



## Sports & Exhibition Authority

When you have the time, Pittsburgh has the place.

Addendum # 1- Internet Services

March 11, 2025

### 1) Timeline

- a. Timeline has been revised as follows:
  - i. Deadline for Submission of inquiries: March 14, 2025 @ 3:00pm
  - ii. Deadline for Submission of proposals: March 28, 2025 @ 3:00pm
  - iii. Interviews: March 31-April 1, 2025

### 2) Additional Information

- a. Contact Information:
  - i. SEA Procurement & M/WBE Specialist:
    - 1. Alicia Matos
      - a. [amatos@pgh-sea.com](mailto:amatos@pgh-sea.com)
      - b. 412.393.7106

### 3) Questions:

- a. Page 4, Section 1: Please clarify on the business license requirements and the type of licensing required for the City of Pittsburgh – Business, Contractor, Trade
  - i. ***Contractors should pursue a contractor license for the installation and perhaps a business license for the continued maintenance. In either or both cases, contractors need to work with their counsel to determine what license they should pursue. This is legal advice as to their business practice which they should establish with their counsel. Our requirement is that they abide by the city code as to their work in the DLCC. Contractor is responsible to determine which license is most applicable as they are responsible for working with the city to ensure they are meeting local laws.***

- b. What are the union requirements regarding the following:
  - i. Install of networking equipment including switches and access points in the MDF and IDF
    - 1. **Union labor is required**
  - ii. Permanent low voltage cabling such as Cat6 and Fiber to enhance coverage, including pulls to service new wireless design the required access points.
    - 1. **Union labor is required**
  - iii. Show Service requirements including wired Cat6/5 lines to locations requested by customer:
    - 1. Exhibit Floor
      - a. **Union labor, typically handled by in-house electricians**
    - 2. Meeting Rooms
      - a. **Union labor, typically handled by in-house electricians**
    - 3. Common Areas
      - a. **Union labor, typically handled by in-house electricians**
- c. Can you provide yearly revenue totals for internet services over the last 5-7 years?

<b>2018</b>	<b>\$825,000</b>
<b>2019</b>	<b>\$865,000</b>
<b>2022</b>	<b>\$990,000</b>
<b>2023</b>	<b>\$1,185,000</b>
<b>2024</b>	<b>\$1,090,000</b>

- d. Will an extension for the RFP due date be entertained to provide adequate time to update proposal once all questions are answered
  - i. **See timeline in section 1**
- e. What services are provided to other facility partners and at what cost per month. What is currently included at no cost to vendors and the facility including usage, bandwidth, and user counts.
  - i. **There are partner tenants throughout the building that require free internet access provided. Levy, Alco, Veolia, Three Rivers. Additionally, there are tenants in the building's retail spaces that require paid for building internet at retail prices (not exhibitor pricing.)**
- f. Who are the current providers for bandwidth and at what speed? What other providers are on premise?
  - i. **The DLCC is equipped to provide various internet and networking needs in the meeting rooms, exhibit halls, and lobby areas including Wi-Fi. Our specifications are: 1Gb circuit internet access with a DS3 back-up from (2) separate bandwidth providers, fiber optic backbone network, multi-mode fiber**

**and CAT6 (Copper) cabling, custom built data networks, complete phone systems, video/audio/MATV distribution, video conference, and wireless internet.**

- g. Page 4, Section 2: Sales Marketing Plan, Bullet 2 – Is digital signage referenced only regarding marketing internet services or is there a need for managed digital signage services?
  - i. **Intent is for provider to sell access to digital signage to sponsors as a revenue generator. Content management is not part of this scope.**
- h. Can you provide details inventory and/or drawings referencing current network design, switch and access point placement, and Cat6/Fiber infrastructure to utilize or upgrade to provide a robust current network.
  - i. **Proposers are encouraged to conduct a site visit to verify existing conditions. There are ~200 AP's dedicated to the DLCC infrastructure.**
- i. What are the requirements to provide phone services to events? What system is in use and does the contractor have access for configuration.
  - i. **Requirements vary by event; the Fortinet VOIP system is used. Contractor does not have access to configure the system.**
- j. What is the expected event schedule for the next 3 years and how does that compare to prior years regarding expected internet-based revenue generation.
  - i. **159 events were hosted at the DLCC in 2024; we expect the number of events to be between 160-175 events for 2025-2027.**
- k. Please highlight any areas that are currently not sufficient in coverage to provide a reliable service to events.
  - i. **The existing coverage has been adequate for event needs**
- l. What are the three most common pain points of events regarding the technology currently installed in the facility.
  - i. **Cost and flexible offerings for long run shows are the main pain points.**
- m. How is the current cellular coverage for the three core carriers and is there a need or want to enhance and improve that coverage if available.
  - i. **AT&T has cell antennae on the roof; there is also a DAS managed by a 3<sup>rd</sup> party. Currently Verizon is using the DAS to boost their signal within the DLCC.**
- n. What key areas of improvement is the facility looking to enhance – such as technology services, revenue, guest and customer experience, etc.
  - i. **We expect the selected provider to maximize all of these areas.**
- o. Any technology services not currently offered that the facility is looking to implement in the next three years.
  - i. **Proposers are encouraged to propose services they believe would add value.**
- p. Is the contract term negotiable regarding the initial 3 years? Will the facility entertain longer terms such as 5/7 years.

