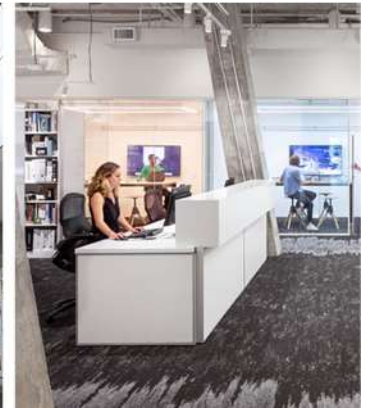
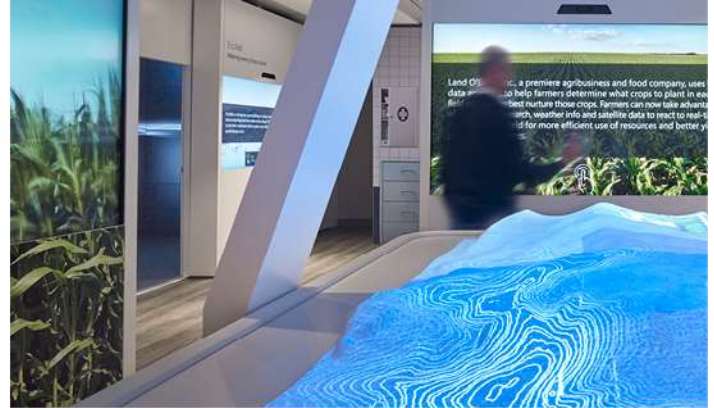


Proposal Prepared For

# City of Redmond

## City of Redmond - Conference Room Refresh



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**Prepared by:** ShaRay Gainer  
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**Proposal no:** 410236-7

# Thank you for the opportunity to provide this proposal.

## We value our partnership with you.

At AVI-SPL, our goal is to build partnerships with our clients, and we appreciate our continued partnership with you.

We are dedicated to providing you with solutions that will enable your organization to perform at the highest level and be in a position to meet the challenges you face today and in the future.

You can count on the AVI-SPL team to deliver exceptional service and solutions to help you improve the user experience of your collaboration systems – anywhere in the world.

Our vision is to help your teams work smarter and live better.



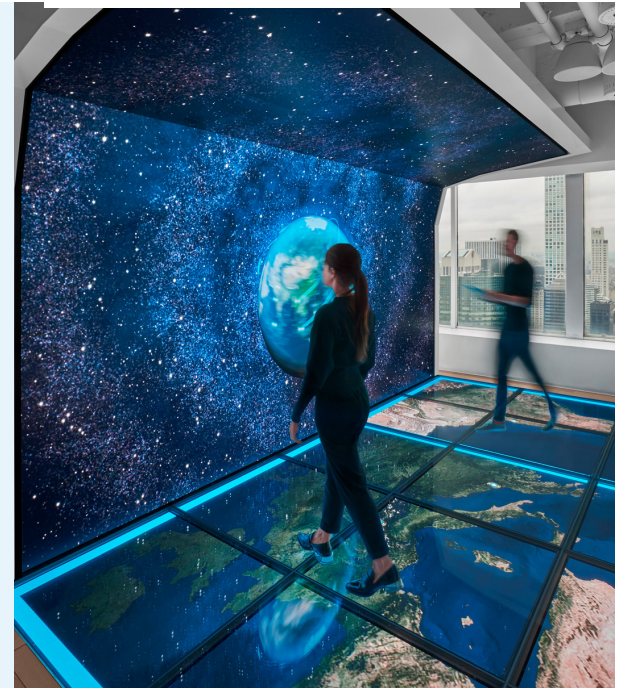
“

At AVI-SPL, our goal is to empower meaningful communication and collaboration.

## We take your investment in collaborative solutions as seriously as you do.

That's why we're with you every step of the way, making sure you have the support to keep your business running smoothly and you get the return on investment you expect.

The hallmark of AVI-SPL's client success is our ability to keep pace with the technology trends that drive the way organizations operate, and to innovate and improve upon them so that we can offer customers a standard of quality that no other company can match.



## When you partner with us as your trusted guide, you will experience:



### Commitment

A partner **committed** to your success and making a positive impact on your organization and our world



### Expertise

**Expertise** you can trust to guide your digital transformation and realize your business objectives



### Proven Record

A **proven** track record of supporting deployment and managed services in-country, wherever needed



### Global Reach

Optimized **global deployment** teams with in-country support teams to deliver localized solutions and service – anywhere in the world



### Customer Experience

World-class **customer experience** with a continual improvement mindset informed by the ITIL methodology



### Analytics

Focus on **actionable** business intelligence with routine reporting on key success metrics and usage analytics powered by our patented Symphony application



# AVI-SPL Project Integration Process



How we define your needs and follow through with consistent execution.  
AVI-SPL ensures high quality project delivery that is on time and on budget.

- **Define** and document each step
- **Determine** an effective, standardized communication and reporting style
- **Develop** a comprehensive training and adoption program
- **Dedicate** regular oversight to the project, even after completion

AVI-SPL uses a five-phase process to integrate solutions seamlessly and focus on the end-user experience:

## Phase I Initiate

We will host a kickoff meeting and work with your key team members to determine the best approach to making your project a success. Our team will review the scope of the project, the schedule, the communication strategy, and all other relevant matters to ensure a smooth start.

## Phase II Plan

The planning phase begins with development of the project schedule including detailed work breakdown tasks identifying key deliverables, dependencies and both internal and external milestones required to successfully execute the project.

## Phase III Execute

AVI-SPL will complete all engineering, programming, fabrication, and on-site installation activities. When the installation is complete, testing is executed prior to the final inspection and acceptance of the deployed solutions.

## Phase IV Monitor

This phase is focused on consistent review of project work activities to ensure alignment with the approved project plan. Our team delivers quality assurance through checks and balances along with consistent testing at specified intervals in the project lifecycle. We will review risk management plans and deploy risk mitigation strategies to ensure scope, schedule and budget remain on track.

## Phase V Close

The final phase is centered on completion of all contractual and operational activities to ensure your complete satisfaction and readiness to sign-off on the completed project. This includes demonstration and training on using your new technology along with all final project documentation for service onboarding.

You will receive automated Customer Satisfaction Score (CSAT) and Net Promoter Score (NPS) surveys to provide feedback. We closely analyze the data to ensure we are providing outstanding customer service.

# Global Support and Maintenance

AVI-SPL's Global Support and Maintenance services relieve you of the day-to-day burden of maintaining your collaboration technology estate, keeping your teams connected, and concentrated on delivering business value.

## Elite Support

Our Elite services give you an extra level of onsite responsiveness and support with:

- **Unlimited onsite support M-F, 8am-5pm\***
- **Unlimited remote help desk support – available globally 24x7x365**
- Facilitation of manufacturer repair or replacement programs – **let us navigate your warranty terms**
- **Software and firmware updates** managed remotely for covered assets



## Global Support Operations Centers

- AVI-SPL's Global Support Operations Centers (GSOs) deliver live help desk support 24x7x365.
- Offering quick and efficient email, phone, and portal communications options.
- The GSOs will diagnose a problem, implement a repair remotely, or escalate to a specialist.

**Repair/Replacement Facilitation** – Some equipment may be repairable or replaced at no charge under the manufacturer's warranty. The help desk will assist in arranging the return of the defective equipment to the manufacturer for service/replacement as applicable.

**Software Updates and Upgrades** – access to the help desk for software updates and upgrades remotely available per manufacturer recommendation. Updates are provided on an as needed basis. Once an issue is reported, the remote help desk coordinates with you and the manufacturer to determine the best course of action. If a programmer is required, additional charges may apply at the applicable rate for those services.

**Unlimited Onsite Support** – available Monday through Friday, 8 a.m. - 5 p.m.\*, excluding holidays, with travel included. Where applicable, AVI-SPL will provide a two-business day onsite response following the help desk's determination that an onsite dispatch is needed.

\*Local standard time excluding AVI-SPL holidays.

## AVI-SPL Solution Scope of Work

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After careful and deliberate consideration of your requirements, we are pleased to provide the following audiovisual solutions Scope of Work. The scope of work noted is based on sound engineering principles, reliable technology, and has been formulated specifically to meet your requirements.

### Project Overview

This proposal includes the estimated cost for the design and installation of the conference room upgrades at the City of Redmond City Hall, and nearby buildings, in Redmond, WA. Included is equipment for 26 conference rooms fitting standards set by AVI-SPL and City of Redmond; this includes 3 small conference rooms, 5 medium conference rooms, 5 large style A conference rooms, 10 large style B conference rooms, 1 extra-large conference, and 1 custom design for the Fire Station 17 A and B rooms as defined in Table 1A at the end of this document. Existing/ owner furnished projectors and screens will be removed by AVI-SPL. Owner furnished equipment will be used in the Morse and Fire Station 17 rooms, a full detailed list can be seen in the individual room summary below. The conference rooms will utilize a Windows PC with Logitech control and conferencing peripherals. Labor is quoted based on the assumption that labor will be completed on consecutive working days during normal business hours. This proposal assumes that the conference rooms have standard drop-tile or open ceiling, with drywall on the display wall where applicable. Time has been included in this proposal for AVI-SPL to perform two infrastructure verification site walks. During the first site walk, AVI-SPL will walk the spaces with the City of Redmond Facilities team to verify infrastructure requirements needed in each space. An additional site walk will be performed by AVI-SPL prior to the start of installation to ensure that all necessary infrastructure is in place prior to our installation team's arrival onsite.

This proposal assumes that a permit is not required to be pulled for the duration of the project. If, at any point in the project, it is determined that a permit will be required, a change order could be issued to the client.

## Small Conference Rooms

### Design Narrative

A Microsoft Teams Room system will be installed. A single display will be mounted on the front wall of the room, along with a video conferencing camera solution. An input for content sharing will be installed at the conference table along with a touch panel for system control. No equipment rack is required.

**\*\* Please see the “Environmental Considerations” and “Customer Responsibilities” sections of this document for required room properties and deployment best practices. \*\***

### Scope of Work – Hardware Integration

This section describes hardware installation and general functionality or specifications. All equipment proposed will be installed by AVI-SPL unless otherwise specified.

#### Display(s)

- A single wall-mounted flat panel display located on the front wall of the room will function as the main display.
  - AVI-SPL will provide and install a 65” flat panel display for each conference room.

#### Source Equipment and Interfaces

- The following input connection will be available at the table location.
  - HDMI
    - A video input to the system for content sharing
- Cables of adequate length to support the inputs at the specified laptop location will be provided.

#### Table Cubby

- The cables for content sharing, the table-top conference device, and or the touch panel will pass through a cable cubby or table grommet(s) which will be provided and installed by others.

#### UC Solution / Video Conferencing

- A touch panel will be the main user interface for the system.
  - The touch panel will be placed on the table.
  - The touch panel will be connected to the UC Computer via the manufacturer’s CAT5 extender kit.
    - Limited to 130’ of extension
- The Logitech Meetup conference bar features a built-in camera, microphone array, and speakers.
- The video conferencing device (UC Computer) will be installed behind the display on the manufacturer’s mount.
  - A network connection is required behind the display.

#### Equipment Rack and Accessories

- No equipment rack will be required. All equipment will be mounted on the wall behind the display(s) or under the table.
- Over the floor raceway will be provided and installed by AVI-SPL for connection between the display wall location and the table.

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## Control System and Accessories

- A control system will not be provided as part of this system.

## Scope of Work – Software Integration

This section describes the intended user experience and configured functionality.

### User Interface

- The tabletop Logitech TAP touch panel will utilize the Microsoft Teams Room experience for all control. Please reference Microsoft's interface guide for an example layout and standard room system functionality.

Full Windows Room System Help Guide available at:

<https://support.microsoft.com/en-us/office/microsoft-teams-rooms-help-e667f40e-5aab-40c1-bd68-611fe0002ba2>

## Medium Conference Rooms

### Design Narrative

A Microsoft Teams Room system will be installed. A single display will be mounted on the front wall of the room, along with a video conferencing camera solution. An input for content sharing will be installed at the conference table along with a touch panel for system control. No equipment rack is required.

**\*\* Please see the “Environmental Considerations” and “Customer Responsibilities” sections of this document for required room properties and deployment best practices. \*\***

## Scope of Work – Hardware Integration

This section describes hardware installation and general functionality or specifications. All equipment proposed will be installed by AVI-SPL unless otherwise specified.

### Display

- A single wall-mounted flat panel display located on the front wall of the room will function as the main display.
  - AVI-SPL will provide and install a 75” flat panel display for each conference room.

### Source Equipment and Interfaces

- The following input connection will be available at the table location.
  - HDMI
    - A video input to the system for content sharing.
- Cables of adequate length to support the inputs at the specified laptop location will be provided.

### Table Cubby

- The cables for content sharing, the table-top conference device, and or the touch panel will pass through a cable cubby or table grommet(s) which will be provided and installed by others.

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## UC Solution / Video Conferencing

- A touch panel will be the main user interface for the system.
  - The touch panel will be placed on the table.
  - The touch panel will be connected to the UC Computer via the manufacturer's CAT5 extender kit.
    - Limited to 130' of extension
- The Logitech Rally Bar Mini conferencing device features a built-in camera, microphone array, and speakers.
  - One mic-pod extension has been included and can be installed at either the table or ceiling location.
- The video conferencing device (UC Computer) will be installed behind the display on the manufacturer's mount.
  - A network connection is required behind the display.

## Equipment Rack and Accessories

- No equipment rack will be required. All equipment will be mounted on the wall behind the display or under the table.
- Over the floor raceway will be provided and installed by AVI-SPL for connection between the display wall location and the table location.

## Control System and Accessories

- A control system will not be provided as part of this system.

## Scope of Work – Software Integration

This section describes the intended user experience and configured functionality.

### User Interface

- The table-top Logitech TAP touch panel will utilize the Microsoft Teams Room experience for all control. Please reference Microsoft's interface guide for an example layout and standard room system functionality.

Full Windows Room System Help Guide available at:

<https://support.microsoft.com/en-us/office/microsoft-teams-rooms-help-e667f40e-5aab-40c1-bd68-611fe0002ba2>

## Large A Conference Rooms

### Design Narrative

A Microsoft Teams Room system will be installed. A single display will be mounted on the front wall of the room, along with a video conferencing camera solution. An input for content sharing will be installed at the conference table along with a touch panel for system control. No equipment rack is required.

**\*\* Please see the “Environmental Considerations” and “Customer Responsibilities” sections of this document for required room properties and deployment best practices. \*\***

## Scope of Work – Hardware Integration

This section describes hardware installation and general functionality or specifications. All equipment proposed will be installed by AVI-SPL unless otherwise specified.

