

VILLAGE OF GERMANTOWN
N112 W17001 Mequon Road
Germantown, WI 53022

Meeting:	Audio Visual Ad Hoc Committee
Date and Time:	Wednesday, February 3rd, 2021 6:00 p.m.
Location:	VIRTUAL WEBEX MEETING

NOTICE: Members of the body and citizens may attend the meeting virtually through the WebEx platform, Meeting #: 182 056 6085 Password: cBX8wvuSG39 which can be accessed by phone at 408-418-9388 or by logging on

https://villageofgermantown.my.webex.com/villageofgermantown.my/j.php?MTID=mf8168e80c4cf6a6fc940ed0ce077a_aec

Citizens not wishing to attend the meeting personally or virtually may submit any public comments by sending an email to comments@village.germantown.wi.us by 4 p.m. on the day of the meeting so that it can be provided to the members of the body for their consideration.

I. ROLL CALL: Trustee Rick Miller, Trustee Jolene Pieper, John DeLain, Michelle Tucker, and Dan Hummel.

II. NEW BUSINESS:

- A. Presentation of Audio Visual Proposals for the Village Board Room.
- B. Discussion with Possible Recommendation for the Audio Visual Equipment in the Village Board Room.

III. SET THE NEXT MEETING DATE AND TIME:

IV. ADJOURNMENT:

PLEASE NOTE that, upon reasonable notice, efforts will be made to accommodate the needs of disabled individuals through appropriate aids and services. For additional information or to request this service, contact the Village Clerk at 250-4740.

Notice is given that a majority of the Germantown Village Board may attend to gather information about an agenda item over which they have decision making responsibility. This may constitute a meeting of the Village Board per State ex. Rel. Badke v. Greendale Village Board even though the Village Board will not take formal action at this meeting.

Board Room AV Upgrade

GSS-1567



www.globalsightandsound.com

Presented By:

Peter Kotsakis
peter@globalsightandsound.com
8655 N. Deerwood Drive
Brown Deer, WI 53209
Cell: (414) 467-6439
Office: (262) 820-0600

Designed For:

Germantown Village Hall
N112W17001 Mequon Rd
Germantown
WI 53022

SCOPE OF WORK

Exercise Room:

- Change the mount on the left TV to an articulating arm so that the TV can be pulled out and better visible to the audience area.
- Move the existing TV on the right to front wall.
- The available video sources will be:
 - HDMI connection next to the Podium
 - HDMI connection in the middle of the table
 - (2) new PTZ cameras
 - An HDMI connection in the Control Booth
 - The existing wireless presentation receiver
- The video outputs will be:
 - Left TV
 - Front TV
 - Broadcast Feed
 - Web Meeting Feed
 - Control Room Large Display
 - Control Room Preview Monitor
 - Desk Monitors
- Remove the existing (4) PTZ cameras. Install (2) new PTZ cameras.
- Provide a new IP PTZ controller compatible with the new cameras.
- Install (6) 22" monitors on low profile stands on the front desk for Board Members to see presentations and agendas.
- The existing large monitor in the Control Room will be used to show either the Broadcast or In-Room feed. Selection will be made from the control interface.
- The (4) existing 7" preview monitors will be reused. The displays will be:
 - Camera #1
 - Camera #2
 - Preview (Selectable from the control interface)
 - Broadcast Feed
- The Broadcast Feed will be converted to composite video and split to:
 - Recording PC
 - Cable System
 - Preview Monitor
- Install an "On Air" light in the Board Room. When the light is on the Cable Feed will automatically switch to broadcast and the USB stream will be turned on. When the light is off the Cable Feed will be from the PC playback and the USB feed will be off.
- Install a custom two button keypad in the middle of the desk. (1) button will be to go "On Air" and (1) will be to mute all microphones except for the Chair microphone.
- Replace the existing tabletop microphones with (13) Shure tabletop microphones with red LED indicators that signal when the microphone is on/off.
- The microphone will have a local button to turn them on/off. The Control Booth touch panel will also be able to turn them on/off.

- Provide (2) new wireless microphones. (1) handheld and (1) lavalier style.
- Replace the (6) existing in-wall speakers with new 8" in-wall speakers.
- Install (6) new 6" in-ceiling speakers behind for the Board Members.
- Provide a new custom programmed 21" tabletop touch panel for system control.
 - System On/Off
 - Video selection
 - Broadcast/USB
 - In room displays
 - Preview monitor
 - Microphone mute
 - Microphone volume
 - Overall volume
- Install automatic/remote power control of all head end equipment.
- Clean up the existing wire and rack system.
- All existing unused equipment will be disposed of.

Main

Displays and Mounts		Price
2	Customer Existing TV	
1	Strong SM-CS-ART2-L Contractor Series Universal Articulating Dual Arm Mount - 37-70" Displays	\$361.84
Video		Price
6	Asus VS228H 21.5" Full HD 1920x1080 HDMI DVI VGA LCD Monitor with Back-lit LED	\$719.94
1	Binary B3-AUD-2 Analog audio cable, 2 meter (6.56 feet)	\$37.26
1	Binary B3-COMP-1 Binary Cables B3 Series Component Video Cable - 3.3 Ft (1 M)	\$38.34
1	Binary B3-COMP-2 Binary Cables B3 Series Component Video Cable - 6.5 Ft (2 M)	\$62.49
9	Binary B6-4K-1 Binary B6 Certified Premium High Speed HDMI Cables with Ethernet - 1M	\$318.51
3	Binary B6-4K-2 Binary B6 Certified Premium High Speed HDMI Cables with Ethernet - 2M	\$136.44
4	Binary B6-4K-3 Binary B6 Certified Premium High Speed HDMI Cables with Ethernet - 3M	\$259.84
1	Binary B6-4K-4 Binary B6 Certified Premium High Speed HDMI Cables with Ethernet - 4M	\$74.96
5	Binary B6-4K-5 Binary B6 Certified Premium High Speed HDMI Cables with Ethernet - 5M	\$424.75
2	Binary B6-4K-7.5 Binary B6 Certified Premium High Speed HDMI Cables with Ethernet - 7.5M	\$209.90
8	Binary WP-PC-CAT6-5FT Cat 6 5 feet ethernet patch cable	\$37.60
6	CHIEF FSB018BLK Flat Screen Table Stand - Black	\$1,686.00
2	Crestron DMC-4KZ-C DigitalMedia 8G+® 4K60 4:4:4 HDR Input Card for DM® Switchers,	\$2,200.00