- i. The base term is 3 years with owner options for a fourth and fifth year. Per the RFP, proposers are encouraged to propose options they feel would add value.*
- q. Can you verify if the vendor will be responsible providing quotes and collected internet sales orders for show management and exhibitors?
  - i. That is the current model, however, proposers are encouraged to propose alternatives which they believe will add value.*
- r. If yes, is it possible to add the sales of exhibitor internet services to your existing Momentus exhibitor service center sales platform?
  - i. Yes, this is possible*
- s. Can you provide how many access points are currently installed for the “event Network” and how many access points are used for Back-of-House?
  - i. All access points provide both back of house and ‘event Networks” by providing multiple SSIDs.*
- t. For heat maps and accurate AP counts and coverage, can we have floor plans – preferably one level at a time?
  - i. Yes, floor plans are attached*
- u. Is it possible to identify where the current access points are mounted today?
  - i. Proposers are encouraged to conduct a site visit to field verify current locations.*
- v. Can you please clarify where the outdoor coverage is required – is this new coverage or enhancement upon existing coverage?
  - i. See markings on attached floor plans for details; this is existing coverage*
- w. Can you break it down to expected outside area to cover in square feet?
  - i. Proposers are encouraged to conduct a site visit to field verify current conditions.*
- x. Moisture detection in outdoor spaces- Is this connected to a wireless network? If so, what areas is the moisture detection system in, and is there currently coverage for that?
  - i. The 3<sup>rd</sup> Floor South Green Roof moisture detection system connects to existing wireless access points.*
- y. Digital Signage throughout building. Are they connected to wireless network or hardline? Is there any digital signage outdoors that require connectivity? For example, scrolling words on rooftop terrace.
  - i. Digital signage is hardwired. The scrolling text on the rooftop terrace is an art installation and is outside the scope of this RFP*
- z. How many digital signs are there?
  - i. 91*
- aa. Are there any other indoor or outdoor areas that require Wi-Fi where it was not available before? I see a mention of parking lots/the front outdoor space for that large event (Anthro Con).
  - i. Outdoor coverage should reflect at a minimum the coverage provided in the attached floor plans; additional areas of coverage can be proposed as value-added areas. Event specific coverage enhancements would fall into the value-add category.*

- bb. Are there any permanent tenants that require network connectivity? Where are they usually stationed?
  - i. **See question e.**
- cc. How many floors at the facility and on which are the IDFs located?
  - i. **5 Floors; 20 IDF Rooms**
- dd. Do you have one 24-port switch per IDF?
  - i. **Most IDFs have a 24-port switch, some have more based on need**
- ee. Do you have 20 IDFs? Do you have 20 switches?
  - i. **See previous answer**
- ff. Do you have Single Mode Fiber connecting between the IDFs and MDF?
  - i. **Most IDFs have six pair of single mode and six pair of multi-mode fiber available. 2 pairs of the multi-mode fiber per IDF are used for existing security and sound system switched networks.**
- gg. Who is the existing Wi-Fi equipment manufacturer? Juniper Mist? Is it the same as your switch provider (Juniper)? Which models do you have for existing Wi-Fi equipment?
  - i. **Equipment is provided by our existing preferred in-house internet provider.**
- hh. We understand we will provide for Internet redundancy, do you also have/require redundant core switches and Internet routers?
  - i. **Internet and core equipment should all have redundant failover capability.**
- ii. Are you happy with your current Fortinet phones and service for back of house and administration? How many telephones do you have/need?
  - i. **It is a new Fortinet phone system. We do not believe we need any changes to this system.**
- jj. If interviews are required, will they be in person or online?
  - i. **Preferred in person but online can be arranged.**
- kk. Rooftop coverage – should we limit to concession coverage 2 APs each for North 4<sup>th</sup> Level and South 4<sup>th</sup> Level roofs – or cover entire 60k and 20k Square Foot areas respectively?
  - i. **See question v.**
- ll. If we cover to entire square foots, are there attainable mounting options?
  - i. **Proposers are encouraged to conduct a site visit to determine options**
- mm. Can you share the estimated total annual gross revenue generated by the Center for the services listed in scope?
  - i. **See chart listed in question “c.” above**
- nn. Since heatmaps will need to be created as part of the proposal submittal, and floor plans have not been received yet – is it possible to get a 2-week extension on the due date?
  - i. **See timeline in section 1**

