and weather resistance.

Every video scoreboard is engineered to pass a battery of stringent tests for structural stability, wind load, heat management, corrosion resistance and water resistance.

All electrical components are designed and tested to withstand temperature cycles in our environmental chambers from -40°F to +140°F.

Modules are engineered to withstand 1,000 hours at 185°F and 85% relative humidity.

All modules pass the ASTM B117 salt fog test that measures for corrosion resistance.

Controlled thermal and mechanical stress is applied during High Accelerated Life Testing (HALT) to identify design weaknesses and avenues for product improvement.

BACKED BY EXPERT SERVICE

An industry-best warranty against defects in materials and workmanship delivers five full years of worry-free operation.

Our ten-year replacement parts guarantee is backed by over eight decades in the industry.

Fast service on repair and replacement parts minimizes down time.

Customer service phone support is on-site at our factory in Danville, Illinois.

LARGE SIGN PROJECT MANAGEMENT

140,000 square feet of manufacturing space to accommodate large LED video display projects seamlessly from design through production.

A project management team to coordinate all large LED projects, from custom designs to smooth installation.

Trained technicians are available for every large display installation.

PROVEN HISTORY



Since building our first outdoor electronic sign controllers in 1932, we have always been a company focused on products that thrive in the outdoor elements. We've developed a solid reputation selling one display at a time on Main Street USA, to schools who expected their displays and signs to outhustle and outlast.

Our past is a foundation for who we are as a company, and our present and future rely on continuous improvement and an integrated approach to designing, manufacturing and supporting our own technology.

1930s

Watchfire opened its doors in 1932 and has been an industry leader ever since.

1950s

Watchfire revolutionized electronic information in 1951, when we pioneered the incandescent time and temperature displays that lit up main streets throughout the country.

1960s

Watchfire continued to lead the way in innovation and engineering as we built building electronic teletype-controlled message centers.

1990s

Watchfire Signs made a splash in the market in 1998, when we began to engineer LED Electronic Message Centers (EMCs).

2000s

Watchfire built its first color video display in 2003. It displayed video at an astounding 30 frames per second and had a color palette of 281 trillion colors.

2010s

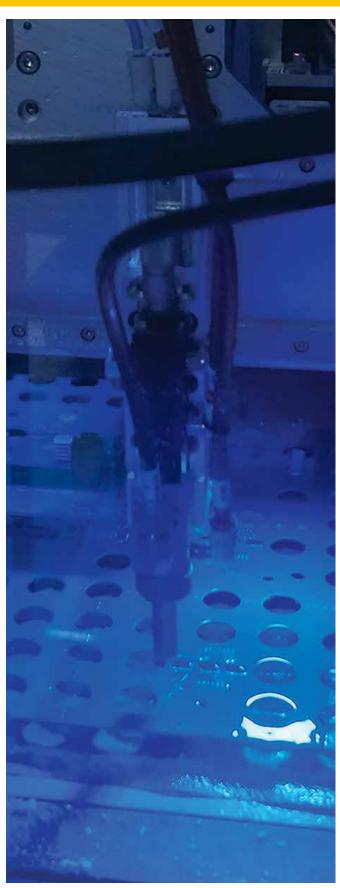
We added 110,000 square feet of manufacturing space in 2013, more than doubling the size of our facility. We manufacture our products under one roof. Our Help Desk provides support in the same facility as our engineering and manufacturing teams. This means that when issues arise, we can find resolutions quickly and expertly.

In 2018, Watchfire launched Ignite Sports game day software, disrupting the industry's concept of scoring and event management software. We also acquired HD Sports Boards, a nationally recognized designer and integrator of scoreboards and sports video displays.

Today

Today, Watchfire has more than **350 employees** dedicated to designing, manufacturing and supporting our LED scoreboards, displays and signs. We have more than **60,000 LED products in operation** today.

PROFESSIONAL SERVICES



Watchfire is a turnkey organization. We offer services that guide you through every stage of your scoreboard, from concept to kick off. Every one of our core services under one roof, ensuring rapid responses and the highest quality.

We want to be lifelong partners with your school. Our services and support continue with the life of your scoreboard and beyond.

SERVICES

Project Management Quality Assurance (Program and Project Specific) Cost Management Construction Management Procurement & Contractor/Supplier Vetting Facility and Venue Assessment Concept Design Scoreboard Rendering **Architectural Planning and Drawings** Structural Engineering Mechanical Engineering **Electrical Engineering** Software Engineering Installation Inspections Logistics Onsite, Phone, Online and Knowledge Base Training Creative content services

KEY PROFESSIONALS

YOUR SALES TEAM

Watchfire is a turnkey organization. We offer services that guide you through every stage of your scoreboard, from concept to kick off. Your support starts with a team of scoreboard and school program experts.

Faye Rowell | Central/Southern IL Territory Manager

Represents you and is your point person. Specializes in account services and creating positive customer experiences.

Jim Bradford | Sports Market Manager

2 years with Watchfire | 20 years experience Specializes in complete sports integration, including sound systems, video systems, replay control room and venue technology.

Tyler Kuemmerle | Sports Application Specialist

10 years with Watchfire | 12 years experience Specializes in custom quoting and budget management, dealer/installer relations and product information.

Jeff Morgan | Sales Director--Sports & Indoor

2 years with Watchfire 20 years experience Specializes in scoreboards, from conception to application, assisting in project parameters and customer support.

Kyle Dines | Vice President of Sports Sales

13 years with Watchfire | 17 years experience Specializes in problem-solving, sales management and road mapping each project to success.



YOUR OPERATIONS TEAM



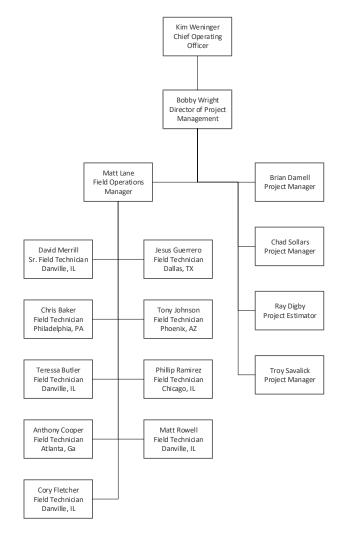
UNMATCHED EXPERTISE

At Watchfire, all our core services under one roof, ensuring rapid responses and the highest quality. At every stage, your video scoreboard will be designed and manufactured by a highly skilled team of dedicated individuals.

Project Management Team

The entire process will be managed by our Project Management Team, with more than 70 years of combined LED industry know-how, plus more than 100 years of project management experience.

The Project Management team has an extensive Research & Design and Manufacturing team they work with that includes more than 50 degreed engineers in electrical, mechanical, software, and manufacturing disciplines.



YOUR EXECUTIVE TEAM



Watchfire is proud of its hands-on executive team. Each leader will be part of your project, from idea to installation and beyond.

Steve Harriott President and CEO 10 years with Watchfire | 29 years experience

Kim Weninger | Chief Operating Officer 4 years with Watchfire | 24 years experience

Adam Grimes | Chief Financial Officer 10 years with Watchfire | 16 years experience

Kyle Dines | Vice President of Sports Sales 13 years with Watchfire | 17 years experience

Pattabi Doraiswamy | Vice President of R&D 7 years with Watchfire | 24 years experience

Carol Wade | Senior Director of Marketing 9 years with Watchfire | 26 years experience

Candy Underhill | Human Resources Manager 2 years with Watchfire | 30 years experience

Darrin Friskney | Vice President of Digital Billboard 13 years with Watchfire | 20 years experience

David Warns | Vice President of On Premise 7 years with Watchfire | 22 years experience

LOCAL KNOWLEDGE

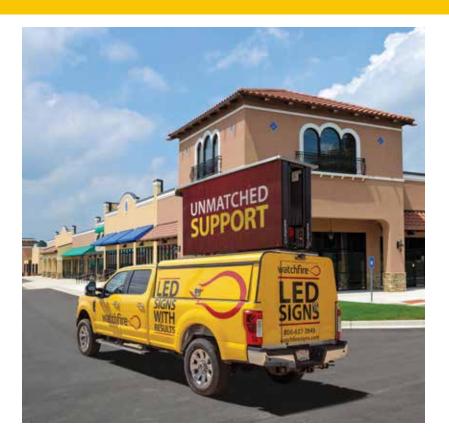
LOCAL DEALERS

Watchfire has a dedicated network of more than 2000 experienced professional companies to help guide you through the purchasing process and ownership. This nationwide network includes authorization sign shops, installers and AV integrators. Our dealer partners are experts in the industry and they're ready to help.

at Watchfire Univerity, our local partners receive an in-depth study of Wactchfire's LED products and software. They complete certifications and partake in Watchfire's continual learning opportunities.

LOCAL LICENSED ENGINEERS

Watchfire has a network of licensed engineers across the nation, each registered to wet stamp our designs for local authorities with jurisdiction. Often overlooked, this is a crucial step in helping you get approval to proceed with installation and completion.





DELIVERY OF SERVICES

PROJECT APPROACH

DESIGN BUILD PROCESS

Take advantage of Watchfire's design-build service simplifies the construction process. It can help you maximize savings, fast-track completion and reduce the daily stress of trying to complete a large project.

Our in-house project management team combines the function of a designer, architect, engineer and construction manager into a single entity, giving you a single point of responsibility. We lead collaborative concepts and problem-solving, streamline communications and manage all construction aspects.

We bring our extensive experince to every project, from high school football scoreboards to the world's largest LED display -- the Fremont Street Experience in Las Vegas. Our team possesses certifications from Six Sigma, Project Management International, American Society for Quality and more.



Step One

INITIAL MEETING

Listen, learn and work together to understand project vision, scope and goal.

Step Two

DESIGN DEVLEOPMENT

Create preliminary processes and drawings, including rendering and product diagrams.

Step Three

FINAL DESIGN

Complete and select the final estimates, designs and product specifications. Develop power data diagrams and installation diagrams.

Step Four

PROPOSAL

Commit to product, timelines and budget.

Step Five

PRE-INSTALLATION

Finalize construction documentation. Mobilize teams, reviewing project plan and collaborations.

Step Six

INSTALLATION

Complete all phases of the project, ensuring vision and goals are reached. Present closeout documentation.

QUALITY PLAN

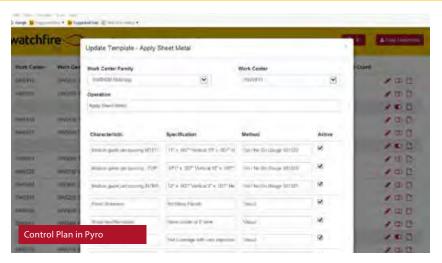


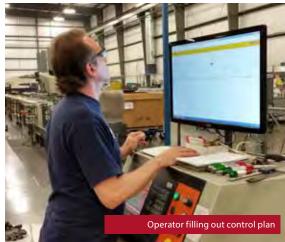


DESIGN

- All Watchfire video scoreboard designs are approved by a practicing engineer.
- Components are qualified in-house in our state-of-the-art validation lab.
 - **TEMPERATURE**
 - **VIBRATION**
 - **EFT/SURGE**
 - **ESD**
 - HALT/HAST
 - U۷
 - **SALT FOG**
- Watchfire displays are UL & FCC approved.

QUALITY PLAN





MANUFACTURING

- Watchfire's direct labor is represented by the United Auto Workers.
- Electronic assemblies are manufactured in-house in our state-of-the-art 16K square foot hybrid technology (SMT & PTH) production facility.
- Electronic technicians are IPC certified for soldering.
- Cabinets are manufactured to order in our in-house 100K square foot fabrication center from the highest quality aluminum and steel stock.
- Each process/machine in both electronic and fabrication operations have dedicated manufacturing engineers.
- Watchfire's in-house training program ensures that all operators have been trained, and have demonstrated proficiency in the processes for which they are responsible.
- Our proprietary shop floor control system collects production data for continuous improvement and ensures the integrity of the manufacturing process.
- Control plans ensure that all critical-to-function characteristics are checked for conformance to specification.

FINAL TEST

- Every completed Watchfire video scoreboard is rigorously tested to verify that all sub-systems are performing at optimal levels and integrate seamlessly with each other.
- Select signs are put through Watchfire's proprietary calibration process which ensures that colors are displayed accurately and consistently across the entire face of the sign.

ENGINEERING & TESTING

RELIABLE INNOVATION

THIRD PARTY INDEPENDENT TESTING

An independent laboratory tested sign modules from three different manufacturers: Watchfire and two competitors. Tests measured the durability of LED components and power supplies with a luminance device.

After a total of 2,000 hours in a heat and humidity chamber set at 85 °C and 85% relative humidity, significant color distortion occurred as a result of widespread LED failures in Competitor A's modules, and overall brightness diminished by 35% in Competitor B's modules.

Watchfire modules experienced no LED failures during the test and dimmed at a uniform rate over time, maintaining initial color calibration.

Watchfire also uses third party independent testing to verify that all of our products are compliant with FCC standards regarding electromagnetic emissions.

