



CITY OF FORT LAUDERDALE

COMPETITIVE OR NON-COMPETITIVE NEGOTIATIONS TERM SHEET

EXHIBIT C

Solicitation Type: Request for Proposals

Solicitation Number: 427

Solicitation Title: Las Olas Garage Lighting Façade

Vendor: The Luminicos Corp

Initial Term: Three (3) years with two (2) optional one-year renewals

Date: 9/7/25

A term sheet is a summary of the negotiations containing the agreed upon key terms of an agreement. It serves as a template, references key points, and essentially lays the foundation for ensuring the pertinent aspects of the business transaction to avoid any misunderstanding and make it clear of the intent of both parties.

#	Key Term Description	Cite to Section/Clause of Solicitation, Proposal or Draft Agreement	Explanation/Agreed upon Term
1.	Responsibility	The selected vendor will be responsible for the design, selection, installation, operation, maintenance, and programming of the DFLS during the term of the agreement.	The Luminicos Corp. understands and accepts responsibilities as the selected Vendor.
2.	Attic Stock	Attic Stock (spares) will be stored on-site and required for all system components. The exact number of spares will be dependent upon known and calculated failure rates and upon the nature of the component.	The Luminicos Corp agreed to supply a to be determined number of removable nodes (4 LEDs) that CoFL will keep on hand for spare parts.
3.	Hardware and Lighting	The DFLS shall be provided with firmware and software to operate via Central control; to be provided by the same manufacturer as the fixtures. Lifetime updates and upgrades.	DFLS will be controlled by the same manufacturer known as "181" for DMX, SPI controllers, internal software and firmware.
4.	Data Sources/File Types (Section 3.2.4n)	Change to read "file types" EPS; JPG; PNG; MP4; HEIC; MOV; SVG;	The Luminicos Corp., agreed to change "data source" to "file type" and facilitate the following file types, EPS; JPG; PNG; MP4; HEIC; MOV; SVG.
5.	Installation	Project timeline	Per Luminicos Corp's proposal and project timeline, the installation will be completed within 4 months.

6.	Six-month to a year "return visit"	Once the owner has "lived" with the system, a return visit to make slight adjustments to the GUI lighting effects, and integration.	Within 6 months up to 1 year after the installation is complete and the façade is functioning. Luminicos will make continuous adjustments to optimize the lighting to the City's Satisfaction.
7.	Maintenance	1 st year included in proposal.	Maintenance starts after the Six-month to a year "return visit" is complete. 1 st year of maintenance is free. The 2 nd through 5 th maintenance years at an annual cost of \$18,000.00. Maintenance will consist of inspecting for functionality of lighting and repair; repair if needed will take place on same day or next day depending on daylight
8.	Maintenance Reporting	Delivery of detailed reports after each site visit, including a summary of findings, maintenance actions performed, and recommendations for any additional corrective measures.	Luminicos will provide a written report of findings after each maintenance check. Report will be submitted via email within 48 hours of maintenance check. Some examples of reports: -Movement of lighting -Color Pixels (lighting) -Functioning/functional
9.	Warranty	DFLS shall carry a product warranty period of (5) years.	Luminicos is responsible for the warranty on all labor while the manufacturer is responsible for the warranty of the parts; Luminicos will engage the manufacturer for parts warranty issues. Warranty on parts and labor at no additional cost.
10	Software Troubleshooting/Hosting	All software, middleware, and hardware as proposed by Luminicos	Luminicos will troubleshoot any problems encountered by the City involving the software, middleware, and hardware proposed by Luminicos.
11	Contract Term with Renewal Option Price Breakdown	Request for Proposals, Section 2.35 and Section IV, Compensation, of the Agreement.	<p>The initial three (3) year term and two (2) additional one-year renewal options price breakdown is as follows:</p> <p><u>Initial Three-Year Term:</u> Year 1- Installation of Lighting Façade = \$1,139,818.02 Year 2- 1st Year Maintenance: No Cost Year 3- 2nd Year Maintenance: \$18,000</p> <p><u>Two (2) Additional One-Year Renewal Options:</u> Year 4- 3rd Year Maintenance: \$18,000 Year 5- 4th Year Maintenance: \$18,000</p> <p>The fifth year of maintenance of \$18,000 has been agreed to outside the five (5) year contract term and will be processed as a <i>Proprietary Purchase</i> pursuant to Section 2-181(f)(3), Code of Ordinances of the City of Fort Lauderdale, Florida, whereby the City may purchase a proprietary item without the necessity of a competitive solicitation when it is not readily available from more than one (1) supplier, manufacturer, or person and is unique in nature.</p>
12	Progressive Payments and Milestones	Progressive payments	5% – Engineering & installation plans 15% – Demolition / de-installation 30% – Delivery of luminaires and control equipment to the jobsite 25% – Installation completed 25% – Final commissioning & acceptance