Attachments:

1. Pre-Proposal Agenda
2. Pre-Proposal Sign in sheet
3. Floor Plans

**AGENDA**  
**Internet Services at the David L. Lawrence Convention Center**  
**Non-Mandatory Pre-Proposal Meeting**  
**Monday February 24, 2025**  
**11:00 AM**

1. Project Team Introduction
  - a. ASM Global/SEA
2. Process Review
  - a. Timeline
    - i. ~~Inquiries due – Thursday, March 13, 2025 by 3:00pm~~
    - ii. ~~Proposals due – Tuesday, March 25, 2025 – Before 3:00pm~~
    - iii. ~~Interviews – Wednesday, March 26, 2025 – Thursday, March 27, 2025 (If necessary)~~
    - iv. Presentation for SEA Board approval – Thursday, April 10, 2025
  - b. Review enclosed sample contract
    - i. Note Insurance Requirements
  - c. MBE/WBE Participation
    - i. Alicia Matos ([amatos@pgh-sea.com](mailto:amatos@pgh-sea.com)) 412-393-7106
  - d. Workforce Utilization
3. Project Overview
  - a. Overall Scope
4. Questions?
5. Site Walk

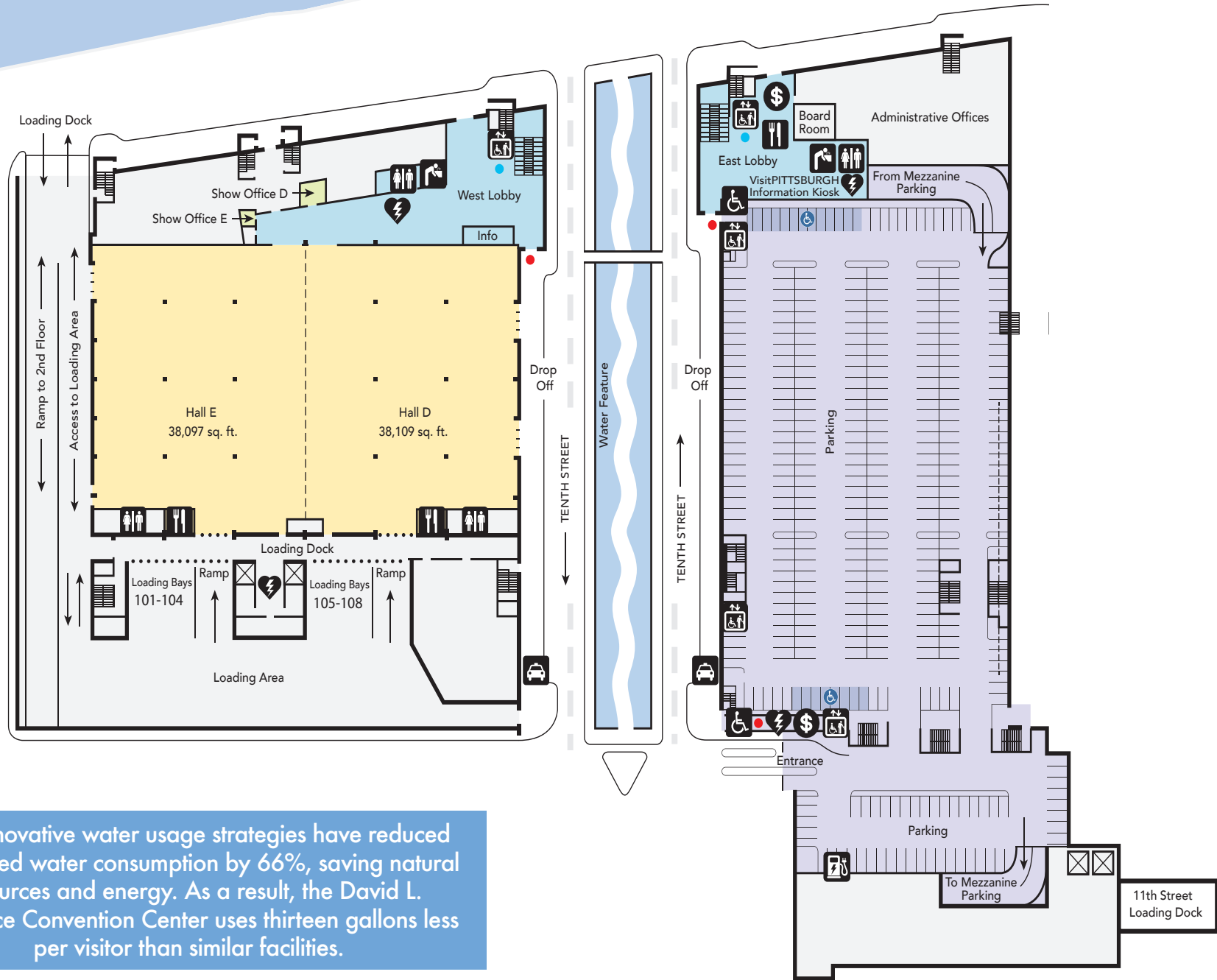
**Internet Services**  
**David L. Lawrence Convention Center**