Internal Reliability Testing

Watchfire's engineers test our products to guarantee consistently high quality. Every outdoor display is engineered to pass a battery of stringent tests for structural stability, wind load, temperature management, corrosion resistance and water resistance. We test individual components and entire modules: baking them, zapping them with electrostatic charges, freezing them and spraying them with saltwater.

Built to Withstand Extreme Conditions

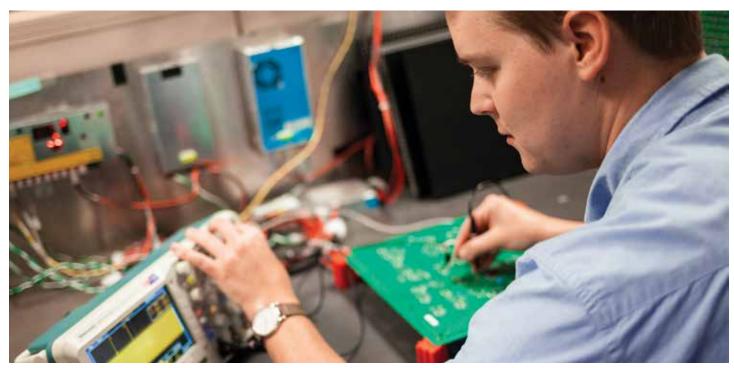
Our outdoor modules are tested to withstand temperature cycles from -40 °F to +140 °F. Our LEDs survive a severe humidity test of 2000 hours at 85 °C and 85% relative humidity. Materials and components must also pass the ASTM B117 salt fog test to measure corrosion resistance. We use Highly Accelerated Life Testing (HALT) to apply controlled thermal and mechanical stress to simulate years of operation in the field.

Designed to Deliver Unmatched Uptime

Our designs maximize mean time between failures (MTBF), an industry concept for operational longevity. MTBF standards state that every connection in an electronic device is a potential point of failure. Watchfire's engineers look to reduce connection points, which in turn increases reliability. With far fewer connections than our competitors, our displays operate reliably on day one and for years to come.

Vertical Integration

Manufacturing at Watchfire emphasizes collaboration between design, research and development, and service. These departments all reside in our Danville, Illinois, facility, meaning that our products are engineered to meet the needs of every project, whether it's on Main Street USA or the world's largest video screen. This integration drives innovation, so we can continue to bring you the industry's best displays.



PRODUCT FEATURES

CONFIDENCE IN QUALITY | OUTDOOR VIDEOBOARDS



Performance

Watchfire understands that your organization's reputation depends on the performance of the products you use. Details like silicone encapsulation, whole-sign color and brightness calibration, and streamlined connection points minimize the opportunity for failure and guarantee years of worry-free performance.



Reliability

We build our manufacturing processes on high quality methods and world class components, and we don't take shortcuts. From water resistance to strong, lightweight cabinets, our displays are tested to handle the elements of nature and are built for solid performance in the field.



Whole-Sign Color and Brightness Calibration

For our outdoor sports displays, Watchfire's distinctive calibration process begins with purchasing only $\frac{1}{2}$ and $\frac{1}{2}$ binned LEDs—a selection process that is up to four times more refined than single binning. After calibration, a Watchfire XVS display is 70% more uniform in color and 85% more uniform in brightness compared to manufacturers that rely on binning alone. This process also gives customers the assurance that replacement modules will blend perfectly with the rest of the sign.



Multi-Channel Data

With Watchfire XVS models, customers have peace of mind knowing that if an issue with their sign occurs, it will be isolated so messages are still readable. Without this patented feature, one connection error could take out all the modules in a row, leaving the videoboard unreadable.



Live Video Capability

For interactive content across multiple media platforms, full motion video is the future of digital content. Watchfire XVS displays offer full motion video—up to 60 frames per second—for the most realistic images in the industry.



True Pixel Image Quality

Watchfire's true pixel configuration offers superior brightness, longevity and color depth. Others use a low cost, virtual pixel configuration to mask the use of inferior components, which can increase operating costs and cause uneven fading over time.



Warranty

Our five-year parts warranty covers Watchfire exterior displays against defects in material and workmanship. Watchfire videoboards and their electronic components (LED board assemblies, power supplies and embedded electronic controls) are included, as well as Watchfire factory labor. Repair parts are warrantied for twelve months. Extended warranties are also available.

Project Documents

SPECIFICATIONS & WARRANTY

On Premise Quote





QUOTE NUMBER: 1921178.6 (Revision 6) DATE: 5/1/2020 SIGN ID: 1382371 S16j

Alton High School 9117364

Jeff Alderman, 550 Landmarks Blvd Alton, IL 62002 (618) 474-2600

Shipping Destination Alton High School 550 Landmarks Blvd Alton, IL 62002

lob Site

Name: Alton High School Scoreboard Address:

City: State: Zip:

PRODUCT SPECIFICATIONS

Pixel Pitch:	Sport16mm LED RGB
Pixel Matrix:	288 X 450
Cabinet Size:	16ft 4in H x 26ft L x 8in D
Viewing Area:	16ft H x 25ft L
Cabinet Style:	Single Face Signpak
Character Size:	32 lines / 90.0 Characters at a 4" type
Approx. Weight:	4258.00 Lbs.
Warranty:	Standard 5 Year Watchfire warranty applies
Mfg. Lead Time:	2-4 weeks (after this document is signed & returned and receipt of down payment).
Electrical Service:	240 VOLT 4 WIRE 95.0 amps (95.00 per face Refer to the Installation manual for details

:e). on wiring. Based on 18 hours of operation a

day, plus or minus 10% depending on how the sign is programmed.

Example: 118.2 KWHrs a day x \$0.07 =

\$8.27/Day

STANDARD FEATURES

Brightness	Daytime 8000 NITs Maximum; Nighttime 750 NITs Maximum
Color	LED RGB
Color Capability	Min. 73.8 Quintillion
Display Refresh	4800 Hz
Includes	Ignite Graphics Software
Video	up to 60FPS; Full Animation capable; Live video capable-specify additional hardware below
Viewing Angles	140 Horiz/70 Vert

OPTIONS

Software	Ignite Sports
Communications	Fiber Ignite Sports Controller (GB) (With Live Video)
Software Training	Web Based Software Training
Temperature Sensor	Not Ordered
Fiber Optic Cable	Fiber - Length Not Specified
Power Requirements	Standard As Quoted
Sign Mounting Kit	Mini Stringers
Warranty	Standard 5-Year Parts Warranty
Technician On-Site	During Installation
Spare Parts Kit	16mm Sports Standard
Spare Parts Storage Box	Not Ordered
Custom Artwork	Not Ordered

Buyer acknowledges that prior to executing this Agreement Buyer has read or has had the opportunity and means to review the TERMS OF SALE and Seller's LIMITED WARRANTY, SOFTWARE LICENSE, AND LIMITATION OF LIABILITIES AND REMEDIES at http://watchfiresigns.com/terms-and-conditions-of-sale or in the alternative, a hard copy has been provided to Buyer and its receipt is acknowledged.

This quote/offer is expressly limited to the acceptance by the buyer of its exact terms, including the terms of sale and seller's limited warranty, software license, and limitation of liabilities and remedies, all of which are a part of the agreement. Any purchase order or related documents buyer issues to seller (even if it contains terms in addition to or inconsistent with the terms of this agreement) for this transaction shall constitute buyer's unconditional agreement to be bound exclusively by the seller's terms and conditions of this agreement, and buyer hereby agrees that such additional or inconsistent terms shall not apply nor become a part of this agreement.

LED VIDEO DISPLAY

16MM S-SERIES SPECIFICATIONS



16mm

Pixel Configuration

True Pixel, 1R, 1G, 1B

Module Dimensions (HxW)

12" x 12"

Matrix Configuration

18 x 18 pixels

Color Capability

73.8 quintillion

Viewing Angle

140° horizontal

Video Frame Rate

+45°/-60° vertical

Up to 60 frames/second

Field-Adjustable Brightness

Up to 8,000 nits

Refresh Rate

4800 Hz

120 or 240 volt Single Phase 60Hz

Character Height

4" or larger

Minimum Viewing Distance

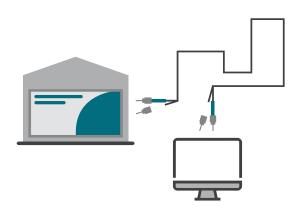
50'

Ignite Content Management

Live Video Capability

COMMUNICATIONS

FIBER OPTIC CONNECTION | OUTDOOR VIDEOBOARDS



Fiber-optic cable is the required communication method for displaying a live video feed on an outdoor display.



Our products offer multiple layers of security. Closed-loop systems can be customized to meet security needs and PCbased software is required.



For sporting and all live video events, Watchfire software and hardware can be configured to play a single source or integrate with a video switching system.

CUSTOM CONFIGURATION

Watchfire can help you develop a fully integrated solution for managing multiple video displays, clocks, ribbon boards, live video feeds and different multimedia inputs. When using displays for live event production, a video switching system is used to select and play content from multiple sources. This allows for smooth transitions between sources, creating seamless live event production.



OPERATION ZONE

IGNITE SPORTS VIRTUAL SCORING

OPERATION ZONE: Computer System







ON FIELD: Watchfire Virtual Scoreboard



COMPUTER SYSTEM

Sports Quality PC

- Upgraded speed and power
- · Extensive storage

Scoring Tablet

· Microsoft Surface Pro

22" Monitor

- · Touchscreen capability
- · Ultrathin design for small footprint

Rack Mount or Cabinet (optional)

· Rugged metal housing

WHAT YOU'LL NEED FOR YOUR OPERATION ZONE

- · Volunteer or student operators
- Space for a tower computer
- · Rack/cabinet with optional lock
- · Table space for monitor, keyboard and mouse
- Seating for operators
- 110 electrical outlets
- Power strip(s) with surge protection
- Internet/server connection (optional)

IGNITE SPORTS FEATURES

Score

The clearly-labeled interface is engineered for students and volunteers with no technical experience

- · Outdoor scoring templates: football, baseball, multisport
- · Indoor scoring templates: basketball, volleyball, wrestling, multisport
- · One-touch, digital scoring panel

Create

Quickly create and update player profiles, crowd messages and other game time content.

- Built-in editor to build ad zones and on-the-fly content
- · Import files: MOV, MP4, WMV, GIF, JPG, PNG
- Built-in EasyArt's library of still images and animations

Manage

Organize content and create playlists for stress-free operation.

- Built-in playlist editor with drag-and-drop operation
- · Smart playlist features recall exit point, for equitable advertising rotation
- Media importer includes cloud server capability

Deliver

Instantly publish content to Watchfire video scoreboards and displays.

- One-touch previews and updates to videoboard
- · Control scoring via tablet
- · Any source input via HDMI

Training and Support

Watchfire provides idea-to-installation project management and support.

- · One-on-one webinar training
- · Phone support
- · Online tutorials

Watchfire Signs, LLC - TERMS OF SALE

Note. The following Terms of Sale are subject to change. All transactions for all products sold by Watchfire are subject to the latest published Terms and Conditions and to any special Terms of Sale which may be contained in applicable Watchfire quotations and acknowledgements.

Quotations. Quotations shall be valid for no more than ninety (90) days from their date, unless otherwise state in the quotation. All quotations are subject to change by Watchfire at any time upon notice to Buyer. It is Buyer's obligation to review the quotation carefully and to immediately advise Watchfire of any discrepancies Buyer has so any necessary changes may be made. Changes to the System after acceptance of the quote are valid only when accepted in writing and signed by both Watchfire and the Buyer.

Terms of Payment. Upon Buyer's acceptance of a System quote, the Buyer shall make a non-refundable minimum deposit of one-half of the System Price. When applicable, taxes, crating, transportation, delivery charges, and any other related expenses shall be included in the System quote. The remaining balance must be paid by the Buyer three (3) days prior to Watchfire's shipment of the System. The System Price does not include costs of any construction or installation of the System and is solely the responsibility of the Buyer. Systems delayed in shipment at the request of Buyer are subject to annual interest charges of 18% on the remaining balance, which must be paid by Buyer prior to shipment. Buyer's failure to comply with all Terms of Payment may result in suspension of system access, which may not be restored until Terms of Payment are fulfilled.

Delivery. Watchfire shall, at Buyer's sole cost, arrange for delivery of the System to Buyer. Title to, and risk of loss of, the System shall pass to Buyer upon Watchfire's placement of the System with the shipping carrier unless the System has been in Watchfire's warehouse for more than sixty (60) days from the date of completion. Title and risk of loss of the system shall automatically pass to Buyer if the System is in Watchfire's warehouse for more than sixty (60) days and a storage fee of \$500 per month thereafter will be assessed to the Buyer. Buyer shall inspect the System within fourteen (14) calendar days after receipt (the "Inspection Period"). Buyer will be deemed to have accepted the System unless it notifies Watchfire in writing of any Nonconforming System during the Inspection Period and furnishes such written evidence or other documentation as reasonably required by Watchfire. "Nonconforming System" means only the following: (i) product shipped is different than identified in Buyer's purchase order; or (ii) product's label or packaging incorrectly identifies its contents. If Buyer timely notifies Watchfire of any Nonconforming System, Watchfire shall, in its sole discretion, (i) replace such Nonconforming System with a conforming System, or (ii) credit or refund the price for such Nonconforming System. If Watchfire exercises its option to replace the Nonconforming System, Watchfire shall deliver a conforming System to Buyer according to the delivery terms applicable to the original System. Buyer acknowledges and agrees that the remedies set forth in this paragraph are Buyer's exclusive remedies for the delivery of a Nonconforming System.