Board Room AV Upgrade

	HDBaseT® Compatible	
2	Crestron DMC-4KZ-C-DSP DigitalMedia 8G+® 4K60 4:4:4 HDR Input Card w/Downmixing for DM® Switchers, HDBaseT® Compatible	\$2,600.00
3	Crestron DMC-4KZ-CO-HD 2-Channel DigitalMedia 8G+® 4K60 4:4:4 HDR Output Card for DM® Switchers	\$3,900.00
2	Crestron DMC-4KZ-HD-DSP HDMI® 4K60 4:4:4 HDR Input Card w/Downmixing for DM® Switchers	\$2,000.00
1	Crestron DMC-4KZ-HDO 2-Channel HDMI® 4K60 4:4:4 HDR Scaling Output Card for DM® Switchers	\$1,800.00
1	Crestron DM-MD8X8-CPU3 8x8 DigitalMedia Switcher	\$4,300.00
1	Crestron DM-PSU-8-PLUS 8-Port PoDM+ Power Supply for DM 8G+® I/O Cards	\$1,200.00
5	Crestron DM-RMC-4K-SCALER-C 6506937 4K DigitalMedia 8G+ receiver & room controller with scaler	\$9,000.00
2	Crestron DM-TX-4KZ-100-C-1G-X-T 6505629 DigitalMedia 8G+® 4K60 4:4:4 HDR Wall Plate Transmitter	\$2,000.00
2	Crestron HD-EXT3-C-B_SYSTEM 6506332 4K HDMI over HDBaseT (High Definition BaseT) extender with IR & RS-232, black, include HD-RX3-C-B receiver and HD-TX3-C-B transmitter	\$2,000.00
2	Crestron Electronics HD-SCALER-HD-E 6507570 High-Definition Video Scaler, HDMI In, HDMI Out	\$1,000.00
2	DigitalLinx DL-AR 60144615857 Universal HDMI Adapter Ring Complete Assembly with 5 Adapters	\$254.76
400	GSS Cat6 Unshielded 550MHz 23/4 Solid .57mm Wire	\$100.00
730	GSS Cat6 SH Shielded 550MHz 23/4 .58mm Wire	\$379.60
1	GSS Component to HDMI 1080P HDMI To Component Video Ypbpr Scaler Converter	\$70.00
1	GSS HDMI to Composite AV Video Audio Converter Support NTSC/PAL	\$29.99
1	GSS Laptop Connection	
1	Kramer Electronics VM-10H2 1:10 4K HDMI Distribution Amplifier	\$1,345.00

Board Room AV Upgrade

2	PTZOptics PT30X-SDI-WH-G2 30X Optical Zoom 3G-SDI, HDMI, CVBS, IP Streaming 1920 x 1080p 60.7 degree FOV (White w/ US Power Supply)	\$4,351.62
2	PTZOptics PT-CM-1-WH Universal Ceiling Mount	\$132.00
1	PTZOptics PT-JOY-G3 Visca over IP Joystick Keyboard (PoE Capable & US Style Power Supply)	\$818.69

	Audio	Price
2	Binary B6-XLR-3FM-2FT B6-XLR-3FM-2FT 3 pin XLR female to male cable, 2 feet gold contact	\$32.56
3	Binary WP-PC-CAT6-5FT Cat 6 5 feet ethernet patch cable	\$14.10
2	ClearOne 910-3200-301 GPIO Expander for CONVERGE Pro 2	\$1,099.98
2	ClearOne CONVERGE Pro 2 120 910-3200-004 Digital Signal Processor 12 configurable mic/line audio inputs and built-in USB audio	\$6,398.00
1	ClearOne CONVERGE Pro 2 128 The 128 model mixer has 12 inputs with AEC, 8 outputs, USB audio; GPIO, RS232, IP control interfaces; and P-Link and C-Link expansion buses.	\$3,649.00
1	Episode EA-AMP-HYB-2D-1000 70V/8-ohm IP-Enabled Amplifier	\$999.95
6	Episode ES-TILEBRIDGE Tile Bridge for 200 and 600 Commercial Series In-Ceiling Speakers (Each)	\$84.54
350	GSS 16/2 16-Gauge 2-Conductor Wire	\$105.00
200	GSS Cat6 SH Shielded 550MHz 23/4 .58mm Wire	\$104.00
6	JBL CONTROL 128WT 8" 2-Way In-Wall Speaker, 70V	\$1,625.40
6	Origin Acoustics D61T 70v/100v/8ohm 6 1/2" Two-Way Loudspeaker. Silk Tweeter, Poly/Rubber Woofer, Tool-less Installation	\$1,270.02
13	Pro Co WP1050 Single Gang Wallplate with 5-Pin XLRM Connector	\$286.78
13	Shure MX400DP Desktop Base Stand with Programmable Mute Switch for Microflex Gooseneck Mic	\$3,679.00

Board Room AV Upgrade

13	Shure MX415RLPDF/C 15" Shock-Mounted Gooseneck Cardioid Mic with Red LED Ring, No Preamp	\$3,445.00
1	Shure, Inc BLX1 Shure BLX1 Bodypack Transmitter	\$139.00
1	Shure, Inc BLX2/SM58 Shure BLX2/SM58 Microphone	\$289.00
2	Shure, Inc BLX4R	\$418.00
1	Shure, Inc UA844+SWB Shure UA844SWB Signal Splitter/Amplifier	\$469.00
2	Shure, Inc UA850 Shure UA850 Coaxial Cable	\$206.00
2	Shure, Inc UA864US Wall-mounted wideband antenna	\$898.00
1	Shure, Inc WL184 Shure WL184 Microphone	\$114.50

AV System

Price

1	Binary B-300-USB1-CATX B-300-USB1-CATX Binary USB 1.1 Cat 5e/6 Extender Balun Kit 85M (280 ft)	\$131.95
2	Binary B3-COMP-1 Binary Cables B3 Series Component Video Cable - 3.3 Ft (1 M)	\$76.68
1	Binary B6-4K-2 Binary B6 Certified Premium High Speed HDMI Cables with Ethernet - 2M	\$45.48
1	Black Magic Design Web Presenter SDI and HDMI video source appear as a USB webcam	\$599.99
1	Kramer Electronics VM-30AVB 1:3 Composite Video & Stereo Audio Distribution Amplifier	\$279.56
1	RDL RU-AVX4 4-Channel A/V Switcher	\$429.99

Control

Price

1	Araknis Networks AN-110-SW-R-24 Unmanaged+ Gigabit Switch 24 Rear Ports	\$359.95
4	Binary WP-PC-CAT6-1FT Cat 6 1 feet ethernet patch cable	\$11.84

Board Room AV Upgrade

3	Binary WP-PC-CAT6-5FT Cat 6 5 feet ethernet patch cable	\$14.10
1	Crestron C2N-CBD-P-X-T Cameo® Keypad, Standard Mount	\$360.00
1	Crestron CP3 6504877 3-Series control system	\$1,800.00
1	Crestron TS-1542-TILT-X-S 15.6 in. HD Touch Screen, Tabletop Tilt, Black Smooth	\$4,800.00
50	GSS 16/2 16-Gauge 2-Conductor Wire	\$15.00
25	GSS Cat6 Unshielded 550MHz 23/4 Solid .57mm Wire	\$6.26
100	GSS Cresnet (1) 22 AWG shielded twisted pair for Cresnet control data, and (1) 18 AWG pair for 24VDC and Ground, within a single PVC jacket.	\$50.00
1	GSS VPN PC Remote access PC	\$381.98
1	POE Texas AT-4-48V120W 4 Port Active Gigabit Mode A 4 PoE Injector With a 48 Volt 120 Watt Power Supply	\$99.99
1	Strong SR-SHELF-SLIDE Sliding Rack Shelf	\$197.45
1	Titus Labs HPL-PS Power Supply	\$41.67
1	Titus Labs OAL-HG OnAir Light	\$308.33