### Display

- A single wall-mounted flat panel display located on the front wall of the room will function as the main display.
  - AVI-SPL will provide and install an 85” flat panel display for each conference room.

### Source Equipment and Interfaces

- The following input connection will be available at the table location.
  - HDMI
    - A video input to the system for content sharing.
- Cables of adequate length to support the inputs at the specified laptop location will be provided.

### Table Cubby

- The cables for content sharing, the table-top conference device, and or the touch panel will pass through a cable cubby or table grommet(s) which will be provided and installed by others.

### UC Solution / Video Conferencing

- A touch panel will be the main user interface for the system.
  - The touch panel will be placed on the table.
  - The touch panel will be connected to the UC Compute via the manufacturer’s CAT5 extender kit.
    - Limited to 130’ extension
- The Logitech Rally Bar conferencing device features a built-in camera, microphone array, and speakers.
  - Two mic-pod extensions have been included and can be installed at either the table or ceiling location.
- The video conferencing device (UC Computer) will be installed behind the display on the manufacturer’s mount.
  - A network connection is required behind the display.

### Equipment Rack and Accessories

- No equipment rack will be required. All equipment will be mounted on the wall behind the display or under the table.
- Over the floor raceway will be provided and installed by AVI-SPL for connection between the display wall location and the table.

### Control System and Accessories

- A control system will not be provided as part of this system.

## Scope of Work – Software Integration

This section describes the intended user experience and configured functionality.

### User Interface

- The table-top Logitech TAP touch panel will utilize the Microsoft Teams Room experience for all control. Please reference Microsoft’s interface guide for an example layout and standard room system functionality.

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Full Windows Room System Help Guide available at:

<https://support.microsoft.com/en-us/office/microsoft-teams-rooms-help-e667f40e-5aab-40c1-bd68-611fe0002ba2>

## Large B Conference Rooms

### Design Narrative

A Microsoft Teams Room system will be installed. A single display will be mounted on the front wall of the room, along with a video conferencing camera solution. An input for content sharing will be installed at the conference table along with a touch panel for system control. No equipment rack is required.

Large Style B conference rooms will include equipment removal of an existing projector and screen. To allow for adequate time for the facilities team to perform their work on site, the Large Room Style B conference rooms will contain two visits. The first visit will be to remove the existing equipment. The second visit to complete the installation will be done after all the existing infrastructure requirements are met.

**\*\* Please see the “Environmental Considerations” and “Customer Responsibilities” sections of this document for required room properties and deployment best practices. \*\***

### Scope of Work – Hardware Integration

This section describes hardware installation and general functionality or specifications. All equipment proposed will be installed by AVI-SPL unless otherwise specified.

#### Display

- A single wall-mounted flat panel display located on the front wall of the room will function as the main display.
  - AVI-SPL will provide and install an 85” flat panel display for each conference room.
    - i. A 100” display has been included for rooms CH130 and CH149

#### Source Equipment and Interfaces

- The following input connection will be available at the table location.
  - HDMI
    - A video input to the system for content sharing.
- Cables of adequate length to support the inputs at the specified laptop location will be provided.

#### Table Cubby

- The cables for content sharing, the table-top conference device, and or the touch panel will pass through a cable cubby or table grommet(s) which will be provided and installed by others.

#### UC Solution / Video Conferencing

- A touch panel will be the main user interface for the system.
  - The touch panel will be placed on the table.
  - The touch panel will be connected to the UC Compute via manufacturer’s CAT5 extender kit.

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- Limited to 130' extension
- The Logitech Rally Bar conferencing device features a built-in camera, microphone array, and speakers.
  - Two mic-pod extensions have been included and can be installed at ceiling location.
    - Large Style B rooms allow for two more microphones to be added to the space as needed. AVI-SPL will mount the two microphones included in this proposal above the table location. Upon the client's request, if it is determined after installation that additional microphones will be required in the space for additional pickup, a change order for additional equipment and labor could be issued to the client.
- The video conferencing device (UC Computer) will be installed behind the display on the manufacturer's mount.
  - A network connection is required behind the display.

## Equipment Rack and Accessories

- No equipment rack will be required. All equipment will be mounted on the wall behind the display or under the table.
- Over the floor raceway will be provided and installed by AVI-SPL for connection between the display wall location and the table.

## Control System and Accessories

- A control system will not be provided as part of this system.

## Scope of Work – Software Integration

This section describes the intended user experience and configured functionality.

### User Interface

- The table-top Logitech TAP touch panel will utilize the Microsoft Teams Room experience for all control. Please reference Microsoft's interface guide for an example layout and standard room system functionality.

Full Windows Room System Help Guide available at:

<https://support.microsoft.com/en-us/office/microsoft-teams-rooms-help-e667f40e-5aab-40c1-bd68-611fe0002ba2>

## Extra Large Conference Rooms

### Design Narrative

A Microsoft Teams Room system will be installed. A single projection system will be included at the front of the room, along with a video conferencing camera solution to be ceiling mounted. An input for content sharing will be installed at the conference table along with a touch panel for system control. No equipment rack is required.

**\*\* Please see the “Environmental Considerations” and “Customer Responsibilities” sections of this document for required room properties and deployment best practices. \*\***

## Scope of Work – Hardware Integration

This section describes hardware installation and general functionality or specifications. All equipment provided and installed by AVI-SPL unless otherwise specified.

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## Display

The following display devices will be integrated into the system:

- One video projector for displaying video content within the space. The projector shall have a native resolution of 1920 X 1200 pixels, and a manufacturer rated brightness of 6000 ANSI lumens.
- One recess mounted, motorized operation, projection screen. The screen shall be tab-tensioned in a 16:9 widescreen format with a diagonal viewing surface of 119". The viewing area shall be matte white fabric with black backing.
  - A low voltage interface shall be provided with each motorized projection screen for remote operation.
  - Screen heights are assumed to be 10' or higher. In a situation with a lower ceiling height, a change order for a different screen type may be issued to the client.

## Source Equipment and Interfaces

- The following input connection will be available at the table location.
  - HDMI
    - A video input to the system for content sharing
- Cables of adequate length to support the inputs at the specified laptop location will be provided.

## Table Cubby

- The cables for content sharing, the table-top conference device, and or the touch panel will pass through a cable cubby or table grommet(s) which will be provided and installed by others.

## UC Solution / Video Conferencing

- A touch panel will be the main user interface for the system.
  - The touch panel will be placed on the table.
- A PTZ camera will be ceiling mounted to the right of the projection screen.
- A video conferencing device (UC Computer) will be installed in a plenum rated ceiling box.
  - Power and data will be required at this location.
- One ceiling microphone array will be installed into a 2x2 ceiling grid.
- Eight in-ceiling speakers will be installed.
- An audio digital signal processor (DSP) will be installed at the ceiling location.
- A small network switch will be installed at the ceiling location.

## Equipment Rack and Accessories

- No equipment rack will be required. All equipment will be mounted either under the table or in the plenum rated ceiling box.
- Over the floor raceway will be provided and installed by AVI-SPL for connection between the display wall location and the table.

## Control System and Accessories

- A control system will not be provided as part of this system.
- The projection screen's raise and lower functionality will be provided through an external low voltage controller for new screen locations. Existing projector screen locations are raised and lowered manually.

## Scope of Work – Software Integration

This section describes the intended user experience and configured functionality.

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## User Interface

- The touch screen graphical user interface design will utilize the Logitech TAP touch panel featuring the Microsoft Teams Room experience. Please reference Microsoft's interface guide for an example layout and standard room system functionality.

Full Windows Room System Help Guide available at:

<https://support.microsoft.com/en-us/office/microsoft-teams-rooms-help-e667f40e-5aab-40c1-bd68-611fe0002ba2>

## Fire Station 17 Alpha and Bravo

### Design Narrative

AVI-SPL will amend the existing system in the Fire Station 17 conference room to allow for Microsoft Teams Room conferencing. This room will act as one divisible space to be used as either two independent conference rooms, or one combined conference room. Each room has one wireless presentation device, along with one HDMI input at the wall location. Existing handheld and body pack microphones will be kept for both far end conferencing and local reinforcement. Two new ceiling mounted microphones will be included for conferencing audio only. Control of the room will be through the existing Crestron touch panels. Conference call control will be through the Logitech Tap controller.

Time has been included in this proposal for AVI-SPL to field verify the functionality of the existing system. During this time, AVI-SPL will attempt to update firmware on all the existing equipment to prepare for the project upgrade. The room should be considered offline from the start of this work, until project completion. AVI-SPL will also field verify the exiting design to confirm that the as-built documentation is correct.

The existing equipment to be removed from this space is detailed below. The equipment being removed will be placed in the room for removal by City of Redmond staff. Any cabling removed will be disposed of by AVI-SPL staff.

- QTY 2 motorized projection screens
  - Hard wire power will be required to be disconnected by others prior to the start of equipment removal.
- QTY 2 Sharp PN-465U displays.
- QTY 2 Sony projectors and associated mounting hardware.
- QTY 1 Icron Ranger USB extender

The existing equipment to be re-used in this proposal is detailed below.

- QTY 2 Shure handheld microphones
- QTY 2 Shure body back microphones
- QTY 4 Crestron HDMI receivers
- QTY 2 Crestron touch panels
- QTY 1 Shure MXW APT 4
- QTY 2 Crestron Air Media 200's
- QTY 1 Crestron AV3 processor
- QTY 1 Crestron HD MD 8X8 dm switcher with the following installed IO cards
  - QTY 8 DM RMC4KZC
  - QTY 2 DM RMC 4KZ CO HD
  - QTY 1 DM CHDO

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- QTY 1 QSC Core 110F DSP
- QTY 1 Equipment Rack
- QTY 1 QSC 4 Channel amplifier
- QTY 12 ceiling speakers

All other equipment in this proposal is assumed to be provided and installed by AVI-SPL

**\*\* Please see the “Environmental Considerations” and “Customer Responsibilities” sections of this document for required room properties and deployment best practices. \*\***

## Scope of Work – Hardware Integration

This section describes hardware installation and general functionality or specifications. All equipment provided and installed by AVI-SPL unless otherwise specified.

### Display

The following display devices will be integrated into the system:

- A single wall-mounted flat panel display located on the front wall of the room will function as the main display.
  - AVI-SPL will provide and install a 100” flat panel display for each conference room.

### Source Equipment and Interfaces

- The following input connection will be available at the table location.
  - HDMI
    - A video input to the system for content sharing
- Cables of adequate length to support the inputs at the specified laptop location will be provided.

### Table Cubby

- The cables for content sharing, the table-top conference device, and or the touch panel will pass through a cable cubby or table grommet(s) which will be provided and installed by others.

### UC Solution / Video Conferencing (per room)

- A touch panel will be the main user interface for the system.
  - The touch panel will be placed on the table.
- One PTZ camera will be mounted below the display.
- One PTZ camera will be ceiling mounted in the rear of the room.
- A video conferencing device (UC Computer) will be installed in the equipment rack location.
  - Power and data will be required at this location.
- One ceiling microphone array will be installed into a 2x2 ceiling grid.
- Six existing in-ceiling speakers
- An existing audio digital signal processor (DSP) will be reused.
- A small network switch will be installed at the equipment rack location.

### Equipment Rack and Accessories

- An existing, owner furnished equipment rack will house all AV equipment.

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- Existing owner furnished lectern locations will house the Logitech Tap and the HDMI extension device.

### Control System and Accessories

An existing control processor will be reused to enable various functions throughout the system. Please refer to the Software Integration section for more detailed information about system control.

- The existing control processor is located in the equipment rack.
- Two existing wired touch screen interface with a 7" screen size is located at the wall for Room Control
- Two new wired touch screen interfaces with a 10" screen size will be located at the lectern location for Microsoft Teams Room control.

## Scope of Work – Software Integration

This section describes the intended user experience and configured functionality.

### Existing Crestron TSW touch panels

#### User Interface

- The touch screen graphical user interface will be a custom solution specifically for this project. This custom solution will require coordination meetings with AVI-SPL to design, submit and approve prior to completing all control code creation. Please reference the *Custom User Interface* scope of work document for specific details on this option.
  - AVI-SPL will provide the layout and the functionality of each button for each user page of the touch screen to the Customer prior to implementation for client input and final client approval.
- All specified equipment in the proposal will be incorporated into the control system.
- The following lists the custom controls that will be added to the Crestron TSW touch panels. Please note, these two panels will mirror each other. Existing Alarm shunt controls will be kept in the space and will not be represented on the user interface.
  - Shade controls
  - Input routing
  - Advanced mic muting controls
  - A button to change the rooms from being in a 'combined' or 'divided' state.

### Logitech Tap Touch Panels

#### User Interface

- The touch screen graphical user interface design will utilize the Logitech TAP touch panel featuring the Microsoft Teams Room experience. Please reference Microsoft's interface guide for an example layout and standard room system functionality.

Full Windows Room System Help Guide available at:

<https://support.microsoft.com/en-us/office/microsoft-teams-rooms-help-e667f40e-5aab-40c1-bd68-611fe0002ba2>

### Project Considerations

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## Customer Responsibilities

These are items that AVI-SPL is dependent upon to complete the project scope of work on time, however, these requirements and responsibilities are not provided by AVI-SPL. For a complete list of exclusions, please refer to the Integration Inclusions and Exclusions section of this proposal.

These requirements must be provided by the owner or other 3<sup>rd</sup> parties and may fall under the responsibility of an Architect, General Contractor, Electrical Contractor, Data Contractor, Security Contractor, Furniture/Millwork Contractor, IT departments, Facilities or Real Estate groups.

Following receiving the PO, AVI-SPL will provide a drawing and associated document detailing the full infrastructure requirements for all locations within this proposal. As stated above, AVI-SPL has included time in the proposal to perform site walks to ensure that infrastructure is complete prior to the start of installation. Below is a general list of all customer responsibilities applicable to this proposal.

- All required backing and any other wall reinforcement required to safely accommodate displays. Any display wall shall be properly backed to withstand the weight of the display with a safety factor of at least 5:1.
- All AC power at the equipment locations, including hardwired power connections.
- All required conduit for low voltage cable paths to AV equipment.
- All ceiling work required to accommodate the projectors, projection screens, and other equipment.
- All required millwork modifications to tables or other millwork.
- Proper heat dissipation venting for the equipment in this system. Where convection cooling is not possible, a powered venting system with thermostatically controlled quiet fans.
- All required network configuration for any network connection to the client network.
- All software or hardware licenses not specifically provided in this scope of work or associated bill of materials.
- Equipment removal is included as part of this proposal. AVI-SPL will remove the gear and place it within the room for removal and disposal by the City of Redmond staff.

