SOLUTIONZ

Quotation

Prepared for:

Everett Haimes
NSBSD

829 Aivik Street
Utqiagvik, AK 99723
Revision: 4
Date: May 20, 2020

Prepared by:
Shawn Fernandez | 503.625.0810
Solutionz, Inc.
901 Bringham Ave.
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Project Number: 2002057

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Everett Haimes
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NSBSD
May 20, 2020

Project #: 2002057

Project Overview

North Slope Borough School District has requested Solutionz, Inc. to provide a proposal for nineteen 75" interactive displays on carts, seven dual 55" displays on carts and sixteen 27" monitors on carts with Zoom videoconferncing. They have also requested a updated AV system in their Boardroom and Distance Learning Studio.

Quote #: 017038
Revision: 4

Statement of Functionality

75" interactive display cart

System Overview
The 75" interactive display cart system will feature a 75" interactive display, USB media bar, extension microphone, and a height adjustable cart.

Video System
A 75" UHD interactive display will be installed on a height adjustable AV cart. The cart has a manual vertical adjustment of 15.75".

Video Conferencing System
The interactive display will have an integrated Intel i7 OPS (Open Pluggable Solution) computer with Windows 10 IoT Enterprise and pre-configured for Zoom Rooms. The interactive display will allow the users to annotate and whiteboard in and out of Zoom meetings.
The computer will be connected to a Logitech Meetup media bar via USB. The media bar will be mounted above the display. A twenty-foot tabletop expansion microphone will be connected to the media bar. Users can move the expansion microphone to provide additional audio pick up in the room.

User Sources
A twelve-foot HDMI cable will be provided for HDMI content sharing.

Users can also share content wirelessly using their device's Zoom application.

Control System
The Zoom Room will be controlled by the interactive display's 20-point touch screen.

System Notes
NSBSD will be building, configuring, and deploying the 75" interactive display cart AV systems.

The 75" interactive display will need a connection to the building's network.

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Statement of Functionality

Dual 55" display cart

System Overview

Dual 55" display cart system will feature two 55" UHD displays, Poly media bar, and a fixed height cart.

Video System

Two 55" UHD displays will be installed side by side on a fixed height AV cart.

Video Conferencing System

A Poly media bar will be mounted above the displays. The Poly media bar includes the videoconferencing codec, camera, speakers, and microphones. The media bar will come pre-configured with Zoom.

User Sources

A twelve-foot HDMI cable will be provided for HDMI content sharing.

A six-foot USB cable will be provided to allow the users to bypass the Zoom software and use a soft codec on their laptop. The users will be able to use the media bar's camera, microphones, and speakers.

Users can also share content wirelessly using their device's Zoom application.

Control System

The Zoom Room will be controlled by an eight-inch Poly touch panel. This panel will be placed on a shelf below the displays.

System Notes

NSBSD will be building, configuring, and deploying the Dual 55" display cart AV systems.

The Poly media bar will need a connection to the building's network.

The AV cart will be owner furnished.

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Statement of Functionality

27" touch monitor cart

System Overview
The 27" touch monitor cart system will feature a 27" HD monitor, dedicated Zoom Room computer, Logitech media bar, and a small fixed height cart.

Video System
A 27" 1080p touch monitor will be installed on a small fixed height AV cart.

Video Conferencing System
A dedicated Dell computer running Microsoft Windows will be set up in Zoom Room mode. The computer will be mounted in the rack space at the bottom of the cart.
A Logitech media bar includes the camera, speakers, and microphones will be connected to the computer via USB. The media bar will be mounted above the 27" monitor.

User Sources
A nine-foot HDMI cable will be provided for HDMI content sharing.
Users can also share content wirelessly using their device's Zoom application.

Control System
The Zoom meeting, whiteboarding, and annotation will be controlled by the 27" touch monitor.

System Notes
NSBSD will be building, configuring, and deploying the 27" touch monitor cart AV systems.
The dedicated computer will need a connection to the building's network.

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Statement of Functionality

Distance Learning Studio

System Overview
The Distance Learning Studio will feature an 86" UHD interactive touch display, a 65" UHD display, dedicated Zoom Room computer, speaker tracking PTZ camera, audience PTZ camera, audio DSP, ceiling microphones, two lavalier wireless microphones, two handheld wireless microphones, audio amplifier, ceiling speakers, two HDMI wall plates, AV control processor, AV network switch, 10" wall mounted control touch panel, wireless 9" control touch panel, occupancy sensor and a 25 space equipment rack.

Video System
An 86" UHD interactive touch display will be mounted in place of the projector screen. The interactive display will have a native resolution of 3840 x 2160 (4K). It will be mounted on an electric 26" vertical lift height adjustable floor support mount.
A 65" UHD display will also have a native resolution of 3840 x 2160 (4K). It will be mounted to the right of the 86" UHD interactive touch display using a retractable wall mount.

Video Conferencing System
A dedicated Dell computer running Microsoft Windows will be set up in Zoom Room mode. The computer will be mounted in the device compartment of the 86" UHD interactive touch display mount.

A 20x zoom PTZ speaker tracking camera will be mounted in the ceiling facing the display wall to capture the meeting participant at the front of the room. A 30x zoom PTZ camera will be mounted above the 65" display facing the audience. The cameras will automatically switch between the speaker tracking camera and the audience depending on where participants are talking in the room. The user will be able to turn off the auto tracking and switching features to control the cameras manually or to select a camera preset view.

Audio System
An audio digital signal processor (DSP) will be used to route the system's audio.
Nine hanging ceiling microphones will pick up the room's participants.

Two lavalier and two handheld wireless microphones can be used to enhance the user's voice to the far side participants and to provide sound reinforcement in the room. The wireless microphone antennas will be extended from the equipment rack to behind the 65" display to allow the microphones to be used everywhere in the room.

Six ceiling speakers will be mounted in the ceiling to provide sound reinforcement from the far side Zoom meeting participants and the wireless microphones.

User Sources

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Statement of Functionality

Two HDMI wall plates will be surface mounted on the control center wall to the left of the display wall.

Users can also share content wirelessly using their device's Zoom application.

A mechanical arm document camera will be provided for a content source input. The document camera will be controlled manually or by using the USB connection. It can be connected to either HDMI wall plates.

A Component/Composite to HDMI scaler and Bi-Directional S-Video to Composite cable will also be provided to allow the user to connect legacy video sources to the two HDMI wall plates.

AV Routing System

A Crestron 8x8 Digital Media (DM) switcher will be used to route the system's video. The dedicated computer's first output will be directly connected to the 86" UHD interactive display to allow for an uncompressed UHD (4K) signal. The HDMI wall plates, and the dedicated computer's second output can be routed to either display. Users may do this when the are in and out of Zoom meetings.

