

**ADDENDUM NO. 2  
TO THE AGREEMENT DATED JANUARY 23, 2020  
BETWEEN THE GREATER ORLANDO AVIATION AUTHORITY  
AND GENTILHOMME, INC.**

**Project:** Experiential Media Environment (EME) Data Storage Services for Calendar Year 2022 for W-S00142, South Terminal C Phase 1 – Experiential Media Environment Content Production Company Services, Orlando International Airport

**THIS ADDENDUM** is effective this 1<sup>st</sup> day of March, 2022, by and between the **GREATER ORLANDO AVIATION AUTHORITY** ("Authority"), and **Gentilhomme, Inc.** ("Consultant").

**WITNESSETH:**

**WHEREAS**, by Agreement dated January 23, 2020, Authority and Consultant entered into an agreement for Consultant to provide Experiential Media Environment (EME) Content Production Company consulting services; and

**WHEREAS**, under the Agreement, Consultant agreed to perform such additional services for the Authority as are contained in any additional scope of work established by the Authority in any addendum to the Agreement and accepted in writing by the Consultant; and

**WHEREAS**, the Authority and the Consultant desire to enter into this Addendum to the Agreement to provide for additional services to be rendered by the Consultant under the terms of said Agreement.

**NOW, THEREFORE**, in consideration of the premises and the mutual covenants herein contained, the Authority and the Consultant do hereby agree as follows:

1. Consultant shall perform additional services in accordance with the terms of the Agreement and the attached Exhibit "A." Consultant shall be paid for such additional services according to the payment terms set forth in the Agreement.
2. Consultant shall be compensated for such additional services in the **NOT TO EXCEED** amount of **ONE HUNDRED TEN THOUSAND AND NO/100 DOLLARS (\$110,000.00)**, broken down as follows:

<b>Professional Fees:</b>	<b>NTE:</b>	<b>\$0.00</b>
<b>Professional Fees:</b>	<b>LS:</b>	<b>\$0.00</b>
<b>Reimbursable Expenses:</b>	<b>NTE:</b>	<b><u>\$110,000.00</u></b>
<b>Total:</b>		<b>\$110,000.00</b>

3. A. Consultant hereby certifies that it is not on the Scrutinized Companies that Boycott Israel List and is not engaged in a boycott of Israel, as defined in Florida Statutes § 287.135, as amended;

AND

B. (applicable to agreements that may be \$1,000,000 or more) - Consultant hereby certifies that it is: (1) not on the Scrutinized Companies with Activities in Sudan List or the Scrutinized Companies with Activities in the Iran Petroleum Energy Sector List as defined in Florida Statutes § 287.135; and (2) not engaged in business operations in Cuba or Syria, as defined in Florida Statutes § 287.135, as amended.

4. Authority may terminate the Agreement for cause and without the opportunity to cure if the Consultant is found to have submitted a false certification or has been placed on the Scrutinized Companies that Boycott Israel List or is engaged in a boycott of Israel.

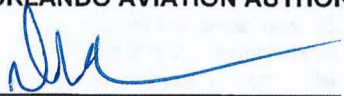
In the event the Agreement is for One Million Dollars (\$1,000,000.00) or more, Authority may terminate this Agreement for cause and without the opportunity to cure if the Consultant is found to have submitted a false certification or has been placed on the Scrutinized Companies with Activities in Sudan List or the Scrutinized Companies with Activities in the Iran Petroleum Energy Sector List or is engaged in business operations in Cuba or Syria.

5. Except as expressly modified in this Addendum, the Agreement dated January 23, 2020 and all prior addenda will remain in full force and effect.

**IN WITNESS WHEREOF**, the parties hereto by their duly authorized representatives, have executed this Addendum as of the day and year first above written.


**GREATER ORLANDO AVIATION AUTHORITY**

By:

  
Davin D. Ruohomaki  
Sr. Director Engineering & Construction


Approved as to Form and Legality  
(for the benefit of GOAA only)

this 8 day of March, 2022

By:   
NELSON MULLINS BROAD AND  
CASSEL, Legal Counsel  
Greater Orlando Aviation Authority

**GENTILHOMME, INC.**

By:

  
Signature (Duly Authorized Rep.)