Racking and Power

Price

5	Binary WP-PC-CAT6-5FT Cat 6 5 feet ethernet patch cable	\$23.50
1	GSS Misc. Rack Parts	\$95.00
1	OVRC OVRC-300-PRO OvrC Pro Lifetime License + Gigabit Hub	\$275.96
2	WattBox WB-100-VPS-8 WB-100-VPS-8 Vertical rack mount power strip - 8 outlet - 15 AMP - 6 feet cord, black	\$229.92
2	WattBox WB-300VB-IP-5 WattBox IP+ controllable 5 outlet 5 controlled compact power conditioner with auto reboot	\$822.80

Board Room AV Upgrade

1	WattBox WB-700CH-IPV-12 IP Power Conditioner (Chassis) with OvrC Home 12 Controlled Outlets	\$871.97
1	WattBox WB-OVRC-UPS-1100-1 WattBox IP UPS 1100VA Pure Sinewave (1 Outlet)	\$817.95

General

General		Price
64	GSS Advanced Programing Labor	\$9,600.00
128	GSS Labor	\$13,440.00
1	GSS Misc. Parts and Accessories	\$536.00
16	GSS PM and Design Labor	\$1,680.00
8	GSS Training On site customer training	\$840.00
Project Subtotal:		\$108,419.68 (\$13,007.67) \$95,412.01

Board Room AV Upgrade

Equipment:	\$108,419.68
Discount:	(\$13,007.67)

Grand Total:	\$95,412.01
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Terms and Conditions

Board Room AV Upgrade

Germantown Village Hall

N112W17001 Mequon Rd
Germantown, WI 53022

GSS-1567

Presented By:

Global Sight and Sound Inc.

8655 N. Deerwood Drive
Brown Deer, WI 53209 USA
(262) 820-0600
www.globalsightandsound.com

- Prices quoted will be honored for 30 days after date of issuance
- Sales tax will be added to this project unless proper exemption documentation is provided
- Installation will be scheduled after acceptance of proposal. Installation dates will be dependent on construction schedules and equipment delivery lead-times.

Service / Warranty:

Onsite service is provided at no additional cost for a total of 12 months from the time of system completion. All equipment is covered by the manufactures warranty, which in most cases is one year. This service / warranty covers all reintegration and labor costs to your newly installed electronic equipment in case of failure. All equipment and necessary parts will be replaced at no charge to the customer, (not including any shipping charges from the manufacture of whose part has failed) if a failure should happen to occur during the first year of system operation. Normal labor rates may apply for replacement of covered equipment during the first year of operation.

Service / Warranty includes:

- Preventive maintenance - includes cleaning and alignment of system components, testing and adjustment of overall system performance. The warranty includes all parts and labor to perform one preventive maintenance service call on the systems one year anniversary.
- Onsite service for covered occurrences required during this agreement will be furnished at no cost to the customer during normal business hours only. Response to service requests will be within 1 business day.
- Loaner equipment will be provided, subject to availability
- After the first year anniversary of your system completion, customer will incur the cost of replacement equipment and re-integration.

This warranty does not include or cover the following:

- Repairs or service required as a result of misuse, abuse, unauthorized modifications, or acts of God.
- Consumable accessories including lamps, batteries and cables.
- Any shipping costs incurred by Global with regards to the replacement of the warranted equipment.

Global Sight and Sound will guarantee that any and all parts of Global's work will pass local inspection. If, through inspection and noted by a Governmental authority, any part of the installation is unfit by local code, Global will, within 24 hours, bring the affected area up to allowable condition as described by the Governmental authority that has flagged the area. If any part of the installation is responsible for delaying the move in date of the customer due to a Governmental authority's action, Global Sight and Sound will bear an appropriate financial burden of the associated costs of delay.

Global Sight and Sound reserves the right to substitute equipment at its discretion. Substituted equipment will be of equal or greater value and is seamless in its substitution. Any substitutions will be noted and conveyed to the customer prior to use. This is needed to keep up with new model numbers, distribution availability and new technology.

Wisconsin Contractor Law as it pertains to our agreement.

• Under Wis. Stat. § 779.02, a prime contractor on a private small project who uses subcontractors must include the notice below in a written contract or proposal, if there is a written contract. If there is no written contract with the owner, the prime contractor must serve the owner of the property with the notice stated below within ten (10) days after first providing labor, materials or services. If printed, a prime contractor's lien notice must state in 8 point, bold font, the following: As required by the Wisconsin construction lien law, claimant hereby notifies owner that persons or companies performing, furnishing, or procuring labor, services, materials, plans, or specifications for the construction on owner's land may have lien rights on owners land and buildings if not paid. Those entitled to lien rights, in addition to the undersigned claimant, are those who contract directly with the owner or those who give the owner notice within 60 days after they first perform, furnish, or procure labor, services, materials, plans or specifications for the construction. Accordingly, owner probably will receive notices from those who perform, furnish, or procure labor, services, materials, plans, or specifications for the construction, and should give a copy of each notice received to the mortgage lender, if any. Claimant agrees to cooperate with the owner and the owner's lender, if any, to see that all potential lien claimants are duly paid.

Payment Schedule	Amount	Due Date
Down Payment	\$47,706.01	
Final	\$47,706.00	

Client: Germantown Village Hall



Peter Kotsakis, Owner

Date:

11/17/2020

Date:

Boardroom AV Upgrade

Quote #239077 v3

Prepared For:

Village of Germantown
Michelle Tucker
N112 W17001 Mequen Rd
Germantown, WI 53022-3212

P: (262) 250-4700
E: mtucker@village.germantown.wi.us

Prepared By:

Heartland Business Systems
Glen Allen
1700 Stephen Street
Little Chute, WI 54140

P: 9207887720
E: gallen@hbs.net

Date Issued:

01.07.2021

Expires:

02.01.2021

Boardroom	Price	Qty	Ext. Price
Please note this quote does not include shipping and it may be charged at time of order			
Boardroom Components	\$57,992.25	1	\$57,992.25
Equipment			
Panamax 4-outlet Surge Protector		2	
QSC 6.5" Two-way Surface Speaker - White		4	
QSC 6.5" Two-way Low-profile Ceiling Speaker		6	
QSC Four-channel Power Amplifier		2	
Shure Central Control Unit		1	
150 Watt In-line Power Supply for DIS-CCU		1	
Shure Portable Discussion Unit		13	
Shure 20" Gooseneck Mic for DIS Systems		13	
Shure Vocal System, Includes QLXD2/SM58 Handheld Transmitter		1	
Q-SYS Unified Core Audio Processor		1	
Q-SYS Core 110 Scripting Engine Software License, Perpetual.		1	
Crestron Control Processor		1	
Crestron 10.1 in. Tabletop Touch Screen, Black		1	
Crestron 1:4 HDMI D/A		1	
Crestron 4x1 HDMI Switch		1	
Crestron 1:2 HDMI D/A		4	
DM Lite® Transmitter for HDMI® Signal Extension over CATx Cable, Wall Plate, Black Textured		2	
Crestron Transmitter for HDMI® Signal Extension over CATx Cable		3	
Crestron Receiver for HDMI® Signal Extension over CATx Cable		5	
Vaddio AV Bridge MatrixMIX Production System		1	
Vaddio TeleTouch 27" USB Touch-Screen Multiviewer		1	
Vaddio AV Bridge Mini		1	
Vaddio RoboSHOT 12E OneLINK HDMI SYS - PTZ Camera		2	
Vaddio RoboSHOT 30E OneLINK HDMI SYS - PTZ Camera		1	
Vaddio Dual 1/2 Rack Mounting Kit		1	

