



We have prepared a quote for you

**Saginaw Thompson Middle School IP Paging - Clock/Speakers**

Quote # STG-007741  
Version 1

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

#### **Willie E. Thompsom Middle**

- Install
  - One (1) Valcom Analog Clock & 2x2 Speaker in fifty-four (54) locations
  - One (1) Valcom Single Gang Call Button in fifty-two (52) locations
  - One (1) Valcom Digital Double Sided clock in ten (10) locations
  - One (1) Valcom IP 2x2 Drop-In Speaker in seventy-eight (78) locations
  - One (1) Valcom IP Square Surface Speakers in five (5) locations
  - One (1) Valcom IP Angled Square Box Speakers in ten (10) 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?
- Provide and Install one (1) Category 6 Plenum Rate data cable from the closest data closet to each paging speaker location
  - Cable total is 174 cables
  - Device end, cable will be terminated with an RJ45 connector
  - 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 size of speaker 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 does include cost for shift premium for this project. Work hours will be performed from the work hours of 3pm to 11:30pm M-F.
- Proposal include 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 Thompson Middle School IP Paging - Clock/Speakers

### Quote Information:

**Quote #: STG-007741**

Version: 1

Delivery Date: 09/03/2025

Expiration Date: 10/31/2025

### 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
<b>Saginaw Thompson Middle School IP Paging - Clock/Speakers Project Total:</b>	<b>\$64,375.00</b>

### 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:** Willie Thompson Middle School  
**GB Quote #:** 2000400685  
 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	54	VAL-COMM	VIP-4122-A12-IC	* Informacast IP 12" Clock w/ Analog 2x2 Talkback Speaker	\$716.76	1	\$38,705.04
GB Part#:VIP-4122-A12-IC							
200	10	VALCOM	VL522M-F-FC-IC	IP DOUBLE SIDED 7-COLOR LED TEXT SIGN WI	\$1,280.93	1	\$12,809.30
GB Part#:27005509							
300	66	VALCOM	VIP-402A-IC	IP 2X2 LAYIN CEILING SPEAKER WHITE	\$500.06	1	\$33,003.96
GB Part#:25681829							
400	5	VALCOM	VIP-428A-IC	IP TALKBACK SQUARE SPEAKER	\$428.90	1	\$2,144.50
GB Part#:26519901							



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  
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Date: 08/15/2025  
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Item	Quantity	Supplier	Catalog Nbr	Description	Price	Unit	Ext.Price
500	5	VALCOM	VB-S11	SQUARE SURFACE MOUNT BACKBOX METAL	\$61.42	1	\$307.10
 <b>GB Part#:</b> 25867897							
600	10	VALCOM	VIP-581A-IC	IP FLEXHORN INTERIOR ANGLED SM WH	\$570.59	1	\$5,705.90
<b>GB Part#:</b> 25272868							
700	52	VAL-COMM	MISC PRODUCT	*** VE2973-IC * - * VoIP * Talkback * * Speaker Call * * Switch w/ * * Volume * * Control	\$51.53	1	\$2,679.56
<b>GB Part#:</b> MISC PRODUCT							
800	5	VAL-COMM	VIP-176A-IC	*** SIP ** Doorplate ** Speaker, ** Vandal ** Resistant	\$419.15	1	\$2,095.75
<b>GB Part#:</b> VIP-176A-IC							
900	12	VALCOM	VIP-580A-IC	IP FLXHRN INTERIOR SURFACE MT UNIT LT GY	\$566.61	1	\$6,799.32
 <b>GB Part#:</b> 25811647							

**Total in USD (Tax not included):** \$104,250.43

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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](https://www.omniapartners.com/hubfs/PUBLIC%20SECTOR/Supplier%20Information/Graybar/EV2370_Graybar_MAD_2017_12_20.pdf)