Pre-Proposal Meeting  
 February 24, 2025  
 11:00am

Name	Company	Phone	Email
Leanne Taik	ShowNets	412.325.6159	htaik@shownets.net.
Jim Loring	ShowNets	404.862.8273	JLORNG@GMAIL.COM
Tom Soudahl	Cox Hospitality	702.830.1525	thomas.soudahl@cox.com
Dom Summers	SEA		
Ryan Buries	ASM Global		
Keely McGuffin	Baldyn		keely.mcguffin@baldyn.com
Preethi Zevillos	Baldyn		preethi.krishnan@baldyn.com
Andrew	Granite Net		a.Desrosiers@granitenet.com

ALLEGHENY RIVER

LEVEL ONE



Our innovative water usage strategies have reduced purchased water consumption by 66%, saving natural resources and energy. As a result, the David L. Lawrence Convention Center uses thirteen gallons less per visitor than similar facilities.



# DAVID L. LAWRENCE CONVENTION CENTER

## LEVEL ONE

### Floor Plan Key

















- ENTRANCE
-  ESCALATOR
-  STAIRS
-  EMERGENCY EXIT
-  SERVICE ELEVATOR
- ... ROLL DOORS
- GLASS DOORS
-  PERMANENT ART
- COMPLIMENTARY WHEEL CHAIRS
-  ACCESSIBLE PARKING
-  ELECTRIC VEHICLE CHARGING STATION
-  ELEVATORS
-  RESTROOMS
-  CONCESSIONS
-  AUTOMATED TELLER
-  WATER FOUNTAIN
-  FIRST AID
-  AED
-  TAXI
-  ACCESSIBLE DOOR ENTRY

EXHIBIT HALL	CERTIFIED SQUARE FOOTAGE	CERTIFIED DIMENSIONS (L X W)	10' X 10' BOOTHS	SEATING STYLE			CEILING HEIGHT
				THEATER	CLASSROOM	BANQUET	
Hall D	38,109	222' x 180'	180	3,318	1,618	2,280	19'
Hall E	38,097	222' x 180'	180	3,318	1,618	2,280	19'
Halls D / E	76,206	222' x 360'	363	6,556	3,152	4,560	19'

PUBLIC SPACES	SQUARE FOOTAGE
West Lobby	10,457
Show Office D	315
Show Office E	240

NOTE: Theater and classroom seating style assumes a 12' x 24' stage and front screen projection. Banquet style does not assume a stage.

