



## REQUEST FOR PROPOSALS

### MARY BROWN'S CENTRE SOUND SYSTEM REPLACEMENT

RFP RELEASE DATE | MONDAY – MARCH 24, 2025

PROPOSALS DUE | FRIDAY – APRIL 18, 2025 @ 5 PM

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#### OVERVIEW

St. John's Sports & Entertainment is seeking to replace and upgrade the sound system at the Mary Brown's Centre.

You may request an electronic copy of the Request for Proposals by contacting Mike Hayes – Technical Operations Manager - Mary Browns Centre via email at [mhayes@sjsel.ca](mailto:mhayes@sjsel.ca)

For a physical copy, please visit the administrative offices at Mary Browns Centre, 50 New Gower St. John's, NL, A1C 1J3. Call (709) 758-1111 Monday – Friday, 9 AM – 4 PM, to arrange an appointment.

Questions regarding the RFP process can be directed to Mike Hayes at the address above or by calling (709) 758-5497 or emailing [mhayes@sjsel.ca](mailto:mhayes@sjsel.ca).

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## **BACKGROUND**

Mary Brown's Centre, operated by St. John's Sports & Entertainment Ltd., is a multi-purpose arena in St. John's, Newfoundland and Labrador committed to providing exceptional experiences. Built in 2001, it is home to the Newfoundland Regiment (QMJHL) & the Newfoundland Rogues (BSL). The arena seats 6,287 for sports events and up to 7,500 for concerts.

Mary Brown's Centre is the heartbeat of entertainment and excitement in St. John's. Nestled in the heart of the city, this vibrant venue is where exceptional experiences come to life. From thrilling live performances to edge-of-your-seat sporting events, the Mary Brown's Centre promises an experience like no other.

Mary Brown's Centre seeks proposals from qualified audio system vendors to replace and upgrade the current sound system. We are exploring options for a comprehensive solution to enhance the audio experience for patrons, performers, and staff.

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## **SCOPE OF WORK**

Responding vendors will evaluate the current audio architecture and identify areas requiring upgrade or replacement to improve the arena's sound system quality. Not all components may require replacement (example: concourse sound). Proponents are asked to provide an outline of your approach as it relates to design, procurement and installation of the sound systems. You are encouraged to include any innovative solutions, technologies or sustainable practices.

### **System Design**

- Visit the arena to review existing components and develop a detailed design proposal tailored to its unique acoustics and layout. System design should detail line array or point source configurations and describe the benefits based on the venue space.

### **Equipment Procurement**

- Provide a detailed list of recommended audio equipment, including brands and models for speakers, amplifiers, mixing consoles, and other necessary components.

### **Installation**

- Professionally install the audio system, ensuring optimal coverage and sound quality while coordinating with facility staff to minimize event disruptions. This includes but not limited to wiring, conduit (if required), lift rental for ceiling access, rigging and any connectors, mounts, etc.



Note: Existing cables and wiring to speakers maybe re-used (based on system design)

### **Testing and Calibration**

- Thoroughly test and calibrate the system to meet industry standards, our specific requirements and enhance fan experience. Provide documentation of the testing process and results.

### **Training**

- Deliver comprehensive training for staff on the operation and maintenance of the system, including user manuals and support documentation.

### **Warranty and Support**

- Detail warranties for all equipment and outline available post-installation support services.

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## **VENDOR PROFILE**

### **Company Profile**

- Include a company overview and relevant experience upgrading sound systems for similar venues.

### **Project Approach**

- Explain your approach to designing, procuring, and installing the sound system, including any innovative solutions or technologies.

### **Cost**

- Provide a detailed breakdown of costs, including equipment, labor, and additional expenses. See fiscal responsibilities in the next section for granular details.

### **References**

- Submit at least three references from clients with similar projects.

### **Testing and Calibration**

- Conduct rigorous testing and calibration to meet industry standards and exceed your



specific requirements.

- Document the testing process and provide a comprehensive report on system performance.

### **Pre/Post Installation Expectations**

- Offer thorough training sessions for staff on the operation and maintenance of the new audio system.
- Provide user manuals and support documentation for future reference.
- Professionally install the audio system, ensuring seamless integration with the existing infrastructure.
- Work closely with the facilities team to minimize disruption to scheduled events during the installation process.
- Provide any spare parts or commonly replaced parts list.