Boardroom	Price	Qty	Ext. Price
Furman 20A Advanced Remote Smart Sequencer W/SMP & EVS, 9 Outlets 10Ft Cord		1	
M/A Power Strip, 10 Outlet, 20A		1	
Liberty Panelcrafters Precision Manufactured Bulk wire Plate with 1 inch Grommet hole		13	
USB 3.0 Extender Kit		1	
HPE Aruba 8G-PoE+ - Central Managed - switch - managed - 8 x 10/100/1000 (PoE+) + 2 x combo Gigabit SFP - desktop, rack-mountable, wall-mountable - PoE+ (67 W)		1	
Wire and Consumables			
Black Box Slim-Net Cat.6 Patch UTP Network Cable - 7 ft Category 6		20	
3' Liberty Reduced Profile HDMI Patching Cables with High-Retention		24	
Liberty 16/2 Speaker Wire, Plenum, box, Black		1	
Liberty CAT6 Cable Plenum, box, Black		1	
Heartland Business Systems - Misc Cabling		1	
2- Owner Furnished Move: Existing wall-mounted TVs 1- Owner Furnished Abandon-In-Place: Existing In-Wall Speakers 1- Owner Furnished Re-use existing equipment racks 1- Owner Furnished Gentner Listening Assistance System 1- Owner Furnished Remove Outdated Shure SC4 Wireless Mic System			
Fixed Fee Project HBS Responsibilities: <ul style="list-style-type: none"> • Move existing display(s) / Install new display • Install cameras • Install discussion mic system • Remove old, install new rack-mounted equipment • Program control system • Configure and program matrix-mix system • Program touch panel • Tune room • Testsystem • Instruction HBS Assumptions: <ul style="list-style-type: none"> • There are two Dais HDMI sources • The Dais PC is used to connect to the video conference platform of choice • The AV system may have an uplink to the customer network Customer Responsibilities: <ul style="list-style-type: none"> • Install A-C receptacles and data jacks or drops per HBS direction and/or drawings • Install CAT6 Data and shielded CAT6 point-to-point cables per HBS direction and/or drawings • Provide access to the room for the duration of the installation 	\$28,575.00	1	\$28,575.00
Subtotal			\$86,567.25

Option 1- 86" Rear Wall- Mounted Display	* Optional	Price	Qty	Ext. Price
Option 1 Components		\$2,990.94	1	\$2,990.94
LG Electronics 86-Inch 4K UHD LED Smart TV - Cinema HDR - 120Hz			1	
MustangPro - Flat Mount			1	
Panamax 4-outlet Surge Protector			1	
Crestron Transmitter for HDMI® Signal Extension over CATx Cable			1	
Crestron Receiver for HDMI® Signal Extension over CATx Cable			1	
3' Liberty Reduced Profile HDMI Patching Cables with High-Retention			1	

Option 1- 86" Rear Wall- Mounted Display	* Optional	Price	Qty	Ext. Price
Fixed Fee Project		\$810.00	1	\$810.00
			* Optional Subtotal	\$3,800.94

Option 2- 22" Dais Monitors	* Optional	Price	Qty	Ext. Price
Option 2 Components		\$3,202.00	1	\$3,202.00
SamsungSR350 Series - LED monitor - 21.5" (21.5" viewable) - 1920 x 1080 Full HD (1080p) @ 75 Hz - IPS - 250 cd/m² - 1000:1 - 5 ms - HDMI, VGA - black with silver bezel			8	
Ergomart LIMBO Low Profile Monitor Stand			8	
Crestron 1:8 HDMI® Distribution Amplifier w/4K60 4:4:4 & HDR Support			1	
Crestron Transmitter for HDMI® Signal Extension over CATx Cable			1	
Crestron Receiver for HDMI® Signal Extension over CATx Cable			1	
6' Liberty Reduced Profile HDMI Patching Cables with High-Retention			2	
10' Liberty Reduced Profile HDMI Patching Cables with High-Retention			2	
15' Liberty Reduced Profile HDMI Patching Cables with High-Retention			2	
25' Kramer High-Speed Flexible HDMI (M) to HDMI (M)			2	
Fixed Fee Project		\$1,080.00	1	\$1,080.00
			* Optional Subtotal	\$4,282.00

Option 3- Feed to Adjacent Room Display	* Optional	Price	Qty	Ext. Price
Option 3 Components		\$484.54	1	\$484.54
Crestron Transmitter for HDMI® Signal Extension over CATx Cable			1	
Crestron Receiver for HDMI® Signal Extension over CATx Cable			1	
6' Liberty Reduced Profile HDMI Patching Cables with High-Retention			2	
Fixed Fee Project		\$135.00	1	\$135.00
			* Optional Subtotal	\$619.54

Quote Summary	Amount
Boardroom	\$86,567.25
Total:	\$86,567.25

*Optional Expenses	One-Time
Option 1- 86" Rear Wall- Mounted Display	\$3,800.94
Option 2- 22" Dais Monitors	\$4,282.00
Option 3- Feed to Adjacent Room Display	\$619.54

This quote may not include applicable sales tax, shipping, handling and/or delivery charges. Final applicable sales tax, shipping, handling and/or delivery charges are calculated and applied at invoice. The above prices are for hardware/software only, and do not include delivery, setup or installation by Heartland ("HBS") unless otherwise noted. Installation by HBS is available at our regular hourly rates, or pursuant to a prepaid HBSFlex Agreement. This configuration is presented for convenience only. HBS is not responsible for typographical or other errors/omissions regarding prices or other information. Prices and configurations are subject to change without notice. HBS may modify or cancel this quote if the pricing is impacted by a tariff. A 15% restocking fee will be charged on any returned part. Customer is responsible for all costs associated with return of product and a \$25.00 processing fee. No returns are accepted by HBS without prior written approval. This quote expressly limits acceptance to the terms of this quote, and HBS disclaims any additional terms. By providing your "E-Signature," you acknowledge that your electronic signature is the legal equivalent of your manual signature, and you warrant that you have express authority to execute this agreement and legally bind your organization to this proposal and all attached documents. Any purchase that the customer makes from HBS is governed by HBS' Standard Terms and Conditions ("ST&Cs") located at <http://www.hbs.net/standard-terms-and-conditions>, which are incorporated herein by reference. The ST&Cs are subject to change. When a new order is placed, the ST&Cs on the above-stated website at that time shall apply. If customer has signed HBS' ST&Cs version 2018.v2.0 or later, or the parties have executed a current master services agreement, the signed agreement shall supersede the version on the website. QT.2020.v1.0

Acceptance

Heartland Business Systems**Village of Germantown**

Glen Allen

Signature / Name

01/07/2021

Date_____
Signature / Name_____
Initials_____
Date

HTG Standard Terms & Conditions

STANDARD TERMS AND CONDITIONS

The parties to this agreement are Heartland Business Systems, LLC., ("Heartland" or "Seller"), with corporate headquarters located at 1700 Stephen Street, Little Chute WI 54140, and customer ("Buyer") who purchases products and/or services from Heartland.