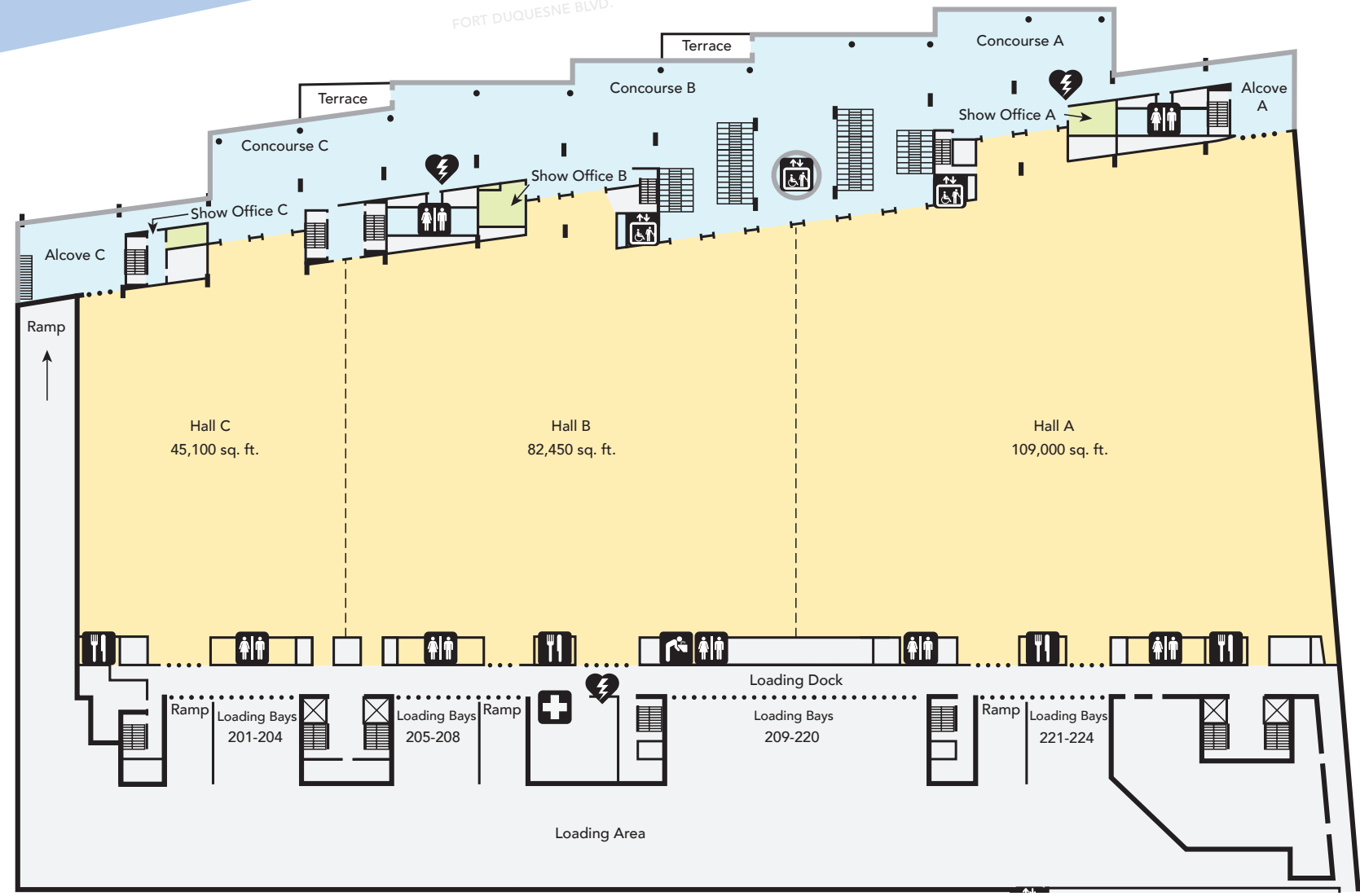


10th Street Water Feature

*The David L. Lawrence Convention Center boasts many sustainable features including a natural ventilation system, a water reclamation & reuse system, and numerous energy efficient upgrades.*

ALLEGHENY RIVER

FORT DUQUESNE BLVD.



Shading devices and light sensors ensure an even, glare-free distribution of light inside. As a result, all of the primary hall space (over 5 acres) and 75% of the remaining building spaces can be 100% naturally lit, a first in the entire United States for an exhibition space of this size.