## Site Readiness

The minimum acceptable site conditions of the project site for the installation of electronic equipment are as follows.

- The rooms and directly adjacent areas into which the equipment will be installed must be dust-free with floor, ceiling, and wall finishes to be completely installed in the rooms affected by the equipment.
- The rooms into which the equipment will be installed must be secure.
- All Electrical power, conduit systems, HVAC systems, IT requirements (wired or wireless services), communication circuits, and or other services required by the systems and equipment should be fully installed, energized, and configured for use.
- All furniture into which components of the equipment will be installed shall be present at the time of staging and/or installation.
- All telephone, POTS, VOIP, modem, PRI, data, LAN, and telecommunications connections are installed, fully tested, and active.
- Configuration of OFE networks, applications, servers, and services to provide interoperation with installed systems.
- Coordination and timely IT support and documentation (such as providing IP addresses or account credentials).
- Additional infrastructure requirements beyond what is in the rooms currently could be required as part of this proposal and will be communicated to the City of Redmond following project kick off. These requirements include, but are not limited to, data drops, low voltage conduit, and high voltage power. These requirements must be completed prior to the start of installation and will be the responsibility of others.

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## Network and Network Security

The integration of Audio-Visual hardware can consist of many different devices and systems, each with varying network requirements, impacts to traffic and routing, and unique management and security processes. AVI-SPL will work with the identified client stakeholders to properly assess network requirements and deployment considerations.

AVI-SPL will design the system to meet identified network requirements and will provide construction drawings and a list of devices before installation on site. At the time of installation, AVI-SPL will connect devices according to the documented system design and identified network requirements. The following network design is being followed for this project:

### Hybrid AV/Client Network

Hardware that does not require integration to the client network can be completely isolated from the client network.

- The control system, touch panel, and audio video transport devices that carry Ethernet control reside in their own wired network where applicable.
- Hardware that requires integration with the owner network will be connected directly to the owner network. Examples: control system for monitoring, video conference codec, 3<sup>rd</sup> party SIP device.
- Systems for monitoring, control, scheduling, and other, are provided by services residing in the "Cloud", external to the owner's network. In this type of deployment data will need to traverse the owner network.

**\*\* See the "Customer Responsibilities" and "Unified Communication Solution Licensing and Deployment Plan" sections of this document for deployment best practices and installation requirements. Additional information regarding specific applicable processes and procedures can be referenced in the "AVI-SPL Network and Security" addendum to this document. \*\***

## Unified Communication Solution Licensing and Deployment Plan

Cloud-registered unified communication systems require licensing for meetings, calling and other device management functionality. AVI-SPL can assist with your licensing and management needs and can provide options to meet system specific requirements.

### Licenses and Service Accounts

Supervised or direct access to platform environments / systems must be provided as needed for a properly provisioned and licensed system where appropriate. Examples include Zoom Rooms activation codes, Microsoft Teams accounts, calendar service account, and more.

- The customer may decide not to provide credentials to AVI-SPL, and to provision the installed hardware themselves. In this case, AVI-SPL will be unable to fully test the system before receiving sign-off for the installation. All system components will be tested individually to ensure proper stand-alone function, and project sign-off will be requested before technicians leave site.
- If AVI-SPL is unable to properly commission and test the system at the time of installation due to issues with access, an additional site visit may be required. Any additional visits will be billed at the standard contracted labor rate, provided the customer is at fault and approves additional cost in advanced and in writing, scheduling will be done on a best effort basis.

### Microsoft Teams Room Licensing

Microsoft has two dedicated SKUs for licensing meetings and calling on a per-device basis for meeting room devices (such as Microsoft Teams Rooms, Microsoft Surface Hub, and collaboration bars for Microsoft Teams).

*Full licensing information available at: <https://docs.microsoft.com/en-us/microsoftteams/rooms/rooms-licensing>*

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## Example System Licensing Required for Microsoft Teams Rooms:

- Microsoft Teams Rooms Licensing Premium with Teams Phone.
- Microsoft calling plan to enable the Microsoft Teams Room System with a phone number to make or receive a call. Direct routing or Microsoft calling plans.
- Licensing for any 3rd Party conferencing platforms to support **Cloud Video Interop (CVI)**, **Direct Guest**, **BYOD** to join or support Zoom, Webex or any other meeting type if supported in the specific design.

## Microsoft Teams Rooms Example Deployment Plan

Proper network configuration and strict adherence to Microsoft's recommended best practices is key for project success and reliable user experience. Often MTR project rollout issues are due to misconfiguration of networks or Teams Room Device Account Settings. Microsoft strongly recommends against using the same group policies that are applied to typical user PCs be applied to Microsoft Teams Rooms appliances. Instead, they should be isolated in their own group, and ideally a separate VLAN optimized for egress to the Internet and the Microsoft Network without proxy servers of any kind. The following steps outlined are a general deployment plan that may require further development with AVI-SPL and client stakeholders.

1. Client to complete AVI-SPL pre-deployment checklist:
  - a. Creation of resource account (or required device accounts)
  - b. Configuration of required policies and security settings
  - c. Additional AVI-SPL networking and environmental consultation services available upon request
2. AVI-SPL to provide client's IT department a spreadsheet listing all network-connected equipment, its associated room, MAC Addresses, and Serial Numbers to pre-configure DHCP reservations or other specific IP address requirements.
3. AVI-SPL intends to activate and test all Teams Rooms systems in our Quality Control Center. This results in the smoothest, most efficient on-site installation with the best outcome for our customers. Shop testing includes updating firmware on components, labeling and documenting, required prior to the onsite deployment. The system will be registered with any vendor specific cloud management platforms if included.
4. Client must provide AVI-SPL Microsoft credentials for each licensed system requiring activation by AVI-SPL a minimum of two (2) weeks prior to scheduled on-site installation. Any delay in providing credentials may result in project completion delays and potentially additional charges if additional trips are required to complete commissioning of the systems in the field.
  - a. The customer may decide not to provide account credentials to AVI-SPL, and to provide the installed MTR themselves. In this case, AVI-SPL will utilize an AVI-SPL Licensed Teams Room test account to validate system functionality.
  - b. Similarly, if the provided client account credentials fail to work properly AVI-SPL will utilize its internal AVI-SPL Licensed Teams Room test accounts to complete hardware testing and notify the client of issue.
5. If AVI-SPL is unable to properly commission and test the system at the time of on-site installation due to issues with the supplied accounts and/or credentials, additional site visits may be required. Any additional visits required due to site-readiness issues will be billed at the standard contracted labor rate, and scheduling will be done on a best-effort basis.

## Room Environmental Considerations

To maximize the user experience in a conferencing room, the following parameters should be observed:

- The room should have a measured ambient noise level of no more than NC35. For new spaces, the design parameters for the mechanical engineering within the room should have a target NC of 35 or less. Ambient noise includes noise from the air handling systems, mechanical systems, and noises outside the building. Noise levels above this specification adversely affect the meeting

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environment and may degrade the overall audio quality and intelligibility of a conference call. This is especially important when ceiling microphones are utilized. If a problem is identified with ambient noise levels, AVI-SPL can work with your mechanical engineer to identify possible solutions to lower the NC rating and improve the meeting experience.

- Reverberation time (T60) for typical conference rooms should be less than 0.6 seconds in the 125 - 4000 Hz octave bands to provide an optimum meeting experience and acceptable audio quality in a conference call. A significant number of hard surfaces in a room (glass, drywall, or other surfaces) can adversely affect audio intelligibility and the meeting experience overall. Acoustic treatment is advised for rooms with higher T60 levels. If the room requires acoustic treatment, AVI-SPL can provide direction and solutions to overcome this issue and enhance the meeting experience for the participants.
- Evenly distributed lighting is important for videoconferencing applications. Lighting on the faces of the participants should be at least 40-foot candles and should be evenly distributed throughout the camera's field of view. Where the camera's field of view includes windows, recommended window treatment should be employed to provide an acceptable background for the camera to view the participants.
- When microphones are used for local voice reinforcement, the amount of available gain before feedback is dependent on the microphone's location within the room. Placement of the microphone immediately below a ceiling speaker may adversely affect the overall required audio level and cause feedback. Care should be taken to reduce the volume level of the microphone or locate the microphone(s) correctly to minimize the possibility of feedback.



Table 1A

| Conference Room Name                               | (Demo) Projector | (Demo) 80" screen | 9Demo) 50" screen | Capacity Seating<br>Cameras | Room Size | Teams Room Size |
|--|------------------|-------------------|-------------------|-----------------------------|-----------|-----------------|
| CONF-CH130 Room                                    | X                |                   |                   | 18                          | 32x16     | Large B - 100"  |
| CONF-CH306 Morse Computer Training Room            | X                | 2                 | 1                 | 18+                         | 29x28     | Extra Large     |
| CONF-CH149 Council Conference Room                 | X                |                   |                   | 35                          | 26x22     | Large B - 100"  |
| CONF-CH127 Alpha Room                              | X                |                   |                   | 20-36                       | 25x20     | Large B         |
| CONF-CH127 Bravo Room                              | X                |                   |                   | 16-36                       | 25x20     | Large B         |
| CONF-CH303 McRedmond Room                          | X                |                   |                   | 20                          | 25x20     | Large B         |
| CONF-CH305 Clise Room                              | X                |                   |                   | 14                          | 22x16     | Large B         |
| CONF-CH459 Mayor's Conference Room                 |                  | X                 |                   | X 10                        | 23x15     | Large B         |
| CONF-Fire Station 11 Admin Conference Room         |                  |                   |                   |                             | 21x21     | Large B         |
| CONF-Fire Station 14 Training Room                 |                  |                   |                   |                             | 19x22     | Large B         |
| CONF-PS156 Patrol Briefing Room                    |                  |                   |                   |                             | 31x19     | Large B         |
| CONF-PS205 Media Conference Room                   |                  |                   |                   |                             | 24x19     | Large B         |
| CONF-CH132 Room                                    |                  |                   |                   | 10                          | 18x12     | Large A         |
| CONF-CH141 Slough Room                             |                  | X                 |                   | 6                           | 19x12     | Large A         |
| CONF-CH242 Heron Room                              |                  | X                 |                   | 10                          | 19x10     | Large A         |
| CONF-CH316 Walther Room                            |                  | X                 |                   | 8                           | 16x11     | Large A         |
| CONF-PS242 Public Safety Executive Conference Room |                  |                   |                   |                             | 18x15     | Large A         |
| CONF-CH349 Perry Room                              |                  | X                 |                   | 6                           | 15x15     | Medium          |
| CONF-CH404 Gateway Grove Room                      |                  |                   |                   | 6                           | 16x10     | Medium          |
| CONF-CH448 Old Mills Room                          |                  | X                 |                   | 8                           | 14x11     | Medium          |
| CONF-CH453 Sammamish Room                          |                  | X                 |                   | 6                           | 15x15     | Medium          |
| CONF-CH128 Room                                    |                  | X                 |                   | 5                           | 10x10     | Small           |
| CONF-CH129 Room                                    |                  | X                 |                   | 5                           | 10x10     | Small           |
| CONF-CH327 Sikes Room                              |                  | X                 |                   | 6                           | 13x10     | Small           |
| FIRE STATION 17 ALPHA AND BRAVO                    |                  |                   |                   |                             |           | CUSTOM          |
| MOC1 Conference Room                               |                  |                   |                   |                             | 16X10     | Medium          |

## Investment Summary

|               |                               |                |                      |
|---------------|-------------------------------|----------------|----------------------|
| Prepared For: | <b>Keith Laycock</b>          | Prepared By:   | <b>ShaRay Gainer</b> |
|               | <b>City of Redmond</b>        | Date Prepared: | <b>04/03/2023</b>    |
|               | <b>15670 NE 85th St</b>       | Proposal #:    | <b>410236-7</b>      |
|               | <b>PO Box 97010</b>           | Valid Until:   | <b>05/04/2023</b>    |
|               | <b>Redmond, WA 98052-3584</b> |                |                      |

### Total Equipment Cost \$399,852.97

Includes cable, connectors, hardware, switches, relays, terminal blocks, panels, etc., to ensure complete and operational system

### Professional Integration Services \$246,194.60

Includes engineering, project management, CAD, on-site installation and wiring, coordination and supervision, testing, checkout, owner training, etc. performed on the Owner's premises. Also includes all fabrication, modification, assembly, rack wiring, programming, warranties, etc., some performed at AVI-SPL

### Direct Costs \$32,820.30

Includes non equipment or labor costs, such as travel expenses, per diem, lift and vehicle rentals

### General & Administrative \$26,272.98

Includes all G & A expenses: vehicle mileage, shipping and insurance, as applicable

### Services - Room Support and Maintenance \$56,172.74

Includes post-installation support and maintenance options selected for installed rooms

### Services - Device Maintenance \$3,591.00

Includes post-installation maintenance options selected for installed devices

**Subtotal** **\$764,904.59**

**Tax** **\$77,255.36**

**Total** **\$842,159.95**

**\* ANY and all applicable taxes will be included upon invoicing**

### Purchase orders should be addressed to AVI-SPL LLC

Due to global semiconductor ("chip") shortages and supply chain disruptions pricing quoted in this proposal may change. Installation schedules are subject to current (daily) product availability and may be delayed or postponed.

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## Terms and Conditions

This Proposal together with AVI-SPL's General Terms and Conditions and the applicable Addendum(a) located here and incorporated herein by this reference (collectively the "Agreement") constitutes the entire agreement between AVI-SPL LLC ("Seller", "AVI-SPL", "we", "us", "our") and the buyer/customer identified in the Proposal ("Buyer", "Customer", "Client", "you", "your") with respect to its subject matter and supersedes all prior and contemporaneous agreements, representations and understandings of the Parties, written or oral. By signing below, issuing a valid purchase order for the Services and/or Products specified herein or receiving the Products and/or Services specified herein, whichever occurs first, Buyer acknowledges it has read and agrees to the terms of this Agreement. This Agreement shall not be binding upon Seller until accepted by Buyer as set forth in this Agreement and the earlier of Seller's confirmation in writing of Buyer's order and Seller's performance under the applicable Proposal. Any terms and conditions contained in Buyer's purchase order or any other Buyer-provided documents related to this transaction shall have no effect and are hereby rejected. Notwithstanding anything herein to the contrary, if a master services agreement signed by both Parties is in effect covering the sale of the Services and/or Products that are the subject of this Proposal, the terms and conditions of said agreement shall prevail to the extent they conflict or are inconsistent with this Agreement.

