



We have prepared a quote for you

**Pana Camera Additions**

Quote # 003336  
Version 2

Prepared for:

**Pana CUSD 8**

Bridget Heinrich  
bheinrich@panaschools.com

## Contract Terms

This Statement of Work ("SOW"), dated as of 10/3/2022, is subject to the terms and conditions of the Master Services Agreement (the "Agreement") among Pana CUSD 8, and Zeller Digital Innovations, Inc. ("RoomReady"). The terms below shall be in addition to all terms contained in the Agreement, which will continue in full force and effect. In the event of a conflict between this Statement of Work and the Agreement, this Statement of Work shall control.

## Jr High Rear Camera

- RoomReady will provide and install a camera addition at the N.W. corner of the Jr. High.
- A 15MP 180° panoramic camera will provide a wide view covering the basketball court and lawn areas.
- The network switch in the cafeteria storage closet will be replaced with a POE+ model to support powering the camera.
- New category cabling will be installed from the new camera location to the network switch.
- No additional device licenses are required on the existing Milestone system. An existing spare device license will be used.
- Includes installation and configuration of camera.

Manufacturer Name	Manufacturer Part Number	Product Description	Qty	Price	Ext. Price
<b>RoomReady Bill of Materials</b>					
<b>Qty</b>	<b>Manufacturer</b>	<b>Model</b>	<b>Description</b>		
1	Hanwha	PNM-9031RV	15MPx Multi-sensor 180° Panoramic Camera		
1	Hanwha	SBP-276HMW	Mounting Cap Adapter for Network Camera - White		
1	Hanwha	SBP-300WMW1	Wall Mount for Network Camera - White		
1	Hanwha	SBP-300BW	Wall Mount Base, White		
1	Netgear	GS510TLP	8-Port Gigabit PoE+ Ethernet Switch, 2 Dedicated SFP Ports		
As Req.	Liberty	24-4P-P-L5SH	Category 5e F/UTP Plenum 24 AWG 4 Pair Shielded Cable		
1	RoomReady	RR-Material	Assorted Material		
	<b>RR-MAT-JH</b>	<b>Equipment and Materials</b>	<b>1</b>	<b>\$2,443.32</b>	<b>\$2,443.32</b>
<b>Professional Services &amp; Shipping</b>					
	<b>Labor Bundle-JH</b>	<b>Standard Labor Fields</b>	<b>1</b>	<b>\$1,022.50</b>	<b>\$1,022.50</b>
<b>Support Offering</b>					

**Subtotal: \$3,465.82**

## HS Rear Camera

- RoomReady will provide and install a camera addition at the High School corner near the back / band doors.
- A 6MP (2MP x 3) Multi-Sensor camera will provide three adjustable views with the ability to cover a 270 degree area.
- A network switch has been included for the possibility that an existing camera network line needs to be utilized for connection.
- New category cabling will be installed from the new camera location to the network switch.
- No additional device licenses are required on the existing Milestone system. An existing spare device license will be used.
- Includes installation and configuration of camera.

Manufacturer Name	Manufacturer Part Number	Product Description	Qty	Price	Ext. Price
<b>RoomReady Bill of Materials</b>					
<b>Qty</b>	<b>Manufacturer</b>	<b>Model</b>	<b>Description</b>		
1	Hanwha	PNM-8082VT	6MP (2MP x 3) Multi-Sensor, Multi-Directional Camera		
1	Hanwha	SBP-276HMW	Mounting Cap Adapter for Network Camera - White		
1	Hanwha	SBP-300WMW1	Wall Mount for Network Camera - White		
1	Hanwha	SBP-300KMW1	Corner Mount Base		
1	Netgear	GS510TLP	8-Port Gigabit PoE+ Ethernet Switch, 2 Dedicated SFP Ports		
As Req.	Liberty	24-4P-P-L5SH	Category 5e F/UTP Plenum 24 AWG 4 Pair Shielded Cable		
1	RoomReady	RR-Material	Assorted Material		
	<b>RR-MAT-HS</b>	<b>Equipment and Materials</b>	<b>1</b>	<b>\$1,880.30</b>	<b>\$1,880.30</b>
<b>Professional Services &amp; Shipping</b>					
	<b>Labor Bundle-HS</b>	<b>Standard Labor Fields</b>	<b>1</b>	<b>\$1,337.50</b>	<b>\$1,337.50</b>
<b>Support Offering</b>					

**Subtotal: \$3,217.80**

## Exclusions

RoomReady delivers quality products and workmanship to our clients. Our commitment is backed with a 90 Day Warranty on all projects designed and installed by RoomReady. The warranty includes the installation and certification of the system, as well as all services necessary to comply with the manufacturer's warranty on all equipment, excluding Owner Furnished Equipment (OFE). Solutions deemed to have any in scope installation or product flaws that were present during the original installation, meaning not a result of alterations made after the installation, will be covered under the 90 Day Warranty.