1. **ACCEPTANCE.** Buyer accepts these Standard Terms and Conditions as a condition of Buyer's purchase of services and/or products from Heartland.
2. **PAYMENT AND TERMS.** All invoices provided by Seller to Buyer shall be paid within 30 days of the invoice date with the exception of HBSFLEX Agreement invoices. HBSFLEX Agreement invoices shall be paid upon receipt of the invoice. A service charge of \$35.00 will be assessed for each check that is returned for insufficient funds.
3. **FORCE MAJEURE.** Heartland's performance hereunder shall be excused if such nonperformance or delay of performance is due to causes beyond the reasonable control of Heartland and is the direct or indirect result of, but not limited to, acts of God, acts of the public enemy, acts of the United States of America, or any state, territory or political subdivision thereof or of the State of Wisconsin, fires, war, riots, terrorism, floods, epidemics, quarantine restrictions, insurrection, strikes, labor shortage, materials shortage or freight embargoes. Any delay in performance due to the force majeure occurrence shall extend the period for performance for the duration of the delay.
4. **SHIPPING.** With respect to any products that are to be shipped, shipment shall be FOB Seller's place of business, by common or contract carrier, or, in the case of drop shipment, FOB a manufacturer's or distributor's place of business, by common or contract carrier. Freight charges shall be Buyer's responsibility. "Delivery," as that term is used in this proposal and any resulting contract, shall be deemed completed when the goods have been placed into the hands of the common or contract carrier.
5. **WARRANTY.** Any hardware, software, or parts sold to Buyer may be subject to a warranty made by the manufacturer or other third party to Buyer and, if so, the terms and conditions of such warranty are embodied in other documents. Buyer acknowledges that Seller is not a party to any such warranty, and that any rights or remedies that Buyer may have pursuant to said warranty are against the manufacturer or other third party directly, and is not assertable against the Seller. SELLER MAKES NO WARRANTY WITH RESPECT TO THE PRODUCTS OR SERVICES SOLD HEREUNDER. BUYER ACKNOWLEDGES THAT IT HAS NOT RELIED ON ANY WARRANTY OR REPRESENTATION BY THE SELLER WITH RESPECT TO THE PRODUCTS OR SERVICES SOLD HEREUNDER, EXCEPT AS ARE EXPRESSLY CONTAINED HEREIN. ANY IMPLIED WARRANTY OF MERCHANTABILITY, AND ANY IMPLIED WARRANTY THAT THE PRODUCTS OR SERVICES SOLD HEREUNDER ARE FIT FOR A PARTICULAR PURPOSE, ARE HEREBY DISCLAIMED.
6. **PROFESSIONAL SERVICES.** Heartland may provide professional services as requested by the Buyer. All services provided by Heartland, which include labor and travel charges, are subject to the terms and conditions as set forth in this Agreement. Services provided by Seller to Buyer may be covered under a manufacturer or other third party warranty, may be applied to a pre-paid HBSFLEX Agreement purchased by the Buyer, at the rates set forth in the most current version of the HBSFLEX Volume Service Schedule, as updated from time to time, or may be billed out to the Buyer at the then-prevailing hourly rate. Regardless whether the services are covered under warranty, applied to a HBSFLEX Agreement or billed out at an hourly rate, all terms of this Agreement apply. Heartland's records shall be the sole measurement of professional services and/or time expended by Heartland. HBSFLEX Agreements may not be used to purchase products, and each HBSFLEX Agreement shall automatically expire eighteen months after the date of invoice for that HBSFLEX Agreement.
 1. **Warranty.** If services provided are in connection with a problem that is covered by a manufacturer or other third party warranty, then such services shall not be counted against a HBSFLEX Agreement or billed out at the then-prevailing hourly rate, to the extent of the warranty coverage. Please refer to your manufacturer or third party provided documentation which will define what is covered under warranty. Any labor or travel provided that is not covered under the manufacturer or third party warranty will be applied to a HBSFLEX Agreement or billed out at the then-prevailing hourly rate, whichever applies.
 2. **HBSFLEX Agreements.** Buyer may choose to purchase a pre-paid HBSFLEX Agreement from Seller. When a HBSFLEX Agreement is purchased, labor and travel charges incurred will be applied against the HBSFLEX Agreement. Buyer will receive informational invoices detailing the services as they are provided.
 1. When a pre-paid HBSFLEX Agreement is exhausted an additional HBSFLEX Agreement may be purchased. If an additional HBSFLEX Agreement is not purchased, then services will be billed out at the then-prevailing hourly rate.
 2. Either party may terminate a pre-paid HBSFLEX Agreement by giving notice to the other, in writing by mail to the party's last known address, of such intent. If this Agreement is terminated before the HBSFLEX Agreement is expended, then Heartland shall refund 75% of the unused portion of the fee and may retain the balance.
 3. **Hourly Rate.** Should services provided not be covered under a manufacturer or third party warranty or should the Buyer not have purchased or not have time available on a HBSFLEX Agreement then all labor and travel will be billed out at Heartland's then-prevailing hourly rate.
7. **PROFESSIONAL SERVICE ESTIMATES.** At times, Buyer may request time estimates for service situations. Heartland will provide a best estimate based upon the information that is known at the time of the request. This is to be considered an estimate for service only and not a guarantee. Actual service hours may be less or may be more than the estimate provided.
8. **FOUR-HOUR RESPONSE.** For calls received on normal business days, excluding holidays, Heartland will use its best effort to respond to the Buyer's request for service within four business hours (the hours between 8:00 a.m. and 5:00 p.m. CT) of the Buyer's request.
9. **ASSIGNABILITY.** Heartland may delegate all, or any part of, its duties hereunder to a subcontractor.
10. **EXCLUDED EQUIPMENT.** Heartland may discontinue providing services with respect to any hardware for which it can no longer readily obtain repair parts or technical assistance.
11. **BUYER'S RESPONSIBILITY.** Buyer shall use its best efforts to cooperate with Heartland in connection with Seller's carrying out its duties hereunder, and Buyer shall refrain from any act or omission that could frustrate Heartland's performance. In that regard, but not by way of limitation, Buyer shall designate one employee for each location at which services are expected to be rendered under this Agreement, with full authority to act for Buyer in the event that Buyer's input is required in order to affect any aspect of the services provided hereunder.
12. **BUYER'S WARRANTY AS TO PROPER LICENSING.** Buyer warrants and represents to Seller that it possesses a proper license for all software being used by Buyer's organization and shall hold Heartland harmless from any claims or suits premised upon breach of any third party's proprietary rights with respect to such software.
13. **BUYER'S WARRANTY AS TO PROPER BACKUP.** Buyer warrants and represents to Seller that Buyer's data and system has been properly backed up prior to the commencement of any services provided by Heartland and understands that the Seller shall have no liability whatsoever, under any circumstances, for any damages suffered by Buyer as a result of improper backup situations or data which has not been backed up and that is lost, for any reason, in connection with the services or use of the products sold hereunder.
14. **NON-SOLICITATION OF HEARTLAND PERSONNEL.** During the term of this Agreement, and for a period of one (1) year after the termination of this Agreement by either party for whatever reason, Buyer shall not, directly or indirectly, encourage any employee of Heartland, who became known to Buyer by virtue of such employee's providing services under this Agreement, to terminate his or her employment with Heartland. In addition, during the term of