## Billing and Payment Terms

Unless otherwise agreed in writing by Buyer and Seller in the Proposal, the total Proposal price, excluding the price for Stand-alone Services (as defined in this section), shall be billed as follows, subject to continuing credit approval: 50% down payment at time of order, 40% upon delivery at Seller; 10% upon project completion and Buyer sign-off or first beneficial use, whichever occurs first, payable net 30 from Buyer's receipt of invoice. For purposes of this Agreement, "Stand-alone Services" means any Services not attached to an installation project. Billing and payment terms for Stand-alone Services are set forth in the applicable Service Addendum(a). Unless otherwise specified in the Proposal, Products are sold F.O.B. origin-Buyer to pay all shipping charges. If this Proposal covers Products or Services for more than one system, room, suite, or location, for purposes of payment in accordance with payment terms stated on the face hereof each room, suite, or location shall be treated as if the subject of a separate sale and payment made accordingly. Unless otherwise specified in the Proposal, all pricing and amounts are in US Dollars and all billing and payment shall be made in US Dollars.

Link to AVI-SPL Terms and Conditions: <https://avispl.com/terms-of-use/>

## Buyer Acceptance

\_\_\_\_\_  
Buyer Legal Entity

\_\_\_\_\_  
Buyer Authorized Signature

\_\_\_\_\_  
Buyer Authorized Signatory Title

\_\_\_\_\_  
Buyer Authorized Signatory Name

\_\_\_\_\_  
Date

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## Room Summary - SMALL CONF ROOMS [1:3] (1 Room)

### Equipment List

| Mfg                 | Model                  | Description   | Qty | Unit Price | Extended Price |
|---------------------|------------------------|---|-----|------------|----------------|
|                     |                        | <b><u>LOGI Tap + Compute + MeetUp</u></b>                       |     |            |                |
|                     |                        | <b><u>DISPLAY</u></b>   |     |            |                |
| SONY                | SONFW65BZ40H           | LCD, 65" 4K/UHD 620NIT 49LB 550000:1 CONTRAST SMART LED         | 1   | \$1,759.20 | \$1,759.20     |
| CHIEF               | CHILTM1U               | MOUNT, MICRO ADJUST TILT WALL MOUNT, LARGE                      | 1   | \$199.44   | \$199.44       |
| CHIEF               | CHIFCAV1U              | FUSION PULL OUT ACCESSORY                                       | 1   | \$263.33   | \$263.33       |
| CHIEF               | CHIFHB5147             | HARDWARE KIT  | 1   | \$10.44    | \$10.44        |
| MIDDLE ATLANTIC     | MIDPWR8V               | POWER STRIP, ESSEX 8-OUTLET 15AMP VERTICAL                      | 1   | \$65.00    | \$65.00        |
|                     |                        | <b><u>CABLES + CONTENT INPUT EXTENDER</u></b>                   |     |            |                |
| COMPREHENSIVE VIDEO | COMMHD18G6PROBLK       | CABLE, 6' MICROFLEX PRO AV/IT CERTIFIED 4K60 18GB HIGH SPEED    | 2   | \$23.21    | \$46.42        |
| COMPREHENSIVE VIDEO | COMMHD18G9PROBLK       | CABLE, 9' MICROFLEX SERIES, AV/IT 4K60 18G HIGH SPEED, BLK      | 1   | \$29.32    | \$29.32        |
|                     |                        | <b><u>SOURCE EQUIPMENT</u></b>                                  |     |            |                |
| CLIENT PROVIDED     | LAPTOP                 | LAPTOP SOURCE WITH HDMI (Owner Furnished Equipment)             | 1   | OFE        | OFE            |
| CLIENT PROVIDED     | TABLE CUBBY            | TABLE CUBBY WITH CABLE PASS THROUGH (Owner Furnished Equipment) | 1   | OFE        | OFE            |
|                     |                        | <b><u>VIDEO CONFERENCING</u></b>                                |     |            |                |
| LOGITECH            | LOGTAPMUPMSTINT        | KIT, SMALL MICROSOFT TEAMS ROOMS WITH TAP+MEETUP+INTEL NUC      | 1   | \$2,808.48 | \$2,808.48     |
| LOGITECH            | LOG939001498           | MOUNTING BRACKET FOR VTC CAMERA, BLACK                          | 1   | \$65.68    | \$65.68        |
|                     |                        | <b><u>FLOOR TRACK</u></b>                                       |     |            |                |
| CONNECTRAC          | CONCTA11154C           | ENTRANCE FITTING 1. IN-WALL w/ 15' pre-wired conduit. 4-cir     | 1   | \$339.56   | \$339.56       |
| CONNECTRAC          | CONBHUBCTBPHE4C1       | RACEWAY POWER END HUB. Required to finish any powered run.      | 1   | \$99.78    | \$99.78        |
| CONNECTRAC          | CONBON1SVCTBPT4C106S   | 6' RACEWAY POWERTRAC pre-wired straight segment. 4-circuit.     | 1   | \$324.79   | \$324.79       |
| CONNECTRAC          | CONBON1SVCT01CLOM110   | CLIPS: FLEX-ON/FLEX-MAX raceway wire management clips. Qty:     | 1   | \$21.09    | \$21.09        |
| CONNECTRAC          | CONBON1SVCR02ONER1DG   | END RAMP: FLEX-ON end-of-raceway transition ramp. DARK GRA      | 1   | \$50.60    | \$50.60        |
| CONNECTRAC          | CONBON1SVCRBRCR10N06SV | 6' RACEWAY TOP COVER & (2) 6' SIDE RAMPS: FLEX-ON. SILVER.      | 1   | \$356.77   | \$356.77       |
| CONNECTRAC          | CONBON1SVCTACBTR11DG   | BASE TRIM 1 accessory for single-channel raceway. Hides ope     | 1   | \$22.06    | \$22.06        |

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| Mfg        | Model               | Description   | Qty | Unit Price | Extended Price |
|------------|---------------------|---|-----|------------|----------------|
| CONNECTRAC | CONCDT1CTCDT1F1DG   | DATA DEVICE 1. GROMMET: POWERTRAC & DATATRAC. Floor raceway | 1   | \$31.64    | \$31.64        |
| CONNECTRAC | CONCPW24CTCPW24C1DG | POWER DEVICE 2. HARDWIRE MONUMENT. Connects to furniture ba | 1   | \$189.67   | \$189.67       |
| Subtotal   |                     |   |     |            | \$6,683.27     |

## Room Support and Maintenance

Elite Maintenance Services - Room; 36-months

**\$788.54**

## Device Maintenance

| Mfg      | Model   | Description                   | Months | Qty | Unit Price | Extended Price |
|----------|---------|-------------------------------|--------|-----|------------|----------------|
| LOGITECH | 6332851 | Logitech Select One Year Plan | 12     | 1   | \$399.00   | \$399.00       |
| Subtotal |         |                               |        |     |            | \$399.00       |

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## Room Summary - SMALL CONF ROOMS [2:3] (2 Rooms)

### Equipment List

| Mfg                 | Model                  | Description   | Qty | Unit Price | Extended Price |
|---------------------|------------------------|---|-----|------------|----------------|
|                     |                        | <b><u>LOGI Tap + Compute + MeetUp</u></b>                       |     |            |                |
|                     |                        | <b><u>DISPLAY</u></b>   |     |            |                |
| SONY                | SONFW65BZ40H           | LCD, 65" 4K/UHD 620NIT 49LB 550000:1 CONTRAST SMART LED         | 2   | \$1,759.20 | \$3,518.40     |
| CHIEF               | CHILTM1U               | MOUNT, MICRO ADJUST TILT WALL MOUNT, LARGE                      | 2   | \$199.44   | \$398.88       |
| CHIEF               | CHIFCAV1U              | FUSION PULL OUT ACCESSORY                                       | 2   | \$263.33   | \$526.66       |
| CHIEF               | CHIFHB5147             | HARDWARE KIT  | 2   | \$10.44    | \$20.88        |
| MIDDLE ATLANTIC     | MIDPWR8V               | POWER STRIP, ESSEX 8-OUTLET 15AMP VERTICAL                      | 2   | \$65.00    | \$130.00       |
|                     |                        | <b><u>CABLES + CONTENT INPUT EXTENDER</u></b>                   |     |            |                |
| COMPREHENSIVE VIDEO | COMMHD18G6PROBLK       | CABLE, 6' MICROFLEX PRO AV/IT CERTIFIED 4K60 18GB HIGH SPEED    | 4   | \$23.21    | \$92.84        |
| COMPREHENSIVE VIDEO | COMMHD18G9PROBLK       | CABLE, 9' MICROFLEX SERIES, AV/IT 4K60 18G HIGH SPEED, BLK      | 2   | \$29.32    | \$58.64        |
|                     |                        | <b><u>SOURCE EQUIPMENT</u></b>                                  |     |            |                |
| CLIENT PROVIDED     | LAPTOP                 | LAPTOP SOURCE WITH HDMI (Owner Furnished Equipment)             | 2   | OFE        | OFE            |
| CLIENT PROVIDED     | TABLE CUBBY            | TABLE CUBBY WITH CABLE PASS THROUGH (Owner Furnished Equipment) | 2   | OFE        | OFE            |
|                     |                        | <b><u>VIDEO CONFERENCING</u></b>                                |     |            |                |
| LOGITECH            | LOGTAPMUPMSTINT        | KIT, SMALL MICROSOFT TEAMS ROOMS WITH TAP+MEETUP+INTEL NUC      | 2   | \$2,808.48 | \$5,616.96     |
| LOGITECH            | LOG939001498           | MOUNTING BRACKET FOR VTC CAMERA, BLACK                          | 2   | \$65.68    | \$131.36       |
|                     |                        | <b><u>FLOOR TRACK</u></b>                                       |     |            |                |
| CONNECTRAC          | CONCTA11154C           | ENTRANCE FITTING 1. IN-WALL w/ 15' pre-wired conduit. 4-cir     | 2   | \$339.56   | \$679.12       |
| CONNECTRAC          | CONBHUBCTBPHE4C1       | RACEWAY POWER END HUB. Required to finish any powered run.      | 2   | \$99.78    | \$199.56       |
| CONNECTRAC          | CONBON1SVCTBPT4C106S   | 6' RACEWAY POWERTRAC pre-wired straight segment. 4-circuit.     | 2   | \$324.79   | \$649.58       |
| CONNECTRAC          | CONBON1SVCT01CLOM110   | CLIPS: FLEX-ON/FLEX-MAX raceway wire management clips. Qty:     | 2   | \$21.09    | \$42.18        |
| CONNECTRAC          | CONBON1SVCR02ONER1DG   | END RAMP: FLEX-ON end-of-raceway transition ramp. DARK GRA      | 2   | \$50.60    | \$101.20       |
| CONNECTRAC          | CONBON1SVCRBRCR10N06SV | 6' RACEWAY TOP COVER & (2) 6' SIDE RAMPS: FLEX-ON. SILVER.      | 2   | \$356.77   | \$713.54       |
| CONNECTRAC          | CONBON1SVCTACBTR11DG   | BASE TRIM 1 accessory for single-channel raceway. Hides ope     | 2   | \$22.06    | \$44.12        |

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| Mfg        | Model               | Description   | Qty | Unit Price | Extended Price |
|------------|---------------------|---|-----|------------|----------------|
| CONNECTRAC | CONCDT1CTCDT1F1DG   | DATA DEVICE 1. GROMMET: POWERTRAC & DATATRAC. Floor raceway | 2   | \$31.64    | \$63.28        |
| CONNECTRAC | CONCPW24CTCPW24C1DG | POWER DEVICE 2. HARDWIRE MONUMENT. Connects to furniture ba | 2   | \$189.67   | \$379.34       |
| Subtotal   |                     |   |     |            | \$13,366.54    |

## Room Support and Maintenance

Elite Maintenance Services - Room; 36-months

\$1,577.08

## Device Maintenance

| Mfg      | Model   | Description                   | Months | Qty | Unit Price | Extended Price |
|----------|---------|-------------------------------|--------|-----|------------|----------------|
| LOGITECH | 6332851 | Logitech Select One Year Plan | 12     | 1   | \$399.00   | \$399.00       |
| Subtotal |         |                               |        |     |            | \$399.00       |

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## Room Summary - MED CONF ROOM [1:5] (1 Room)

### Equipment List

| Mfg                 | Model                | Description   | Qty | Unit Price | Extended Price |
|---------------------|----------------------|---|-----|------------|----------------|
|                     |                      | <b><u>LOGI Tap + Compute + Rally Bar Mini</u></b>               |     |            |                |
|                     |                      | <b><u>DISPLAY</u></b>   |     |            |                |
| SONY                | SONFW75BZ40H         | LCD, 75" 4K/UHD 620NIT 73LB 600000:1 CONTRAST SMART LED         | 1   | \$2,627.28 | \$2,627.28     |
| CHIEF               | CHILTM1U             | MOUNT, MICRO ADJUST TILT WALL MOUNT, LARGE                      | 1   | \$199.44   | \$199.44       |
| CHIEF               | CHIFCAV1U            | FUSION PULL OUT ACCESSORY                                       | 1   | \$263.33   | \$263.33       |
| CHIEF               | CHIFHB5147           | HARDWARE KIT  | 1   | \$10.45    | \$10.45        |
| MIDDLE ATLANTIC     | MIDPWR8V             | POWER STRIP, ESSEX 8-OUTLET 15AMP VERTICAL                      | 1   | \$65.00    | \$65.00        |
|                     |                      | <b><u>CABLES + CONTENT INPUT EXTENDER</u></b>                   |     |            |                |
| COMPREHENSIVE VIDEO | COMMHD18G6PROBLK     | CABLE, 6' MICROFLEX PRO AV/IT CERTIFIED 4K60 18GB HIGH SPEED    | 2   | \$23.21    | \$46.42        |
| COMPREHENSIVE VIDEO | COMMHD18G9PROBLK     | CABLE, 9' MICROFLEX SERIES, AV/IT 4K60 18G HIGH SPEED, BLK      | 1   | \$29.32    | \$29.32        |
|                     |                      | <b><u>SOURCE EQUIPMENT</u></b>                                  |     |            |                |
| CLIENT PROVIDED     | LAPTOP               | LAPTOP SOURCE WITH HDMI (Owner Furnished Equipment)             | 1   | OFE        | OFE            |
| CLIENT PROVIDED     | TABLE CUBBY          | TABLE CUBBY WITH CABLE PASS THROUGH (Owner Furnished Equipment) | 1   | OFE        | OFE            |
|                     |                      | <b><u>VIDEO CONFERENCING</u></b>                                |     |            |                |
| LOGITECH            | LOGTAPMSTBASEINT     | KIT, BASE MICROSOFT TEAMS ROOMS (NO AV) WITH TAP + INTEL NUC    | 1   | \$2,069.49 | \$2,069.49     |
| LOGITECH            | LOG960001336         | CAMERA KIT, RALLY BAR MINI (GRAPHITE)                           | 1   | \$2,462.50 | \$2,462.50     |
| LOGITECH            | LOG952000041         | MOUNT, MOUNTING BAR FOR TV MOUNT                                | 1   | \$146.98   | \$146.98       |
|                     |                      | <b><u>MIC POD</u></b>   |     |            |                |
| LOGITECH            | LOG952000002         | MOUNT, RALLY MIC POD TABLE                                      | 1   | \$57.47    | \$57.47        |
| LOGITECH            | LOG952000047         | CABLE, RALLY MIC POD EXTENSION CABLE                            | 1   | \$163.40   | \$163.40       |
| LOGITECH            | LOG989000430         | MICROPHONE POD, ADD ON MIC, OMNI DIRECTIONAL                    | 1   | \$287.38   | \$287.38       |
|                     |                      | <b><u>FLOOR TRACK</u></b>                                       |     |            |                |
| CONNECTRAC          | CONCTA11154C         | ENTRANCE FITTING 1. IN-WALL w/ 15' pre-wired conduit. 4-cir     | 1   | \$339.56   | \$339.56       |
| CONNECTRAC          | CONBHUBCTBPHE4C1     | RACEWAY POWER END HUB. Required to finish any powered run.      | 1   | \$99.78    | \$99.78        |
| CONNECTRAC          | CONBON1SVCTBPT4C106S | 6' RACEWAY POWERTRAC pre-wired straight segment. 4-circuit.     | 1   | \$324.79   | \$324.79       |