Control System

A 10" wall mounted control touch panel will be mounted on the control center wall. It will be mounted on an angled surface mount at 4' above finished floor to meet ADA requirements.

A wireless 9" control touch panel will be mounted on a table dock in the office. The wireless touch panel will be able to be used everywhere in the room.

The AV control processor and touch panels will allow the users to control the displays, video routing, microphones, speaker audio levels, and the PTZ cameras.

The Zoom meeting, whiteboarding, annotation and other interactive display functions will be controlled by the 86" UHD interactive display.

An occupancy sensor will be mounted in the ceiling to assist with the automatic shutdown of the AV system. The shutdown will be placed on a schedule but will be bypassed if the occupancy sensor has been triggered by a room occupant.

Equipment Rack and Furniture

A 25 space Middle Atlantic equipment rack will be mounted in the server room. This rack will house the AV head-end equipment.

System Notes

Solutionz Inc. will decommission the existing equipment.

Solutionz will provide a surface mount/cover solution for the routing of cables and equipment on the control center wall.

Whiteboarding and content annotation is available to the users in and out of Zoom meetings.

The dedicated computer and AV control processor will need a connection to the building's network.

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Statement of Functionality

Boardroom

System Overview
The Boardroom will feature two 75" UHD displays and one 65" display, a Poly video codec, two PTZ cameras, audio DSP, ceiling microphones, one handheld wireless microphones, audio amplifier, ceiling speakers, two HDMI table inputs, AV control processor, AV network switch, 10" wall mounted control touch panel, wireless 9" control touch panel, occupancy sensor and owner furnished equipment rack.

Video System
Two 75" UHD displays will be mounted on the left and right wall. These displays are to provide video content for the occupants at the table.

A 65" UHD display will be mounted on an articulating wall mount that can be angled to face the audience area.

Video Conferencing System
A Poly G7500 videoconferncing codec will be set up in Zoom Room mode.

One 20x zoom PTZ camera will be ceiling mounted in the middle of the room. This camera will point towards the occupants at the table. One 30x zoom PTZ camera will be mounted on the front wall. This camera will be pick up the audience area. The cameras will automatically switch between the two PTZ cameras depending on where participants are talking in the room. The user will be able to turn off the auto switching features to control the cameras manually or to select a camera preset view.

Audio System
An audio digital signal processor (DSP) will be used to route the system's audio.

Eight flush mount microphones will pick up the room's participants.

One handheld wireless microphone can be used to enhance the user's voice to the far side participants and to provide sound reinforcement in the room.

Thirteen gooseneck microphones will be set up along the table. Users will be able to mute an unmute the microphones using the gooseneck base.

Ten ceiling speakers will be mounted in the ceiling to provide sound reinforcement from the far side Zoom meeting participants and the wireless microphone.

User Sources
Two HDMI table inputs will be available for content sharing.

Users can also share content wirelessly using their device's Zoom application.

AV Routing System

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Statement of Functionality

A Crestron 8x8 Digital Media (DM) switcher will be used to route the system's video. The users can share both outputs of the videoconferencing codec and/or both HDMI table inputs on any display. The system will default to mirroring the same video signal to all three displays unless the user goes into the advanced routing touch panel UI page.

Control System

A 10" wall mounted control touch panel will be mounted on the front wall. It will be mounted on an angled surface mount at 4' above finished floor to meet ADA requirements.

A wireless 9" control touch panel will also be mounted on the front wall. The wireless touch panel will be able to be used everywhere in the room.

The AV control processor and touch panels will allow the users to control the Zoom meeting, displays, video routing, microphones, speaker audio levels, and the PTZ cameras.

An occupancy sensor will be mounted in the ceiling to assist with the automatic shutdown of the AV system. The shutdown will be placed on a schedule but will be bypassed if the occupancy sensor has been triggered by a room occupant.

Equipment Rack and Furniture

An owner furnished equipment rack will house the AV head-end equipment. It is currently in a room adjacent to the Boardroom.

System Notes

Solutionz Inc. will decommission the existing equipment.

The Poly video codec and AV control processor will need a connection to the building's network.

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Master Summary

Ref	System Name	System Description	Quantity	Equipment	Materials	Professional Services	Shipping & Handling	TOTAL
1	75" interactive display cart	75" interactive display cart	19	$ 204,877.00	$ 532.00	$ -	$ -	$ 205,409.00
2	Dual 55" existing display cart	Dual 55" existing display cart	7	$ 54,859.00	$ 17,892.00	$ -	$ -	$ 72,751.00
3	27" touch monitor cart	27" touch monitor cart	16	$ 111,040.00	$ 448.00	$ -	$ -	$ 111,488.00
4	Distance Learning Studio	Distance Learning Studio	1	$ 72,310.00	$ 6,889.00	$ 32,535.00	$ 30,000.00	$ 141,734.00
5	Boardroom	Boardroom	1	$ 82,648.00	$ 4,667.00	$ 32,535.00	$ 30,000.00	$ 149,850.00
6						$ -		$ -
		TOTALS		$ 525,734.00	$ 30,428.00	$ 65,070.00	$ 60,000.00	$ 681,232.00
						Prime Call IM, 1 Year		$ 35,970.00
						SecureAV, 3 Year		$ 17,630.00
						Sales Tax (Rate: 0.00%)		$ -
						Bond Not in Contract		$ -
						Permit(s) Not in Contract		$ -
						Grand Total		**$ 734,832.00**

Alternates & Options

Not Including Tax, SecureAV, Prime Call, Permits or Bond

Ref	System Name	System Description	Quantity	Equipment	Materials	Professional Services	G&A	TOTAL
1						$ -		$ -
2						$ -		$ -
3						$ -		$ -
4						$ -		$ -

SOLUTIONZ, INC.
SecureAV

SecureAV protects your organization from the inherent vulnerabilities that are known in AV equipment.

AV equipment has inherent known vulnerabilities. It's built to communicate! Historically this equipment didn't reside on the network, but with a rise in AV over IP for the simplicity and ease of use, and with the exponential growth of automated hacking (even with segmented VLANS we are seeing breaches), AV equipment is open to malicious threats.

As AV integration experts, it is our responsibility to do whatever we can to protect our customers' AV (IoT) environments. Solutionz SecureAV protects your organization's data by automatically detecting, responding and blocking the malicious threats these environments are hit with daily.

Features & Benefits

- Automated monitoring: We monitor (24/7/365) of every data packet that crosses the AV/UC boundary with automated response (block, ticket, notification).
- Automated blocking: We detect and block malicious traffic that eliminates threat exposure.
- Customized Block Lists: automatically implemented to internal Security Operations Center.
- Annual Vulnerability Scan: identify vulnerabilities that compromise the security of your entire system.
- Customized Reporting: monthly, quarterly or yearly detailed reports of connections viewed, muted and blocked in your AV environment and depicts the security state of the AV environment.
- AV/UC environment scanning: monthly or quarterly scanning (optional add-on).
- Encrypted Communication (optional add-on).