# DAVID L. LAWRENCE CONVENTION CENTER

## LEVEL TWO

EXHIBIT HALL	CERTIFIED DIMENSIONS (L X W)	USABLE SQUARE FOOTAGE	USABLE DIMENSIONS (L X W)	10' X 10' BOOTHS	SEATING STYLE			LOWEST CEILING HEIGHT	HIGHEST CEILING HEIGHT
					THEATER	CLASSROOM	BANQUET		
Hall A	356' x 358'	109,000	339' x 256' 269' x 356'	541	9,770	4,110	6,660	16'	125'
Hall B	316' x 300'	82,450	269' x 300' 252' x 300'	400	8,100	3,380	5,020	19'7"	125'
Hall C	290' x 178'	45,100	252' x 178' 228' x 178'	212	4,356	1,790	2,660	19'7"	125'
Halls A / B	356' x 658'	191,500	339' x 658' 252' x 658'	974	16,920	6,814	10,400	16'	125'
Halls B / C	316' x 478'	127,600	269' x 478' 228' x 478'	604	11,740	4,930	7,350	19'7"	125'
Halls A / B / C	356' x 836'	236,900	339' x 836' 228' x 836'	1,187	20,574	8,656	12,930	16'	125'

PUBLIC SPACES	SQUARE FOOTAGE
Concourse A	20,137
Concourse B	23,930
Concourse C	9,695
Show Office A	598
Show Office B	572
Show Office C	380

### OUR PARTNERS



NOTE: Theater and classroom seating style assumes a 12' x 24' stage and front screen projection. Banquet style does not assume a stage.

*Simply by selecting the David L. Lawrence Convention Center, you are committing to a more sustainable future. The DLCC prioritizes indoor environmental quality to provide a world-class space for your event and your attendees.*

ALLEGHENY RIVER

FORT DUQUESNE BLVD.



Outdoor Coverage Required

Fresh air is built-in at the David L. Lawrence Convention Center. The curving roof is actually the main component of an innovative ventilation system which harnesses natural air movements.

Elevator Connection to Westin Hotel Visitor Corridor

# DAVID L. LAWRENCE CONVENTION CENTER

## LEVEL THREE

MEETING ROOMS (CITY VIEW)	CERTIFIED SQUARE FOOTAGE	CERTIFIED DIMENSIONS (L X W)	SEATING STYLE			CEILING HEIGHT
			THEATER	CLASSROOM	BANQUET	
301	1,566	53' x 29'	170	70	80	14'
302	1,594	53' x 30'	170	70	80	14'
303	1,579	53' x 29'	170	70	80	14'
304	1,589	53' x 30'	170	70	80	14'
305	1,565	53' x 29'	170	70	80	14'
301 / 302	3,159	53' x 59'	330	144	180	14'
302 / 303	3,173	53' x 59'	330	144	180	14'
303 / 304	3,169	53' x 59'	330	144	180	14'
304 / 305	3,154	53' x 59'	330	144	180	14'
301 / 302 / 303	4,738	53' x 89'	506	206	300	14'
302 / 303 / 304	4,738	53' x 89'	506	206	300	14'
303 / 304 / 305	4,733	53' x 89'	506	206	300	14'
301 / 302 / 303 / 304	6,328	53' x 119'	664	262	400	14'
302 / 303 / 304 / 305	6,327	53' x 119'	664	262	400	14'
301 / 302 / 303 / 304 / 305	7,893	53' x 149'	856	346	520	14'
306	1,043	35' x 29'	109	40	50	14'
307	1,030	35' x 29'	109	40	50	14'
306 / 307	2,073	35' x 58'	206	80	100	14'
308	1,549	55' x 31'	146	63	80	14'
309	1,553	55' x 31'	161	63	80	14'
310	1,026	35' x 29'	103	40	50	14'
311	1,045	35' x 29'	103	40	50	14'
310 / 311	2,071	35' x 58'	204	80	100	14'
312	737	29' x 26'	64	23	40	14'
313	369	26' x 14'	25	12	20	14'
314	369	26' x 14'	25	12	20	14'
315	1,568	53' x 29'	170	70	80	14'
316	1,566	53' x 29'	170	70	80	14'
315 / 316	3,134	53' x 59'	360	144	180	14'
317	1,571	53' x 29'	170	70	80	14'
318	1,563	53' x 29'	170	70	80	14'
317 / 318	3,134	53' x 59'	360	144	180	14'
319	1,600	53' x 30'	170	70	80	14'
320	1,545	53' x 29'	170	70	80	14'
321	1,574	53' x 29'	170	70	80	14'
319 / 320	3,145	53' x 59'	360	144	180	14'
320 / 321	3,127	53' x 59'	360	144	180	14'
319 / 320 / 321	4,719	53' x 89'	544	206	300	14'
322	492	19' x 25'	43	15	30	14'