- this Agreement, and for a period of one (1) year after the termination of this Agreement by either party for whatever reason, Buyer shall not, directly or indirectly, solicit any employee of Heartland, who became known to Buyer by virtue of such employee's providing services under this Agreement, for employment which would end or diminish that employee's service with Heartland. Buyer acknowledges that Heartland will suffer irreparable harm as a result of Buyer's violation of this paragraph and that Heartland may bring an action for injunctive relief and/or actual damages to enforce this provision.
15. **SUSPENSION OF PRODUCTS AND/OR SERVICES.** Heartland may, at its option, suspend providing products and/or services hereunder in the event that the Buyer is delinquent on payment of any outstanding invoices.
 16. **EXCLUSIVE REMEDY/LIMITATION OF LIABILITY.** Notwithstanding any other provision herein, Seller's sole and exclusive liability to Buyer for any breach of this Agreement, or breach of any warranty, express or implied, found to have been made in connection with this Agreement, shall be to repair or replace, at its option, any defective hardware, software, or parts sold hereunder; Seller shall have no liability for any other damages, consequential or otherwise. Seller shall have no liability whatsoever to Buyer if computer software or computer hardware sold hereunder is subsequently upgraded, or is otherwise used with software or hardware that was not used with the software and/or hardware sold hereunder at the time of installation, or if any such software or hardware has been serviced by anyone other than Seller. Seller shall have no liability whatsoever, under any circumstances, for any damages suffered by Buyer as a result of data which has not been backed up and that is lost, for any reason, in connection with the services or use of the products sold hereunder.
 17. **ACCEPTANCE OF PRODUCTS.** Buyer shall be deemed to have irrevocably accepted the products and services sold hereunder if Buyer has not given to Seller a written notice of rejection, describing the basis for rejection, within 10 business days after delivery. All data and intellectual property provided by Seller in connection with this Agreement shall belong to Seller ("Heartland Materials"). Seller shall retain all rights and interests in and to the Heartland Materials after the completion of this Agreement.
 18. **CLOUD SERVICES.** Buyer agrees and acknowledges that in order to provide a high level of service, Seller may store Buyer's information in the public cloud. This information may include but is not limited to drawings, pictures, equipment layouts, passwords, backups, or configuration files. Buyer agrees and acknowledges that the cloud is a separate and independent network, which is not controlled by Seller, and that Seller shall have no liability whatsoever, under any circumstances, for any damages arising out of or relating to the use of the public cloud, including but not limited to the loss of any information.
 19. **CHOICE OF LAW.** This Agreement, and any claim arising under it, or related to the transaction evidenced by it, shall be construed and determined under the laws of Wisconsin.
 20. **ATTORNEY FEES.** In the event that legal action is taken by either party upon any claim arising from this Agreement or in any way related to the transaction that is evidenced by this Agreement, Seller shall, if it prevails, be entitled to recover from Buyer its actual reasonable attorney fees incurred in connection therewith.
 21. **SEVERABILITY.** If any portion of this Agreement is determined by a court or government agency having competent jurisdiction to be invalid or unenforceable, the remainder of this Agreement shall remain in full force and effect to the extent permitted by law.
 22. **BINDING EFFECT.** This Agreement shall bind and inure to the benefit of the parties, and their respective heirs, successors, personal representatives, beneficiaries and assigns.
 23. **ADDITIONAL WORK.** In the event that Seller agrees to provide additional products or service not specifically covered by this Agreement, the terms and conditions of this Agreement shall govern, unless otherwise provided in writing.
 24. **ENTIRE AGREEMENT.** This is the entire agreement of the parties respecting the sale of the products or services, sold by Seller to Buyer. No modification, addition, or amendment shall be binding unless in writing and signed by both parties.

Buyer accepts these Standard Terms and Conditions as a condition of Buyer's purchase of services and/or products from Heartland.



Driven by technology,
powered by creativity



Council Room Update

Village of Germantown

Michelle Tucker

(262) 250-4700



Our Mission:

To provide world-class technology solutions with an unwavering commitment to our Customers, Vendor Partners and Employees while providing an environment that encourages profitable growth, learning and fun!

Site Address:

Village of Germantown
N112W17001 Mequon Rd

Germantown WI 53022

Billing Address:

Village of Germantown
N112W17001 Mequon Rd

Germantown WI 53022

Camera Corner Connecting Point

529 N. Monroe
Green Bay, WI 54301
Website: www.cccp.com

Project #: V003760
Modified Date: 12/09/2020
Revision: 1
Acct. Manager Mike Mader



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powered by creativity



Project Description:

Customer is looking to redo the council room for audio and video. There current system is old and too complicated. The current system has 4 cameras and requires a manned camera switcher. The new system shall utilize a semi-automatic system using mic status to coordinate camera shots. (example - mayors mic is unmuted and camera zooms in). The audio in the recorded videos on line is of low quality and shall be improved in the new system.

Project Resources:

Account Manager:	Mike Mader	Design Engineer:	Brad Behling
Programmer:		DSP Programmer:	
Project Manager:		Trainer:	
Network Engineer:		VOIP Engineer:	
Other:		Other:	

Specific Requirements:

CCCP will provide an AV solution that is easy to use and will integrate into their current streaming solution, Civic Plus. Camera Corner will provide displays, speakers, and microphones on the bench so board members have a more immersive experience. The existing displays will be repurposed and repositioned to provide better visibility to audience members. The front left display will be remounted on an articulating arm mount allowing the display to turn and face the audience. The right wall display will be relocated to the left wall between the first and second set of windows, again providing visibility to the audience. All monitors will show the same content. The existing speakers will be re-used in addition to the new speakers on the bench. The bench speakers will be adjusted automatically to minimize feedback during meetings. Two new cameras will be installed and will be controlled automatically based on mic mute status.

- Displays
 - Re-use existing displays.
 - Front left display will be remounted on a display arm allowing the screen to pivot for better patron visibility
 - 1 Front Right display will be relocated on the north wall between the first two windows using the existing mount.
 - (6) New 21” monitors will be added to the bench for board member use. These monitors will receive the same video signal as the wall mounted displays
 - 1 monitor per two board members
- Sources
 - Lectern HDMI input
 - Currently this input is under the front left display
 - Relocated this input to the lectern floor box
 - Wireless presentation using Barco Clickshare
 - 1 PC for presentation in the rack room.
 - This PC will be used for Webex meetings and presentations.
- Audio
 - Each position (13) on the council bench will have a new microphone and speaker.
 - These speakers are to be configured with mix-minus to limit feedback in the system.