Driver Detention. Fees for up to two (2) hours of detention time, per load, are included in the System Price. In the unlikely event that the driver is delayed or detained beyond two (2) hours following arrival at the shipping destination, detention fees will be accrued by the hour. If these delays are a direct result of issues with preparedness of the installation team and/or jobsite readiness, these fees will be invoiced to the Buyer in a timely manner and will not exceed \$75.00/hour.

Force Majeure. Watchfire shall not be liable for any damages as a result of any delays due to any causes beyond Watchfire's control, including, without limitation, telecommunications failures, technology attacks, epidemic, embargos, quarantines, viruses, strikes, labor problems of any type, accidents, fires, war, acts of terrorism, material unavailability, natural disaster, transportation failures, instability and unavailability of the Internet, and acts of God, etc. In the event of such any such delay, the date of delivery shall be extended for a period of time reasonably necessary to over the effect of such delay.

System Warranty. When used properly under normal use and normal environmental conditions, and subject to the exclusions set forth herein, Watchfire warrants its manufactured goods, and the System against material defects in material and workmanship for five (5) years from the date of shipment from Watchfire's dock. Watchfire warrants the Price Watcher product series against material defects in workmanship for three (3) years from the date of shipment from Watchfire's docks. During the warranty period, Watchfire's only obligation and liability is to repair or replace (at its option) those part(s) of the System which prove to be defective and not merely worn out (e.g., aged LEDs). Repaired or replaced parts provided within the original warranty period shall have the same warranty for the balance of the original warranty period. Part(s) replaced or repaired outside of any warranty period shall have a warranty of replacement only for material defects in material or workmanship for one (1) year from date of shipment. Any parts not manufactured by Watchfire, but which are added to the System manufactured by Watchfire, are covered only by their original manufacturer's warranty, if any. Watchfire is not responsible for telecommunications or Internet services being unavailable, or for limitations caused by environmental conditions or incompatibilities with other systems.

Limitations. Buyer's exclusive remedy for Watchfire's breach of this Agreement as to any term hereof, and Watchfire's only liability for any such breach, shall be replacement or repair of the System and its parts actually delivered to Buyer in Watchfire's sole discretion. IN NO EVENT WILL WATCHFIRE BE LIABLE TO BUYER FOR LOSS, DAMAGE, OR INJURY OF ANY KIND OR NATURE ARISING OUT OF THIS TRANSACTION IN EXCESS OF THE SYSTEM PRICE. The Buyer agrees that these limitations on liability and remedies are independent of the agreed remedies under this Agreement. Significant surge protection is included in the signs. However, very high electrical surges can damage electronic LED sign systems and are not covered by warranty. Proper installation to allow for adequate ventilation as detailed in the Installation Manual S-1504 is required to keep the warranty in force. Power must be applied at all times except for during service incidents. Power outages for more than three (3) days require notice to Watchfire Service to keep the warranty in force.

Intellectual Property. As to the equipment proposed and furnished by Watchfire, Watchfire shall defend any suit or proceeding brought against Buyer so far as it is based on a claim that such equipment constitutes an infringement of any copyright, trademark or patent of the United States. Watchfire retains ownership of intellectual property in any materials, goods, software and production process which may be developed under this Agreement.

Use of System Image. Buyer agrees that Watchfire, without compensation to Buyer, may use Buyer's name along with photographs and images of the System in Watchfire's advertising and promotional materials in any media worldwide without the prior written consent of Buyer. Watchfire agrees that such use shall not imply any endorsement of Watchfire by Buyer.

License for Software Use and Warranty. "Software" as used herein includes software distributed on a media (like a CD, DVD or flash drive), software hosted on a server and accessed through a web browser, and software running on the System controllers. Media does not apply to Ignite OA. This license covers end-user applications such as Ignite OP, Ignite OPx and Ignite OA. Excluding Third Party software, Watchfire warrants that: (1) the media (if any) on which Software is provided shall be free from material defects for sixty (60) days after shipment by Watchfire; and (2) Software substantially conforms to the documentation that accompanies it. Watchfire hereby grants the Original End User a limited, non-exclusive personal, non-transferable and non-assignable license to use the Software. This license terminates upon violation of any provision of this License, and Watchfire reserves the right to electronically disable the Software upon such violation. The software is copyrighted by Watchfire Signs, LLC and buyer shall not permit the software to be copied (except for backup purposes), transferred, distributed, disassembled, reverse engineered, decompiled or tampered with. Watchfire does not warrant that the media and Software is completely error-free, will operate without interruption or is compatible with all equipment or software configurations. Watchfire may charge additional fees for any upgrades or modifications to the Software.

Third Party Software. Operation of the sign is supported only with Watchfire software and Watchfire qualified versions of approved third party software. Installing un-supported software on sign controllers could lead to non-operational signs. Service charges for troubleshooting and returning to operation will apply.

BUYER AND ORIGINAL END USER HOLD WATCHFIRE HARMLESS AND INDEMNIFIED FOR ANY CLAIMS BY THIRD PARTIES. INCLUDING WATCHFIRE'S ATTORNEY'S FEES. THAT THE USE OF THE SOFTWARE OR SYSTEM INFRINGES ANY INTELLECTUAL PROPERTY RIGHTS OF ANY THIRD PARTY DUE TO AN IMAGE DISPLAYED ON THE SYSTEM BY THE BUYER.

WATCHFIRE'S ENTIRE LIABILITY SHALL BE THE REPAIR OR REPLACEMENT OF THE DEFECTIVE MEDIA OR SOFTWARE WHEN TIMELY RETURNED TO WATCHFIRE. Any replacement media or Software has the same sixty (60) day warranty. Warranty service for the System and the Software are expressly conditioned on Watchfire's prior receipt of all payments due under the License, including System Price. Buyer shall contact the Watchfire HELP desk for warranty service. Items determined defective by Watchfire will be replaced at its option with new or like-new part(s). No credit is given for such items. Watchfire will pay for outbound shipping and return ground freight for items repaired/replaced for its manufactured goods. Buyers must pay all duties and taxes for items shipped to destinations outside of the continental United States. Buyer shall pay for the installation of repaired/replaced item and updates to the software. In the event of any delay in Watchfire's performance beyond Watchfire's reasonable control, Watchfire shall have additional reasonable time for performance. Buyer shall pay for all maintenance services.

10-Year FCC Guarantee. This device complies with FCC Part 15 regulations for Class A devices. Operation is subject to the following two conditions: 1.) this device may not cause harmful interference, and 2.) this device must accept any interference received, including interferences that may cause undesired operation. FCC regulations state that unauthorized changes or modifications to this device could void the user's authority to operate it.

In the event of a documented claim of electromagnetic interference as the result of the operation of this device, Watchfire guarantees to provide a remedy to the complaint pursuant to FCC Part 15 regulations for Class A devices in effect at the time of shipment or issue a prorated refund to the buyer. The prorated refund will be determined by dividing the original purchase price by the number of months of the warranty period, then multiplying the result by the months remaining in the warranty period. Partial months are rounded to the nearest whole month.

Exclusions. The above warranties do not apply if the System or Software are damaged due to improper or unreasonable use, modification, repair, service, installation, or environmental conditions or if they are reversed engineered, de-compiled or used to create derivative works. There are no express warranties for the System and the Software beyond those expressly stated herein and the entire agreement between the parties as to warranties is embodied in the Agreement and this Schedule. Neither oral statements or advice made by Watchfire's agents or employees in the selection of goods or parts used in or in conjunction with Watchfire's manufactured goods, or in the performance of warranty services, nor any verbal arrangement, nor any advertising material or statement in any brochure, catalogue, or other material furnished by Watchfire or on its behalf, other than the limited warranty and remedies statements included therein, nor any other oral or written term or statement not contained herein shall constitute a warranty, be relied upon by Buyer, or become a part of the sale of System or the license of the Software. If any sample or model was shown to the Buyer, such sample or model was used merely to illustrate the general type and quality of a System and Software and not to represent that the System and Software would necessarily conform to the sample or model.

WATCHFIRE'S LIABILITY TO BUYER UNDER THESE WARRANTIES FOR THE SYSTEM AND SOFTWARE IS LIMITED AS SET FORTH HEREIN, WHETHER IN CONTRACT, TORT, OR ANY OTHER THEORY OF LIABILITY, INCLUDING BUT NOT LIMITED TO FRAUD, MISREPRESENTATION, BREACH OF CONTRACT, PERSONAL INJURY, PRODUCTS LIABILITY OR ANY OTHER THEORY, AND WATCHFIRE SHALL NOT BE LIABLE FOR ANY SPECIAL, DIRECT, COMMERCIAL, EXEMPLARY, DIRECT, INDIRECT, INCIDENTAL OR CONSEQUENTIAL DAMAGES OR PUNITIVE DAMAGES, OR DAMAGES FOR LOSS OF USE, LOSS OF ANTICIPATED PROFITS, INCOME, OR ECONOMIC LOSSES OF ANY KIND. WATCHFIRE'S LIABILITY UNDER ANY WARRANTY HEREUNDER, WHETHER EXPRESS OR IMPLIED, SHALL NOT EXCEED THE COST OF REPAIR OR REPLACEMENT OF DEFECTIVE PARTS OF THE SYSTEM AND SOFTWARE. BUYER MAY NOT BRING ANY ACTION UNDER THESE WARRANTIES MORE THAN ONE YEAR AFTER THE CAUSE OF ACTION HAS ACCRUED.

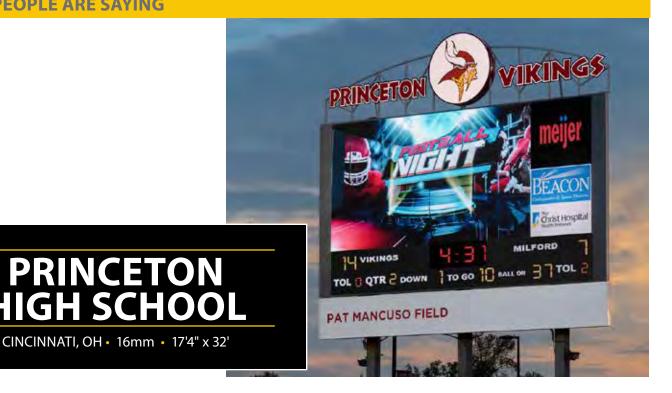
Miscellaneous. Should any part of this Terms of Sale be found invalid, the other parts shall remain unaffected and shall be enforceable. This Terms of Sale shall be governed by the laws of the State of Illinois. Any litigation shall be exclusively in Vermilion County, in the State of Illinois or the U.S. District Court for the Central District of Illinois.

Privacy Policy. See http://www.watchfiresigns.com/privacy-policy for details.

TESTIMONIALS

TESTIMONIAL

WHAT PEOPLE ARE SAYING



"The possibilities are endless for the content we can show on our new Watchfire scoreboard. The full video board allows us to showcase our community partners, advertisers and others, as well as run custom graphics for each sport." view my sign as future sales. If I had to do it again, I would buy an even bigger sign. The bigger the sign, the bigger the outcome.