What does SecureAV protect me against?

Solutionz SecureAV, looks at every data packet coming into and out of your AV/UC environment and uses machine learning to determine determines if the traffic is a threat to your environment and then reacts according to how you set your policy (block the traffic, report the traffic or ignore the traffic) — this protects your environment against common attacks such as eavesdropping, botnets, denial of service attacks, man in the middle attacks, LAN hopping, open relays and other common security issues. It protects you against the common attacks that impact these organizations

SOLUTIONZ

My AV gear sits on a VLAN/Subnet. Why do I need this?

Secure AV continuously monitors threats. We are constantly monitoring malicious threats that get through the edge firewall. New threats are created each day.

What is VLAN hopping?

In a VLAN hopping attack, a hacker connected to one VLAN gains access to other VLANs that they do not have permission to enter. An attacker is able to send packets to ports that are not normally accessible, penetrating other VLANS. This is a SIGNIFICANT security threat. It lets malicious actors gain access to networks that they should not be able to get access to. VLAN hopping is a preventable problem.

What Security Level is Solutionz Providing?

We make every effort to implement all our Solutionz AV installs in a secure manner. The issue we are addressing with our Secure AV process is to enable you to secure the data exchanged over your AV/UC systems are protected. We do that by providing you tools that can either report issues or stop issues and then report them to your security team. One of the most valuable features is visibility. With visibility you can take action.

Will This Slow Or Derogate Our AV Equipment Performance?

No. The Solutionz's "firewall" device is more of a pass through that allows our Artificial Intelligence Machine Learning engine the access the Net Flow or System Log data needed to facilitate threat monitoring.

How Difficult Is This To Set Up And Manage?

This can be one firewall policy on your current firewall, or it can be our Solutionz firewall device in front of your AV gear. Setup is done by us and is completely turnkey with very little to no effort needed from you. We monitor and alert you to any threats.

How Much Success Has Secure Av Had In Protecting Customers AV Equipment?

Historically, we have observed a minimum to 90% to 95% success rate and proactively stopping malicious connections to a customer network in an automated manner.

THE BOTTOM LINE:

- In 2019, the cost of Cyber crime was $3.5 Billion
- The average cost for a data breach is $3,920,000
- IoT devices provide launchpads for attackers
- 60% of SMBs fail within 6 months of a data breach
- The average annual salary of a Tier 1 SOC Analyst is $73k
- SecureAV is meant to protect the company's most valuable asset – its data.

Prevent **Detect & Respond** **Report**

SOLUTIONZ

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System:

75" interactive display cart

ITEM	BRAND	QTY	UNIT	MODEL	DESCRIPTION	UNIT PRICE	EXTENDED PRICE
1	**Video Conferencing System**						
	AVTEQ	1	EA	RPS-500-70	Height adjustable, single display AV cart supports display from 90.2 to 154 lbs. 10RU.	$1,640.00	$1,640.00
2							
3	AVTEQ	1	EA	RPS-AS5	Avteq Extra Camera Shelf	$80.00	$80.00
4	Avocor	1	EA	ALZ-7520	75" Display for Zoom Room Touch with MeetUp	$6,769.00	$6,769.00
5	Avocor	2	EA	AVE-STYLUS-SM	Avocor AVE Stylus Small Tip	$35.00	$70.00
6	Logitech	1	EA	989-000405	MEETUP Expansion Microphone - with 14' Cable	$252.00	$252.00
7	**Miscellaneous**						
8	CyberPower	1	EA	CP1500PFCLCD	Cyberpower PURE SINEWAVE 1500VA CP PFC UPS	$318.00	$318.00
9	Training	1	EA	TRAINING	Adoption & Sustainability	$1,615.00	$1,615.00
10	**Cabling**						
	Comprehensive	1	EA	HD18G-12PROBLK	Pro AV/IT Certified 18Gb 4K High Speed HDMI Cable with ProGrip 3ft Black - 12 ft	$39.00	$39.00
11							
12					**Total Equipment**	$	10,783.00
13	**Materials**						
14		1	Lot		Miscellaneous Parts & Hardware	$ -	$ -
15		1	Lot		Wire, Cable & Connectors	$ 28.00	$ 28.00
16					**Total Materials**	$	**28.00**
17							
18							
19	**Shipping & Handling**						
20		1.00					$ -
21					**Total G&A**	$	-
22							
23					**Sub Total**	$	**10,811.00**
24					**Sales Tax (0.000%)**	$	-
25					**System Total**	$	**10,811.00**

File: Solutionz Quote - 2002688 NSBSD 2018 RUS DLT Project -v04
Sheet: 75" interactive display cart

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System:

Dual 55" existing display cart

ITEM	BRAND	QTY	UNIT	MODEL	DESCRIPTION	UNIT PRICE	EXTENDED PRICE
1	**Video System**						
	AVTEQ	1	EA	POLY-STUDIO-BRK	Custom mount bracket to install Polycom Studio USB video bar above or below a display	$432.00	$432.00
2					on AVTEC mounts, mobel stands or wall-mount stands		
3	AVTEQ		EA	RPS-500	Owner Furnished - AV Cart		
4	AVTEQ	1	EA	RPS-AS5	Avteq Extra Camera Shelf	$80.00	$80.00
5	AVTEQ	1	EA	UM-2	Universal dual mount - supports displays up to 70".	$328.00	$328.00
6	Viewsonic	2	EA	CDE5510	55 4K Ultra HD Commercial Display	$908.00	$1,816.00
7	**Video Conferencing System**						
	Poly	1	EA	6230-86510-001	Pre-configured for Zoom:POLY STUDIO X50&TC8;4K Video Conf/Collab/Wireless Pres Sys:Touch Cntlr,4K 5x Cam,Codec,Spkrphone,Wall Mount;Cables:1 HDMI 1.83M,1CAT5E LAN 4.57m:Pwr: Amer-Type B,NEMA 5-15.Optional Srvc sold separately.Call Disty for Pricing	$3,094.00	$3,094.00
8							
9	**Miscellaneous**						
10	CyberPower	1	EA	CP1500PFCLCD	Cyberpower PURE SINEWAVE 1500VA CP PFC UPS	$296.00	$296.00
11	Middle Atlantic	1	EA	PD-915R	9OUT,15A,RCKMNT POWER CEN	$110.00	$110.00
12	Training	1	EA	TRAINING	Adoption & Sustainability	$1,615.00	$1,615.00
13	**Cabling**						
	Comprehensive	1	EA	HD18G-12PROBLK	Pro AV/IT Certified 18Gb 4K High Speed HDMI Cable with ProGrip 3ft Black - 12 ft	$39.00	$39.00
14							
15	Comprehensive	1	EA	USB3-CA-6ST	USB 3.1 C Male to A Male Cable	$27.00	$27.00
16						**Total Equipment** $	**7,837.00**
17	**Materials**						
18		1	Lot		Miscellaneous Parts & Hardware	$ 2,528.00 $	2,528.00
19		1	Lot		Wire, Cable & Connectors	$ 28.00 $	28.00
20						**Total Materials** $	**2,556.00**
21							
22							
23	**Shipping & Handling**						
24		1.00				$ - $	-
25						**Total G&A** $	**-**
26							
27						**Sub Total** $	**10,393.00**
28						**Sales Tax (0.000%)** $	**-**
29						**System Total** $	**10,393.00**