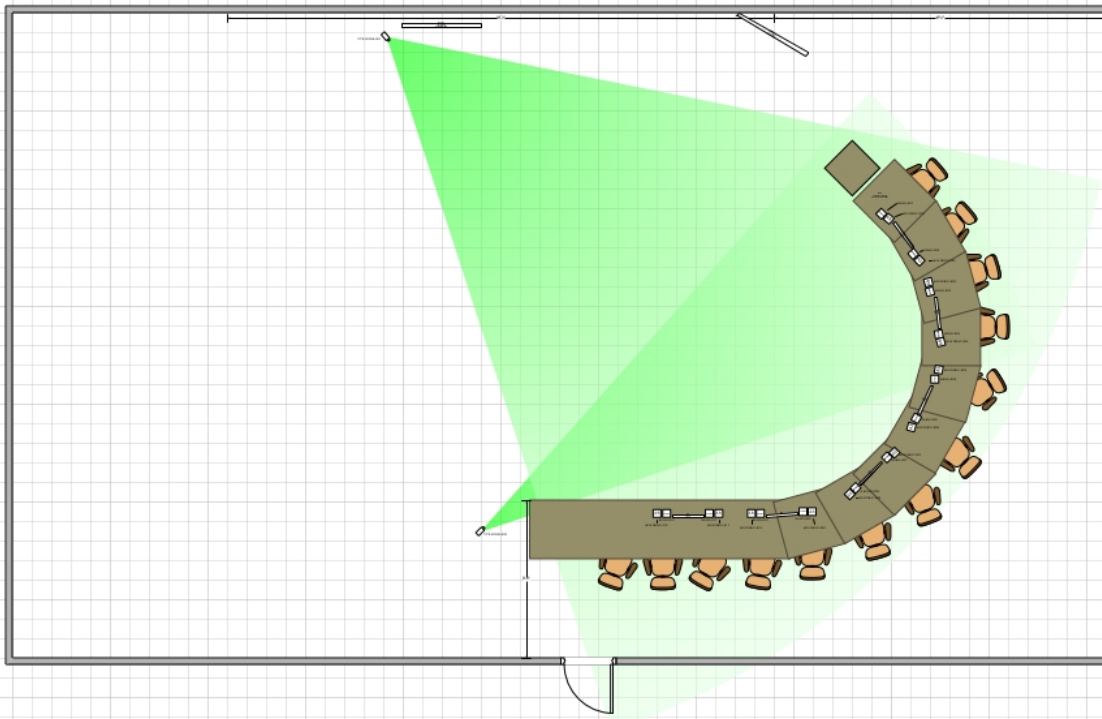
- The existing soffit speakers will be reused for audience participation.
 - CCCP will further identify these speakers and determine if they can be aimed to provide a better listening experience.
- Video conferencing
 - Use the provided PC for joining webex meetings.
 - 1 This is a platform agnostic system so most web based conferencing solutions will work
- Cameras
 - (2) new QSC PTZ cameras will be installed to get a good view of the bench and the lectern. The cameras will be triggered based on microphone status. Example, when the Mayor unmutes their mic, the camera will adjust and zoom in on that position.
- Microphones
 - (13) New microphones will be placed on the bench with new input plates.
 - These mics will feature a 5 pin connector allowing audio and logic to pass through the system.
 - 1 These microphones can be configured as Push to talk or Mute/Unmute Toggle
 - 2 They should be configured to mute on start to avoid unnecessary conversation going to streaming or audience
 - The podium mic will be replaced with the same model as the bench microphones
 - 1 New (2) channel wireless microphone with handheld and lav options.
- Streaming
 - A new Extron SMP-351 streaming box will provide the proper output to the Civic Plus service the village currently uses.
 - 1 In the case that this does not work, a Magewell HDMI to USB converter will be used to connect to the existing streaming computer, using HD Wave and Civic Plus Platform
- Control
 - QSC touch panels will be mounted at the rack and one at the bench for control of the system from either location
 - System control will include
 - System on/off
 - 1 Audio adjustments
 - Mic level adjust
 - 1 Mic mute overrides
 - 2 All mute/unmute
 - Camera selection and control
 - Select your camera
 - 1 Adjust camera position and zoom
 - 2 Recal camera presets
 - 3 Override cam automation
 - This would allow a user to reposition the cameras rather than the programming making that decision.
 - Video input switching
 - Switch between the system inputs for presentation or webex meetings.

Desk Schematic setup

(2x) Danley
Nano



Camera placement and views of room
































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powered by creativity



Equipment Rack

Quantity	Description	Unit Price	Price
 1	Barco Commercial Premium Wireless Conferencing Media Center	\$2,850.00	\$2,850.00
 20	CCCPC Mic/Line audio cable. 22AWG shielded twisted pair with ground wire.	\$0.20	\$4.00
 30	CCCPC Control Cable. 22AWG shielded twisted pair with ground wire.	\$0.20	\$6.00
 200	CCCPC Mic/Line audio cable. 22AWG shielded twisted pair with ground wire. Two Pair per cable. Plenum rated	\$0.52	\$104.00
 2	COOLM 48V 96W DC power adapter	\$30.00	\$60.00
 1	Extron HDMI to Four Output DTP Twisted Pair Distribution Amplifier - 230 feet (70 m)	\$1,899.00	\$1,899.00
 1	Extron HDMI 4K/60 DTP2 Receiver with Audio De-Embedding	\$519.00	\$519.00
 1	Extron H.264 Streaming Media Processor - Standard Version – 80 GB SSD	\$3,225.00	\$3,225.00
 1	FORTINET FortiSwitch 124E-F-POE Ethernet Switch - 24 x Gigabit Ethernet Network, 4 x Gigabit Ethernet Expansion Slot - Manageable - Optical Fiber, Twisted Pair - Modular - 2 Layer Supported - 1U High - Rack-mountable - Lifetime Limited Warranty 24GE +4SFP 24PORT POE	\$865.00	\$865.00
 1	HP HP EliteDisplay E223 21.5-inch Monitor	\$169.00	\$169.00
 6	Liberty AV Solutions Commercial Grade HDMI Cable with Ethernet, 6'	\$16.00	\$96.00

	2	Neutrik Neutrik XLR 3 pin cable mt (f) black/gold Connector	\$7.00	\$14.00
	1	Neutrik 5 Pin Female XLR Connector	\$13.00	\$13.00
	14	Neutrik 5 Pin Male XLR Connector	\$10.00	\$140.00
	1	QSC Unified Core with 24 local audio I/O channels, 128x128 network I/O channels, dual LAN ports, POTS and VoIP telephony, 16x16 GPIO, 16 next-generation AEC processors, 1RU.	\$2,699.00	\$2,699.00
	2	QSC 4K60 4:4:4 Network Video Endpoint for the Q-SYS Ecosystem, software configurable as Encoder or Decoder. 3 HDMI 2.0 Inputs, 2 HDMI 2.0 Outputs, on-board AV Bridging.	\$2,549.00	\$5,098.00
	1	QSC Q-SYS Software-based Dante 16x16 Channel License, Perpetual	\$350.00	\$350.00
	1	QSC Q-SYS Core 110 Scripting Engine Software License, Perpetual	\$278.00	\$278.00
	1	QSC Q-SYS Core 110 UCI Deployment Software License, Perpetual	\$139.00	\$139.00
	1	QSC Q-SYS 11.6" PoE Touch Screen Controller for In-Wall Mounting. Includes 1 LAN Port and Aux Power input, available in black only	\$1,999.00	\$1,999.00
	1	Shure Omnidirectional Earset Headworn Microphone, Cocoa	\$199.00	\$199.00
	2	Shure Lithium-ion battery for SLX-D Wireless Transmitters	\$45.00	\$90.00
	1	Shure Dual Docking Station for SLX-D transmitters and SB903 battery	\$120.00	\$120.00
	1	Shure Bodypack Transmitter G58 BAND	\$215.00	\$215.00
	1	Shure Handheld Transmitter with BETA 58 Capsule	\$310.00	\$310.00
	1	Shure Dual Channel Receiver	\$829.00	\$829.00
	5	Tripp Lite CAT6 Patch Cable, 7' Black	\$7.00	\$35.00