THIBAUT DUVERNEIX  
Printed Name

CEO  
Title



## Memorandum

**To: Members of the Construction Committee**

**From: Rob Brancheau, Project Manager  
STC EME Content Production Project**

**Date: February 22, 2022**

**Re: Request for Approval of an Addendum to the Experiential Media Environment Agreement with Gentilhomme, Inc. (Gentilhomme) for Experiential Media Environment (EME) Data Storage Services for Calendar Year (CY) 2022 for W-S00142, South Terminal C Phase 1 – Experiential Media Environment Content Production Company Services at Orlando International Airport**

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Consultant's proposal, dated February 3, 2022, is to provide EME Data Storage for CY 2022.

Gentilhomme entered into a professional services agreement with the Authority in January 2020 to develop and deliver all content production services for the Experiential Media Environment (EME) features in the South Terminal Complex. The base contract price was \$5.50 Million. There has been one addendum to their contract for \$44,000 for the development of a software tool to enable remote testing of EME content with an interactive camera system. The total value of their contract is now \$5,544,000.

Gentilhomme finished the production of the EME content in November 2021. The digital content consists of 350 TB of data which occupies about 90% of the entire Gentilhomme live server capacity that the company uses to manage their active client projects. The original schedule to install and integrate the content with the three EME features was planned to be completed by February 28, 2022. The current schedule is for the content to be installed in two separate integration phases, the first being in June for the two EME features located at the Airside concourse (Windows on Orlando and the Moment Vault) and the second phase later in 2022 for the Landside feature (The Portal). To actively maintain and store the data beyond February, the data can be stored as live files allowing team access for testing purposes or in cold storage where the data is not usable for any purpose until it is restored to live data status.

The EME project team believes it is essential that Gentilhomme retain control of the content data until it is installed and placed into operation on all EME features. Having a third party take control of the complex data files on an interim basis is not recommended. The monthly cost for live storage is \$15,000 per month and cold storage is \$7,000 per month. The fee proposal dated February 3, 2022 from Gentilhomme, that has been vetted with the EME project team, is to budget for 5 months of live file storage and 5 months of cold file storage to cover the time period until the end of 2022 for a not-to-exceed budget of \$110,000. Gentilhomme states in their fee proposal that the data storage costs can be prorated if schedules change and impact

the needs for the different types of data storage. Subject to the schedule for the integration on the Portal in the Landside building, a second action may be necessary to approve additional data storage costs for Gentilhomme. While not part of this matter, there will also be added costs for Gentilhomme and their integration team for added travel and equipment rental costs for the second integration for the Portal EME feature.

If approved, these services would be effective March 1, 2022.

The MWBE/LDB participation has been reviewed by the Office of Small Business Development. Their findings and recommendation are attached.

Funding is from General Airport Revenue Bonds. Funding source verified by \_\_\_\_\_ of Construction Finance on   /  /   as correct and available.

It is respectfully requested that the Construction Committee approve an Addendum to the Experiential Media Environment Agreement with Gentilhomme, Inc. for the services contained herein and the amount as shown below:

Not to Exceed Fees	\$0.00
Lump Sum Fees	\$0.00
Not to Exceed Expenses	\$110,000.00
<b>TOTAL</b>	<b>\$110,000.00</b>
AAC – Compliance Review Date	<i>JSS</i> 2/18/22
AAC – Funding Eligibility Review Date	2/22/22



GENTILHOMME

6750 Ave. De L'Esplanade, suite 345  
Montréal (Québec) H2V 4M1

Montreal, February 3, 2022

BY EMAIL

Rob Brancheau  
Content Production Owner Representative  
Anser Advisory  
2420 S. Lakemont Avenue, Suite 450  
Orlando, FL 32814

RE: Professional Fee Proposal for:  
Experiential Media Environment Content Production Services (WS-142), Orlando  
International Airport – EME Data Storage for calendar year 2022

Dear Rob,

Gentilhomme Inc. (GH) appreciates the opportunity to submit this additional services proposal request for the Experiential Media Environment Content Production Services (WS-142) for the Greater Orlando Aviation Authority (GOAA).

The scope of work is related to EME data storage for calendar year 2022.

#### Overview

GH has completed it's post-production phase and is keeping the content data "live" on its servers meaning that the content can be accessible at all time to be manipulated for integration delivery tests, sending versions to CDS and integration preparation. The content is scheduled to remain live on the servers during integration (so the team can work with data) and until one (1) month after integration when there will be no need to do further manipulations. After cleanup, all rendered capsules will be transferred on to the CDS to play on the features and to GOAA for archiving.