### **Fiscal Expectations**

- Include warranties for all equipment installed.
- Commit to providing ongoing support and maintenance services post-installation.

### **Phased Approach**

- St. John's Sports and Entertainment would like proponents to consider if and how a phased approach to replacing and installing the system could be implemented over two to three years.

### **Cost Proposal**

Your detailed cost proposal for the entire project is as follows:

-System Design and Engineering: \$

-Equipment Procurement: \$

-Installation: \$

-Testing and Calibration: \$

-Training: \$

-Warranty and Support: \$

-Total: \$

## **OBJECTIVES**

Arena sound system offers numerous benefits, including:

- Enhanced audio quality for clarity and precision.
- Uniform sound coverage eliminating dead spots.
- Flexibility to adapt to diverse event types.
- Advanced audio technologies for immersive experiences.
- Increased performer confidence with clear monitoring.
- Improved intelligibility for speech.
- Feedback suppression and distortion control.
- Efficient system management with remote control capabilities.
- Long-term reliability with professional installation and quality components.
- Positive venue reputation and customization for architectural uniqueness.
- Integration with current Wi-Fi assisted listening system (Williams Sound)

## **Expectations**

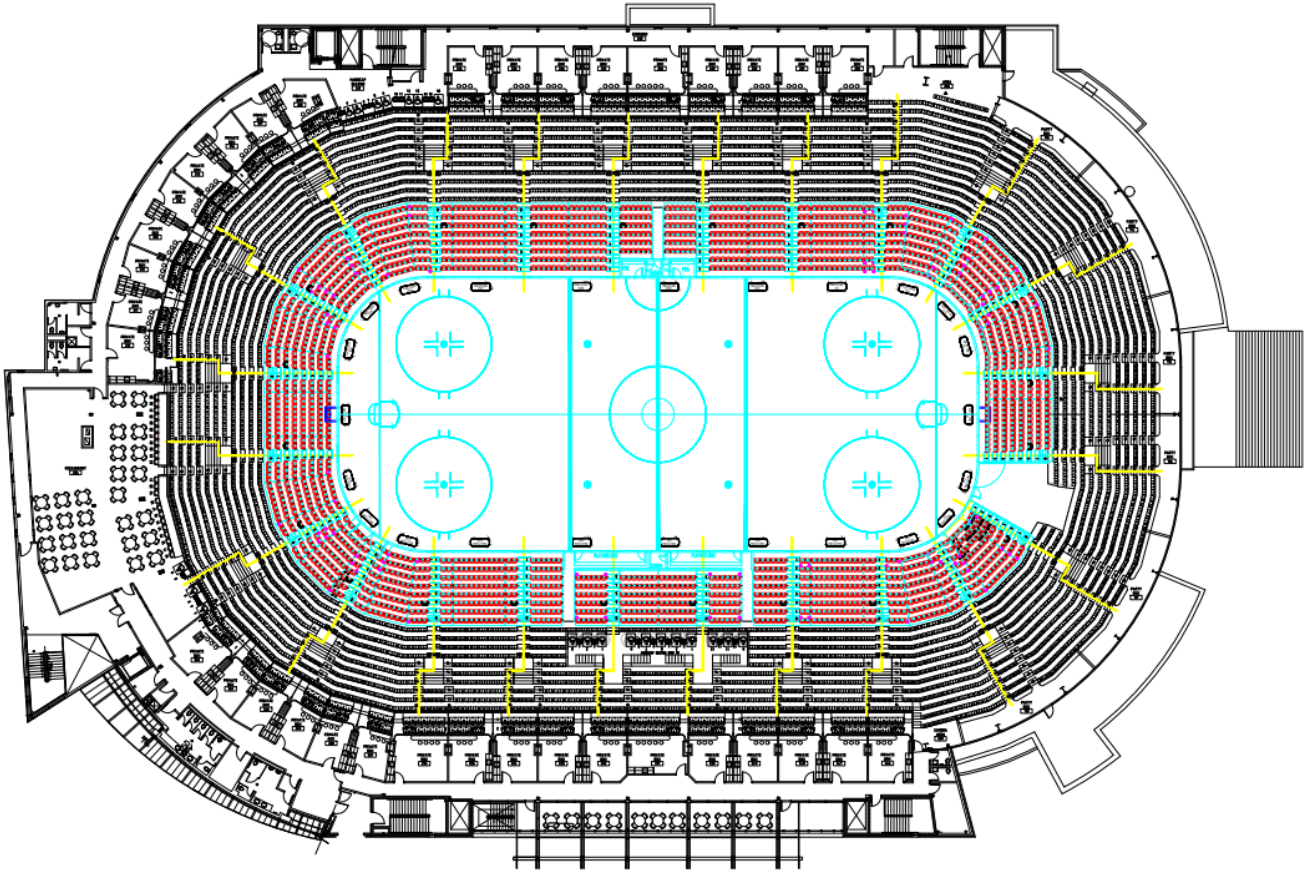
A state-of-the-art sound system transforms the auditory experience in an arena by delivering clear, high-quality audio that reproduces every note, word, and sound effect with precision and clarity. Enhanced audio quality ensures an immersive and enjoyable experience for the audience, supported by uniform sound coverage that eliminates dead spots and guarantees optimal performance across the venue. Designed with flexibility and adaptability, such systems seamlessly cater to various events, from concerts and live performances to sporting events and conferences, offering advanced features for customization to meet specific needs. Immersive technologies like surround sound further elevate the emotional impact of events, while clear monitoring and feedback boost performer confidence, enabling artists and speakers to focus entirely on their craft. With improved intelligibility for speech, advanced feedback suppression, and distortion control, a superior sound system not only enhances the audience experience but also ensures technical reliability, fostering a memorable and impactful event atmosphere.