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| Mfg        | Model                  | Description   | Qty | Unit Price | Extended Price |
|------------|------------------------|---|-----|------------|----------------|
| CONNECTRAC | CONBON1SVCT01CLOM110   | CLIPS: FLEX-ON/FLEX-MAX raceway wire management clips. Qty: | 1   | \$21.09    | \$21.09        |
| CONNECTRAC | CONBON1SVCR02ONER1DG   | END RAMP: FLEX-ON end-of-raceway transition ramp. DARK GRA  | 1   | \$50.60    | \$50.60        |
| CONNECTRAC | CONBON1SVCRBRCR1ON06SV | 6' RACEWAY TOP COVER & (2) 6' SIDE RAMPS: FLEX-ON. SILVER.  | 1   | \$356.77   | \$356.77       |
| CONNECTRAC | CONBON1SVCTACBTR11DG   | BASE TRIM 1 accessory for single-channel raceway. Hides ope | 1   | \$22.06    | \$22.06        |
| CONNECTRAC | CONCDT1CTCDT1F1DG      | DATA DEVICE 1. GROMMET: POWERTRAC & DATATRAC. Floor raceway | 1   | \$31.64    | \$31.64        |
| CONNECTRAC | CONCPW24CTCPW24C1DG    | POWER DEVICE 2. HARDWIRE MONUMENT. Connects to furniture ba | 1   | \$189.67   | \$189.67       |
| Subtotal   |                        |   |     |            | \$9,864.42     |

## Room Support and Maintenance

Elite Maintenance Services - Room; 36-months

\$1,374.83

## Device Maintenance

| Mfg      | Model   | Description                   | Months | Qty | Unit Price | Extended Price |
|----------|---------|-------------------------------|--------|-----|------------|----------------|
| LOGITECH | 6332851 | Logitech Select One Year Plan | 12     | 1   | \$399.00   | \$399.00       |
| Subtotal |         |                               |        |     |            | \$399.00       |

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## Room Summary - MED CONF ROOM [2:5] (4 Rooms)

### Equipment List

| Mfg                 | Model                | Description   | Qty | Unit Price | Extended Price |
|---------------------|----------------------|---|-----|------------|----------------|
|                     |                      | <b><u>LOGI Tap + Compute + Rally Bar Mini</u></b>               |     |            |                |
|                     |                      | <b><u>DISPLAY</u></b>   |     |            |                |
| SONY                | SONFW75BZ40H         | LCD, 75" 4K/UHD 620NIT 73LB 600000:1 CONTRAST SMART LED         | 4   | \$2,627.28 | \$10,509.12    |
| CHIEF               | CHILTM1U             | MOUNT, MICRO ADJUST TILT WALL MOUNT, LARGE                      | 4   | \$199.44   | \$797.76       |
| CHIEF               | CHIFCAV1U            | FUSION PULL OUT ACCESSORY                                       | 4   | \$263.33   | \$1,053.32     |
| CHIEF               | CHIFHB5147           | HARDWARE KIT  | 4   | \$10.45    | \$41.80        |
| MIDDLE ATLANTIC     | MIDPWR8V             | POWER STRIP, ESSEX 8-OUTLET 15AMP VERTICAL                      | 4   | \$65.00    | \$260.00       |
|                     |                      | <b><u>CABLES + CONTENT INPUT EXTENDER</u></b>                   |     |            |                |
| COMPREHENSIVE VIDEO | COMMHD18G6PROBLK     | CABLE, 6' MICROFLEX PRO AV/IT CERTIFIED 4K60 18GB HIGH SPEED    | 8   | \$23.21    | \$185.68       |
| COMPREHENSIVE VIDEO | COMMHD18G9PROBLK     | CABLE, 9' MICROFLEX SERIES, AV/IT 4K60 18G HIGH SPEED, BLK      | 4   | \$29.32    | \$117.28       |
|                     |                      | <b><u>SOURCE EQUIPMENT</u></b>                                  |     |            |                |
| CLIENT PROVIDED     | LAPTOP               | LAPTOP SOURCE WITH HDMI (Owner Furnished Equipment)             | 4   | OFE        | OFE            |
| CLIENT PROVIDED     | TABLE CUBBY          | TABLE CUBBY WITH CABLE PASS THROUGH (Owner Furnished Equipment) | 4   | OFE        | OFE            |
|                     |                      | <b><u>VIDEO CONFERENCING</u></b>                                |     |            |                |
| LOGITECH            | LOGTAPMSTBASEINT     | KIT, BASE MICROSOFT TEAMS ROOMS (NO AV) WITH TAP + INTEL NUC    | 4   | \$2,069.49 | \$8,277.96     |
| LOGITECH            | LOG960001336         | CAMERA KIT, RALLY BAR MINI (GRAPHITE)                           | 4   | \$2,462.50 | \$9,850.00     |
| LOGITECH            | LOG952000041         | MOUNT, MOUNTING BAR FOR TV MOUNT                                | 4   | \$146.98   | \$587.92       |
|                     |                      | <b><u>MIC POD</u></b>   |     |            |                |
| LOGITECH            | LOG952000002         | MOUNT, RALLY MIC POD TABLE                                      | 4   | \$57.47    | \$229.88       |
| LOGITECH            | LOG952000047         | CABLE, RALLY MIC POD EXTENSION CABLE                            | 4   | \$163.40   | \$653.60       |
| LOGITECH            | LOG989000430         | MICROPHONE POD, ADD ON MIC, OMNI DIRECTIONAL                    | 4   | \$287.38   | \$1,149.52     |
|                     |                      | <b><u>FLOOR TRACK</u></b>                                       |     |            |                |
| CONNECTRAC          | CONCTA11154C         | ENTRANCE FITTING 1. IN-WALL w/ 15' pre-wired conduit. 4-cir     | 4   | \$339.56   | \$1,358.24     |
| CONNECTRAC          | CONBHUBCTBPHE4C1     | RACEWAY POWER END HUB. Required to finish any powered run.      | 4   | \$99.78    | \$399.12       |
| CONNECTRAC          | CONBON1SVCTBPT4C106S | 6' RACEWAY POWERTRAC pre-wired straight segment. 4-circuit.     | 4   | \$324.79   | \$1,299.16     |

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| Mfg        | Model                  | Description   | Qty | Unit Price | Extended Price |
|------------|------------------------|---|-----|------------|----------------|
| CONNECTRAC | CONBON1SVCT01CLOM110   | CLIPS: FLEX-ON/FLEX-MAX raceway wire management clips. Qty: | 4   | \$21.09    | \$84.36        |
| CONNECTRAC | CONBON1SVCR02ONER1DG   | END RAMP: FLEX-ON end-of-raceway transition ramp. DARK GRA  | 4   | \$50.60    | \$202.40       |
| CONNECTRAC | CONBON1SVCRBRCR1ON06SV | 6' RACEWAY TOP COVER & (2) 6' SIDE RAMPS: FLEX-ON. SILVER.  | 4   | \$356.77   | \$1,427.08     |
| CONNECTRAC | CONBON1SVCTACBTR11DG   | BASE TRIM 1 accessory for single-channel raceway. Hides ope | 4   | \$22.06    | \$88.24        |
| CONNECTRAC | CONCDT1CTCDT1F1DG      | DATA DEVICE 1. GROMMET: POWERTRAC & DATATRAC. Floor raceway | 4   | \$31.64    | \$126.56       |
| CONNECTRAC | CONCPW24CTCPW24C1DG    | POWER DEVICE 2. HARDWIRE MONUMENT. Connects to furniture ba | 4   | \$189.67   | \$758.68       |
| Subtotal   |                        |   |     |            | \$39,457.68    |

## Room Support and Maintenance

Elite Maintenance Services - Room; 36-months

\$5,499.32

## Device Maintenance

| Mfg      | Model   | Description                   | Months | Qty | Unit Price | Extended Price |
|----------|---------|-------------------------------|--------|-----|------------|----------------|
| LOGITECH | 6332851 | Logitech Select One Year Plan | 12     | 1   | \$399.00   | \$399.00       |
| Subtotal |         |                               |        |     |            | \$399.00       |

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## Room Summary - LRG CONF ROOM A [1:5] (1 Room)

### Equipment List

| Mfg                 | Model            | Description   | Qty | Unit Price | Extended Price |
|---------------------|------------------|---|-----|------------|----------------|
|                     |                  | <b><u>LOGI Tap + Compute + Rally Bar</u></b>                    |     |            |                |
|                     |                  | <b><u>DISPLAY</u></b>   |     |            |                |
| SONY                | SONFW85BZ40H     | LCD, 85" 4K/UHD 620NIT 101LB 600000:1 CONTRAST SMART LED        | 1   | \$3,647.24 | \$3,647.24     |
| CHIEF               | CHIXTM1U         | MOUNT, FUSION MICRO-ADJ TILT WALL MOUNT, EXTRA LARGE            | 1   | \$232.22   | \$232.22       |
| CHIEF               | CHIFCAXV1U       | PULL OUT ACCESSORY, FISOPM. EXTRA LARGE                         | 1   | \$401.11   | \$401.11       |
| CHIEF               | CHIFHB5147       | HARDWARE KIT  | 1   | \$10.44    | \$10.44        |
| MIDDLE ATLANTIC     | MIDPWR8V         | POWER STRIP, ESSEX 8-OUTLET 15AMP VERTICAL                      | 1   | \$65.00    | \$65.00        |
|                     |                  | <b><u>CABLES + CONTENT INPUT EXTENDER</u></b>                   |     |            |                |
| COMPREHENSIVE VIDEO | COMMHD18G6PROBLK | CABLE, 6' MICROFLEX PRO AV/IT CERTIFIED 4K60 18GB HIGH SPEED    | 2   | \$23.21    | \$46.42        |
| COMPREHENSIVE VIDEO | COMMHD18G9PROBLK | CABLE, 9' MICROFLEX SERIES, AV/IT 4K60 18G HIGH SPEED, BLK      | 1   | \$29.32    | \$29.32        |
|                     |                  | <b><u>SOURCE EQUIPMENT</u></b>                                  |     |            |                |
| CLIENT PROVIDED     | LAPTOP           | LAPTOP SOURCE WITH HDMI (Owner Furnished Equipment)             | 1   | OFE        | OFE            |
| CLIENT PROVIDED     | TABLE CUBBY      | TABLE CUBBY WITH CABLE PASS THROUGH (Owner Furnished Equipment) | 1   | OFE        | OFE            |
|                     |                  | <b><u>VIDEO CONFERENCING</u></b>                                |     |            |                |
| LOGITECH            | LOGTAPMSTBASEINT | KIT, BASE MICROSOFT TEAMS ROOMS (NO AV) WITH TAP + INTEL NUC    | 1   | \$2,069.49 | \$2,069.49     |
| LOGITECH            | LOG960001308     | WEBCAM, RALLY BAR ALL-IN-ONE VIDEO BAR MEDIUM ROOM(GRAPHITE)    | 1   | \$3,283.61 | \$3,283.61     |
| LOGITECH            | LOG952000041     | MOUNT, MOUNTING BAR FOR TV MOUNT                                | 1   | \$146.98   | \$146.98       |
|                     |                  | <b><u>MIC POD</u></b>   |     |            |                |
| LOGITECH            | LOG939001647     | RALLY MIC POD HUB   | 1   | \$205.27   | \$205.27       |
| LOGITECH            | LOG952000047     | CABLE, RALLY MIC POD EXTENSION CABLE                            | 1   | \$163.40   | \$163.40       |
| LOGITECH            | LOG989000430     | MICROPHONE POD, ADD ON MIC, OMNI DIRECTIONAL                    | 2   | \$287.38   | \$574.76       |
| LOGITECH            | LOG952000002     | MOUNT, RALLY MIC POD TABLE                                      | 2   | \$57.47    | \$114.94       |
|                     |                  | <b><u>FLOOR TRACK</u></b>                                       |     |            |                |
| CONNECTRAC          | CONCTA11154C     | ENTRANCE FITTING 1. IN-WALL w/ 15' pre-wired conduit. 4-cir     | 1   | \$339.56   | \$339.56       |
| CONNECTRAC          | CONBHUBCTBPHE4C1 | RACEWAY POWER END HUB. Required to finish any powered run.      | 1   | \$99.78    | \$99.78        |