CHRIS LOCKHART Director of Technology, Princeton City Schools





East Kentwood High School

6230 Kalamazoo Ave SE Kentwood, MI 49508

BLAINE BRUMELS Athletic Director 616-698-6700 ext. 74560 Blaine.brumels@kentwoodps.org

Project Manager:

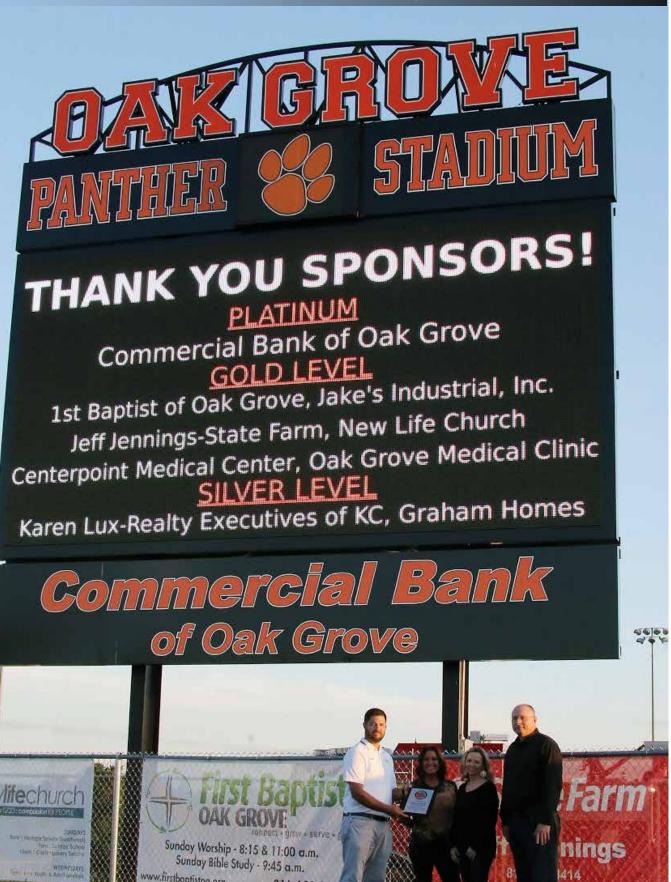
Designer:

Project Year: 2019 Length of Project:

LED Manufacturer: Watchfire

OAK GROVE HIGH SCHOOL

Oak Grove, MO • 16mm • 13' x 26'





FALCON STADIUM

OAK GROVE, MO 16mm • 12'4" x 25'8" • FS1500 Sound System

Oak Grove High School

605 SE 12th St Oak Grove, MO 64075

DARIN SEHLKE Athletic Director

816-833-6887 dsehlke@ogr6.org

Project Manager:

Designer:

Project Year: 2019 Length of Project:

LED Manufacturer: Watchfire





Prairie High School

401 76th Ave SW Cedar Rapids, IA 52404

ROCKY BENNETT Athletic Director

319-350-0930 dsehlke@ogr6.org

Project Manager:

Designer:

Project Year: 2019 Length of Project:

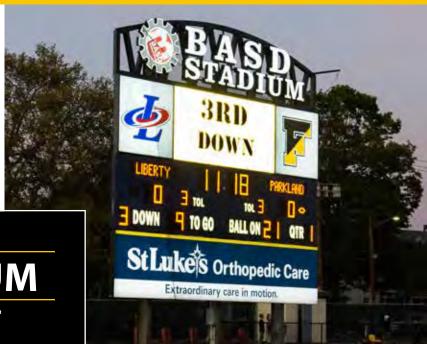
LED Manufacturer: Watchfire





TESTIMONIAL

WHAT PEOPLE ARE SAYING



BASD STADIUM

BETHLEHEM, PA • 16mm • 8' x 16'

Students and fans from both Liberty High School and Freedom High School love the new video board. There's a lot of excitement in the schools and in the community about everything we can do with this display." view my sign as future sales. We've been very happy with our Watchfire sign. It's important to work with a company that produces great products and supports them after the sale.

FRED HARRIS Athletic Director, Bethlehem Area School District



TESTIMONIAL

WHAT PEOPLE ARE SAYING



WE USED TO RECOGNIZE SPONSORS ON BANNERS IN THE STADIUM. NOW, OUR SPONSORS GET TERRIFIC EXPOSURE ON THE VIDEO BOARD AT ALL OUR HOME GAMES.

DAVE STEWART Athletic Director

CASE STUDIES

CASE STUDY

NAZARETH AREA HIGH SCHOOL NAZARETH, PA 16mm 15'5" x 26'



Nazareth Area High School, located about 20 miles east of Allentown, offers dozens of athletic program opportunities to its student body of more than 1,500 in grades 9 through 12.

Rob Zemanick, the school's Director of Facilities and Operations, raised the idea of installing a digital scoreboard at the school's football field, which also hosts soccer, lacrosse and field hockey games, as well as youth camps, marching band competitions, and other community events. "The idea was to give the school a way to raise revenue and enhance fan engagement, while also providing a learning experience for non-athlete students interested in television and video production," Zemanick said.

Working with FastSigns of Easton, Pa., the original plan was to install a "mini jumbotron" next to its existing scoreboard, but once everyone understood the versatility of the video board, the decision was made to install a large virtual scoreboard that could be used for various sports.

Nazareth Area High School selected Watchfire Signs to manufacture the scoreboard based on how good a demo sign looked, the easy-to-use software that comes with the sign, and the reputation of the company, according to Zemanick.

The professional-quality digital scoreboard was installed in August 2017 just before the first football game, and the impact of the sign has been better than anticipated. "Students and fans love the board. Athletes feel it creates a professional atmosphere, and the sound and graphics generate a lot of excitement during games," said Zemanick.

Non-athletes also are benefiting from the technology. Students interested in video production and reporting quickly started shooting video around town and packaging warm up videos to run on the board. The school recently purchased a wireless video camera, which will allow students to display live crowd shots, conduct sideline interviews, and other real time video. Ultimately, it is the intention of faculty to train students to operate the sign during games. "This kind of experience is terrific for kids applying to college. It gives them a way to showcase their work and set themselves apart from other applicants," said Zemanick.

Finally, the school has raised nearly \$60,000 in ad revenue in just six months. The school hired an advertising representative to sell banner ads on the board as well as static ads on light boxes surrounding the scoreboard. Soon, parents and fans will be able to easily buy and schedule shoutout banners on the board to support athletes.

"Our digital scoreboard provides endless opportunities to engage fans and provide unique learning opportunities for students."

ROB ZEMANICK | NAZARETH AREA HIGH SCHOOL

CASE STUDY

THE VILLAGES HIGH SCHOOL

The Villages, FL

XVS 19mm 11' x 19'



The Villages Charter High School (TVCS) located in The Villages, Florida, is a modern educational facility with state-of-the-art amenities for its students. At a meeting held in early 2015, several administrators brainstormed with architects about ways to modernize the school's athletic stadium. Athletic director Richard Pettus said the group discussed adding a dynamic new video scoreboard. "We thought it would attract more people to our school or even bring us more visibility when we host state-wide events like the all-star game," Pettus said.

Based on their reputation, Dan Hayes and Mid-Florida Signs & Graphics were called in as consultants on the scoreboard project. "(The Villages) knew our work, knew our abilities. We had a meeting with them to discuss the project, and I was not too keen on the video board that they were going to use," said Hayes. "I just felt that they could get better for their money. That's when I recommended Watchfire."

The missing piece for a successful project was an experienced sports market team to pull it all together. Watchfire's sports director and project managers developed a proposal to provide a turn-key package for track timing integration, video production and audio. Watchfire provided a top-of-the-line system that enables TVCS to produce live video, instant replay, sponsor advertisements & commercials as well as promotions, to enhance the fan experience and increase advertising value to sponsors."Watchfire was a tremendous help in making things happen quickly," said Hayes. "We were not familiar with the cameras, the instant replay, and how to create all the static ads, displays and canned programs."

Content and programming for the video board is done by students in the TVCS media and journalism classes, taught by Megan Licciardello. The curriculum provides experience in producing a live broadcast and is popular with students. Students work individually on all aspects of the broadcast and as a team during sporting events. "Out there, they have to communicate with each other. It gives them a sense of what it's like to work with other people," said Licciardello. "They see the pressures that come with live production. If you mess up, you have to keep going."

The video board has added an element of excitement to home sporting events. Crowd spirit and participation have been elevated, and the players enjoy seeing their success on the big screen. As Licciardello points out, "Pretty much everyone here is excited about it. It takes the whole atmosphere up a notch."

"We've sold a variety of
LED signs in the past, but
once we got smart, we
go with Watchfire all the
time. Their on-site demos
are a great sales tool and
prove that their products
are engineered better and
more reliable than
the competition."

DAN HAYES | OWNER MID-FLORIDA SIGNS & GRAPHICS

CASE STUDY

East-West Stadium FAIRMONT, WV

19mm 10' x 18'



East-West Stadium in the Marion County School District was constructed in the 1930s as a New Deal WPA project. It has been the site of almost 200 events a year for Marion County schools and needed to be updated to accommodate more spectators. School leaders agreed that renovations should include a modern scoreboard.

Since J.D. Signs built the previous scoreboard, the first point of contact was their general manager, Bob DeRiggi. He recommended adding a 10' x 18' Watchfire 19mm video board because of its image quality, reliability and 5-year warranty. The Watchfire on-site demo convinced school officials that sports fans could enjoy amazing graphics from any seat in the stadium.

Though East-West Stadium is the home field for two rival high schools, the community easily came together to fund the sign. The stadium renovation fundraising group approached local businesses for pledges, offering video ads on the scoreboard and static tile ads in exchange for financial support. The response was overwhelming.

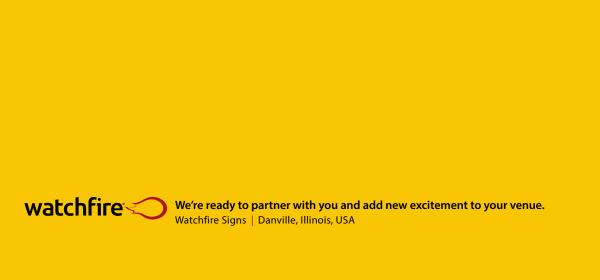
Soon after the LED display was purchased and installed, Marion County made managing the sign part of the high school's media production curriculum. Students and teachers learned to create artwork, schedule messages and update the sign with Watchfire's Ignite software. They also learned how to use video production equipment that was integrated into the board.

The new digital display premiered at the biggest football game of the season. Live video of the game, instant replays, player and cheerleader introductions, animations from Watchfire's EasyArt library and video ads from supporters made the big game even more special.

The digital board increased student interest in media production and attendance at the game and raised more donations for the stadium fund. "The Watchfire display and scoreboard has infused the community with excitement," said Fairmont's senior principal, Chad Norman. His sentiments were echoed by Frank Moore, Marion County athletic director, who is convinced the scoreboard will help serve the community for years to come.

"When we saw the product demo and the clarity of the picture, we knew we had a unique opportunity to purchase something great. For us, seeing was believing!"

ANDY NEPTUNE
CHAIR OF THE SCOREBOARD COMMITTEE
MARION COUNTY SCHOOL DISTRICT





SECTION 7.1.1.

5 YEAR LABOR - 10 YEAR PARTS



A solid warranty is a good indicator of how confident the manufacturer is in its products — and, in turn, how confident you should feel with the manufacturer. An LED video scoreboard and display is a significant investment, which is why it's so important to have a warranty you can count on. Purchasing a display from a company that's only been around a few years could be risky. Even a comprehensive, long term warranty won't do you any good if the company who offered it goes out of business.

At Watchfire, our track record speaks for itself. With more than 85 years in business, you can rest easy knowing we'll be around to support your sign for years in the future.

- Warranty against material defects in material and workmanship for **five (5) years** from the date of shipment from factory dock.
- Certified labor for installation and service.
- Ten (10) year parts guarantee with replacements reserved at the time of purchase.
- Replacement parts shipped the **same day** when requested by 3:00 p.m. CT.
- Offer 5% spare parts.
- Toll-free service coordination.



SECTION 9.1.2.

KEY STAFF



From creative design to software development, the Watchfire sports team makes contributions that extend far beyond our job titles and often bringing our life's passion to their work.

Kyle Dines | Vice President of Sports Sales 13 years with Watchfire | 17 years experienceSpecializes in problem-solving, sales management and road mapping each project to success.

Jeff Morgan | Sports Sales Director

2 years with Watchfire | 23 years experience

Specializes in scoreboards, from conception to
application, assisting in project parameters and
customer support.

Bob Ferrulo | Sports Market Manager 2 years with Watchfire | 38 years experience Specializes in complete sports integration, including sound systems, video systems, replay control room and venue technology.

Jim Bradford | East Region Sports & Indoor Manager 2 years with Watchfire | 25 years experience Specializes in taking a hands-on apporach to client relations, management, negotiation, closing, prospecting and organization.

Tyler Kuemmerle | Sports Application Specialist 10 years with Watchfire | 12 years experience Specializes in custom quoting and budget management, dealer/installer relations and product information.



SECTION 9.1.3.

ORGANIZATIONAL CHART



Watchfire is proud of its hands-on executive team. Each leader will be part of your project, from idea to installation and beyond.