In the agreement between GH and GOAA, the integration was supposed to be completed by the end of February 2022. For reasons out of GH control, the integration is now split in two (2) integration periods, one scheduled for the Airside terminal (for the Moment Vault and Windows on Orlando) around June 2022 and a second integration for the Landside terminal (for the Portal) estimated to occur in the first quarter of 2023.

Maintaining the project live on GH servers, as well as backed up offsite, until the end of 2022 requires additional resources. The live project requires approximately 350 terabytes (TB) of storage.

### Proposal

GH proposes to keep the 350TB project live on its online server in order to be able to manipulate data until one month after Airside integration which corresponds to August 1<sup>st</sup> if the Airside should integration dates remain as stated earlier.

In a best effort to minimize data storage costs, starting on August 1<sup>st</sup>, 2022, the data will be transferred to "cold" storage (copied on tapes/or offline storage) for a lesser monthly storage cost. Cold data will need to be reinstated as live data before the second integration can occur.

For the duration of 2022, another off-site nearline full copy of the 350TB project will also stay active for safety and integrity in case of disaster recovery procedure.

The format for this storage solution would be \$15,000 USD/month or prorated share thereof with an estimated not-to-exceed (NTE) of \$75,000 USD for 5 months of live data storage plus \$7,000 USD/month or prorated share thereof with an estimated NTE of \$35,000 USD for 5 months for a total estimated NTE of \$110,000 USD covering until December 31, 2022.

This NTE price is based on the Landside integration happening in 2023. Should it happen in 2022, the not-to-exceed price might differ since more live storage months will be required.

Any additional costs above the \$110,000 USD are proposed to be addressed as part of a future request that will be submitted once the Landside integration schedule is confirmed. This proposal would cover:

- The costs associated with the 2<sup>nd</sup> mobilization namely travel and equipment rental costs;
- The additional EME data storage costs for 2023 taking into consideration that it takes approx. 3 weeks to bring the data from cold to live storage. The data will remain live until one (1) month after the Portal integration is completed.



6750 Ave. De L'Esplanade, suite 345  
Montréal (Québec) H2V 4M1

We hope this proposal meets with your approval. I am available to discuss with you or your staff any aspect of the information contained herein. Gentilhomme is committed to serving GOAA ~~with~~ to our fullest capabilities. Please do not hesitate to contact me at (514) 594-9426 if you need anything further.

Regards,  
Gentilhomme Inc.

Carole Samson, Eng.  
Executive Producer

TRUTH IN NEGOTIATION CERTIFICATION

The Consultant hereby certifies, covenants, and warrants that wage rates and other factual unit costs supporting the compensation for this project's agreement are accurate, complete, and current at the time of contracting.

The Consultant further agrees that the original agreement price and any additions thereto shall be adjusted to exclude any significant sums by which the Aviation Authority determines the agreement price was increased due to inaccurate, incomplete, or noncurrent wage rates and other factual unit costs. All such agreement adjustments shall be made within (1) year following the end of the contract. For purposes of this certificate, the end of the agreement shall be deemed to be the date of final billing or acceptance of the work by the Aviation Authority, whichever is later.

Consultant Gentilhomme

By: 

Print Name: Thibaut Duverneix

Date: 17/02/22





**GREATER ORLANDO AVIATION AUTHORITY**

Orlando International Airport  
5850-B Cargo Road  
Orlando, Florida 32827-4399

**MEMORANDUM**

To: Members of the Construction Committee

From: Edelis Molina, Sr. Small Business Administrator

Date: March 01, 2022

Re: Request for Approval of an Addendum to the Experiential Media Environment Agreement with Gentilhomme, Inc. (Gentilhomme) for Experiential Media Environment (EME) Data Storage Services for Calendar Year (CY) 2022 for W-S00142, South Terminal C Phase 1 – Experiential Media Environment Content Production Company Services at Orlando International Airport

There is no small business participation associated with this request due to the specialized nature of the services to be provided.

**REQUEST FOR RECOMMENDATION OF APPROVAL OF A JOB ORDER CONSTRUCTION SERVICES ADDENDUM TO THE CONTINUING VERTICAL CONSTRUCTION SERVICES AGREEMENT WITH HW DAVIS CONSTRUCTION FOR V-S00027, STC GTF ART GLASS INSTALLATION DESIGN/BUILD, AT THE ORLANDO INTERNATIONAL AIRPORT.**

11. Mr. Shedek presented the memorandum, dated March 1, 2022. Discussion ensued.

Upon motion of Mr. Hunt, second by Mr. Gilliam, vote carried to recommend to the Aviation Authority Board approval of a Job Order Construction Services Addendum to the Continuing Vertical Construction Services Agreement with HW Davis Construction for V-S00027, STC GTF Art Glass Installation Design/Build, for the total lump sum amount of \$299,948.00, with funding from Discretionary Funds.