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System:

27" touch monitor cart

ITEM	BRAND	QTY	UNIT	MODEL	DESCRIPTION	UNIT PRICE	EXTENDED PRICE
1	**Video System**						
	AVTEQ	1	EA	TMP-200	TMP single 200 telemedicine cart supports single display up to 37", dual displays up to 32". 2RU.	$1,972.00	$1,972.00
2							
3	Viewsonic	1	EA	TD2760	27" 10-point Touch Display (PCT) with Advanced Ergonomic Stand,1920x1080	$693.00	$693.00
4	CHIEF	1	EA	CAVBP2-B1	2U Steel Vented Blanking Panel; Fits all Component Series AV racks	$22.00	$22.00
5	**Video Conferencing System**						
6	Dell	1	EA	OptiPlex 7070 Micro	Compact Computer - 16GB ram, 256 SSDrive, Core i7 processor, Windows Pro	$1,130.00	$1,130.00
	Logitech	1	EA	960-001101	MEETUP System - 120°FOV, 4K optics with built in microphone and speaker array	$1,029.00	$1,029.00
7							
8	Magewell	1	EA	32060	USB Capture HDMI Gen 2	$400.00	$400.00
9	**Cableing**						
10	Comprehensive	1	EA	DISP-DISP-6ST	Standard Series DisplayPort Male To Male Cable 6ft.	$12.00	$12.00
11	Comprehensive	1	EA	HD18G-9PROBLK	Pro AV/IT Certified 18Gb 4K High Speed HDMI Cable with ProGrip 3ft Black - 9 ft	$28.00	$28.00
12	Kensington	1	EA	K64673AM	Combination Cable Lock for Laptops and Other Devices	$39.00	$39.00
13	Training	1	EA	TRAINING	Adoption & Sustainability	$1,615.00	$1,615.00
14						**Total Equipment** $	**6,940.00**
15	**Materials**						
16		1	Lot		Miscellaneous Parts & Hardware	$ -	$ -
17		1	Lot		Wire, Cable & Connectors	$ 28.00	$ 28.00
18						**Total Materials** $	**28.00**
19							
20							
21	**Shipping & Handling**						
22		1.00				$ -	$ -
23						**Total G&A** $	**-**
24							
25						**Sub Total** $	**6,968.00**
26						**Sales Tax (0.000%)** $	**-**
27						**System Total** $	**6,968.00**

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Revision: 4

System:

Distance Learning Studio

ITEM	BRAND	QTY	UNIT	MODEL	DESCRIPTION	UNIT PRICE	EXTENDED PRICE
1	**Video System**						
2	AVER	1	EA	M70HD	Mechanical arm document camera	$598.00	$598.00
3	AVER	1	EA	VISSPC3LB	Light Box	$322.00	$322.00
4	AVER	1	EA	PANTIGLA1	Anti-Glare sheet	$6.00	$6.00
5	Avocor	1	EA	AVE-8620	86" Interactive Touch Screen	$10,000.00	$10,000.00
6	Avocor	4	EA	AVE-STYLUS-SM	Avocor AVE Stylus Small Tip	$32.00	$128.00
7	CHIEF	1	EA	FCAV1U	FUSION PULLOUT	$284.00	$284.00
8	CHIEF	1	EA	MTM1U	Micro-Adjust Tilt Wall Mount Medium	$154.00	$154.00
9	CHIEF	1	EA	XFD1U	Electric Height Adj Floor Support XL -US	$2,133.00	$2,133.00
10	ViewSonic	1	EA	CDE6510	65 4K Ultra HD Commercial Display	$1,499.00	$1,499.00
11	**Video Conferencing System**						
12	Dell	1	EA	OptiPlex 7070 Micro	Compact Computer - 16GB ram, 256 SSDrive, Core i7 processor, Windows Pro	$1,130.00	$1,130.00
13	Huddle Cam HD	1	EA	HC20X-SIMPLTRACK2	Second Generation Auto-Tracking	20X Optical Zoom	IP Streaming, 3G-SDI / DVI-D / USB3.0	59 FOV (Gray)	Control Software only available in English for Windows	US Style Power Supply	$2,584.00	$2,584.00
14	Magewell	2	EA	32060	USB Capture HDMI Gen 2	$400.00	$800.00
15	Sound Control Technologies	1	EA	RC4-SHD	Sony EVI-HD3/DVI & EVI-HD7/DVI Cameras w/Generic Head-End RC4-CE Camera Interface Module RCC-C004 1' DVI to HDMI Camera Cable RCC-C005 1' RJ45 to 8Pin Mini-Din Camera Cable RCC-C006 1' RJ11 to 8Pin Mini-Din Camera Cable RC4-HE Head-End/Codec Interface Module RCC-H001 3' HDMI Head-End Cable RCC-H010 3' DB9F to DB9F Control Head-End Cable RCC-H004 1' 8Pin to 9Pin Visca Loop Cable	$1,647.00	$1,647.00
16	Sound Control Technologies	1	EA	RC-RK2	1RU: 2 Head-End Modules	$143.00	$143.00
17	VADDIO	1	EA	535-2000-293	DROP DN MT FOR LARGE PTZ CAMERAS - LONG	$328.00	$328.00
18	VADDIO	1	EA	999-99630-100W	RoboSHOT 30E OneLINK HDMI SYS WHT	$5,171.00	$5,171.00
19	**Audio System**						
20	Biamp Systems	3	EA	Parlé TCM-1 White	AVB Beamtracking™ ceiling microphone, white pendant	$1,066.00	$3,198.00
21	Biamp Systems	6	EA	Parlé TCM-1EX White	Expansion AVB Beamtracking ceiling microphone, white pendant	$567.00	$3,402.00
22	Biamp Systems	1	EA	Tesira DSP-2	Tesira DSP card with two DSPs	$566.00	$566.00
23	Biamp Systems	1	EA	Tesira EX-UBT	PoE AVB/USB expander with Bluetooth® wireless technology	$467.00	$467.00
24	Biamp Systems	4	EA	Tesira SEC-4	Tesira 4 channel mic/line input card with acoustic echo cancellation per channel	$495.00	$1,980.00
25	Biamp Systems	1	EA	Tesira SERVER-IO AVB	Configurable I/O DSP with up to 48 channels of I/O, 1 DSP-2 card (2 additional DSP-2 cards can be added), and 1 AVB-1 network card	$4,900.00	$4,900.00
26	Biamp Systems	1	EA	Tesira SIC-4	Tesira 4 channel mic/line input card	$243.00	$243.00
27	Biamp Systems	1	EA	Tesira SOC-4	Tesira 4 channel mic/line output card	$215.00	$215.00
28	Biamp Systems	1	EA	TesiraCONNECT TC-5	5-port expansion device	$800.00	$800.00
29	Community	6	EA	SAROS ICE6LPT-W-T-EACH	Saros® Express Low-Profile 6.5" 2-Way In-Ceiling Speaker, White Textured, Single (must be ordered in multiples of 2)	$122.00	$732.00
30	Crestron	1	EA	AMP-2100-70	Dual-Channel Modular Power Amplifier, 100W/Ch., 70V	$700.00	$700.00
31	SHURE	2	EA	SLX14/85-G4	Includes SLX1 and WL185 Microflex® Cardioid Lavalier Microphone	$622.00	$1,244.00
32	SHURE	2	EA	SLX24/SM58-G4	Includes SLX2/SM58 Handheld Transmitter with SM58 Microphone	$567.00	$1,134.00
33	SHURE	2	EA	UA505	Mounting Bracket and BNC Adapter for Remote Antenna Mounting (Contains one)	$34.00	$68.00
34	SHURE	1	EA	UA844+SWB	Five-way active antenna splitter and power distribution system for QLX-D®, ULX®, ULX-D®, SLX®, and BLX® (BLX4R only) receivers. (470-952 MHz)	$506.00	$506.00
35	SHURE	2	EA	UA8-470-530	1/2 Wave Omnidirectional Antenna for UR4S+, UR4D+, ULXS4, ULXP4 Receivers, P9T Transmitter, (470-530 MHz)	$28.00	$56.00
36	**AV Routing System**						
37	Black Box	1	EA	AVSC-VIDEO-HDMI	Component/Composite-to-HDMI Scaler and Converter with Audio	$318.00	$318.00
38	C2G	1	EA	CG27963	Bi-Directional S-Video to Composite Video Cable	$11.00	$11.00
39	Crestron	3	EA	DMC-4KZ-C	DigitalMedia 8G+® 4K60 4:4:4 HDR Input Card for DM® Switchers, HDBaseT® Compatible	$734.00	$2,202.00
40	Crestron	2	EA	DMC-4KZ-CO-HD	2-Channel DigitalMedia 8G+® 4K60 4:4:4 HDR Output Card for DM® Switchers	$867.00	$1,734.00
41	Crestron	2	EA	DMC-4KZ-HD	HDMI® 4K60 4:4:4 HDR Input Card for DM® Switchers	$534.00	$1,068.00
42	Crestron	1	EA	DMC-4KZ-HDO	2-Channel HDMI® 4K60 4:4:4 HDR Scaling Output Card for DM® Switchers	$1,200.00	$1,200.00
43	Crestron	1	EA	DM-MD8X8-CPU3	8x8 DigitalMedia™ Switcher	$2,867.00	$2,867.00
44	Crestron	3	EA	DM-RMC-4KZ-SCALER-C	DigitalMedia 8G+® 4K60 4:4:4 HDR Receiver and Room Controller with Scaler	$1,200.00	$3,600.00
45	Crestron	3	EA	DM-TX-4K-100-C-1G-W-T	Wall Plate 4K DigitalMedia 8G+® Transmitter 100, White Textured	$467.00	$1,401.00
46	**Control System**						
47	Crestron	1	EA	CEN-GWEXER-PWE	infiNET EX® & ER Wireless Gateway w/PoE Injector	$367.00	$367.00
48	Crestron	1	EA	CEN-ODT-C-POE	Dual-Technology Occupancy Sensor, PoE, 2,000 Sq Ft	$334.00	$334.00
49	Crestron	1	EA	CP3N	3-Series Control System®	$1,734.00	$1,734.00
50	Crestron	1	EA	TST-902	8.7" Wireless Touch Screen	$2,534.00	$2,534.00
51	Crestron	1	EA	TST-902-DS	Table Dock for TST-902	$134.00	$134.00

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901 Bringham Ave.
Los Angeles, CA 90049
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Everett Haimes
829 Aivik Street | Utqiagvik, AK 99723
NSBSD
May 20, 2020

Project #: 2002057
Quote #: 017038
Revision: 4

System:

Distance Learning Studio

ITEM	BRAND	QTY	UNIT	MODEL	DESCRIPTION	UNIT PRICE	EXTENDED PRICE
52	Crestron	1	EA	TSW-1060-W-S	10.1 in. Touch Screen, White Smooth	$1,600.00	$1,600.00
53	Crestron	1	EA	TSW-760/1060-MSMK-W-S	Multisurface Mount Kit for TSS-7, TSS-10, TSW-760, and TSW-1060 Series, Angled, White Smooth	$134.00	$134.00
54	LUXUL	1	EA	AMS-1208P	AV Series 12-Pt/8 PoE+ GbE Mngd Switch	$350.00	$350.00
55	**Equipment Rack**						
56	CyberPower	1	EA	CP1500PFCLCD	Cyberpower PURE SINEWAVE 1500VA CP PFC UPS	$296.00	$296.00
57	Middle Atlantic	1	EA	BGR-2527LRD	25SP/27D MULTIBAY BGR LRD	$656.00	$656.00
58	Middle Atlantic	1	EA	LACE-23-OP	3-1/4"W,23SP,TIE PST,6PK	$128.00	$128.00
59	Middle Atlantic	1	EA	LF-HD	HEAVY DUTY LEVELING FEET	$23.00	$23.00
60	Middle Atlantic	2	EA	PD-915R	9OUT,15A,RCKMNT POWER CEN	$102.00	$204.00
61	Middle Atlantic	2	EA	U1	1SP RACKSHELF 11DP	$37.00	$74.00
62	Middle Atlantic	1	EA	U2	2SP RACKSHELF 14.75DP	$50.00	$50.00
63	Training	1	EA	TRAINING	Adoption & Sustainability	$2,153.00	$2,153.00
64					**Total Equipment**		**$ 72,310.00**
65	**Materials**						
66		1	Lot		Miscellaneous Parts & Hardware	$ -	$ -
67		1	Lot		Wire, Cable & Connectors	$ 6,889.00	$ 6,889.00
68					**Total Materials**		**$ 6,889.00**
69	**Services**						
70					**Total Services**		**$32,535.00**
71							
72							
73	**Shipping & Handling**						
74		1.00				$ 30,000.00	$ 30,000.00
75					**Total G&A**		**$ 30,000.00**
76							
77					**Sub Total**		**$ 141,734.00**
78					**Sales Tax (0.000%)**		**$ -**
79					**System Total**		**$ 141,734.00**