The following work is **not included** in our Scope of Work:

- All conduit, high voltage, wiring panels, breakers, relays, boxes, receptacles, wire pathways, etc.
- Concrete saw cutting and/or core drilling.
- Fire wall, ceiling, roof and floor penetration.
- Necessary gypsum board replacement and/or repair.
- Necessary ceiling tile or T-bar modifications, replacements and/or repair.
- Any millwork (moldings, trim, cut outs, etc.).
- Patching and Painting.
- Permits (unless specifically provided for and identified within the contract).
- Offsite Trash Disposal

## Restock Fees

- Custom ordered equipment may not be returned for a refund.
- Stock product may be returned for a minimum restocking fee of 20% plus shipping. Additional restocking fees may apply depending on the equipment manufacturer.

## Expectations

- In order to accomplish the outlined goals of this project, the Client will be responsible for making necessary modifications to the space as directed by RoomReady. The costs associated with these modifications are not included in this proposal.
- The room(s) match(es) the drawings provided
- The room has the following attributes:
  - Ceiling space accessible 2ft x 2ft or 2ft x 4ft drop ceiling tile
  - 12-inches of clear ceiling space above grid
  - Room walls are constructed with sheetrock attached to stud framing spaced 16-inch or 24-inch on center
  - Clear wiring paths from displays to connected furniture (tables, credenzas).
  - Standard room height of between 8 and 10 feet from finished floor to finished ceiling
- Client electrical and data placement completed per RoomReady specification.
- There is ready access to the building / facility and the room(s) for equipment and materials.
- There is secure storage for equipment during a multiple-day integration.
- Site preparation will be verified by RoomReady project manager or representative before scheduling of the installation. All work areas should be clean and dust free prior to the beginning of on-site integration of electronic equipment.
- RoomReady will deliver all packaging material and refuse to an on-site receptacle or location chosen by the Customer. Additional fees will apply if RoomReady provides haul off or container services.
- If Client furnished equipment and existing cabling is to be used, these items are in good working condition and will integrate into the designed solution.
- All Network configurations, including IP addresses, are provided, operational and functional before RoomReady integration begins. RoomReady is not responsible for testing the LAN connections.
- Cable or Satellite drops are in place with converter boxes operational before the completion of integration.
- Document review and feedback on drawings will be completed by the Client within two business days.
  - Client communication of readiness will be considered accurate and executable by RoomReady project manager.
- The room(s) should have an acoustical environment conducive to in-person meetings as well as audio and video conferencing. Minimizing ambient noise (i.e., HVAC, building and in-room equipment noise) and sound reflections (reverberation) will provide the best results for speech quality. High ambient noise and/or high reverberation may result in a diminished meeting experience.
- RoomReady is unable to guarantee the audio performance of the system(s) if the ambient noise level exceeds 45 dBA (Slow) and/or a RT60 of longer than 1 second.

## Remedies

- If any of the above Expectations are not met, additional charges will be applied to the project through a change order.
- In the event of arrival to site where RoomReady is not able to perform work as originally scheduled, Client will be charged \$1,000 for each resource per day resources are idle on-site waiting for the site to be ready. In addition \$1,000 a resource for each additional day in which out of sequence work extends the length of the project. If resources are not able to perform work as scheduled and are turned away to return at a later day, client will be charged a \$3,000 mobilization fee plus additional travel and labor incurred to offset lost time due to lack of site readiness.
- The mobilization fee will be presented as a contract change order and may halt work until acceptance by the Client and rescheduling is agreed upon.
- Rescheduling and redeployment of RoomReady technicians due to unacceptable site preparation may cause scheduling delays of up to 10 business days.
- The documented change control process will be used to the maximum extent possible. The Client will have an assigned person with the authority to communicate and approve project change orders.

## Invoicing

**Invoicing for Equipment/Services** – Unless otherwise approved in an executed Master Service Agreement, RoomReady **will submit** invoices per the following milestones:

**Milestone #1** - Upon RoomReady Receipt of Client Purchase Order - 100% of equipment is invoiced as well as 50% of Services.

**Milestone #2** - Receipt of Payment Prior to Onsite Services Beginning.

**Milestone #3** - Upon RoomReady Completion of Services and Client Sign-Off - Invoice 50% of Services & 100% of System Support Agreement.

\*Each milestone invoice will be due net 30 days from invoice date. A finance charge computed at the rate of 1.5% per month will be charged on any balance not received within 30 days.

**Remit to Address** – All payments should be mailed to:

RoomReady  
Attn: Accounts Receivable  
2200 N Main Street  
Normal, IL 61761

## Pana Camera Additions



**Prepared by:**

**RoomReady**

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**Prepared for:**

**Pana CUSD 8**

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**Quote Information:**

**Quote #: 003336**

Version: 2  
Delivery Date: 10/03/2022  
Expiration Date: 10/30/2022

## Quote Summary

Description	Amount
Jr High Rear Camera	\$3,465.82
HS Rear Camera	\$3,217.80
<b>Total:</b>	<b>\$6,683.62</b>

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

In Witness whereof, the parties hereto by their duly authorized representatives have executed this Agreement upon the date first set forth herein.

### RoomReady

Signature: \_\_\_\_\_  
Name: Casey Harrison  
Title: STL General Manager  
Date: 10/03/2022

### Pana CUSD 8

Signature: \_\_\_\_\_  
Name: Bridget Heinrich  
Date: \_\_\_\_\_