



We have prepared a quote for you

Saginaw Career Center IP Paging - Clocks/Speakers/Strobes

Quote # STG-007742
Version 2

Prepared for:

Saginaw Public Schools

Theodore Dillingham
tdillingham@spsd.net

Prepared by:
Structured Technologies

Mark Lozen
mdlozen@mystgroup.com

Thursday, September 04, 2025

Saginaw Public Schools
Theodore Dillingham
550 Millard Street
Saginaw, MI 48607
tdillingham@spsd.net

Dear Theodore,

Thank you for the opportunity to work with Saginaw Public Schools once again. Structured Technologies is pleased to provide a proposal for the above reference project. Our price includes labor, materials, taxes and any applicable insurances required.

The following pages will highlight our proposal, the services we will provide along with our fees and other terms and conditions.

In the event you have any questions regarding our proposal, please do not hesitate to call me at (810) 258-2014.

Sincerely,

Mark D. Lozen

Mark Lozen
President
Structured Technologies

Scope of Work

School Paging

Saginaw Career Complex

- Install
 - One (1) Valcom Analog Clock & 2x2 Speaker in forty-three (43) locations
 - One (1) Valcom Single Gang Call Button in forty-one (41) locations
 - One (1) Valcom IP 2x2 Drop-In Speaker in thirty-seven (37) locations
 - One (1) Valcom IP Angled Square Box Speakers in forty (40) locations
 - One (1) Valcom IP Outdoor Square Box Speakers in twelve (12) locations
 - One (1) Valcom IP All-In-One Call Button/Speaker in five (5) locations
 - One (1) Valcom IP Informacast Blue Flashing Strobes in twelve (12) locations
- Provide and Install one (1) Category 6 Plenum Rate data cable from clients data closet to each paging speaker location
 - Cable total is 149 cables
 - Cable will be terminated with an RJ45 connector at device end
 - Signamax data products will be used for all terminations and patch panels
 - Cable supports will be installed per code where permissible or where no cable tray is present

Terms and Notes:

- Client agrees to prepay for Valcom equipment as a form of deposit to expedite installation of overall project. All other materials and labor will be invoiced on progress billing.
- Client agrees to perform a drawing review to verify placement of devices, clocks and counts prior to ordering product.
- Owner to provide a secure storage location for Valcom Equipment
- Some existing in-wall speakers maybe retro fitted with new speaker utilizing existing grill due to wall opening.
- Where permissible, drop in ceiling speakers will be placed center of classroom.
- All cabling will be certified per specification requirements and meet BICSI standards.
- Cable labeling will conform to each school labeling schema.
- Proposal does not include cost for data racks
- Proposal include cost for shift premium for this project. Work hours will be performed during the work hours of 3pm to 11:30pm M-F.
- Proposal includes cost for replacing ceiling tile where round speakers are being replaced with square ceiling tile speaker.
- Proposal includes cost for removing and returning existing paging speakers to owner.
- Proposal includes travel, project management, all miscellaneous materials and labor.
- Proposal includes cost for man-lift 1-week for high ceilings work over 12' in height.

Saginaw Career Center IP Paging - Clocks/Speakers/Strobes

Quote Information:

Quote #: STG-007742

Version: 2

Delivery Date: 09/03/2025

Expiration Date: 07/12/2025

Prepared for:

Saginaw Public Schools

550 Millard Street

Saginaw, MI 48607

Theodore Dillingham

(970) 620-3815

tdillingham@spsd.net

Prepared by:

Structured Technologies



Mark Lozen

(810) 258-2014

Fax (810) 655-0706

mdlozen@mystgroup.com

Project Summary

Description	Amount
Saginaw Career Center IP Paging - Clocks/Speakers/Strobes Project Total:	\$57,596.00

Please note:

Long term project invoicing: An invoice will be generated for services and materials as this project proceeds. Each of these invoices will be due on 15 days terms.

Taxes, shipping, handling and other fees may apply. We reserve the right to cancel orders arising from pricing or other errors.