Steve Harriott President and CEO10 years with Watchfire | 29 years experience

Kim Weninger | Chief Operating Officer 4 years with Watchfire | 24 years experience

Adam Grimes | Chief Financial Officer10 years with Watchfire | 16 years experience

Kyle Dines | Vice President of Sports Sales13 years with Watchfire | 17 years experience

Pattabi Doraiswamy | Vice President of R&D 7 years with Watchfire | 24 years experience

Carol Wade | Senior Director of Marketing 9 years with Watchfire | 26 years experience

Candy Underhill | Human Resources Manager 2 years with Watchfire | 30 years experience

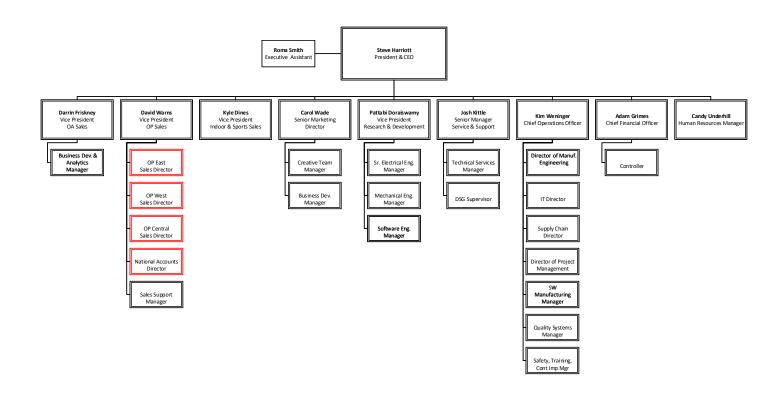
Darrin Friskney | Vice President of Digital Billboard 13 years with Watchfire | 20 years experience

David Warns | Vice President of On Premise 7 years with Watchfire | 22 years experience



YOUR WATCHFIRE TEAM

LEADERSHIP ORGANIZATIONAL CHART



*Only Managers / Supervisors with direct reports listed here

watchfiresigns.com or 1-800-637-2645 RFP # COG-2103





For every team, there is a legacy to be built. It's a foot stomping, heart pumping, "This is our house!" legacy.

We've partnered with Watchfire to bring you video scoreboards that feed the excitement and capture every electrifying moment. These LED displays keep score, showcase athletes, boost fan participation, and grow sponsorships with eyecatching excellence. Whether alone or paired with a fixed-digit scoreboard, a Watchfire display fires up players, fans and sponsors and comes with the best service in the industry.

BEST-LOOKING, MOST RELIABLE VIDEO BOARDS

Watchfire is the only manufacturer who factory calibrates for both color and brightness. High contrast LEDs and wide viewing angles provide great viewing from every seat.

The outdoor S-Series is designed with a faster refresh rate so it photographs beautifully, making it ideal for social media sharing. With a protective silicone encapsulation, Watchfire scoreboards withstand all kinds of weather.

EASY SCORING AND ENTERTAINMENT SOFTWARE

Whether they're professionals or volunteers, give your game staff an intuitive scoring and timing software that's easy to learn and fun to operate.

With Ignite Sports, you can create, manage and deliver game-time content to Watchfire in-venue displays. Instantly personalize video scoreboards with team colors, graphics and revenue-generating advertising zones.

PEACE OF MIND WITH UNMATCHED SERVICE

For over 85 years, Watchfire has designed, engineered and serviced superior products, and there are more than 60,000 Watchfire displays in daily operation to prove it.

From idea through installation and integration, Watchfire provides the expertise, world-class displays, hardware, cameras, equipment and assistance you need to maximize crowd engagement.

GREAT DEALS ON GREAT SCOREBOARDS

Signdealz.com is a network of sign and video displays professionals, ranging from consultants and designers to product manufacturers and installers. Our scoreboards are custom-built using only the highest-quality materials, and feature UL-listed electrical components.

When you purchase a video board from Signdealz.com, you're getting a scoreboard that will last for years.



Watchfire has partnered with Equalis Group to schools take the cost-saving advantages of alliance purchasing and fully satisfy public sector procurement standards.

For Equalis Group Member Exclusive Pricing 844-289-6728 www.equalisgroup.org

watchfiresigns.com • 877-900-7517 v110119

ATTACHMENT B - COST PROPOSAL

EQUALIS GROUP RFP # COG-2103 - SCOREBOARDS, DIGITAL DISPLAYS, AND AUDIO SYSTEMS WITH RELATED SERVICES & SOLUTIONS COST PROPOSAL QUESTIONNAIRE

Instructions

There are two parts to <u>Attachment B - Cost Proposal</u> which are required to be completed in order to evaluate a Bidder's Cost Proposal.

- Part 1 Answer the questions below which provide an opportunity to add a narrative while describing various aspects of your Cost Proposal.
- Part 2 Complete an Excel workbook which includes all requirments outlined in Section 2.3 of RFP Equalis Scoreboards & Displays.

Questions

- 1) Provide a narrative description of your pricing model identifying how the model works. Describe how the proposed pricing model is able to be audited by public sector agencies to ensure they are receiving contract pricing.
 - 1. Watchfire list pricing is not published. We utilize a quoting system that generates a list price for each of our products upon time of quote request by our partners and dealers. Public sector agencies would have the option to receive project specific quotes directly from Watchfire to ensure contract pricing is favorable in comparison to Watchfire list price.
- 2) Put an X in the green cell next to the statement that best describes the answer to the following question. The prices offered in your Cost Proposal are:
 - a) the same as typically offered to an individual municipality, Higher Ed or school district.
 - x b) the same as typically offered to group purchasing organizations, cooperative purchasing organizations, or state purchasing departments.
 - c) better than what is offered to group purchasing organizations, cooperative purchasing organizations, or state purchasing departments.
 - d) other, please describe.
- 3) Describe any quantity or volume discounts or rebate programs included in your Cost Proposal.
- 1. In addition to the 2% commission included in the contract, Watchfire also wishes to extend additional commissions for the partnership achieving specific sales milestones in any given calendar year. Additional commission would be paid upon completion of year >\$500,000 in sales additional .5%
 - >\$1,000,000 in sales additional 1%
 - >Sales exceeding \$1,500,000 Let's talk!
- 4) Propose an Alternative Method of Costing as it relates to pricing for products, services, or solutions not covered by catalog pricing, published price list, line item price list, automated system of pricing, R.S. Means, or that needs to be custom designed, developed, manufacturered and/or produced to meet the requirements of an individual project or sole source due to the projects' or application's specifications, condition, and/or requirements.

Watchfire would apply basics of standard product costs to custom and design/build projects. For example, approximating display pricing on a per square foot basis as compared to standard products for custom sizes.

5) Describe how cost associated with freight, shipping, and delivery are calculated.

Freight and shipping on calculated based upon mileage to jobsite multiplied by shipping rate.



ATTACHMENT C: REQUIRED BIDDER INFORMATION & CERTIFICATIONS EQUALIS GROUP: SCOREBOARDS, DIGITAL DISPLAYS, AND AUDIO SYSTEMS WITH RELATED SERVICES & SOLUTIONS PROGRAM

Purpose of this Attachment C: CCOG requires the following information about Bidders who submit proposals in response to any CCOG request for proposal ("RFP") in order to facilitate the execution of the master group purchasing agreement ("Master Agreement") with the winning supplier ("Winning Supplier"). CCOG reserves the right to reject a Bidder's proposal if a Bidder fails to provide this information fully, accurately, and by the deadline set by CCOG in RFP Section 1.3 – Anticipated Procurement Timetable. Further, some of this information (as identified below) must be provided in order for CCOG to accept and consider a Bidder's proposal. Failure to provide such required information may result in a Bidder's proposal being deemed nonresponsive to this RFP.

Instructions: provide the following information about the Bidder. Bidders may a) complete this document in Microsoft Word by completing the form fields, print this attachment, and sign it in the designated signature areas, b) complete this document using the form fields, print to .pdf, and provide certified electronic signatures in the designated signature areas, or c) print this attachment, complete it, and sign it in the designated signature areas. It is mandatory that the information provided is certified with an original signature (in blue ink, please) or signed using a certified electronic signature by a person with sufficient authority and/or authorization to represent Bidder. Bidders are to provide the completed and signed information and certifications in **Tab** 1 of the Technical Proposal submitted to CCOG as described in **RFP Section 4.2 – Format for Organization of the Proposal**.

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Bidders must provide all the information outlined below

1. Equalis Group RFP Name:	2. Proposal Due Date:
<u>RFP # COG-2103</u>	September 3, 2020
3. Bidder Name:	4. Bidder Federal Tax ID # or Social Security #:
Watchfire Signs, LLC (legal name of the entity responding to RFP)	<u>37-0925634</u>
5. Bidder Corporate Address: 1015 Maple	6. Bidder Remittance Address (or "same" if same as Item #5):
Street Address 2	Same as #5
Danville, IL 61832	Street Address 2 City, State Zip

7. Print or type information about the Bidder representative/contact person <u>authorized to answer questions</u> regarding the proposal submitted by your company:

Bidder Representative:

Ray Digby

Representative's Title:

Project Manager

Address 1:

1015 Maple

Address 2:

Street Address 2

City, State Zip:

Danville, IL 61832

Phone #:

217-442-0611

Fax #:

Fax #.

E-Mail Address:

ray.digby@watchfiresigns.com

8. Print or type the name of the Bidder representative <u>authorized to address contractual issues, including the authority to execute a contract on behalf of Bidder, and to whom legal notices regarding contract termination or breach, should be sent (if not the same individual as in #7, provide the following information on each such representative and specify their function):</u>

Bidder Representative:

Adam Grimes

Representative's Title:

Chief Financial Officer

Address 1:

1015 Maple

Address 2:

Street Address 2

City, State Zip:

Danville, IL

Phone #:

217-442-0611

Fax #:

Fax #.

E-Mail Address:

adam.grimes@watchfiresigns.com



9. Is this Bidder a	an Ohio certified Minority Busine	ss Enterprise ("I	MBE")?	Yes 🗌	No XX		
If yes, attach a copy of current certification to your proposal as an appendix in the third section of your proposal.							
10. Mandatory Su	oplier Certifications:						
federal or Ohio statusigning each of the f	CCOG may not enter into contracts with any suppliers who have been found to be ineligible for state contracts under specific federal or Ohio statutes or regulations. Bidders responding to any CCOG RFP MUST certify that they are NOT ineligible by signing each of the four statements below. Failure to provide proper affirming signature on any of these statements will result in a Bidder's proposal being deemed nonresponsive to this RFP.						
LLC (insert Bidder indeclared ineligible Labor, the United S	<u>signature</u> of representative shown name as shown in Item #3 above) , or voluntarily excluded from pa States Department of Health and Part 98, or 45 CFR Part 76, or ot	, has not been o articipation in tra Human Services	lebarred, su ansactions l s, or any oth	spended, poy the Unit	proposed for debarment, les States Department of		
		<u>AND</u>					
LLC (insert Bidder n	<u>signature</u> of representative shown lame as shown in Item #3 above), i ing but not limited to the Occupal ollowing:	s in compliance	with all fede	ral, state, a	and local laws, rules, and		
	ed or debarred from any public con Standards Act in the last three (3) y		certified payr	oll records o	or any other violation of the		
 Not found to 	o have violated any worker's comp	ensation law withi	n the last thre	ee (3) years	,		
 Not violated 	d any employee discrimination law	within the last thre	e (3) years;				
	een found to have committed more d to a record keeping or administra				plation of a safety standard		
	Experience Modification Rating of Compensation risk assessment ra		penalty-rate	d employer)	with respect to the Bureau		
	illed to file any required tax returns ee (3) years.	or failed to pay ar	ny required ta	exes to any	governmental entity within		
		<u>AND</u>					
LLC (insert Bidder pursuant to ORC S	signature of representative shown in name as shown in Item #3 above, ection 121.23, which identifies per inding against them.), is not on the l	ist establish	ed by the	Ohio Secretary of State,		
		AND					
I Ray Digby (insert <u>signature</u> of representative shown in Item #7 above) hereby certify and affirm that <u>Watchfire Signs</u> . <u>LLC</u> (insert Bidder <u>name</u> as shown in Item #3, above), either is not subject to a finding for recovery under ORC Section 9.24, or has taken appropriate remedial steps required under that statute to resolve any findings for recovery, or otherwise qualifies under that section to enter into contracts with CCOG.							
11. Supplemental I	Bidder Contract and Equal Emplo	oyment Opportur	nity Informat	ion:			
	ovide data on Bidder employees nployees:	both nationwide	e (inclusive of	Ohio staff)	and the number of Ohio		
		Nationwide:	Ohio Office	<u>s</u> :			
То	tal Number of Employees:	<u>320</u>	<u>1</u>				



		% of those who are Women:	<u>22%</u>	<u>0%</u>		
		% of those who are Minorities:	<u>1%</u>	<u>0%</u>		
	B.	If you are selected as the Winr Equalis Group Members, will you X NO -or-			FP involves the provision of services to f the work?	
		YES, but for less than 50%	of the work	-Or-		
		YES, for 50% or more of the	e work			
	C.	If any part of your proposal wo information on each subcontract			ny subcontractors, provide the following be added as needed):	
		Subcontractor Name:	<u>Name</u>			
		Street Address 1:	Street Addre	ess 1		
		Street Address 2:	Street Addre	ess 2		
		City, State Zip:	City, State	<u>Zip</u>		
		Work to be Performed:	Description	of Work		
		part of the work that will be perform Subcontractor's employee inform Total Number of Employees:	•	n additional p		
		% of those who are Women:				
		% of those who are Minorities:				
 Bidder has reviewed the Model Master Agreement attached to the RFP as Attachment E, and if awarded a contract, Bidder will not (or) X Bidder will request changes to the standard language and has marked the requested changes and returned the model document with this proposal for consideration by CCOG and Equalis Group, LLC. (All requested changes to Model Master Agreement contract language are subject to negotiation and CCOG and Equalis Group, LLC approval.) Bidder has reviewed the Model Administration Agreement attached to the RFP as Attachment E, and if awarded a contract, Bidder will not (or) X Bidder will request changes to the standard language and has marked the requested changes and returned the model document with this proposal for consideration by Equalis Group, 						
13.	Bidder has a contract, the requeste	Equalis Group, LLC approval.) reviewed the Model Administration Bidder will not (or) X 🔀 Bidde ed changes and returned the mode	n Agreement er will reques	attached to st changes t vith this pro	the RFP as <u>Attachment E</u> , and if awarded o the standard language and has marked bosal for consideration by Equalis Group,	
13.	Bidder has a contract, the requeste LLC. (All re	Equalis Group, LLC approval.) reviewed the Model Administration Bidder will not (or) X 🔀 Bidde ed changes and returned the mode	n Agreement er will reques	attached to st changes t vith this pro	the RFP as <u>Attachment E</u> , and if awarded o the standard language and has marked	



15. Additional Documents:

CCOG makes every attempt to meet the varying legal requirements of public agencies across the country. The documents included in this section are intended to give our contracts the broadest geographic reach by meeting the procurement requirements of other states outside of Ohio.