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| Mfg             | Model                  | Description   | Qty | Unit Price | Extended Price     |
|-----------------|------------------------|---|-----|------------|--------------------|
| CONNECTRAC      | CONBON1SVCTBPT4C106S   | 6' RACEWAY POWERTRAC pre-wired straight segment. 4-circuit. | 1   | \$324.79   | \$324.79           |
| CONNECTRAC      | CONBON1SVCT01CLOM110   | CLIPS: FLEX-ON/FLEX-MAX raceway wire management clips. Qty: | 1   | \$21.09    | \$21.09            |
| CONNECTRAC      | CONBON1SVCR02ONER1DG   | END RAMP: FLEX-ON end-of-raceway transition ramp. DARK GRA  | 1   | \$50.60    | \$50.60            |
| CONNECTRAC      | CONBON1SVCRBRCR10N06SV | 6' RACEWAY TOP COVER & (2) 6' SIDE RAMPS: FLEX-ON. SILVER.  | 1   | \$356.77   | \$356.77           |
| CONNECTRAC      | CONBON1SVCTACBTR11DG   | BASE TRIM 1 accessory for single-channel raceway. Hides ope | 1   | \$22.06    | \$22.06            |
| CONNECTRAC      | CONCDT1CTCDT1F1DG      | DATA DEVICE 1. GROMMET: POWERTRAC & DATATRAC. Floor raceway | 1   | \$31.64    | \$31.64            |
| CONNECTRAC      | CONCPW24CTCPW24C1DG    | POWER DEVICE 2. HARDWIRE MONUMENT. Connects to furniture ba | 1   | \$189.67   | \$189.67           |
| <b>Subtotal</b> |                        |   |     |            | <b>\$12,426.16</b> |

## Room Support and Maintenance

Elite Maintenance Services - Room; 36-months

**\$1,786.48**

## Device Maintenance

| Mfg             | Model   | Description                   | Months | Qty | Unit Price | Extended Price  |
|-----------------|---------|-------------------------------|--------|-----|------------|-----------------|
| LOGITECH        | 6332851 | Logitech Select One Year Plan | 12     | 1   | \$399.00   | \$399.00        |
| <b>Subtotal</b> |         |                               |        |     |            | <b>\$399.00</b> |

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## Room Summary - LRG CONF ROOM A [2:5] (4 Rooms)

### Equipment List

| Mfg                 | Model            | Description   | Qty | Unit Price | Extended Price |
|---------------------|------------------|---|-----|------------|----------------|
|                     |                  | <b><u>LOGI Tap + Compute + Rally Bar</u></b>                    |     |            |                |
|                     |                  | <b><u>DISPLAY</u></b>   |     |            |                |
| SONY                | SONFW85BZ40H     | LCD, 85" 4K/UHD 620NIT 101LB 600000:1 CONTRAST SMART LED        | 4   | \$3,647.24 | \$14,588.96    |
| CHIEF               | CHIXTM1U         | MOUNT, FUSION MICRO-ADJ TILT WALL MOUNT, EXTRA LARGE            | 4   | \$232.22   | \$928.88       |
| CHIEF               | CHIFCAXV1U       | PULL OUT ACCESSORY, FISOPM. EXTRA LARGE                         | 4   | \$401.11   | \$1,604.44     |
| CHIEF               | CHIFHB5147       | HARDWARE KIT  | 4   | \$10.45    | \$41.80        |
| MIDDLE ATLANTIC     | MIDPWR8V         | POWER STRIP, ESSEX 8-OUTLET 15AMP VERTICAL                      | 4   | \$65.00    | \$260.00       |
|                     |                  | <b><u>CABLES + CONTENT INPUT EXTENDER</u></b>                   |     |            |                |
| COMPREHENSIVE VIDEO | COMMHD18G6PROBLK | CABLE, 6' MICROFLEX PRO AV/IT CERTIFIED 4K60 18GB HIGH SPEED    | 8   | \$23.21    | \$185.68       |
| COMPREHENSIVE VIDEO | COMMHD18G9PROBLK | CABLE, 9' MICROFLEX SERIES, AV/IT 4K60 18G HIGH SPEED, BLK      | 4   | \$29.32    | \$117.28       |
|                     |                  | <b><u>SOURCE EQUIPMENT</u></b>                                  |     |            |                |
| CLIENT PROVIDED     | LAPTOP           | LAPTOP SOURCE WITH HDMI (Owner Furnished Equipment)             | 4   | OFE        | OFE            |
| CLIENT PROVIDED     | TABLE CUBBY      | TABLE CUBBY WITH CABLE PASS THROUGH (Owner Furnished Equipment) | 4   | OFE        | OFE            |
|                     |                  | <b><u>VIDEO CONFERENCING</u></b>                                |     |            |                |
| LOGITECH            | LOGTAPMSTBASEINT | KIT, BASE MICROSOFT TEAMS ROOMS (NO AV) WITH TAP + INTEL NUC    | 4   | \$2,069.49 | \$8,277.96     |
| LOGITECH            | LOG960001308     | WEBCAM, RALLY BAR ALL-IN-ONE VIDEO BAR MEDIUM ROOM(GRAPHITE)    | 4   | \$3,283.61 | \$13,134.44    |
| LOGITECH            | LOG952000041     | MOUNT, MOUNTING BAR FOR TV MOUNT                                | 4   | \$146.98   | \$587.92       |
|                     |                  | <b><u>MIC POD</u></b>   |     |            |                |
| LOGITECH            | LOG939001647     | RALLY MIC POD HUB   | 4   | \$205.27   | \$821.08       |
| LOGITECH            | LOG952000047     | CABLE, RALLY MIC POD EXTENSION CABLE                            | 4   | \$163.40   | \$653.60       |
| LOGITECH            | LOG989000430     | MICROPHONE POD, ADD ON MIC, OMNI DIRECTIONAL                    | 8   | \$287.38   | \$2,299.04     |
| LOGITECH            | LOG952000002     | MOUNT, RALLY MIC POD TABLE                                      | 8   | \$57.47    | \$459.76       |
|                     |                  | <b><u>FLOOR TRACK</u></b>                                       |     |            |                |
| CONNECTRAC          | CONCTA11154C     | ENTRANCE FITTING 1. IN-WALL w/ 15' pre-wired conduit. 4-cir     | 4   | \$339.56   | \$1,358.24     |
| CONNECTRAC          | CONBHUBCTBPHE4C1 | RACEWAY POWER END HUB. Required to finish any powered run.      | 4   | \$99.78    | \$399.12       |

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| Mfg             | Model                  | Description   | Qty | Unit Price | Extended Price     |
|-----------------|------------------------|---|-----|------------|--------------------|
| CONNECTRAC      | CONBON1SVCTBPT4C106S   | 6' RACEWAY POWERTRAC pre-wired straight segment. 4-circuit. | 4   | \$324.79   | \$1,299.16         |
| CONNECTRAC      | CONBON1SVCT01CLOM110   | CLIPS: FLEX-ON/FLEX-MAX raceway wire management clips. Qty: | 4   | \$21.09    | \$84.36            |
| CONNECTRAC      | CONBON1SVCR02ONER1DG   | END RAMP: FLEX-ON end-of-raceway transition ramp. DARK GRA  | 4   | \$50.60    | \$202.40           |
| CONNECTRAC      | CONBON1SVCRBRCR10N06SV | 6' RACEWAY TOP COVER & (2) 6' SIDE RAMPS: FLEX-ON. SILVER.  | 4   | \$356.77   | \$1,427.08         |
| CONNECTRAC      | CONBON1SVCTACBTR11DG   | BASE TRIM 1 accessory for single-channel raceway. Hides ope | 4   | \$22.06    | \$88.24            |
| CONNECTRAC      | CONCDT1CTCDT1F1DG      | DATA DEVICE 1. GROMMET: POWERTRAC & DATATRAC. Floor raceway | 4   | \$31.64    | \$126.56           |
| CONNECTRAC      | CONCPW24CTCPW24C1DG    | POWER DEVICE 2. HARDWIRE MONUMENT. Connects to furniture ba | 4   | \$189.67   | \$758.68           |
| <b>Subtotal</b> |                        |   |     |            | <b>\$49,704.68</b> |

## Room Support and Maintenance

Elite Maintenance Services - Room; 36-months

**\$7,145.93**

## Device Maintenance

| Mfg             | Model   | Description                   | Months | Qty | Unit Price | Extended Price  |
|-----------------|---------|-------------------------------|--------|-----|------------|-----------------|
| LOGITECH        | 6332851 | Logitech Select One Year Plan | 12     | 1   | \$399.00   | \$399.00        |
| <b>Subtotal</b> |         |                               |        |     |            | <b>\$399.00</b> |

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## Room Summary - LRG CONF ROOM B [1:11] (1 Room)

### Equipment List

| Mfg                 | Model            | Description   | Qty | Unit Price | Extended Price |
|---------------------|------------------|---|-----|------------|----------------|
|                     |                  | <b><u>LOGI Tap + Compute + Rally Bar</u></b>                    |     |            |                |
|                     |                  | <b><u>DISPLAY</u></b>   |     |            |                |
| SONY                | SONFW85BZ40H     | LCD, 85" 4K/UHD 620NIT 101LB 600000:1 CONTRAST SMART LED        | 1   | \$3,647.24 | \$3,647.24     |
| CHIEF               | CHIXTM1U         | MOUNT, FUSION MICRO-ADJ TILT WALL MOUNT, EXTRA LARGE            | 1   | \$232.22   | \$232.22       |
| CHIEF               | CHIFCAXV1U       | PULL OUT ACCESSORY, FISOPM. EXTRA LARGE                         | 1   | \$401.11   | \$401.11       |
| CHIEF               | CHIFHB5147       | HARDWARE KIT  | 1   | \$10.44    | \$10.44        |
| MIDDLE ATLANTIC     | MIDPWR8V         | POWER STRIP, ESSEX 8-OUTLET 15AMP VERTICAL                      | 1   | \$65.00    | \$65.00        |
|                     |                  | <b><u>CABLES + CONTENT INPUT EXTENDER</u></b>                   |     |            |                |
| COMPREHENSIVE VIDEO | COMMHD18G6PROBLK | CABLE, 6' MICROFLEX PRO AV/IT CERTIFIED 4K60 18GB HIGH SPEED    | 2   | \$23.21    | \$46.42        |
| COMPREHENSIVE VIDEO | COMMHD18G9PROBLK | CABLE, 9' MICROFLEX SERIES, AV/IT 4K60 18G HIGH SPEED, BLK      | 1   | \$29.32    | \$29.32        |
|                     |                  | <b><u>SOURCE EQUIPMENT</u></b>                                  |     |            |                |
| CLIENT PROVIDED     | LAPTOP           | LAPTOP SOURCE WITH HDMI (Owner Furnished Equipment)             | 1   | OFE        | OFE            |
| CLIENT PROVIDED     | TABLE CUBBY      | TABLE CUBBY WITH CABLE PASS THROUGH (Owner Furnished Equipment) | 1   | OFE        | OFE            |
|                     |                  | <b><u>VIDEO CONFERENCING</u></b>                                |     |            |                |
| LOGITECH            | LOGTAPMSTBASEINT | KIT, BASE MICROSOFT TEAMS ROOMS (NO AV) WITH TAP + INTEL NUC    | 1   | \$2,069.49 | \$2,069.49     |
| LOGITECH            | LOG960001308     | WEBCAM, RALLY BAR ALL-IN-ONE VIDEO BAR MEDIUM ROOM(GRAPHITE)    | 1   | \$3,283.61 | \$3,283.61     |
| LOGITECH            | LOG952000041     | MOUNT, MOUNTING BAR FOR TV MOUNT                                | 1   | \$146.98   | \$146.98       |
|                     |                  | <b><u>MIC POD</u></b>   |     |            |                |
| LOGITECH            | LOG939001647     | RALLY MIC POD HUB   | 1   | \$205.27   | \$205.27       |
| LOGITECH            | LOG952000047     | CABLE, RALLY MIC POD EXTENSION CABLE                            | 1   | \$163.40   | \$163.40       |
| LOGITECH            | LOG989000430     | MICROPHONE POD, ADD ON MIC, OMNI DIRECTIONAL                    | 2   | \$287.38   | \$574.76       |
| LOGITECH            | LOG952000123     | MOUNT, MIC POD PENDANT  | 2   | \$81.29    | \$162.58       |
|                     |                  | <b><u>FLOOR TRACK</u></b>                                       |     |            |                |
| CONNECTRAC          | CONCTA11154C     | ENTRANCE FITTING 1. IN-WALL w/ 15' pre-wired conduit. 4-cir     | 1   | \$339.56   | \$339.56       |
| CONNECTRAC          | CONBHUBCTBPHE4C1 | RACEWAY POWER END HUB. Required to finish any powered run.      | 1   | \$99.78    | \$99.78        |

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| Mfg             | Model                  | Description   | Qty | Unit Price | Extended Price     |
|-----------------|------------------------|---|-----|------------|--------------------|
| CONNECTRAC      | CONBON1SVCTBPT4C106S   | 6' RACEWAY POWERTRAC pre-wired straight segment. 4-circuit. | 1   | \$324.79   | \$324.79           |
| CONNECTRAC      | CONBON1SVCT01CLOM110   | CLIPS: FLEX-ON/FLEX-MAX raceway wire management clips. Qty: | 1   | \$21.09    | \$21.09            |
| CONNECTRAC      | CONBON1SVCR02ONER1DG   | END RAMP: FLEX-ON end-of-raceway transition ramp. DARK GRA  | 1   | \$50.60    | \$50.60            |
| CONNECTRAC      | CONBON1SVCRBRCR10N06SV | 6' RACEWAY TOP COVER & (2) 6' SIDE RAMPS: FLEX-ON. SILVER.  | 1   | \$356.77   | \$356.77           |
| CONNECTRAC      | CONBON1SVCTACBTR11DG   | BASE TRIM 1 accessory for single-channel raceway. Hides ope | 1   | \$22.06    | \$22.06            |
| CONNECTRAC      | CONCDT1CTCDT1F1DG      | DATA DEVICE 1. GROMMET: POWERTRAC & DATATRAC. Floor raceway | 1   | \$31.64    | \$31.64            |
| CONNECTRAC      | CONCPW24CTCPW24C1DG    | POWER DEVICE 2. HARDWIRE MONUMENT. Connects to furniture ba | 1   | \$189.67   | \$189.67           |
| <b>Subtotal</b> |                        |   |     |            | <b>\$12,473.80</b> |

## Room Support and Maintenance

Elite Maintenance Services - Room; 36-months

**\$1,794.14**

## Device Maintenance

| Mfg             | Model   | Description                   | Months | Qty | Unit Price | Extended Price  |
|-----------------|---------|-------------------------------|--------|-----|------------|-----------------|
| LOGITECH        | 6332851 | Logitech Select One Year Plan | 12     | 1   | \$399.00   | \$399.00        |
| <b>Subtotal</b> |         |                               |        |     |            | <b>\$399.00</b> |