Important Notice 2025:

Hardware pricing in this proposal is valid for 7 days from receipt, subject to change due to distributor pricing, stock availability, and applicable tariffs.

Structured Technologies

Saginaw Public Schools

Signature:

Mark D. Lozen

Name:

Mark Lozen

Title:

President

Date:

09/03/2025

Signature:

Name:

Theodore Dillingham

Date:

8350 HAGGERTY RD
 BELLEVILLE MI 48111-1667
 Phone: 734-252-8300
 Fax: 734-957-5501



To: SAGINAW PUBLIC SCHOOLS
 550 MILLARD ST
 SAGINAW MI 48607-1140
 Attn: Mark Lozen
 Phone: 989-399-6500
 Email:
 Fax:

Date: 08/15/2025
Project Name: Saginaw Career Center
GB Quote #: 2000400005
 Purchase Order Nbr:
 Release Nbr:
 Additional Ref#:
 Revision Nbr:
 Valid From: 08/15/2025
 Valid To: 09/14/2025
 Contact: Douglas S. MacDermaid
 Email: douglas.macdermaid@graybar.com

Proposal

We appreciate your request and take pleasure in responding as follows

Notes:

Item	Quantity	Supplier	Catalog Nbr	Description	Price	Unit	Ext.Price
100	43	VAL-COMM	VIP-4122-A12-IC	** Informacast * * IP 12" * Clock * w/ * Analog 2x2 * * Talkback * * Speaker	\$716.76	1	\$30,820.68
GB Part#: VIP-4122-A12-IC							
	200	VALCOM	VIP-402A-IC	IP 2X2 LAYIN CEILING SPEAKER WHITE	\$500.06	1	\$18,502.22
GB Part#: 25681829							
	300	VALCOM	VIP-581A-IC	IP FLEXHORN INTERIOR ANGLED SM WH	\$570.59	1	\$22,823.60
GB Part#: 25272868							
	400	VALCOM	VIP-580A-IC	IP FLXHRN INTERIOR SURFACE MT UNIT LT GY	\$566.61	1	\$6,799.32
GB Part#: 25811647							

This equipment and associated installation charges may be financed for a low monthly payment through Graybar Financial Services (subject to credit approval). For more information call 1-800-241-7408 to speak with a leasing specialist.

To: SAGINAW PUBLIC SCHOOLS
550 MILLARD ST
SAGINAW MI 48607-1140
Attn: Mark Lozen

Date: 08/15/2025
Project Name: Saginaw Career Center
GB Quote #: 2000400005

Proposal

We appreciate your request and take pleasure in responding as follows

Item	Quantity	Supplier	Catalog Nbr	Description	Price	Unit	Ext.Price
500	5	VAL-COMM	VIP-176A-IC	*** SIP ** Doorplate ** Speaker, ** Vandal ** Resistant	\$419.15	1	\$2,095.75
GB Part#:VIP-176A-IC							
600	12	VAL-COMM	VIP-997-BL-IC	**** Informacast * * IP PoE ** Interior / * * Exterior * * Strobe, Blue	\$537.25	1	\$6,447.00
GB Part#:VIP-997-BL-IC							
700	41	VAL-COMM	MISC PRODUCT	** VE2973-IC * _ * VoIP * Talkback ** Speaker Call ** Switch w/ ** Volume * * Control	\$51.53	1	\$2,112.73
GB Part#:MISC PRODUCT							
Total in USD (Tax not included): \$89,601.30							

This equipment and associated installation charges may be financed for a low monthly payment through Graybar Financial Services (subject to credit approval). For more information call 1-800-241-7408 to speak with a leasing specialist.

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550 MILLARD ST
SAGINAW MI 48607-1140
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Signed:_____

This Graybar quote is based on the terms of sale in the EV2370 Master Agreement which can be found by clicking the link found at https://www.omniapartners.com/hubfs/PUBLIC%20SECTOR/Supplier%20Information/Graybar/EV2370_Graybar_MAD_2017_12_20.pdf