13	Contract Point of Contact (POC)	Luminicos Corp's POC for the term of the contract.	Name: CARLOS MOLINA Title: CEO Cellphone: (305) 363-6497 Email: carlos@luminicos.com
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The person below is authorized to bind the parties to the agreed upon key points and terms cited above to incorporate into an agreement.

City of Fort Lauderdale	Name of Firm: The Luminicos Corp.
Signature:	Signature:
Print Name:	Print Name:
Position/Title:	Position/Title:
Date:	Date:



Tabulation Of Bids

Event # : 427

Version: 5

Name: Las Olas Garage Lighting Facade

Description: The City of Fort Lauderdale, Florida (City) is seeking qualified, experienced and licensed firm(s), hereinafter referred to as Contractor, Bidder or Proposer, to provide a turnkey, dynamic Façade Lighting System (DFLS) at the Las Olas Parking Garage for the City, in accordance with the terms, conditions, and specifications contained in this Request for Proposals (RFP).

Open Date: 03/12/2025 02:00:00 PM

Close Date: 04/29/2025 02:00:00 PM

Event Currency: USD

Supplier	Bid Amount
G&H Electric Inc. 227 SW 2 Avenue Fort Lauderdale, FL 33301	2,764,940.96
Canseco Electrical Contractors Inc 8567 Coral Way #395 Miami, FL 33155	7,250,000.00
Statement Lighting and Designs LLC 24349 Adair Ave Sorrento, FL 32776	2,508,281.00
SKYLINE ARTS LLC 605 Heron Drive Delray Beach, FL 33444	3,812,000.00
Syris Tech LLC 8 The Green, Suite A. Dover, DE 19901	1,605,000.04

Tabulation Of Bids For Event # 427: Las Olas Garage Lighting Facade

The Luminicos, Corp. 2125 Biscayne Blvd Suite 242 Miami, FL 33137	1,139,818.02
Koncept Systems LLC 10893 NW 17th ST Suite 120 Doral, FL 33172	882,039.04
Sign Acquisition, LLC 130 Commerce Rd Boynton Beach, FL 33426	4,499,552.40

Items

Item: LAS OLAS GARAGE LIGHTING FACADE

Description: Las Olas Garage Lighting Facade

Unit of Measure: LS **Quantity:** 1.0000

	Quantity	Unit Price	Extended Amount
G&H Electric Inc.	1.0000	2,678,291.000	2,678,291.00
Canseco Electrical Contractors Inc	1.0000	6,854,000.000	6,854,000.00
Statement Lighting and Designs LLC	1.0000	2,462,141.000	2,462,141.00
SKYLINE ARTS LLC	1.0000	3,758,000.000	3,758,000.00
Syris Tech LLC	1.0000	1,540,000.000	1,540,000.00
The Luminicos, Corp.	1.0000	1,121,818.020	1,121,818.02
Koncept Systems LLC	1.0000	832,839.040	832,839.04
Sign Acquisition, LLC	1.0000	4,454,553.480	4,454,553.48

Item: MONTHLY MAINTENANCE FAÇADE LIGHT

Description: Monthly Maintenance Façade Lighting System

Tabulation Of Bids For Event # 427: Las Olas Garage Lighting Facade

Unit of Measure: MO

Quantity: 12.0000

	Quantity	Unit Price	Extended Amount
G&H Electric Inc.	12.0000	7,220.830	86,649.96
Canseco Electrical Contractors Inc	12.0000	33,000.000	396,000.00
Statement Lighting and Designs LLC	12.0000	3,845.000	46,140.00
SKYLINE ARTS LLC	12.0000	4,500.000	54,000.00
Syris Tech LLC	12.0000	5,416.670	65,000.04
The Luminicos, Corp.	12.0000	1,500.000	18,000.00
Koncept Systems LLC	12.0000	4,100.000	49,200.00
Sign Acquisition, LLC	12.0000	3,749.910	44,998.92