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## Room Summary - LRG CONF ROOM B [2:11] (10 Rooms)

### Equipment List

| Mfg                 | Model            | Description   | Qty | Unit Price  | Extended Price |
|---------------------|------------------|---|-----|-------------|----------------|
|                     |                  | <u>LOGI Tap + Compute + Rally Bar</u>                               |     |             |                |
|                     |                  | <u>DISPLAY</u>  |     |             |                |
|                     |                  | <u>CH149, CH130</u>   |     |             |                |
| SONY                | SONFW100BZ40J    | LCD, 100" 4K/UHD, 205LBS, 600 NITS, 9K:1, HDR10 24/7                | 2   | \$12,338.60 | \$24,677.20    |
| CHIEF               | CHIXTM1U         | MOUNT, FUSION MICRO-ADJ TILT WALL MOUNT, EXTRA LARGE                | 2   | \$232.22    | \$464.44       |
| CHIEF               | CHIFCAXV1U       | PULL OUT ACCESSORY, FISOPM. EXTRA LARGE                             | 2   | \$401.11    | \$802.22       |
|                     |                  | <u>FS14, CH127A&amp;B, CH303, CH305, CH459, FS11A, PS205, PS156</u> |     |             |                |
| SONY                | SONFW85BZ40H     | LCD, 85" 4K/UHD 620NIT 101LB 600000:1 CONTRAST SMART LED            | 8   | \$3,647.24  | \$29,177.92    |
| CHIEF               | CHIXTM1U         | MOUNT, FUSION MICRO-ADJ TILT WALL MOUNT, EXTRA LARGE                | 8   | \$232.22    | \$1,857.76     |
| CHIEF               | CHIFCAXV1U       | PULL OUT ACCESSORY, FISOPM. EXTRA LARGE                             | 8   | \$401.11    | \$3,208.88     |
|                     |                  | <u>ALL ROOMS</u>  |     |             |                |
| CHIEF               | CHIFHB5147       | HARDWARE KIT  | 10  | \$10.45     | \$104.50       |
| MIDDLE ATLANTIC     | MIDPWR8V         | POWER STRIP, ESSEX 8-OUTLET 15AMP VERTICAL                          | 10  | \$65.00     | \$650.00       |
|                     |                  | <u>CABLES + CONTENT INPUT EXTENDER</u>                              |     |             |                |
| COMPREHENSIVE VIDEO | COMMHD18G6PROBLK | CABLE, 6' MICROFLEX PRO AV/IT CERTIFIED 4K60 18GB HIGH SPEED        | 20  | \$23.21     | \$464.20       |
| COMPREHENSIVE VIDEO | COMMHD18G9PROBLK | CABLE, 9' MICROFLEX SERIES, AV/IT 4K60 18G HIGH SPEED, BLK          | 10  | \$29.32     | \$293.20       |
|                     |                  | <u>SOURCE EQUIPMENT</u>   |     |             |                |
| CLIENT PROVIDED     | LAPTOP           | LAPTOP SOURCE WITH HDMI (Owner Furnished Equipment)                 | 10  | OFE         | OFE            |
| CLIENT PROVIDED     | TABLE CUBBY      | TABLE CUBBY WITH CABLE PASS THROUGH (Owner Furnished Equipment)     | 10  | OFE         | OFE            |
|                     |                  | <u>VIDEO CONFERENCING</u>   |     |             |                |
| LOGITECH            | LOGTAPMSTBASEINT | KIT, BASE MICROSOFT TEAMS ROOMS (NO AV) WITH TAP + INTEL NUC        | 10  | \$2,069.49  | \$20,694.90    |
| LOGITECH            | LOG960001308     | WEBCAM, RALLY BAR ALL-IN-ONE VIDEO BAR MEDIUM ROOM(GRAPHITE)        | 10  | \$3,283.61  | \$32,836.10    |
| LOGITECH            | LOG952000041     | MOUNT, MOUNTING BAR FOR TV MOUNT                                    | 10  | \$146.98    | \$1,469.80     |
|                     |                  | <u>MIC POD</u>  |     |             |                |
| LOGITECH            | LOG939001647     | RALLY MIC POD HUB   | 10  | \$205.27    | \$2,052.70     |
| LOGITECH            | LOG952000047     | CABLE, RALLY MIC POD EXTENSION CABLE                                | 10  | \$163.40    | \$1,634.00     |

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| Mfg             | Model                  | Description   | Qty | Unit Price | Extended Price      |
|-----------------|------------------------|---|-----|------------|---------------------|
| LOGITECH        | LOG989000430           | MICROPHONE POD, ADD ON MIC, OMNI DIRECTIONAL                | 20  | \$287.38   | \$5,747.60          |
| LOGITECH        | LOG952000123           | MOUNT, MIC POD PENDANT                                      | 20  | \$81.29    | \$1,625.80          |
|                 |                        | <b>FLOOR TRACK</b>  |     |            |                     |
| CONNECTRAC      | CONCTA11154C           | ENTRANCE FITTING 1. IN-WALL w/ 15' pre-wired conduit. 4-cir | 10  | \$339.56   | \$3,395.60          |
| CONNECTRAC      | CONBHUBCTBPHE4C1       | RACEWAY POWER END HUB. Required to finish any powered run.  | 10  | \$99.78    | \$997.80            |
| CONNECTRAC      | CONBON1SVCTBPT4C106S   | 6' RACEWAY POWERTRAC pre-wired straight segment. 4-circuit. | 10  | \$324.79   | \$3,247.90          |
| CONNECTRAC      | CONBON1SVCT01CLOM110   | CLIPS: FLEX-ON/FLEX-MAX raceway wire management clips. Qty: | 10  | \$21.09    | \$210.90            |
| CONNECTRAC      | CONBON1SVCR02ONER1DG   | END RAMP: FLEX-ON end-of-raceway transition ramp. DARK GRA  | 10  | \$50.60    | \$506.00            |
| CONNECTRAC      | CONBON1SVCRBRCR10N06SV | 6' RACEWAY TOP COVER & (2) 6' SIDE RAMPS: FLEX-ON. SILVER.  | 10  | \$356.77   | \$3,567.70          |
| CONNECTRAC      | CONBON1SVCTACBTR11DG   | BASE TRIM 1 accessory for single-channel raceway. Hides ope | 10  | \$22.06    | \$220.60            |
| CONNECTRAC      | CONCDT1CTCDT1F1DG      | DATA DEVICE 1. GROMMET: POWERTRAC & DATATRAC. Floor raceway | 10  | \$31.64    | \$316.40            |
| CONNECTRAC      | CONCPW24CTCPW24C1DG    | POWER DEVICE 2. HARDWIRE MONUMENT. Connects to furniture ba | 10  | \$189.67   | \$1,896.70          |
| <b>Subtotal</b> |                        |   |     |            | <b>\$142,120.82</b> |

## Room Support and Maintenance

Elite Maintenance Services - Room; 36-months

**\$20,734.67**

## Device Maintenance

| Mfg             | Model   | Description                   | Months | Qty | Unit Price | Extended Price  |
|-----------------|---------|-------------------------------|--------|-----|------------|-----------------|
| LOGITECH        | 6332851 | Logitech Select One Year Plan | 12     | 1   | \$399.00   | \$399.00        |
| <b>Subtotal</b> |         |                               |        |     |            | <b>\$399.00</b> |

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## Room Summary - XL CONF ROOM [1:1] (1 Room)

### Equipment List

| Mfg                   | Model              | Description   | Qty | Unit Price | Extended Price |
|-----------------------|--------------------|---|-----|------------|----------------|
|                       |                    | <b><u>LOGI Tap + Compute + Rally Cam + Shure Ecosystem</u></b>  |     |            |                |
|                       |                    | <b><u>PROJECTOR</u></b>   |     |            |                |
| SONY                  | SONVPLFHZ80W       | PROJECTOR, WUXGA 6000 LUMEN 28LB LASER WHITE                    | 1   | \$5,066.67 | \$5,066.67     |
| DRAPER SHADE & SCREEN | DRA140110U         | SCREEN, 119" ACCESS V, HDTV, MATT WHITE XT1000V, 110V W/LVC     | 1   | \$3,271.11 | \$3,271.11     |
| CHIEF                 | CHIRPAUW           | MOUNT, UNIVERSAL "RPA" SERIES CEILING - WHITE                   | 1   | \$128.89   | \$128.89       |
| CHIEF                 | CHICMA110          | 8" CEILING PLATE - BLACK  | 1   | \$25.00    | \$25.00        |
| CHIEF                 | CHICMSZ006         | FIXED PIPE FULLY THREADED 6" BLA                                | 1   | \$25.65    | \$25.65        |
| MIDDLE ATLANTIC       | MIDPWR8V           | POWER STRIP, ESSEX 8-OUTLET 15AMP VERTICAL                      | 1   | \$65.00    | \$65.00        |
|                       |                    | <b><u>CABLES + CONTENT INPUT EXTENDER</u></b>                   |     |            |                |
| COMPREHENSIVE VIDEO   | COMMHD18G6PROBLK   | CABLE, 6' MICROFLEX PRO AV/IT CERTIFIED 4K60 18GB HIGH SPEED    | 1   | \$23.21    | \$23.21        |
| COMPREHENSIVE VIDEO   | COMMHD18G9PROBLK   | CABLE, 9' MICROFLEX SERIES, AV/IT 4K60 18G HIGH SPEED, BLK      | 1   | \$29.32    | \$29.32        |
|                       |                    | <b><u>SOURCE EQUIPMENT</u></b>                                  |     |            |                |
| CLIENT PROVIDED       | LAPTOP             | LAPTOP SOURCE WITH HDMI (Owner Furnished Equipment)             | 1   | OFE        | OFE            |
| CLIENT PROVIDED       | TABLE CUBBY        | TABLE CUBBY WITH CABLE PASS THROUGH (Owner Furnished Equipment) | 1   | OFE        | OFE            |
|                       |                    | <b><u>AUDIO</u></b>   |     |            |                |
| SHURE                 | SHUMXA920WS        | MICROPHONE, 24" CEILING ARRAY, SQUARE, WHITE                    | 1   | \$3,326.06 | \$3,326.06     |
| BIAMP SYSTEMS         | BIATESIRAFORTEX400 | MEETING ROOM DSP 4 POE+, AVB & DANTE, 2X2 ANALOG I/O, AEC       | 1   | \$2,750.00 | \$2,750.00     |
| QSC                   | QSCSPA260          | AMPLIFIER, 2 CHANNEL 1/2 RU, ENERGY STAR                        | 1   | \$468.89   | \$468.89       |
| EXTRON ELECTRONICS    | EXT60131003        | SPEAKER, 6.5" 2-WAY CEILING W/8" BACK CAN&TRASFRMER (PAIR)      | 4   | \$350.00   | \$1,400.00     |
|                       |                    | <b><u>VIDEO CONFERENCING</u></b>                                |     |            |                |
| LOGITECH              | LOG960001226       | CAMERA, 13MP, 60 FPS, USB 3.0, 3840X2160 RALLY PTZ CAMERA       | 1   | \$1,148.72 | \$1,148.72     |
| VADDIO INC            | VAD5352000290      | DROP DOWN CEILING MOUNT FOR PTZ CAMERA                          | 1   | \$247.07   | \$247.07       |
| LOGITECH              | LOGTAPMSTBASEINT   | KIT, BASE MICROSOFT TEAMS ROOMS (NO AV) WITH TAP + INTEL NUC    | 1   | \$2,069.49 | \$2,069.49     |
|                       |                    | <b><u>CEILING EXTENSION</u></b>                                 |     |            |                |
| CRESTRON              | CREHDTXC101CE      | TRANSMITTER, HDMI OVER CATX W/IR RS-232, SURFACE MOUNT          | 1   | \$244.44   | \$244.44       |

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| Mfg                | Model                  | Description  | Qty | Unit Price      | Extended Price     |
|--------------------|------------------------|--|-----|-----------------|--------------------|
| CRESTRON           | CREHDRXC101CE          | RECEIVER, HDMI OVER CATX W/IR & RS-232, SURFACE MOUNT        | 1   | \$244.44        | \$244.44           |
| EXTRON ELECTRONICS | EXT60163301            | WORKSPACE CONTROLLER   | 1   | \$327.78        | \$327.78           |
| TRIPPLITE          | TRIPS6                 | POWER STRIP, 6 OUTLET, 4' CORD                               | 1   | \$12.27         | \$12.27            |
|                    |                        | <b>EQUIPMENT HOUSING</b>                                     |     |                 |                    |
| FSR                | FSR17106               | CEILING ENCLOSURE CB-22 2'X2' CB W/2 1 RU MNTS, 7 AC OUTLETS | 1   | \$563.33        | \$563.33           |
| LOGITECH           | LOG939001802           | CABLE, 25M STRONG USB 3.1                                    | 1   | \$491.84        | \$491.84           |
|                    |                        | <b>FLOOR TRACK</b>   |     |                 |                    |
| CONNECTRAC         | CONCTA11154C           | ENTRANCE FITTING 1. IN-WALL w/ 15' pre-wired conduit. 4-cir  | 1   | \$339.56        | \$339.56           |
| CONNECTRAC         | CONBHUBCTBPHE4C1       | RACEWAY POWER END HUB. Required to finish any powered run.   | 1   | \$99.78         | \$99.78            |
| CONNECTRAC         | CONBON1SVCTBPT4C106S   | 6' RACEWAY POWERTRAC pre-wired straight segment. 4-circuit.  | 1   | \$324.79        | \$324.79           |
| CONNECTRAC         | CONBON1SVCT01CLOM110   | CLIPS: FLEX-ON/FLEX-MAX raceway wire management clips. Qty:  | 1   | \$21.09         | \$21.09            |
| CONNECTRAC         | CONBON1SVCR02ONER1DG   | END RAMP: FLEX-ON end-of-raceway transition ramp. DARK GRA   | 1   | \$50.60         | \$50.60            |
| CONNECTRAC         | CONBON1SVCRBRCR10N06SV | 6' RACEWAY TOP COVER & (2) 6' SIDE RAMPS: FLEX-ON. SILVER.   | 1   | \$356.77        | \$356.77           |
| CONNECTRAC         | CONBON1SVCTACBTR11DG   | BASE TRIM 1 accessory for single-channel raceway. Hides ope  | 1   | \$22.06         | \$22.06            |
| CONNECTRAC         | CONCDT1CTCDT1F1DG      | DATA DEVICE 1. GROMMET: POWERTRAC & DATATRAC. Floor raceway  | 1   | \$31.64         | \$31.64            |
| CONNECTRAC         | CONCPW24CTCPW24C1DG    | POWER DEVICE 2. HARDWIRE MONUMENT. Connects to furniture ba  | 1   | \$189.67        | \$189.67           |
|                    |                        |  |     | <b>Subtotal</b> | <b>\$23,365.14</b> |