Project #: 2002057
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Revision: 4

System:

Boardroom

ITEM	BRAND	QTY	UNIT	MODEL	DESCRIPTION	UNIT PRICE	EXTENDED PRICE
1	**Video System**						
2	CHIEF	1	EA	PDRUB	LARGE DUAL ARM W/ UNIVERSAL	$722.00	$722.00
3	CHIEF	1	EA	PSBUB	UNIVERSAL PSB BLACK	$128.00	$128.00
4	Level Mount	2	EA	DC65DMC	Owner Furnished - Deluxe Cantilever Mount Fits 37 to 85 in. TVs		
5	Viewsonic	1	EA	CDE6510	65 4K Ultra HD Commercial Display	$1,210.00	$1,210.00
6	Viewsonic	2	EA	CDE7500	75" 4K UHD Commercial Display	$2,018.00	$4,036.00
7	**Video Conferencing System**						
8	Poly	1	EA	2457-64356-018	Camera Cable for EagleEye IV cameras or Digital Breakout Adapter (DBA). 457mm / 18" mini-HDCI(M) to HDCI(M) digital cable. Connects EagleEye IV to codec or DBA, or DBA to Group Series codec	$96.00	$96.00
9	Poly	1	EA	200-65088-001	Group 500 CODEC ONLY SKU (no camera, microphone array, power cord) - 720p, NTSC/PAL. Includes remote control, two 1.8m HDMI, one 3.6m CAT 5E LAN. CALA includes Service in price. ROW require purchase of separate Service Product ID.	$5,600.00	$5,600.00
10	Poly	1	EA	7200-68524-125	EagleEye Digital Breakout Adapter (DBA)-codec.Breaks out RealPresence Group HDCI (sans audio) input to HDMI and DB9. Includes: DBA-codec.Order min-HDCI to HDCI cable separately.See User's guide for installation guidelines.	$65.00	$65.00
11	VADDIO	1	EA	999-2225-200	IN CEILING HALF-RECESSED ROBOSHOT UHD	$800.00	$800.00
12	VADDIO	1	EA	999-9950-100W	ROBOSHOT 20 UHD ONELINK HDMI SYS-WHT N/A	$6,748.00	$6,748.00
13	VADDIO	1	EA	999-99630-100W	RoboSHOT 30E OneLINK HDMI SYS WHT	$5,171.00	$5,171.00
14	**Audio System**						
15	Biamp Systems	4	EA	Parlé TCM-X White	AVB Beamtracking™ ceiling microphone, white ceiling mount	$1,428.00	$5,712.00
16	Biamp Systems	4	EA	Parlé TCM-XEX White	Low-profile Beamtracking ceiling microphone, white	$893.00	$3,572.00
17	Biamp Systems	1	EA	Tesira DAN-1	Tesira 64x64 Dante™ module for use in SERVER or SERVER-IO chassis	$1,056.00	$1,056.00
18	Biamp Systems	1	EA	Tesira DSP-2	Tesira DSP card with two DSPs	$606.00	$606.00
19	Biamp Systems	6	EA	Tesira SEC-4	Tesira 4 channel mic/line input card with acoustic echo cancellation per channel	$530.00	$3,180.00
20	Biamp Systems	1	EA	Tesira SERVER-IO AVB	Configurable I/O DSP with up to 48 channels of I/O, 1 DSP-2 card (2 additional DSP-2 cards can be added), and 1 AVB-1 network card	$5,250.00	$5,250.00
21	Biamp Systems	1	EA	Tesira SIC-4	Tesira 4 channel mic/line input card	$260.00	$260.00
22	Biamp Systems	1	EA	Tesira SOC-4	Tesira 4 channel mic/line output card	$230.00	$230.00
23	Biamp Systems	1	EA	TesiraCONNECT TC-5	5-port expansion device	$858.00	$858.00
24	Community	10	EA	SAROS ICE6LPT-W-T-EACH	Saros® Express Low-Profile 6.5" 2-Way In-Ceiling Speaker, White Textured, Single (must be ordered in multiples of 2)	$130.00	$1,300.00
25	Crestron	1	EA	AMP-2100	Dual-Channel Modular Power Amplifier, 100W/Ch., 4/8?.	$608.00	$608.00
26	RDL	1	EA	TX-A2D	Dual Audio Converter – Balanced to Unbal	$128.00	$128.00
27	RDL	2	EA	TX-J2	Unbalanced Input Transformer	$71.00	$142.00
28	SHURE	4	EA	ANI4IN-BLOCK	4-Input, Block connectors, Mic/Line Dante™ Audio Network Interface with Mic Logic, PEQ, and Audio Summing	$715.00	$2,860.00
29	SHURE	13	EA	MX418D/S	Supercardioid-18" Desktop Gooseneck Condenser Microphone, Attached 10′ XLR Cable, Logic Functions, Programmable Switch and LED Indicator, Attached Desktop Base	$300.00	$3,900.00
30	SHURE	1	EA	SLX24/SM58-G4	Includes SLX2/SM58 Handheld Transmitter with SM58 Microphone	$608.00	$608.00
31	**AV Routing System**						
32	Crestron	2	EA	DMC-4KZ-C	DigitalMedia 8G+® 4K60 4:4:4 HDR Input Card for DM® Switchers, HDBaseT® Compatible	$786.00	$1,572.00
33	Crestron	2	EA	DMC-4KZ-CO-HD	2-Channel DigitalMedia 8G+® 4K60 4:4:4 HDR Output Card for DM® Switchers	$929.00	$1,858.00
34	Crestron	4	EA	DMC-4KZ-HD	HDMI® 4K60 4:4:4 HDR Input Card for DM® Switchers	$572.00	$2,288.00
35	Crestron	2	EA	DMC-4KZ-HDO	2-Channel HDMI® 4K60 4:4:4 HDR Scaling Output Card for DM® Switchers	$1,286.00	$2,572.00
36	Crestron	1	EA	DM-MD8X8-CPU3	8x8 DigitalMedia™ Switcher	$3,072.00	$3,072.00
37	Crestron	3	EA	DM-RMC-4KZ-SCALER-C	DigitalMedia 8G+® 4K60 4:4:4 HDR Receiver and Room Controller with Scaler	$1,286.00	$3,858.00
38	Crestron	2	EA	DM-TX-4K-100-C-1G-W-T	Wall Plate 4K DigitalMedia 8G+® Transmitter 100, White Textured	$500.00	$1,000.00
39	**Control System**						
40	Crestron	1	EA	CEN-GWEXER-PWE	infiNET EX® & ER Wireless Gateway w/PoE Injector	$393.00	$393.00
41	Crestron	1	EA	CEN-ODT-C-POE	Dual-Technology Occupancy Sensor, PoE, 2,000 Sq Ft	$358.00	$358.00
42	Crestron	1	EA	CP3N	3-Series Control System®	$1,858.00	$1,858.00
43	Crestron	1	EA	TST-902	8.7" Wireless Touch Screen	$2,715.00	$2,715.00
44	Crestron	1	EA	TST-902-DSW	Wall Dock for TST-902	$1,072.00	$1,072.00
45	Crestron	1	EA	TST-902-DSW-WMKM	Post-Construction Wall Mount Kit w/Mud Ring for TST-902-DSW	$129.00	$129.00
46	Crestron	1	EA	TSW-1060-W-S	10.1 in. Touch Screen, White Smooth	$1,715.00	$1,715.00
47	Crestron	1	EA	TSW-760/1060-MSMK-W-S	Multisurface Mount Kit for TSS-7, TSS-10, TSW-760, and TSW-1060 Series, Angled, White Smooth	$143.00	$143.00
48	LUXUL	1	EA	AMS-1208P	AV Series 12-Pt/8 PoE+ GbE Mngd Switch	$375.00	$375.00
49	**Equipment Rack**						
50	CyberPower	1	EA	CP1500PFCLCD	Cyberpower PURE SINEWAVE 1500VA CP PFC UPS	$318.00	$318.00
51	Middle Atlantic	2	EA	PD-915R	9OUT,15A,RCKMNT POWER CEN	$110.00	$220.00
52	Middle Atlantic	2	EA	U1	1SP RACKSHELF 11DP	$40.00	$80.00
53	Middle Atlantic	1	EA	U2	2SP RACKSHELF 14.75DP	$53.00	$53.00

