



Focused on the solution.

9830 Mayland Drive, Suite E

Henrico, VA 23233

804.359.3620

email: [info@newmediasystems.net](mailto:info@newmediasystems.net)

web site: [www.newmediasystems.net](http://www.newmediasystems.net)

SWAM Vendor: S5606



Event Photographer / Videographer

2025 International Partnering Forum Convention

Virginia Beach Convention Center

April 28 - May 1, 2025

**Identification of Bid**

Due Date Monday, January 27, 2025

Bidder New Media Systems, Inc.  
Contact Richard MacDonald  
Phone (804) 359-3620  
Address 9830 Mayland Drive, Suite E  
Henrico, VA 23233

Minority Business Owned: S-5606  
Small Business Owned  
CCR CAGE: 3U9A2  
DUNS: 007029718

January 27, 2025

Oceantic Network  
Nick DeMichele  
Creative Director  
+1 (301) 707-6966  
Nick.DeMichele@oceantic.org

RE: 2025 International Partnering Forum Convention

Dear Mr. Nick DeMichele,

We are very excited about bidding on the partnership with Oceantic Network to capture all the media during the 2025 International Partnering Forum Convention in Virginia Beach. Enclosed is a proposal from New Media Systems, Inc. to provide Oceantic Network with Photography and Video services during the event. This is an overview which includes company profile, pricing and I am prepared to discuss the details of this proposal at any time. Our proposal includes the following:

- New Media Systems' Company Overview
- Proposal and Deliverables
- Link to Portfolio
- References
- Cost

You can learn more about our company online at [www.newmediasystems.net](http://www.newmediasystems.net). We appreciate the opportunity to earn your business. If you have any questions please feel free to call me.

Sincerely,



Richard MacDonald  
President / Director of Photography

Enclosures

## COMPANY OVERVIEW

### New Media Systems, Inc.

At New Media Systems, our tagline is "Focused On The Solution." We are indeed focused on every aspect of everything we do, every time. Our award-winning photography notwithstanding, we are known for our ability to solve problems for our clients. Countless times, we've provided solutions to problems that seemed unsolvable. Our decades of experience, extensive resources (including owning and operating our own aircraft), and commitment to excellence all ensure that your project will always be the most important one we have ever done.

New Media Systems, Inc. ("NMS") was founded in March of 2000 and is based in Richmond, VA and is known for photography and video production shot from unique perspectives. With over 28 years of experience in Aerial Photography, Video Production, Corporate Photography, and UAS Drones we lead the pack by setting the standards and using State-of-the-Art equipment, drones, computers, and aircraft.

Headquartered in Richmond, Virginia, our services extend throughout the entire Mid-Atlantic Region and beyond. Our clients have allowed us to capture their projects as far as Florida, Texas, New York, Jamaica, and California.

NMS does own and operate our own aircraft and still continue to capture traditional aerial photos from our airplane including capturing photos and video from a UAS Drone including waivers to fly within the Washington DC Airspace. We are recognized for our commitment to be accessible, loyal and responsive to our customers. Always.

New Media Systems, Inc. is also a Member of the Department of Minority Business Enterprise / SWAM Vendor.  
Certification Number: S-5606

US Navy  
NASA  
US Coast Guard  
Dominion Virginia Power  
CMA CGM  
Cargomatic  
Computer Science Corporation (CSC)  
Army Corps of Engineers  
National Geographic  
Travel Channel  
Constellation Energy Nuclear Power Plant

Old Dominion Electric Cooperative  
JGB Smith  
Waste Management  
NBC  
CBS  
MTV / BET  
Bon Secour Hospital  
CarMax  
Mom's for America  
Tulsi Gabbard Campaign  
Dell Technologies

2 Time Emmy Winner, Richard is our Director of Photography, Pilot, and President. He has been capturing aerial photography and aerial video for over 28 years with a concentration in the Commercial Real Estate and Commercial Construction industry. His vast knowledge of the real estate market and understanding of aerial photography and video gives him a key advantage over his competitors. No stranger to aircraft, Richard has logged over 6,500 hours flying missions as a Pilot. Richard is also no stranger to still and video photography, having won numerous awards for his work, including 2 Emmy Awards for Aerial Cinematography.

We are well recognized for our commitment to be accessible, loyal and responsive to our customers. Our goal is to provide each customer with a unique customized media solution.

## PROPOSAL & DELIVERABLES

January 27, 2025

From: New Media Systems, Inc. ("NMS")  
To: Oceantic Network

Re: 2025 International Partnering Forum Convention in Virginia Beach

Dates: April 28, 2025 - May 1, 2025

New Media Systems, Inc. proposes to provide Oceantic Network with professional event photography and videographer services during their 2025 International Partnering Forum Convention ("2025 IPF") in Virginia Beach. NMS will work with their Creative Director and/or Vice President ("Client") to review and plan their shot list prior to the 4 day event.