## Room Support and Maintenance

Elite Maintenance Services - Room; 36-months

**\$3,544.30**

## Device Maintenance

| Mfg      | Model   | Description                   | Months | Qty             | Unit Price      | Extended Price |
|----------|---------|-------------------------------|--------|-----------------|-----------------|----------------|
| LOGITECH | 6332851 | Logitech Select One Year Plan | 12     | 1               | \$399.00        | \$399.00       |
|          |         |                               |        | <b>Subtotal</b> | <b>\$399.00</b> |                |

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## Room Summary - FIRE STATION 17 [1:1] (1 Room)

### Equipment List

| Mfg                    | Model              | Description  | Qty | Unit Price  | Extended Price |
|------------------------|--------------------|--|-----|-------------|----------------|
|                        |                    | <b>DISPLAY</b>   |     |             |                |
| SONY                   | SONFW100BZ40J      | LCD, 100" 4K/UHD, 205LBS, 600 NITS, 9K:1, HDR10 24/7                                     | 2   | \$12,338.60 | \$24,677.20    |
| CHIEF                  | CHIXTM1U           | MOUNT, FUSION MICRO-ADJ TILT WALL MOUNT, EXTRA LARGE                                     | 2   | \$232.22    | \$464.44       |
| CHIEF                  | CHIFCAXV1U         | PULL OUT ACCESSORY, FISOPM. EXTRA LARGE  | 2   | \$401.11    | \$802.22       |
| CHIEF                  | CHIFHB5147         | HARDWARE KIT   | 2   | \$10.45     | \$20.90        |
|                        |                    | <b>VIDEO CONFERENCING</b>  |     |             |                |
| LOGITECH               | LOG960001226       | CAMERA, 13MP, 60 FPS, USB 3.0, 3840X2160 RALLY PTZ CAMERA                                | 4   | \$1,148.72  | \$4,594.88     |
| LOGITECH               | LOG939001805       | CABLE, 45M STRONG USB 3.1  | 4   | \$820.29    | \$3,281.16     |
| VADDIO INC             | VAD5352000290      | DROP DOWN CEILING MOUNT FOR PTZ CAMERA   | 2   | \$247.07    | \$494.14       |
| LOGITECH               | LOGTAPMSTBASEINT   | KIT, BASE MICROSOFT TEAMS ROOMS (NO AV) WITH TAP + INTEL NUC                             | 1   | \$2,069.49  | \$2,069.49     |
| LOGITECH               | LOGTAPMSTBASEINT   | KIT, BASE MICROSOFT TEAMS ROOMS (NO AV) WITH TAP + INTEL NUC (Owner Furnished Equipment) | 1   | OFE         | OFE            |
| QSC                    | QSCCORE8FLEX       | SYSTEM, UNIFIED CORE W/8 LOCAL AUDIO I/O CHANNELS  | 1   | \$1,933.33  | \$1,933.33     |
| QSC                    | QSCSLDAN32P        | SOFTWARE LICENSE, Q-SYS DANTE 32x32 CHANNEL, PERPETUAL                                   | 1   | \$613.33    | \$613.33       |
| SHURE                  | SHUMXA920WS        | MICROPHONE, 24" CEILING ARRAY, SQUARE, WHITE   | 2   | \$3,326.06  | \$6,652.12     |
| NETGEAR                | NETGSM4230PX100NAS | SWITCH, M4250 26G4XF POE PLUS MNGD SW  | 1   | \$1,522.82  | \$1,522.82     |
|                        |                    | <b>MISC CABLES AND CONNECTORS</b>  |     |             |                |
| LIBERTY WIRE AND CABLE | LIBEUSB3AB10       | CABLE, 10' USB 3.0 A TO B  | 2   | \$5.74      | \$11.48        |
| LIBERTY WIRE AND CABLE | LIBEUSBAB10        | CABLE, 10' USB 2.0 A-B M-M   | 2   | \$3.61      | \$7.22         |
| LIBERTY WIRE AND CABLE | LIB152G6S0010      | CABLE, 10' CAT 6A 24AWG SHIELDED PATCH BLACK   | 15  | \$10.91     | \$163.65       |
| LIBERTY WIRE AND CABLE | LIB152G6S0007      | CABLE, 7' CAT6A STE PATCH, BLACK   | 10  | \$8.97      | \$89.70        |
| KRAMER                 | KRACHMHM10         | CABLE, 10' HDMI MALE TO HDMI MALE  | 6   | \$15.28     | \$91.68        |
| KRAMER                 | KRACHMDM6          | CABLE, 6' HDMI MALE TO DVI-D MALE  | 6   | \$18.33     | \$109.98       |
|                        |                    | <b>EXISTING EQUIPMENT TO BE REUSED</b>   |     |             |                |
| SHURE                  | SHUMXW2BETA58Z10   | TRANSMITTER, HANDHELD W/ BETA58 MICROPHONE (Owner Furnished Equipment)                   | 2   | OFE         | OFE            |

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| Mfg             | Model              | Description  | Qty | Unit Price      | Extended Price     |
|-----------------|--------------------|--|-----|-----------------|--------------------|
| SHURE           | SHUMXW1OZ10        | TRANSMITTER, BODYPACK W/INTERGRATED OMNIDIRECTIONAL MICROPHO (Owner Furnished Equipment) | 2   | OFE             | OFE                |
| SHURE           | SHUWL185           | MICROFLEX CARDIOID LAVALIER MICROPHONE (Owner Furnished Equipment)                       | 2   | OFE             | OFE                |
| CRESTRON        | CREDMRMC4KZ100C    | RECEIVER/ROOM CONTROLLER, DM 8G+ 4K60 4:4:4 HDR 100 (Owner Furnished Equipment)          | 4   | OFE             | OFE                |
| CRESTRON        | CRETW760WS         | **TOUCH SCREEN, 7" SURFACE MOUNT - WHITE SMOOTH (Owner Furnished Equipment)              | 2   | OFE             | OFE                |
| CRESTRON        | CREDMTX4KZ100C1GBT | TRANSMITTER, 4K DigitalMedia 8G+ 4K60 HDR WALLPLATE (BLACK) (Owner Furnished Equipment)  | 2   | OFE             | OFE                |
| SHURE           | SHUMXWAPT4         | **TRANSCIEVER, 4-CH ACCESS POINT (Owner Furnished Equipment)                             | 1   | OFE             | OFE                |
| SHURE           | SHUMXWNCS4         | CHARGING STATION, 4CH NETWORKED (Owner Furnished Equipment)                              | 1   | OFE             | OFE                |
| CRESTRON        | CREAM200           | **PRESENTATION SYSTEM, AIRMEDIA 200 (Owner Furnished Equipment)                          | 2   | OFE             | OFE                |
| CRESTRON        | CREAV3             | **CONTROL SYSTEM, 3-SERIES (Owner Furnished Equipment)                                   | 1   | OFE             | OFE                |
| CRESTRON        | CREDMMD8X8CPU3     | 8X8 DigitalMedia SWITCHER (Owner Furnished Equipment)                                    | 1   | OFE             | OFE                |
| CRESTRON        | CREDMC4KZC         | INPUT CARD, DIGITAL MEDIA 8G+ 4K60 4:4:4 HDR FOR DM SWITCHER (Owner Furnished Equipment) | 8   | OFE             | OFE                |
| CRESTRON        | CREDMC4KZCOHD      | OUTPUT CARD, 2-CH DIGITALMEDIA 8G+ 4K60 4:4:4 HDR FOR DM SWI (Owner Furnished Equipment) | 2   | OFE             | OFE                |
| CRESTRON        | CREDMCHDO          | DM OUTPUT CARD, 2-CHANNEL, HDMI (Owner Furnished Equipment)                              | 1   | OFE             | OFE                |
| QSC             | QSCCORE110F        | **SYSTEM, UNIFIED SERIES CORE W/ 24 LOCAL I/O CHANNELS, 1RU (Owner Furnished Equipment)  | 1   | OFE             | OFE                |
| MIDDLE ATLANTIC | MIDMFR2027GE       | RACK, 20 SPACE 27" DEEP MOBILE F, GE (Owner Furnished Equipment)                         | 1   | OFE             | OFE                |
|                 |                    |  |     | <b>Subtotal</b> | <b>\$47,599.74</b> |

## Room Support and Maintenance

**Elite Maintenance Services - Room; 36-months**

**\$11,927.45**

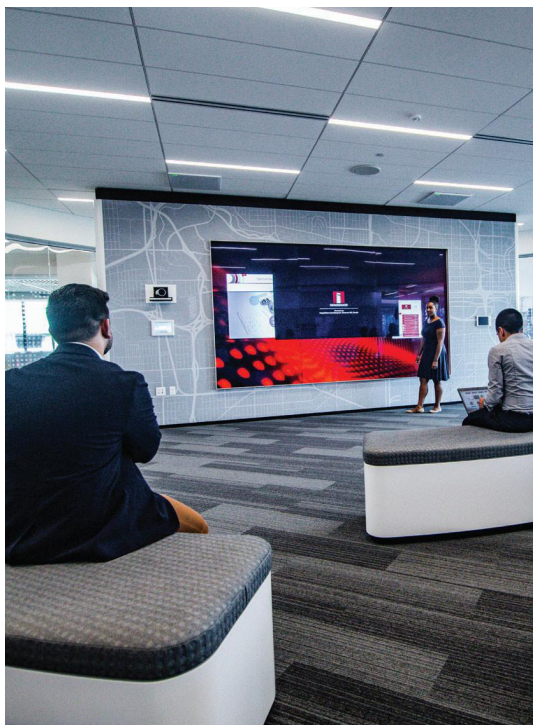
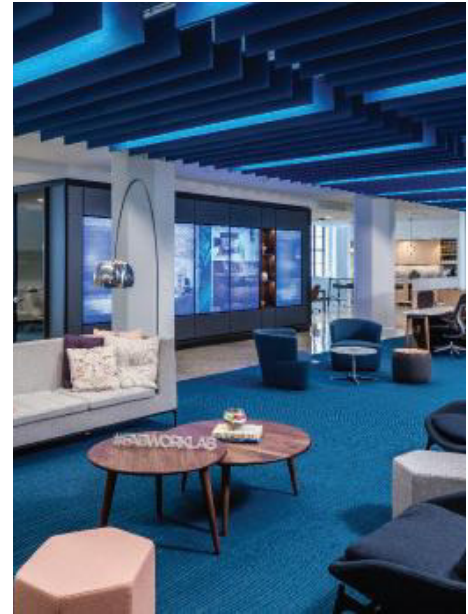
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# Integration Inclusions and Exclusions

## Inclusions

The following items are **included** in this proposal unless **specifically noted otherwise** within this proposal document or scope of work statement:

- All equipment, wire, and accessories required for a fully functional audio/visual system per the agreed upon scope of work.
- Non-union labor associated with audio/visual system engineering, installation, programming, and testing.
- Documentation package including complete as-built AV system diagrams, and manufacturer's operation manuals.
- Coordination and cooperation with the construction team in regard to installing the system.
- User demonstration of full AV system operation for final sign-off.



Any additional trips, labor, or materials due to failure of the other workforces to have the audiovisual system rough-in work completed as anticipated and previously confirmed, will be added to the project billing as required.

Unless otherwise agreed in writing by AVI-SPL, all work performed by AVI-SPL will take place between the hours of 8:00 a.m. and 6:00 p.m. local time, Monday through Friday, excluding public and bank holidays. If AVI-SPL is required to perform work outside of these hours, customer will be charged AVI-SPL's standard overtime rates. Any changes in the hours or days of performance must be agreed to in writing by AVI-SPL.

Where applicable, the owner's architect will provide AVI-SPL's engineering department with all required architectural floor, reflected ceiling, building elevation, and section plans in AutoCAD® format at no charge to AVI-SPL.

## Exclusions

The following items are **excluded** from this proposal **unless specifically identified otherwise** within this proposal document or scope of work statement.

- All conduits, high voltage wiring panels, breakers, relays, boxes, receptacles, etc. Any related electrical work including, but not limited to, 110VAC, conduit, core drilling, raceway, and boxes.
- Voice/data cabling, IE analogue phone lines, ISDN lines, network ports, etc.
- Network connectivity, routing, switching, and port configuration necessary to support audiovisual equipment.
- Concrete saw cutting and/or core drilling.
- Fire wall, ceiling, roof and floor penetration, patching, removal, or fire stopping.
- Necessary sheet rock replacement, ceiling tile, T-bar replacement, and/or wall/ceiling repair.
- Any and all millwork (moldings, trim, etc.). All millwork or modifications to project millwork/furniture to accommodate the AV equipment is to be provided by others.
- Painting, patching, or finishing, of architectural surfaces.
- Permits (unless specifically provided for elsewhere in this proposal document or scope of work statement).
- Engineered (P.E.) seals and/or stamped structural/system details.
- HVAC and plumbing relocation.
- Rough-in, bracing, framing, or finish trim carpentry for installation.
- Cutting, structural welding, or reinforcement of structural steel members required for support of assemblies, if required.
- Owner furnished equipment or equipment furnished by others that is integrated into the systems (as described above) is assumed to be current, industry acceptable, and in good working order. If it is determined that this equipment is faulty upon installation, additional project charges may be incurred.
- Additional or specific manufacturer's "User Adoption" training.
- Additional costs for union labor.



## **Addendum to General Terms and Conditions – Global Chip Shortage**

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Due to global semiconductor chip shortages, Seller is experiencing longer than normal lead times on equipment. As a result, Seller cannot guarantee lead times on equipment and will not be liable for any delays in equipment delivery to the extent caused by such shortages. However, Seller is working with its global suppliers on a daily basis to understand the impact of this chip shortage on delivery timelines and will use reasonable efforts to keep Buyer apprised of anticipated delivery timelines and delays. Should Buyer elect to purchase equipment immediately upon placement of order to mitigate delays, Seller will immediately bill Buyer upon placement of such order and Buyer shall pay for such equipment within the payment terms (e.g. net 30) specified herein, regardless of any other agreed upon billing terms or billing terms specified herein. AVI-SPL will store such equipment in its warehouse until delivery to Buyer. Warranty on such equipment shall commence upon delivery of the equipment to AVI-SPL's warehouse, notwithstanding any other agreed upon warranty terms or warranty terms specified herein.