15.1. Lobbying Certification

Submission of this certification is a prerequisite for making or entering into this transaction and is imposed by Section 1352, Title 31, U.S. Code. This certification is a material representation of fact upon which reliance was placed when this transaction was made or entered into. Any person who fails to file the required certification shall be subject to civil penalty of not less than ten thousand dollars (\$10,000) and not more than one hundred thousand dollars (\$100,000) for each such failure.

The undersigned certifies, to the best of his/her knowledge and belief, on behalf of Bidder that:

- 1. No Federal appropriated funds have been paid or will be paid on behalf of the undersigned, to any person for influencing or attempting to influence an officer or employee of any agency, a Member of Congress, an officer or employee of Congress, or an employee of a Member of Congress in connection with the awarding of a Federal contract, the making of a Federal grant, the making of a Federal loan, the entering into a cooperative agreement, and the extension, continuation, renewal, amendment, or modification of a Federal contract, grant, loan, or cooperative agreement.
- 2. If any funds other than Federal appropriated funds have been or will be paid to any person for influencing or attempting to influence an officer or employee of any agency, a Member of Congress, an officer or employee of Congress, or an employee of a Member of Congress in connection with this Federal contract or cooperative agreement, the undersigned shall complete and submit Standard Form LLL, "Disclosure of Lobbying Activities," in accordance with its instructions.
- 3. The undersigned shall require that the language of this certification be included in the award documents for all covered sub-awards exceeding one hundred thousand dollars (\$100,000) in Federal funds at all appropriate tiers and that all sub-recipients shall-certify and disclose accordingly.

Signature of Bidder representative

15.2. Boycott Certification

Bidder must certify that during the term of any Agreement, it does not boycott Israel and will not boycott Israel. "Boycott" means refusing to deal with, terminating business activities with, or otherwise taking any action that is intended to penalize, inflict economic harm on, or limit commercial relations specifically with Israel, or with a person or entity doing business in Israel or in an Israeli-controlled territory, but does not include an action made for ordinary business purposes.

Signature of Bidder representative

15.3. Federal Funds Certification Form (EDGAR)

When a participating agency seeks to procure goods and services using funds under a federal grant or contract, specific federal laws, regulations, and requirements may apply in addition to those under state law. This includes, but is not limited to, the procurement standards of the Uniform Administrative Requirements, Cost Principles and Audit Requirements for Federal Awards, 2 CFR 200 (sometimes referred to as the "Uniform Guidance" or "EDGAR" requirements). All bidders submitting proposals must complete this Federal Funds Certification Form regarding bidder's willingness and ability to comply with certain requirements which may be applicable to specific participating agency purchases using federal grant funds. This completed form will be made available to Members for their use while considering their purchasing options when using federal grant funds. Members may also require Supplier Partners to enter into ancillary agreements, in addition to the contract's general terms and conditions, to address the member's specific contractual needs, including contract requirements for a procurement using federal grants or contracts.



For each of the items below, respondent should certify bidder's agreement and ability to comply, where applicable, by having respondents authorized representative complete and initial the applicable lines after each section and sign the acknowledgment at the end of this form. If a respondent fails to complete any item in this form, CCOG will consider the respondent's response to be that they are unable or unwilling to comply. A negative response to any of the items may, if applicable, impact the ability of a participating agency to purchase from the Supplier Partner using federal funds.

15.3.1. Supplier Partner Violation or Breach of Contract Terms

Contracts for more than the simplified acquisition threshold currently set at one hundred fifty thousand dollars (\$150,000), which is the inflation adjusted amount determined by the Civilian Agency Acquisition Council and the Defense Acquisition Regulations Council (Councils) as authorized by 41 USC 1908, must address administrative, contractual, or legal remedies in instances where Supplier Partners violate or breach contract terms, and provide for such sanctions and penalties as appropriate.

Any contract award will be subject to Terms and Conditions of the Master Agreement, as well as any additional terms and conditions in any purchase order, participating agency ancillary contract, or Member construction contract agreed upon by Supplier Partner and the participating agency which mut be consistent with and protect the participating agency at least to the same extent as the CCOG Terms and Conditions.

The remedies under the contract are in addition to any other remedies that may be available under law or in equity. By submitting a proposal, you agree to these Supplier Partner violation and breach of contract terms.

Does Supplier Partner agree? AWG

(Initials of Authorized Representative)

15.3.2. Termination for Cause or Convenience

When a participating agency expends federal funds, the participating agency reserves the right to immediately terminate any agreement in excess of ten thousand dollars (\$10,000) resulting from this procurement process in the event of a breach or default of the agreement by Offeror in the event Offeror fails to: (1) meet schedules, deadlines, and/or delivery dates within the time specified in the procurement solicitation, contract, and/or a purchase order; (2) make any payments owed; or (3) otherwise perform in accordance with the contract and/or the procurement solicitation. Participating agency also reserves the right to terminate the contract immediately, with written notice to offeror, for convenience, if participating agency believes, in its sole discretion that it is in the best interest of participating agency to do so. Bidder will be compensated for work performed and accepted and goods accepted by participating agency as of the termination date if the contract is terminated for convenience of participating agency. Any award under this procurement process is not exclusive and participating agency reserves the right to purchase goods and services from other offerors when it is in participating agency's best interest.

Does Supplier Partner agree? AWG

(Initials of Authorized Representative)

15.3.3. Equal Employment Opportunity

Except as otherwise provided under 41 CFR Part 60, all participating agency purchases or contracts that meet the definition of "federally assisted construction contract" in 41 CFR Part 60-1.3 shall be deemed to include the equal opportunity clause provided under 41 CFR 60-1.4(b), in accordance with Executive Order 11246, "Equal Employment Opportunity" (30 FR 12319, 12935, 3 CFR Part, 1964-1965 Comp., p. 339), as amended by Executive Order 11375, "Amending Executive Order 11246 Relating to Equal Employment Opportunity," and implementing regulations at 41 CFR Part 60, "Office of Federal Contract Compliance Programs, Equal Employment Opportunity, Department of Labor."

The equal opportunity clause provided under 41 CFR 60-1.4(b) is hereby incorporated by reference. Supplier Partner agrees that such provision applies to any participating agency purchase or contract that meets the definition of "federally assisted construction contract" in 41 CFR Part 60-1.3 and Supplier Partner agrees that it shall comply with such provision.



Does Supplier Partner agree? AWG

(Initials of Authorized Representative)

15.3.4. Davis-Bacon Act

When required by Federal program legislation, Supplier Partner agrees that, for all participating agency prime construction contracts/purchases in excess of two thousand dollars (\$2,000), Supplier Partner shall comply with the Davis-Bacon Act (40 USC 3141-3144, and 3146-3148) as supplemented by Department of Labor regulations (29 CFR Part 5, "Labor Standards Provisions Applicable to Contracts Covering Federally Financed and Assisted Construction"). In accordance with the statute, Supplier Partner is required to pay wages to laborers and mechanics at a rate not less than the prevailing wages specified in a wage determinate made by the Secretary of Labor. In addition, Supplier Partner shall pay wages not less than once a week.

Current prevailing wage determinations issued by the Department of Labor are available at www.wdol.gov. Supplier Partner agrees that, for any purchase to which this requirement applies, the award of the purchase to the Supplier Partner is conditioned upon Supplier Partner's acceptance of the wage determination.

Supplier Partner further agrees that it shall also comply with the Copeland "Anti-Kickback" Act (40 USC 3145), as supplemented by Department of Labor regulations (29 CFR Part 3, "Contractors and Subcontractors on Public Building or Public Work Financed in Whole or in Part by Loans or Grants from the United States". The Act provides that each Supplier Partner or subrecipient must be prohibited from inducing, by any means, any person employed in the construction, completion, or repair of public work, to give up any part of the compensation to which he or she is otherwise entitled.

Does Supplier Partner agree? AWG

(Initials of Authorized Representative)

15.3.5. Contract Work Hours and Safety Standards Act

Where applicable, for all participating agency contracts or purchases in excess of one hundred thousand dollars (\$100,000) that involve the employment of mechanics or laborers, Supplier Partner agrees to comply with 40 USC 3702 and 3704, as supplemented by Department of Labor regulations (29 CFR Part 5). Under 40 USC 3702 of the Act, Supplier Partner is required to compute the wages of every mechanic and laborer on the basis of a standard work week of forty (40) hours. Work in excess of the standard work week is permissible provided that the worker is compensated at a rate of not less than one and a half times the basic rate of pay for all hours worked in excess of forty (40) hours in the work week. The requirements of 40 USC 3704 are applicable to construction work and provide that no laborer or mechanic must be required to work in surroundings or under working conditions which are unsanitary, hazardous or dangerous. These requirements do not apply to the purchases of supplies or materials or articles ordinarily available on the open market, or contracts for transportation or transmission of intelligence.

Does Supplier Partner agree? AWG

(Initials of Authorized Representative)

15.3.6. Right to Inventions Made Under a Contract or Agreement

If the participating agency's Federal award meets the definition of "funding agreement" under 37 CFR 401.2(a) and the recipient or subrecipient wishes to enter into a contract with a small business firm or nonprofit organization regarding the substitution of parties, assignment or performance or experimental, developmental, or research work under that "funding agreement," the recipient or subrecipient must comply with the requirements of 37 CFR Part 401, "Rights to Inventions Made by Nonprofit Organizations and Small Business Firms Under Government Grants, Contracts and Cooperative Agreements," and any implementing regulations issued by the awarding agency.

Supplier Partner agrees to comply with the above requirements when applicable.

Does Supplier Partner agree? AWG

(Initials of Authorized Representative)

15.3.7. Clean Air Act and Federal Water Pollution Control Act



Clean Air Act (42 USC 7401-7671q.) and the Federal Water Pollution Control Act (33 USC 1251-1387), as amended – Contracts and subgrants of amounts in excess of one hundred fifty thousand dollars (\$150,000) must contain a provision that requires the non-Federal award to agree to comply with all applicable standards, orders, or regulations issued pursuant to the Clean Air Act (42 USC 7401-7671q.) and the Federal Water Pollution Control Act, as amended (33 USC 1251-1387). Violations must be reported to the Federal awarding agency and the Regional Office of the Environmental Protection Agency (EPA).

When required, Supplier Partner agrees to comply with all applicable standards, orders, or regulations issued pursuant to the Clean Air Act and the Federal Water Pollution Control Act.

Does Supplier Partner agree? AWG

(Initials of Authorized Representative)

15.3.8. Debarment and Suspension

Debarment and Suspension (Executive Orders 12549 and 12689) – A contract award (see 2 CFR 180.220) must not be made to parties listed on the government-wide exclusions in the System for Award Management (SAM), in accordance with the OMB guidelines at 2 CFR 180 that implement Executive Orders 12549 (3 CFR Part 1966 Comp. p. 189) and 12689 (3CFR Part 1989 Comp. p. 235), "Debarment and Suspension." SAM Exclusions contains the names of parties debarred, suspended, or otherwise excluded by agencies, as well as parties declared ineligible under statutory or regulatory authority other than Executive Order 12549.

Supplier Partner certifies that Supplier Partner is not currently listed on the government-wide exclusions in SAM, is not debarred, suspended, or otherwise excluded by agencies or declared ineligible under statutory or regulatory authority other than Executive Order 12549. Supplier Partner further agrees to immediately notify the Cooperative and all Members with pending purchases or seeking to purchase from Supplier Partner if Supplier Partner is later listed on the government-wide exclusions in SAM, or is debarred, suspended, or otherwise excluded by agencies or declared ineligible under statutory or regulatory authority other than Executive Order 12549.