**REQUEST FOR APPROVAL OF A JOB ORDER CONSTRUCTION SERVICES ADDENDUM TO THE CONTINUING VERTICAL CONSTRUCTION SERVICES AGREEMENT WITH HW DAVIS CONSTRUCTION FOR V-S00030, STC LST LEVEL 2 AIRLINE AND ORT CHANGES, AT THE ORLANDO INTERNATIONAL AIRPORT.**

12. *This item was deferred.*

**REQUEST FOR APPROVAL OF AN ADDENDUM TO THE EXPERIENTIAL MEDIA ENVIRONMENT AGREEMENT WITH GENTILHOMME, INC. (GENTILHOMME) FOR EXPERIENTIAL MEDIA ENVIRONMENT (EME) DATA STORAGE SERVICES FOR CALENDAR YEAR 2022 FOR W-S00142, SOUTH TERMINAL C PHASE 1 – EXPERIENTIAL MEDIA ENVIRONMENT CONTENT PRODUCTION COMPANY SERVICES, AT THE ORLANDO INTERNATIONAL AIRPORT.**

13. Mr. Brancheau presented the memorandum, dated February 22, 2022. Discussion ensued.

Upon motion of Mr. Hunt, second by Mr. Gilliam, vote carried to approve an Addendum to the Experiential Media Environment Agreement with Gentilhomme, Inc. (Gentilhomme) for Experiential Media Environment (EME) Data Storage Services for Calendar Year 2022 for W-S00142, South Terminal C Phase 1 – Experiential Media Environment Content Production Company Services, for the total not-to-exceed expense amount of \$110,000.00, with funding from General Airport Revenue Bonds. ✓

**REQUEST FOR APPROVAL OF A BUDGET REDUCTION OF FF&E IT P1 CONTINGENCY FROM W-S00145, SOUTH TERMINAL C, PHASE 1-OWNER FURNISHED FF&E AND IT ITEMS, AT THE ORLANDO INTERNATIONAL AIRPORT.**

14. Ms. Merck presented the memorandum, dated March 1, 2022. Discussion ensued.

Upon motion of Mr. Gilliam, second by Mr. Hunt, vote carried to approve a Budget Reduction of FF&E IT P1 Contingency from W-S00145 South Terminal C, Phase 1-Owner Furnished FF&E and IT Items, for the total deductive amount of (\$500,000.00), with funding credited to General Airport Revenue Bonds.

**GENERAL**

**REQUEST FOR APPROVAL OF AN ADDENDUM TO THE CONTINUING MEP ENGINEERING CONSULTANT SERVICES AGREEMENT WITH C&S ENGINEERS, INC. TO PROVIDE CONSTRUCTION ADMINISTRATION SERVICES FOR E-00271, NORTH TERMINAL VIRTUAL RAMP CONTROL INFRASTRUCTURE INSTALLATION, AT THE ORLANDO INTERNATIONAL AIRPORT.**

15. Mr. McGonagill presented the memorandum, dated March 1, 2022. Agenda Item Nos. 9, 10, 15, and 16 were considered in one motion. Discussion ensued.

Upon motion of Mr. Hunt, second by Mr. Gilliam, vote carried to approve an Addendum to the Continuing MEP Engineering Consultant Services Agreement with C&S Engineers, Inc. to provide Construction Administration Services for E-00271, North Terminal Virtual Ramp Control Infrastructure Installation, for the total lump sum fee amount of \$33,654.00, with funding from General Airport Revenue Bonds.

**REQUEST FOR APPROVAL OF AN ADDENDUM TO THE CONTINUING MEP ENGINEERING CONSULTANT SERVICES AGREEMENT WITH C&S ENGINEERS, INC. TO PROVIDE CONSTRUCTION ADMINISTRATION SERVICES FOR E-00272, AIRFIELD VIRTUAL RAMP CONTROL INFRASTRUCTURE INSTALLATION, AT THE ORLANDO INTERNATIONAL AIRPORT.**

16. Mr. McGonagill presented the memorandum, dated March 1, 2022. Agenda Item Nos. 9, 10, 15, and 16 were considered in one motion. Discussion ensued.