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## **CLOSING**

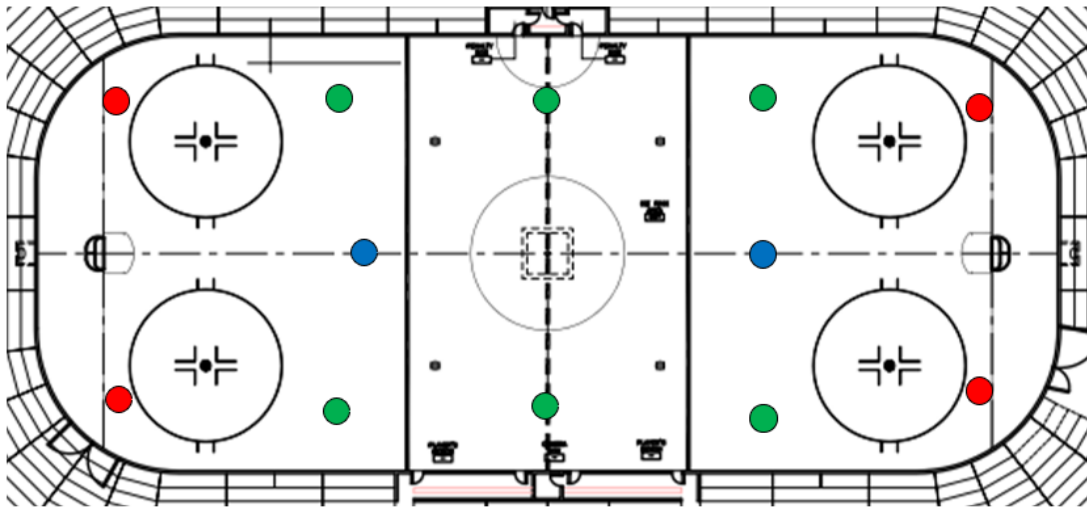
Thank you for considering this RFP. If you have questions or require additional information, please contact us. We look forward to working together to enhance the Mary Browns Centre.

ARENA Overview



MBC – (Existing) Arena Speaker layout.

Mary Browns Centre Speakers Clusters layout



- Cluster of 3 Speakers Angled downward 90 degree spread
- Cluster of 2 Speakers Angled downward 90 degree spread
- Cluster of 8 Speakers stacked (4) Angled downward cover Ice (4) Spread to cover 360