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System:

Boardroom

ITEM	BRAND	QTY	UNIT	MODEL	DESCRIPTION	UNIT PRICE	EXTENDED PRICE
54	Unknown	1	EA	Unknown	Owner Furnished - Equipment rack		
55	Training	1	EA	TRAINING	Adoption & Sustainability	$2,153.00	$2,153.00
56					**Total Equipment**		$ 82,648.00
57	**Materials**						
58		1	Lot		Miscellaneous Parts & Hardware	$ -	$ -
59		1	Lot		Wire, Cable & Connectors	$ 4,667.00	$ 4,667.00
60					**Total Materials**		$ 4,667.00
61	**Services**						
62					**Total Services**		$32,535.00
63							
64	**SecureAV**						
	Solutionz	1		SECURE-AV-MONITORING-3	3 Year Proactive communication for customer security delivered by Solutionz resources. Weekly reports about threats. Expedited communication in regard to critical threats facing the system. All monitoring as a service for the customer with customized reporting	$ 16,500.00	$ 16,500.00
65							
	Solutionz	1		SECURE-AV-FW-3	3 Year Threat Monitoring toolkit for customer to self-monitor their system, including scoring of each threat observed on the system. Customers will have the ability to block, mute, blacklist, and whitelist domains and/or IP addresses. In the correct configuration, regional blocking will be made available. Includes SecureAV Appliance.	$ 1,130.00	$ 1,130.00
66							
67					**Total SecureAV**	$ 17,630.00	$ 17,630.00
68							
69	**Shipping & Handling**						
70		1.00				$ 30,000.00	$ 30,000.00
71					**Total G&A**		$ 30,000.00
72							
73					**Sub Total**		$ 167,480.00
74					**Sales Tax (0.000%)**		$ -
75					**System Total**		$ 167,480.00

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May 20, 2020

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Scope of Work

General Installation

	Item	Applicablity to project
1	Provide a audiovisual project manager for the duration of the project to coordinate	yes
2	Provide audiovisual industry certified engineer.	yes
3	Review and coordinate with other trades drawings, product data and shop drawings submittals for general compliance with the contract drawings and specifications.	yes
4	Reply to (and 'process') relevant Requests for Information (RFIs)	yes
5	Coordinate materials delivery.	yes
6	Removal of any existing equipment and/or wire as specified and required for the project.	yes. Only for Distance Learning and Boardroom
7	Receive, obtain, test and protect any devices, wiring, etc. provided by the owner to be used in the AV system.	yes
8	Assist in determining requirements, exact locations, and solutions for all customer responsibilities.	yes
9	Install display(s) plywood backboard.	no
10	Assembly any and all equipment racks, cabinets, lecterns, podiums, and/or furniture as required for the project.	yes
11	Furnish, Install, Label, Terminate and Test all AV low voltage cable.	yes
12	Install system headend which could include floor standing equipment racks, wall mounted equipment cabinets, plywood backboard mounted headends, etc.	yes
13	Fabricaiton, labeling and installation of any connection plates to be installed in an equipment rack, cabinet, lectern, podium, and/or furniture as required for the	no
14	Fabrication, labeling and installation of any connection plates to be installed in the field including wall and floor plates.	no
15	Provide a complete installation and wiring of the AV equipment provided in the bill of materials	yes
16	Remove all audiovisual installation rubbish.	yes
17	Clean any dust and debris created by audiovisal installation.	yes

Engineering

18	Provide engineered technical drawing(s) showing the schematic design of the system including device connections, signal types, and equipment parts.	yes
19	Provide engineered technical drawing(s) most often detailing conduit, rough-in, blocking, etc. requirements for the project for use by other trades in coordination with the system(s).	yes
20	Provide engineered technical drawing(s) detailing the wiring and locations of all devices and equipment racks outlined on a floor plan.	yes
21	Provide engineered technical drawing(s) detailing the wiring and locations of all devices and equipment racks outlined on a reflected ceiling plan.	yes
22	Provide engineered technical drawing(s) detailing the layout of any equipment racks, cabinets, lecterns, etc.	yes
23	Provide engineered technical drawing(s) detailing any connection plates for the project to be installed in the field or on any equipment rack, including specific plate	no
23	Provide engineered technical drawing(s) for display wall elevation drawings	yes
24	Provide engineered technical drawing(s) detailing any custom or specialty work, including but not limited to custom mounts, rigging, console design, lectern layout, furniture, etc.	no
26	Configure and setup system for proper operation as coordinated with customer and/or specifications.	yes. Only for Distance Learning and Boardroom
27	Setup and configuration of wireless presentation gateway devices enabling connection of sources using Wi-Fi or other wireless technology.	yes
28	Provide IP schedule with a list of fixed or static IP addresses, ISDN numbers and telephone numbers used for audiovisual equipment.	yes
29	Provide a list of frequencies and/or channels used for wireless microphone and assistive listening systems.	yes
30	Provide installation support docuements - Cable pull schedules, wall weight calculations, rack power calculations, rack heat disappation calculations, etc.	no