### **During the Event (A)**

**Photography** services to include but not limited to: VIP shot list, hallways, workshops, exhibit hall, candid showcasing attendees, overall capture of the spaces and event, speakers, awards gala, and drone footage around the Convention Center outdoor.

**Video** services to include but not limited to; VIP shot list, hallways, workshops, exhibit hall, candid showcasing attendees, overall capture of the spaces and event, and drone footage around the Convention Center outdoor.

Multi-camera filming including audio capture during the awards gala and any selected speakers on-stage.

**Time Lapse** - NMS will setup a Time Lapse camera to capture the exhibit hall and/or other spaces on a selected day or over the course of multiple days. A walking Hyper Lapse Video will be captured during the event. NMS will work with the Client to select the best day and time to execute.

**FAA Drone Waiver** - FAA Authorization is required to fly within the Oceana Airspace next to the Convention Center. NMS will handle all paperwork to obtain the FAA Waiver Authorization for drone use from the TSA and FAA. The waiver application is subject to a completion of a security threat assessment and a review from the FAA and US Navy.

### **During the Event (B)**

NMS will work with the Client to provide "quick turnaround" assets to Oceantic Network throughout the event for social promotion. Media will be delivered by email and/or Dropbox.

### **Post-Event**

NMS will convert RAW images and video assets to standard shareable files. Complete color grading on video files. All video will be kept in their original file resolution format at 4K UHD.

All media assets (including video) will be sorted by categories in their folders, including but not limited to: Plenary Session, Ventus Gala, Exhibit hall (exhibitors, presentations, networking), Workshops, Hallways/Networking, and Evening Events.

NMS will Provide digital cloud access to all media files for download by May 15, 2025. All media files will stored on an external hard drive and shipped to the Client by May 31, 2025.

### **Staff**

NMS will provide 4 staff photographers / videographers to cover the event.

- (1) DP and Photographer
- (1) Photographer
- (2) Videographers

### **Travel**

NMS will travel to VA Beach to cover the event. Travel, hotel, and meal cost will added to the proposal for (4) people over 4 nights.

### **Copyright**

Oceantic Network has unlimited rights to the still photographs and video ("media"); to use, disclose, reproduce, and prepare derivative works of the media; and to distribute copies of the media to the public and perform and display them publicly, in any not-for-profit manner or purpose whatsoever. Oceantic Network will retain physical possession of the media taken under this agreement.

### **Portfolio / Sample Work**

Portfolio and sample work for Oceantic Network can be found online:

<https://www.newmediasystems.net/oceantic>

### **References**

Whit Baldwin  
President / HeloAir  
whit@heloair.com

Debbie Kraulidis  
Vice President / Moms for America  
debk@momsforamerica.us

Evan Regan-Levine  
Chief Strategy Officer / JGB Smith  
eregan-levine@jbg.com

Michelle McGowan  
Senior Manager, Special Events / CMA CGM  
usa.mgmcgowan@usa.cma-cgm.com

## **COST**

RE: 2025 International Partnering Forum Convention in Virginia Beach

Dates: April 28, 2025 - May 1, 2025

### Photography and Videographer Services

Day 1	\$4500.00
Day 2	\$4500.00
Day 3	\$4500.00
Day 4	\$4500.00
<i>Total Photo / Video</i>	<i>\$18,000.00</i>

### Post Event

Convert RAW Images	\$1000.00
Color Grade Video Files	\$2000.00
2TB Hard Drive	\$150.00
Shipping	\$20.00
<i>Total Post Event</i>	<i>\$3170.00</i>

### Travel

Travel	\$200.00
Day 1 Hotel and Meals for 4	\$1600.00
Day 2 Hotel and Meals for 4	\$1600.00
Day 3 Hotel and Meals for 4	\$1600.00
Day 4 Hotel and Meals for 4	\$1600.00
<i>Total Travel</i>	<i>\$6600.00</i>

**GRAND TOTAL** **\$27,770.00**

**Terms:** 25% down to secure project. 50% due at the completion of the convention, May 1, 2025. Remaining balance due upon delivery of the external hard drive and client's satisfactory.

**TERMINATION**

In the event of termination, NMS shall be compensated for the Services performed through the date of termination in the amount of (a) any advance payment, (b) a prorated portion of the fees due, or (c) hourly fees for work performed by NMS or NMS's agents as of the date of termination, whichever is greater; and Client shall pay all Expenses, fees, out of pockets together with any Additional Costs incurred through and up to, the date of cancellation. Fee not to exceed \$500.00

**PAYMENT TERMS**

NET 30. A convenience fee of 3% will be added if payment is made by credit card.

Please sign below and return by fax or mail if the above is acceptable. Upon your authorization to proceed, we will put this project on our schedule to be photographed and/or videoed..

SIGNATURE: \_\_\_\_\_

DATE \_\_\_\_\_

PRINTED NAME: \_\_\_\_\_

TITLE \_\_\_\_\_