MEETING ROOMS (RIVER VIEW)	CERTIFIED SQUARE FOOTAGE	CERTIFIED DIMENSIONS (L X W)	SEATING STYLE			CEILING HEIGHT
			THEATER	CLASSROOM	BANQUET	
323	1,637	56' x 29'	170	70	80	12'
324	1,527	52' x 29'	170	70	80	12'
325	1,638	56' x 29'	170	70	80	12'
326	1,524	52' x 29'	170	70	80	12'
327	1,631	56' x 29'	170	70	80	12'
328	1,519	52' x 29'	170	70	80	12'
329	1,649	56' x 29'	170	70	80	12'
330	1,516	52' x 29'	170	70	80	12'
331	740	29' x 28'	61	23	40	12'
332	418	30' x 14'	25	12	20	12'
333	1,555	52' x 29'	140	70	80	12'
334	1,640	56' x 29'	140	70	80	12'
335	1,518	52' x 29'	140	70	80	12'
336	1,641	56' x 29'	140	70	80	12'
337	378	28' x 14'	25	12	20	12'
338	815	29' x 29'	64	23	40	12'

NOTE: Based on the size of the room, 12' x 8' riser is included.

### SPIRIT OF PITTSBURGH BALLROOM

BALLROOMS	CERTIFIED DIMENSIONS (L X W)	USABLE SQUARE FOOTAGE	USABLE DIMENSIONS (L X W)	10' x 10' BOOTHS	SEATING STYLE*			CEILING HEIGHT
					THEATER	CLASSROOM	BANQUET	
Ballroom A/B/C	165' x 218'	31,610	145' x 218'	156	3,433	1,514	2,160	32'
Ballroom A	165' x 106'	15,660	145' x 106'	70	1,604	712	1,080	32'
Ballroom B/C	165' x 111'	15,660	145' x 111'	80	1,604	712	1,080	32'
Ballroom B	81' x 111'	7,776	71' x 111'	35	846	365	540	32'
Ballroom C	83' x 111'	7,776	74' x 111'	35	846	365	540	32'

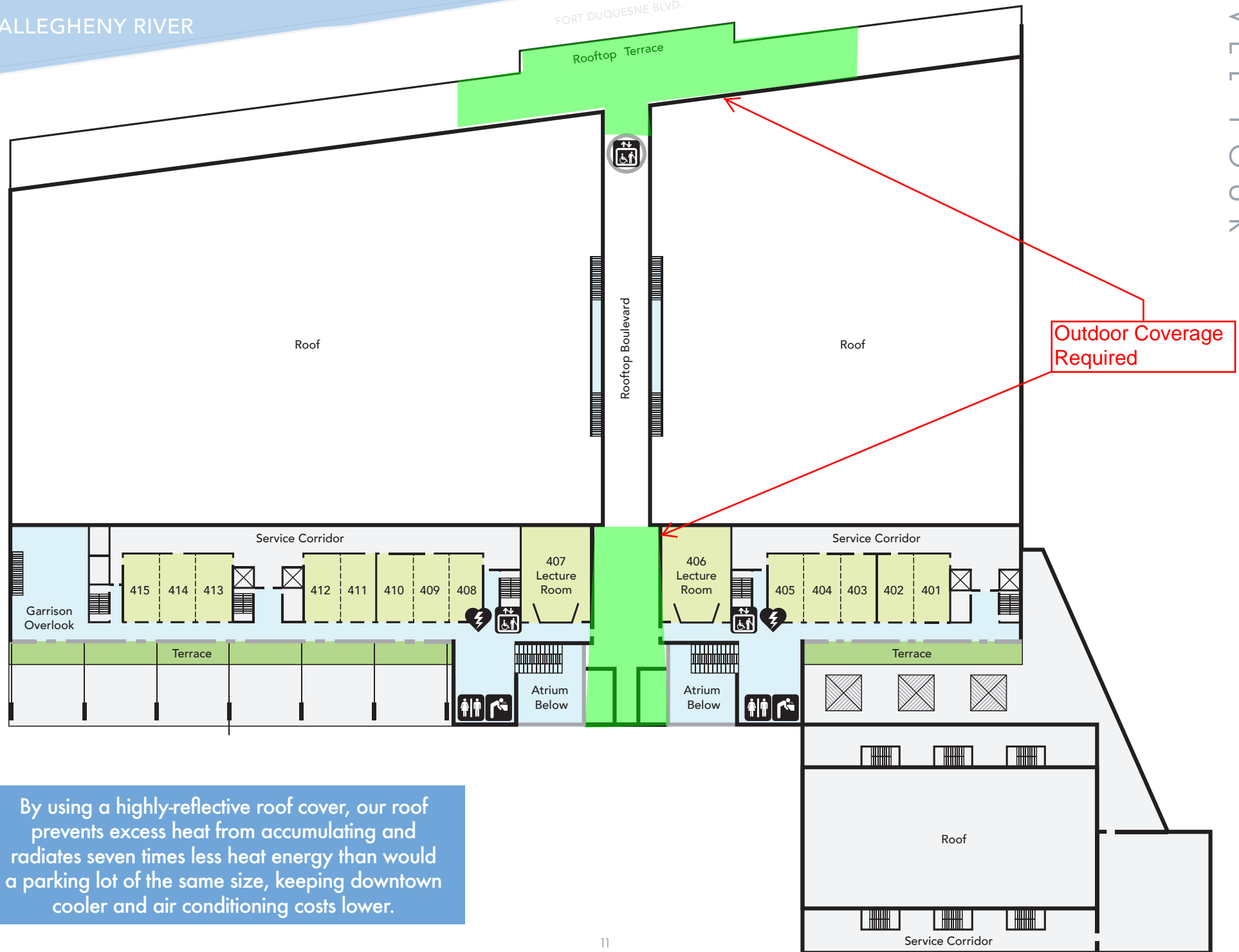
PUBLIC SPACES	SQUARE FOOTAGE
West Atrium	5,069
East Atrium	5,069
South Terrace	3,192
Allegheny Overlook	3,815
Regional Gallery	4,503
Ballroom Gallery	10,253