Does Supplier Partner agree? AWG

(Initials of Authorized Representative)

15.3.9. Byrd Anti-Lobbying Amendment

Byrd Anti-Lobbying Amendment (31 USC 1352) – Supplier Partners that apply or bid for an award exceeding one hundred thousand dollars (\$100,000) must file the required certification. Each tier certifies to the tier above that it will not and has not used Federal appropriated funds to pay any person or organization for influencing or attempting to influence an officer or employee of any agency, a member of Congress, officer or employee of Congress, or an employee of a member of Congress in connection with obtaining any Federal contract, grant or any other award covered by 31 USC 1352. Each tier must also disclose any lobbying with non-Federal funds that takes place in connection with obtaining any Federal award. Such disclosures are forwarded from tier to tier up to the non-Federal award. As applicable, Supplier Partner agrees to file all certifications and disclosures required by, and otherwise comply with, the Byrd Anti-Lobbying Amendment (31 USC 1352).

Does Supplier Partner agree? AWG

(Initials of Authorized Representative)

15.3.10. Procurement of Recovered Materials

For participating agency purchases utilizing Federal funds, Supplier Partner agrees to comply with Section 6002 of the Solid Waste Disposal Act, as amended by the Resource Conservation and Recovery Act where applicable and provide such information and certifications as a participating agency may require to confirm estimates and otherwise comply. The requirements of Section 6002 include procuring only items designated in guidelines of the Environmental Protection Agency (EPA) at 40 CFR Part 247 that contain the highest percentage of recovered materials practicable, consistent with maintaining a satisfactory level of competition, where the purchase price of the item exceeds ten thousand dollars (\$10,000) or the value of the quantity acquired during the preceding fiscal year exceeded ten thousand dollars (\$10,000); procuring solid waste



management services in a manner that maximizes energy and resource recovery, and establishing an affirmative procurement program for procurement of recovered materials identified in the EPA guidelines.

Does Supplier Partner agree? AWG

(Initials of Authorized Representative)

15.3.11. Profit as a Separate Element of Price

For purchases using federal funds in excess of one hundred fifty thousand dollars (\$150,000), a participating agency may be required to negotiate profit as a separate element of the price. See, 2 CFR 200.323(b). When required by a participating agency, Supplier Partner agrees to provide information and negotiate with the participating agency regarding profit as a separate element of the price for a particular purchase. However, Supplier Partner agrees that the total price, including profit, charged by Supplier Partner to the participating agency shall not exceed the awarded pricing, including any applicable discount, under Supplier Partner's Group Purchasing Agreement.

Does Supplier Partner agree? AWG

(Initials of Authorized Representative)

15.3.12. General Compliance and Cooperation with Members

In addition to the foregoing specific requirements, Supplier Partner agrees, in accepting any purchase order from a Member, it shall make a good faith effort to work with Members to provide such information and to satisfy such requirements as may apply to a particular participating agency purchase or purchases including, but not limited to, applicable recordkeeping and record retention requirements.

Does Supplier Partner agree? AWG

(Initials of Authorized Representative)

15.3.13. Applicability to Subcontractors

Offeror agrees that all contracts it awards pursuant to the Contract shall be bound by the foregoing terms and conditions.

Does Supplier Partner agree? AWG

(Initials of Authorized Representative)

By signature below, I certify that the information in this form is true, complete, and accurate and that I am authorized by my company to make this certification and all consents and agreements contained herein.

Watchfire Signs, LLC
Bidder Name

Signature of Authorized Company Official

Adam Grimes Printed Name

Chief Financial Officer

Title

9/1/20

Date



16. Required Documents for Supplier Partners Intending to Do Business in New Jersey

16.1. Ownership Disclosure Form

Pursuant to the requirements of P.L. 1999, Chapter 440 effective April 17, 2000 (Local Public Contracts Law), Bidder shall complete the form attached to these specifications listing the persons owning 10 percent (10%) or more of the firm presenting the proposal.

Bidder Name:

Watchfire Signs, LLC

Street Address:

1015 Maple

City, State Zip:

Danville, IL 61832

Complete as appropriate:

I Click or tap here to enter text., certify that I am the sole owner of Click or tap here to enter text., that there are no partners and the business is not incorporated, and the provisions of N.J.S. 52:25-24.2 do not apply.

OR:

I Click or tap here to enter text., a partner in Click or tap here to enter text., do hereby certify that the following is a list of all individual partners who own a 10 percent (10%) or greater interest therein. I further certify that if one (1) or more of the partners is itself a corporation or partnership, there is also set forth the names and addresses of the stockholders holding 10 percent (10%) or more of that corporation's stock or the individual partners owning 10% or greater interest in that partnership.

OR:

I <u>Adam Grimes</u>, an authorized representative of <u>Watchfire Signs, LLC</u>, a Limited Liability Company, do hereby certify that the following is a list of the names and addresses of all stockholders in the corporation who own 10% or more of its stock of any class. I further certify that if one (1) or more of such stockholders is itself a corporation or partnership, that there is also set forth the names and addresses of the stockholders holding 10 percent (10%) or more of the corporation's stock or the individual partners owning a 10 percent (10%) or greater interest in that partnership.

(Note: If there are no partners or stockholders owning 10% or more interest, indicate none.)

NAME	ADDRESS	% INTEREST
Watchfire Enterprises, Inc.	1015 Maple, Danville, IL 61832	100%
Click or tap here to enter text.	Click or tap here to enter text.	
Click or tap here to enter text.	Click or tap here to enter text.	
Click or tap here to enter text.	Click or tap here to enter text.	
Click or tap here to enter text.	Click or tap here to enter text.	

I further certify that the statements and information contained herein, are complete and correct to the best of my knowledge and belief.

Authorized Signature and Title

9/1/20

Date

16.2. Non-Collusion Affidavit (to be completed and included with each proposal submitted to Members in NJ)



Bidder Name:

Watchfire Signs, LLC

Street Address:

1015 Maple

City, State Zip:

Danville, IL 61832

State of New Jersey

County of Vermilion

I, <u>Adam Grimes</u> of the <u>City of Danville</u> in the County of Vermilion, State of Illinois of full age, being duly sworn according to law on my oath depose and say that:

I am the Chief Financial Officer of the firm of Watchfire Signs, LLC, the Bidder making the proposal for the goods, services, or public work specified under the attached proposal, and that I executed the said proposal with full authority to do so; that said respondent has not directly or indirectly entered into any agreement, participated in any collusion, or otherwise taken any action in restraint of free, competitive bidding in connection with the above proposal, and that all statements contained in said bid proposal and in this affidavit are true and correct, and made with full knowledge that the Customer Name relies upon the truth of the statements contained in said bid proposal and in the statements contained in this affidavit in awarding the contract for the said goods, services, or public work.

I further warrant that no person or selling agency has been employed or retained to solicit or secure such contract upon an agreement or understanding for a commission, percentage, brokerage or contingent fee, except bona fide employees or bona fide established commercial or selling agencies maintained by:

Watchfire Signs_LLC

Authorized Signature

Chief Financial Officer

Subscribed and sworn before me

this for day of Sept

Notary Public of New Jersey Timois

My commission expires 3 | 13 , $20 \underline{24}$

SEAL

MARLA A. HAGLER
OFFICIAL SEAL
Notary Public - State of Illinois
My Commission Expires Mar 13, 2024

16.3. Affirmative Action Affidavit

(P.L. 1975, C.127)

Bidder Name:

Watchfire Signs, LLC

. 20 2 0

Street Address:

1015 Maple

City, State Zip:

Danville, IL 61832



Bid Proposal Certification:

Indicate below your compliance with New Jersey Affirmative Action regulations. Your proposal will be accepted even if you are not in compliance at this time. No contract and/or purchase order may be issued, however, until all Affirmative Action requirements are met.

Required Affirmative Action Evidence:

Procurement, Professional & Service Contracts (Exhibit A)

Supplier Partners must submit with proposal:

1. A photocopy of their Federal Letter of Affirmative Action Plan Approval

OR

2. A photocopy of their Certificate of Employee Information Report

OR

3. A complete Affirmative Action Employee Information Report (AA302)

Public Work - Over Fifty Thousand Dollars (\$50,000) Total Project Cost:

Check One -

☑ No approved Federal or New Jersey Affirmative Action Plan. We will complete Report Form AA201-A upon receipt from the Customer Name, or

☐ Approved Federal or New Jersey Plan – certificate enclosed

I further certify that the statements and information contained herein, are complete and correct to the best of my knowledge and belief.

Watchfire Signs, LLC

Authorized Signature

Chief Financial Officer

9/1/20

P.L. 1995, c. 127 (N.J.A.C. 17:27)
MANDATORY AFFIRMATIVE ACTION LANGUAGE

PROCUREMENT, PROFESSIONAL & SERVICE CONTRACTS

During the performance of this contract, the Supplier Partner agrees as follows:

The Supplier Partner or subcontractor, where applicable, will not discriminate against any employee or applicant for employment because of age, race, creed, color, national origin, ancestry, marital status, sex, affectional or sexual orientation.



The Supplier Partner will take affirmative action to ensure that such applicants are recruited and employed, and that employees are treated during employment, without regard to their age, race, creed, color, national origin, ancestry, marital status, sex, affectional or sexual orientation. Such action shall include, but not be limited to the following: employment, upgrading, demotion, or transfer; recruitment or recruitment advertising; layoff or termination; rates of pay or other forms of compensation; and selection for training, including apprenticeship. The Supplier Partner agrees to post in conspicuous places, available to employees and applicants for employment, notices to be provided by the Public Agency Compliance Officer setting forth provisions of this non-discrimination clause.

The Supplier Partner or subcontractor, where applicable will, in all solicitations or advertisement for employees placed by or on behalf of the Supplier Partner, state that all qualified applicants will receive consideration for employment without regard to age, race, creed, color, national origin, ancestry, marital status, sex, affectional or sexual orientation.

The Supplier Partner or subcontractor, where applicable, will send to each labor union or representative of workers with which it has a collective bargaining agreement or other contract or understanding, a notice, to be provided by the agency contracting officer advising the labor union or workers' representative of the Supplier Partner's commitments under this act and shall post copies of the notice in conspicuous places available to employees and applicants for employment.

The Supplier Partner or subcontractor, where applicable, agrees to comply with any regulations promulgated by the Treasurer pursuant to P.L. 1975, c. 127, as amended and supplemented from time to time and the Americans with Disabilities Act.

The Supplier Partner or subcontractor agrees to attempt in good faith to employ minority and female workers trade consistent with the applicable county employment goal prescribed by N.J.A.C. 17:27-5.2 promulgated by the Treasurer pursuant to P.L. 1975, C.127, as amended and supplemented from time to time or in accordance with a binding determination of the applicable county employment goals determined by the Affirmative Action Office pursuant to N.J.A.C. 17:27-5.2 promulgated by the Treasurer pursuant to P.L. 1975, C.127, as amended and supplemented from time to time.

The Supplier Partner or subcontractor agrees to inform in writing appropriate recruitment agencies in the area, including employment agencies, placement bureaus, colleges, universities, labor unions, that it does not discriminate on the basis of age, creed, color, national origin, ancestry, marital status, sex, affectional or sexual orientation, and that it will discontinue the use of any recruitment agency which engages in direct or indirect discriminatory practices.

The Supplier Partner or subcontractor agrees to revise any of it testing procedures, if necessary, to assure that all personnel testing conforms with the principles of job-related testing, as established by the statutes and court decisions of the state of New Jersey and as established by applicable Federal law and applicable Federal court decisions.

The Supplier Partner or subcontractor agrees to review all procedures relating to transfer, upgrading, downgrading and layoff to ensure that all such actions are taken without regard to age, creed, color, national origin, ancestry, marital status, sex, affectional or sexual orientation, and conform with the applicable employment goals, consistent with the statutes and court decisions of the State of New Jersey, and applicable Federal law and applicable Federal court decisions.

The Supplier Partner and its subcontractors shall furnish such reports or other documents to the Affirmative Action Office as may be requested by the office from time to time in order to carry out the purposes of these regulations, and public agencies shall furnish such information as may be requested by the Affirmative Action Office for conducting a compliance investigation pursuant to Subchapter 10 of the Administrative Code (NJAC 17:27).

Signature of Procurement Agent

16.4. Political Contribution Disclosure Form



Public Agency Instructions

This page provides guidance to public agencies entering into contracts with business entities that are required to file Political Contribution Disclosure forms with the agency. It is not intended to be provided to Supplier Partners. What follows are instructions on the use of form local units can provide to Supplier Partners that are required to disclose political contributions pursuant to N.J.S.A. 19:44A-20.26 (P.L. 2005, c. 271, s.2). Additional information on the process is available in Local Finance Notice 2006-1 (www.nj.gov/dca/lgs/lfns/lfnmenu.shtml).