Programming

31	Develop and test any custom system programming for proper operation as coordinated with customer and/or specifications	yes
32	Provide a preliminary layouts of all remote control devices (touch panels, remote controls, etc.), submitted electronically.	yes
33	Review of user interface with the owner to ensure proper control functions.	yes

System Testing and Verification

34	Test complete system and verify operation meets specifications as required by project. Provide documentation of testing results.	yes
35	Verification of system functionality and completeness of system configurations including software version verification operational accuracy	yes
36	Backup and archive of all system programming, configuration settings, and setup files as specified and required by the project.	yes

Training

37	Provide on-site training with key customer personnel as specified and required by the project	Yes

38	Provide online training, either self-paced or instructor-guided as specified and required by the project.	no
39	Provide comprehensive user training materials, typically in electronic (PDF) format, as specified and required by the project.	no

Project Closout

40	Post-sale engineering support	yes
41	Provide a complete set of all engineered drawings reflecting the complete system as installed, which may have varied from the originally engineered set of drawings based on unique changes/adds/deletions during the installation period.	yes
42	Provide a complete set of data/cut-sheets for all primary/major pieces of equipment being supplied for the project showing brand/make & model along with the detailed technical specifications submitted prior to project deployment.	no
43	Equipment list for each room with manufacturer, model number, serial number, client tracking number (if applicable), and other unique equipment numbers for installed equipment in spreadsheet format.	no
44	A complete set of manufacturer's operation and/or owner's manuals for all primary/major pieces of equipment submitted during the closeout period of the project.	no
45	A list of necessary and recommended replacement parts for a normal maintenance period of one year.	no
46	Include the terms of the warranty and the appropriate contact phone numbers for service.	yes
47	Software files for graphical user interface, source code, DSP, and equipment settings on non-volatile electronic media. Provide electronic copies of compiled and un-compiled programming files	yes

Owner Responsibility

General Work:

48	Any millwork modifications for credenza and/or table to install components or cabling.
49	If necessary, provide a lift and/or scaffolding capable of safely reaching and lifting required personnel and equipment to correct mounting/wiring positions.
50	Provide appropriate blocking and/or structural support for wall mounted equipment cabinets and/or specialty field devices like large format displays, large format speakers, projectors, etc. as specified and required by the project.
51	Cutting, patching, and painting of walls and/or ceilings, including ceiling tiles and grid.
52	Install conduit and rought-ins unless otherwise specified.
53	Installation of any structure attached to the deck above finished ceiling, including but not limited to channel, threaded rod, and other hardware as required to support projectors, lifts, projection screens, and ceiling
54	Repair any ceiling support structure that is required to be modified by Solutionz to install any in-ceiling component such as loudspeakers, projector and display mounts, and projection screens.

Electrical Work:

55	Provide power as specified at all required locations including equipment racks and field devices.
56	Backboxes as specified at all locations as required for the project
57	Floor boxes as specified at all locations as required by the project.
58	Active power requirements for audiovisual system.

Telecom Work:

59	Provide local and/or broadband network circuits and connections
60	Provide a network admin to work with the Solutionz technician on any network issues that may arise, i.e., Codec NAT, VoIP card registration, etc. Note: Solutionz cannot make changes to the owners' network
61	Active network requirements audiovisual system.

Owners Responsibilites:

62	Provide adequate access to the install location during working hours.
63	Provide a PoC (Point of Contact) to be available and able to answer any questions that the Solutionz technician has during the installation.
64	Provide access to the public internet for the download of firmware or control system program and/or drivers if required.
65	Provide a capable assistant to assist the Solutionz technician with mounting any displays or other heavy
66	Provide access to refuse disposal area.
67	Provide any provisioning, registration and back end management for Unified Communication, Video Codecs or VoIP services
68	End users will be on-site and available and orientation, to be performed at the end of the install.
69	An owner's representative will be on-site and available to sign-off on system acceptance upon the completion

SOLUTIONZ

Terms and Conditions

- » All Sales are Considered Final.
- » The quote is valid for a period of thirty days from issuance unless otherwise renewed in writing by Solutionz Inc.
- » Solutionz reserves its right to revise or withdraw this quote prior to written acceptance by the Client.
- » All labor hours are based on regular working hours, Monday through Friday, 8:00AM-5:00PM. Any work outside of these hours will result in additional charges unless otherwise specified in the quote.
- » All labor hours are calculated reflecting continued and unrestricted access to the jobsite and facility where the work is to take place. Any access restrictions, interruptions, work stoppages or rescheduling of work not directly caused by Solutionz Inc. may result in additional labor charges.
- » Payment Terms: NET 15 (Pending Approval)
- » Freight: Unless otherwise specified, all freight is FOB Origin. Some items may drop ship from manufacturer to job site.
- » Tariffs: Unless otherwise specified, this quote DOES NOT include any Import Tariffs. All Import Traiffs will be added to the Final Invoice. Solutionz, upon request, will provide documentation from the Manufacturer.
- » 90 day warranty on workmanship-includes all cabling, connections, and system installation from date of beneficial use. Prime Call extends this warranty. More information available upon request.
- » 90 day warranty on equipment - includes all installed system equipment from date of beneficial use. Manufacturers' warranties which extend beyond the 90 days will be honored on a "carry-in" basis. Prime Call Packages can extend this warranty. More information available upon request.
- » Interest of one and one-half percent (1.5%) per month, or the maximum allowable by law, whichever is greater, is due and payable on overdue payments. Solutionz reserves the right to turn any overdue or delinquent account balance over to collection and Customer agrees to pay all costs and expenses incurred including, but not limited to, collection fees of 25% of the amount due after 90 days, court costs, and reasonable attorney fees.
- » The prices and terms on this quotation are not subject to verbal changes or other agreements unless approved in writing by Solutionz. Prices are based on cost and conditions existing on the date of quotation and are subject to change by Solutionz before final acceptance. All owner furnished equipment (OFE) is assumed to be in good working order. Owner furnished equipment is not covered under our system warranty. Terms inconsistent with those stated herein and as stated on Solutionz General Contract Terms and Conditions which may appear on purchaser's formal order will not be binding on Solutionz. Date of receipt of signed order and initial payment constitutes receipt of order. This quote encompasses all work and materials listed herein. Additional equipment or services not listed (if required) are not included in this contract.

Contract Amount: $734,832.00

By issuance of a contract or purchase order referencing this quote, the Client hereby acknowledges and agrees to comply with these aforementioned Terms and Conditions of the quote. Sign and return this document along with your corporate PO and project initiation fee to Solutionz, Inc. at 901 Bringham Ave., Los Angeles, CA 90049 or email to: sfernandez@solutionzinc.com. Retain a copy for your records.

If you have any questions or concerns please feel free to contact me directly at 503.625.0810

_____
Solutionz Signature

_____
Print   Date

_____
Client Signature

_____
Print   Date