NOTE: Theater and classroom seating style assumes a 12' x 24' stage and front screen projection. Banquet style does not assume a stage.

ALLEGHENY RIVER

FORT DUQUESNE BLVD.

LEVEL FOUR



By using a highly-reflective roof cover, our roof prevents excess heat from accumulating and radiates seven times less heat energy than would a parking lot of the same size, keeping downtown cooler and air conditioning costs lower.

# DAVID L. LAWRENCE CONVENTION CENTER

## LEVEL FOUR

MEETING ROOMS (CITY VIEW)	CERTIFIED SQUARE FOOTAGE	CERTIFIED DIMENSIONS (L X W)	SEATING STYLE			CEILING HEIGHT
			THEATER	CLASSROOM	BANQUET	
401	1,565	53' x 29'	140	70	80	14'
402	1,570	53' x 29'	140	70	80	14'
401 / 402	3,135	53' x 59'	286	144	180	14'
403	1,565	53' x 29'	140	70	80	14'
404	1,589	53' x 30'	140	70	80	14'
405	1,567	53' x 29'	140	70	80	14'
403 / 404	3,154	53' x 59'	286	144	180	14'
404 / 405	3,156	53' x 59'	286	144	180	14'
403 / 404 / 405	4,721	53' x 89'	434	206	300	14'
406	3,395	69' x 59'	250			14'
407	3,616	69' x 59'	250			14'
408	1,550	53' x 29'	140	70	80	14'
409	1,604	53' x 30'	140	70	80	14'
410	1,571	53' x 29'	140	70	80	14'
408 / 409	3,154	53' x 59'	286	144	180	14'
409 / 410	3,176	53' x 59'	286	144	180	14'
408 / 409 / 410	4,726	53' x 89'	434	206	300	14'
411	1,564	53' x 29'	140	70	80	14'
412	1,569	53' x 29'	140	70	80	14'
411 / 412	3,133	53' x 59'	286	144	180	14'
413	1,564	53' x 29'	140	70	80	14'
414	1,580	53' x 29'	140	70	80	14'
415	1,572	53' x 29'	140	70	80	14'
413 / 414	3,145	53' x 59'	286	144	180	14'
414 / 415	3,152	53' x 59'	286	144	180	14'
413 / 414 / 415	4,717	53' x 89'	434	206	300	14'

PUBLIC SPACES	SQUARE FOOTAGE
Garrison Overlook	5,880
Rooftop Boulevard	25,000

NOTE: Based on size of the room, 12' x 8' riser is included.



Lecture Room

The David L. Lawrence Convention Center was designed to provide an optimal learning environment for our guests.

ROOFTOP	RECEPTIONS	DINNERS, PLATED OR BUFFET
Rooftop Boulevard:	300	200
Rooftop Terrace:	1200	400 (200 each beneath our 2 tents)
Combined Space:	1500	600 (200 each beneath our two tents and 200 with no tent cover)