- 1. The disclosure is required for all contracts in excess of seventeen thousand five hundred dollars (\$17,500) that are **not awarded** pursuant to a "fair and open" process (N.J.S.A. 19:44A-20.7).
- 2. Due to the potential length of some Supplier Partner submissions, the public agency should consider allowing data to be submitted in electronic form (i.e., spreadsheet, pdf file, etc.). Submissions must be kept with the contract documents or in an appropriate computer file and be available for public access. **The form is worded to accept this alternate submission.** The text should be amended if electronic submission will not be allowed.
- 3. The submission must be **received from the Supplier Partner and** on file at least ten (10) days prior to award of the contract. Resolutions of award should reflect that the disclosure has been received and is on file.
- 4. The Supplier Partner must disclose contributions made to candidate and party committees covering a wide range of public agencies, including all public agencies that have elected officials in the county of the public agency, state legislative positions, and various state entities. The Division of Local Government Services recommends that Supplier Partners be provided a list of the affected agencies. This will assist Supplier Partners in determining the campaign and political committees of the officials and candidates affected by the disclosure.
 - a) The Division has prepared model disclosure forms for each county. They can be downloaded from the "County PCD Forms" link on the Pay-to-Play web site at www.nj.gov/dca/lgs/p2p. They will be updated from time-to-time, as necessary.
 - b) A public agency using these forms should edit them to properly reflect the correct legislative district(s). As the forms are county-based, they list all legislative districts in each county. Districts that do not represent the public agency should be removed from the lists.
 - c) Some Supplier Partners may find it easier to provide a single list that covers all contributions, regardless of the county. These submissions are appropriate and should be accepted.
 - d) The form may be used "as-is", subject to edits as described herein.
 - e) The "Supplier Partner Instructions" sheet is intended to be provided with the form. It is recommended that the Instructions and the form be printed on the same piece of paper. The form notes that the Instructions are printed on the back of the form; where that is not the case, the text should be edited accordingly.
 - f) The form is a Word document and can be edited to meet local needs, and posted for download on web sites, used as an e-mail attachment, or provided as a printed document.
- 5. It is recommended that the Supplier Partner also complete a "Stockholder Disclosure Certification." This will assist the local unit in its obligation to ensure that Supplier Partner did not make any prohibited contributions to the committees listed on the Business Entity Disclosure Certification in the twelve (12) months prior to the contract. (See Local Finance Notice 2006-7 for additional information on this obligation) A sample Certification form is part of this package and the instruction to complete it is included in the Supplier Partner Instructions. **NOTE: This section is not applicable to Boards of Education.**

C. 271 POLITICAL CONTRIBUTION DISCLOSURE FORM Supplier Partner Instructions

Supplier Partners receiving contracts from a public agency that are NOT awarded pursuant to a "fair and open" process (defined at N.J.S.A. 19:44A-20.7) are subject to the provisions of P.L. 2005, c. 271, s.2 (N.J.S.A. 19:44A-20.26). This law provides that ten (10) days prior to the award of such a contract, the Supplier Partner shall disclose contributions to:

- 1) any State, county, or municipal committee of a political party.
- 2) any legislative leadership committee*
- 3) any continuing political committee (a.k.a., political action committee),
- 4) any candidate committee of a candidate for, or holder of, an elective office:
 - a) of the public entity awarding the contract,



- b) of that county in which that public entity is located,
- c) of another public entity within that county,
- d) or of a legislative district in which that public entity is located or, when the public entity is a county, of any legislative district which includes all or part of the county. The disclosure must list reportable contributions to any of the committees that exceed three hundred dollars (\$300) per election cycle that were made during the twelve (12) months prior to award of the contract. See N.J.S.A. 19:44A-8 and 19:44A-16 for more details on reportable contributions.

N.J.S.A. 19:44A-20.26 itemizes the parties from whom contributions must be disclosed when a business entity is not a natural person. This includes the following:

- 1) individuals with an "interest" ownership or control of more than ten percent (10%) of the profits or assets of a business entity or 10% of the stock in the case of a business entity that is a corporation for profit,
- 2) all principals, partners, officers, or directors of the business entity or their spouses.
- 3) any subsidiaries directly or indirectly controlled by the business entity,
- 4) IRS Code Section 527 New Jersey based organizations, directly or indirectly controlled by the business entity and filing as continuing political committees, (PACs). When the business entity is a natural person, "a contribution by that person's spouse or child, residing therewith, shall be deemed to be a contribution by the business entity." [N.J.S.A. 19:44A-20.26(b)] The contributor must be listed on the disclosure. Any business entity that fails to comply with the disclosure provisions shall be subject to a fine imposed by ELEC in an amount to be determined by the Commission which may be based upon the amount that the business entity failed to report. The enclosed list of agencies is provided to assist the Supplier Partner in identifying those public agencies whose elected official and/or candidate campaign committees are affected by the disclosure requirement. It is the Supplier Partner's responsibility to identify the specific committees to which contributions may have been made and need to be disclosed. The disclosed information may exceed the minimum requirement. The enclosed form, a content-consistent facsimile, or an electronic data file containing the required details (along with a signed cover sheet) may be used as the Supplier Partner's submission and is disclosable to the public under the Open Public Records Act. The Supplier Partner must also complete the attached Stockholder Disclosure Certification. This will assist the agency in meeting its obligations under the law.

NOTE: This section does not apply to Board of Education contracts.

¹ <u>N.J.S.A.</u> 19:44A-3(s): "The term "legislative leadership committee" means a committee established, authorized to be established, or designated by the President of the Senate, the Minority Leader of the Senate, the Speaker of the General Assembly or the Minority Leader of the General Assembly pursuant to section 16 of P.L.1993, c.65 (C.19:44A-10.1) for the purpose of receiving contributions and making expenditures."

C. 271 POLITICAL CONTRIBUTION DISCLOSURE FORM

Required Pursuant to N.J.S.A. 19:44A-20.26

This form or its permitted facsimile must be submitted to the local unit no later than ten (10) days prior to the award of the contract.



Part I – Supplier Partner Information						
Bidder Name: Watchfire Signs, LLC						
Address: 1015 Maple						
City: Danville State: Illinois Zip: 61832						

The undersigned being authorized to certify, hereby certifies that the submission provided herein represents compliance with the provisions of N.J.S.A. 19:44A-20.26 and as represented by the Instructions accompanying this form.

Authorized Signature

Adam Grimes

Chief Financial Officer

Part II - Contribution Disclosure

Disclosure requirement: Pursuant to N.J.S.A. 19:44A-20.26 this disclosure must include all reportable political contributions (more than three hundred dollars (\$300) per election cycle) over the twelve (12) months prior to submission to the committees of the government entities listed on the form provided by the local unit.

Check here if disclosure is provided in electronic form. **Contributor Name** Recipient Name Date **Dollar Amount** NONE Recipient Name Date \$Amount Contributor Name Recipient Name Date \$Amount Contributor Name Recipient Name Date **\$**Amount Contributor Name Recipient Name Date \$Amount Contributor Name Recipient Name Date **\$**Amount Contributor Name Recipient Name \$Amount Date Contributor Name Recipient Name \$Amount Date Contributor Name Recipient Name Date \$Amount Contributor Name Recipient Name Date \$Amount Contributor Name Recipient Name Date \$Amount Contributor Name \$Amount Recipient Name Date Contributor Name Recipient Name Date \$Amount Contributor Name Recipient Name Date **\$**Amount Contributor Name Recipient Name Date \$Amount Contributor Name Recipient Name \$Amount Date Contributor Name Recipient Name Date \$Amount Contributor Name Recipient Name Date \$Amount



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Contributor Name	Recipient Name	Date	\$Amount
Contributor Name	Recipient Name	Date	\$Amount
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Contributor Name	Recipient Name	Date	\$Amount
Contributor Name	Recipient Name	Date	\$Amount
Contributor Name	Recipient Name	Date	\$Amount
Contributor Name	Recipient Name	Date	\$Amount
Check here if the information is c st of Agencies with Elected Offi J.S.A. 19:44A-20.26 bunty Name: ate: Governor, and Legislative Lea	cials Required for Political Contributio	on Disclosure	

County: N/A

Freeholders

County Clerk

Sheriff

{County Executive}

Surrogate

Municipalities (Mayor and members of governing body, regardless of title):

USERS SHOULD CREATE THEIR OWN FORM, OR DOWNLOAD FROM WWW.NJ.GOV/DCA/LGS/P2P A COUNTY-BASED, CUSTOMIZABLE FORM.

16.5. Stockholder Disclosure Form

N	ar	ne	of	В	usi	ne	SS
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Maille of Dusilless.	
☑ I certify that the list below contains the names a of the issued and outstanding stock of the under OR	and home addresses of all stockholders holding ten percent (10%) or more ersigned.
	ent (10%) or more of the issued and outstanding stock of the undersigned.
Check the box that represents the type of busin	ness organization:
Partnership	
☐ Corporation	
☐ Sole Proprietorship	
☐ Limited Partnership	
□ Liability Corporation	
☐ Limited Liability Partnership	
□ Subchapter S Corporation	
Sign and notarize the form below, and, if necessary	y, complete the stockholder list below.
Stockholders:	
Name: Watchfire Enterprises, Inc.	Name: Stockholder Name
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Home Address: 1015 Maple Danville, IL 61832	Home Address: Home Address
	N O(II II N
Name: Stockholder Name	Name: Stockholder Name
Home Address:	Home Address:
Home Address	Home Address
Name: Stockholder Name	Name: Stockholder Name
Home Address:	Home Address:
Home Address	Home Address
Subscribed and sworn before me this A day of ER	Men
OFFICIAL SEAL	(Affiant)
Notary Public - State of Illinois (Notary Public) My Commission Expires Mar 13, 2024	
My Commission expires: 3/13/2024	(Print name & title of affiant)
. 302027	(Corporate Seal)

17. Required Documents for Supplier Partners Intending to Do Business in Arizona

17.1. Arizona Supplier Partner Requirements

AZ Compliance with Federal and state requirements. Supplier Partner agrees when working on any federally assisted projects with more than two thousand dollars (\$2,000.00) in labor costs, to comply with all federal and state requirements, as well as Equal Opportunity Employment requirements and all other federal and state laws, statutes, etc. Supplier Partner agrees to post wage rates at the work site and submit a copy of their payroll to the member for their files. Supplier Partner must retain records for three years to allow the federal grantor agency access to these records, upon demand. Supplier Partner also agrees to comply with the Arizona Executive Order 75-5, as amended by Executive Order 99-4.

When working on contracts funded with Federal Grant monies, Supplier Partner additionally agrees to comply with the administrative requirements for grants, and cooperative agreements to state, local and federally recognized Indian Tribal Governments.

AZ Compliance with workforce requirements. Pursuant to ARS 41-4401, Supplier Partner and subcontractor(s) warrant their compliance with all federal and state immigration laws and regulations that relate to their employees, and compliance with ARS 23-214 subsection A, which states, ... "every employer, after hiring an employee, shall verify the employment eligibility of the employee through the E-Verify program".

CCOG reserves the right to cancel or suspend the use of any contract for violations of immigration laws and regulations. CCOG and its members reserve the right to inspect the papers of any Supplier Partner or subcontract employee who works under this contract to ensure compliance with the warranty above.

AZ Supplier Partner Employee Work Eligibility. By entering into this contract, Supplier Partner agrees and warrants compliance with A.R.S. 41-4401, A.R.S. 23-214, the Federal Immigration and Nationality Act (FINA), and all other Federal immigration laws and regulations. CCOG and/or Equalis Group members may request verification of compliance from any Supplier Partner or subcontractor performing work under this contract. CCOG and Equalis Group members reserve the right



to confirm compliance. In the event that CCOG or Equalis Group members suspect or find that any Supplier Partner or subcontractor is not in compliance, CCOG may pursue any and all remedies allowed by law, including but not limited to suspension of work, termination of contract, suspension and/or debarment of the Supplier Partner. All cost associated with any legal action will be the responsibility of the Supplier Partner.

AZ Non-Compliance. All federally assisted contracts to members that exceed ten thousand dollars (\$10,000.00) may be terminated by the federal grantee for noncompliance by Supplier Partner. In projects that are not federally funded, respondent must agree to meet any federal, state or local requirements as necessary. In addition, if compliance with the federal regulations increases the contract costs beyond the agreed on costs in this solicitation, the additional costs may only apply to the portion of the work paid by the federal grantee.

Registered Sex Offender Restrictions (Arizona). For work to be performed at an Arizona school, Supplier Partner agrees that no employee or employee of a subcontractor who has been adjudicated to be a registered sex offender will perform work at any time when students are present, or reasonably expected to be present. Supplier Partner agrees that a violation of this condition shall be considered a material breach and may result in the cancellation of the purchase order at the Equalis Group member's discretion. Supplier Partner must identify any additional costs associated with compliance to this term. If no costs are specified, compliance with this term will be provided at no additional charge.

Offshore Performance of Work Prohibited. Due to security and identity protection concerns, direct services under this contract shall be performed within the borders of the United States.

Terrorism Country Divestments. In accordance with A.R.S. 35-392, CCOG and Equalis Group members are prohibited from purchasing from a company that is in violation of the Export Administration Act. By entering into the contract, Supplier Partner warrants compliance with the Export Administration Act.

The undersigned hereby accepts and agrees to comply with all statutory compliance and notice requirements listed in this document.

Signature of Authorized Representative

9/1/20