Equipment:	\$22,325.00
Labor:	\$14,211.00

Equipment Rack Total	\$36,536.00
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Germantown City Council Rm













Quantity	Description	Unit Price	Price
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1	_Miscellaneous Miscellaneous Parts & Materials	\$1,277.64	\$1,277.64
1	CCCP Ground Shipping and Handling Estimate	\$1,847.57	\$1,847.57

Equipment:	\$3,125.21
Labor:	\$6,585.00

Germantown City Council Rm Total	\$9,710.21
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Quantity	Description	Unit Price	Price
	12 CCCP Control Cable. 22AWG shielded twisted pair with ground wire.	\$0.20	\$2.40
	1 Chief Universal Flat Panel Mount Hardware kit	\$10.00	\$10.00
	2 Chief TOGLER ACCESSORY 1/4-20	\$17.00	\$34.00
	1 Chief Medium Dual swing arm wall display mount, black	\$297.00	\$297.00
	150 Extron Shielded Twisted Pair Cable for XTP Systems and DTP Series Products, Plenum - Per Foot	\$3.78	\$567.00
	2 Extron HDMI Twisted Pair Receiver - 230 feet (70 m)	\$320.00	\$640.00
	2 Extron 12V, 1.5A, Power Supply on Captive Screw	\$75.00	\$150.00
	2 Extron XTP DTP 24 Plug, EACH	\$6.00	\$12.00
	2 Extron Mounting Kit for 1/8 and 1/4 Rack Width Products	\$116.00	\$232.00
	2 Generic [OFE] - LCD TV	\$0.00	\$0.00
	2 Liberty AV Solutions D-Sub Jack, 9pin Female Solder Nickel	\$4.00	\$8.00
	2 Liberty AV Solutions D-Sub Plug, 9pin Male Solder Nickel	\$4.00	\$8.00
	2 Liberty AV Solutions Commercial Grade HDMI Cable with Ethernet, 6'	\$16.00	\$32.00
	2 Liberty AV Solutions Hood, Dsub 9/15pin	\$5.00	\$10.00

Equipment:	\$2,002.40
Labor:	\$881.58

North Wall Total	\$2,883.98
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	South Wall
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Quantity	Description	Unit Price	Price
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150	Extron		\$3.78	\$567.00
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Shielded Twisted Pair Cable for XTP Systems and DTP Series Products, Plenum - Per Foot













2	Extron		\$6.00	\$12.00
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XTP DTP 24 Plug, EACH

Equipment:	\$579.00
Labor:	\$168.00

South Wall Total	\$747.00
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Production Room



















Quantity	Description	Unit Price	Price
	CCC [OFE] - Control Cable. 22AWG shielded twisted pair with ground wire.	\$0.00	\$0.00
 455	CCC Mic/Line audio cable. 22AWG shielded twisted pair with ground wire. Two Pair per cable	\$0.40	\$182.00
 1	Generic [OFE] - Existing computer	\$0.00	\$0.00
 1	Generic [OFE]	\$0.00	\$0.00
 7	Hosa Hosa Technology High Quality 1/4 Balanced Interconnects 10'	\$9.00	\$63.00
 1	Liberty AV Solutions Commercial Grade HDMI Cable with Ethernet, 16.5'	\$65.00	\$65.00
 1	Magewell USB Capture HDMI Gen2 - USB 3.0 HD Video Capture Dongle	\$299.00	\$299.00
 1	Magewell [OFE] - USB 3.0 Cable	\$0.00	\$0.00
 1	Middle Atlantic 41SP/32D MULTIBAY BGR RK	\$1,099.00	\$1,099.00
 1	Middle Atlantic SLIM PWR STRP,24OUT,15A,W	\$165.00	\$165.00







Equipment: **\$1,873.00**

Labor: **\$943.95**




Production Room Total **\$2,816.95**

	Quantity	Description	Unit Price	Price
	20	CCCP Mic/Line audio cable. 22AWG shielded twisted pair with ground wire.	\$0.20	\$4.00
	200	CCCP CAT. 6 Plenum	\$0.82	\$164.00
	750	CCCP DataTwist 2400, Nonbonded-Pair, 4-pair, 23 AWG, CMP, Category 6, F/UTP cable, Blue, 1000 ft	\$2.55	\$1,912.50
	845	CCCP 2 Cond 16 Unshielded Raw Cable, Non-Plenum, Per Foot	\$0.40	\$338.00
	2	CCCP One Piece RJ45 crimp connector for Cat6 cable	\$5.00	\$10.00
	13	Danley Sound Labs Ultra Compact 3" Surface Mount Speaker. Mounting bracket included, 8 Ohm / 70V Version	\$239.00	\$3,107.00
	150	Extron Shielded Twisted Pair Cable for XTP Systems and DTP Series Products, Plenum - Per Foot	\$3.78	\$567.00
	1	Extron Six Output HDMI Distribution Amplifier	\$799.00	\$799.00
	1	Extron HDMI Twisted Pair Receiver - 230 feet (70 m)	\$320.00	\$320.00
	1	Extron 12V, 1.5A, Power Supply on Captive Screw	\$75.00	\$75.00
	2	Extron XTP DTP 24 Plug, EACH	\$6.00	\$12.00
	1	Extron Mounting Kit for 1/8 and 1/4 Rack Width Products	\$116.00	\$116.00
	6	HP HP EliteDisplay E223 21.5-inch Monitor	\$169.00	\$1,014.00
	1	Liberty AV Solutions 5 RU Panel with 2Gang cutout	\$115.00	\$115.00
	13	Liberty AV Solutions Liberty Custom Wall Plate	\$34.00	\$442.00

		Connectors: 6-pin XLR-F, 1/4" TS Color: Black Anodized Aluminum		
	1	Liberty AV Solutions Commercial Grade HDMI Cable with Ethernet, 3'	\$12.00	\$12.00
	2	Liberty AV Solutions Commercial Grade HDMI Cable with Ethernet, 10'	\$20.00	\$40.00
	2	Liberty AV Solutions Commercial Grade HDMI Cable with Ethernet, 16.5'	\$65.00	\$130.00
	2	Liberty AV Solutions 20' Black Liberty Commercial Grade High Retention High Speed HDMI Cables with Ethernet	\$69.00	\$138.00
	1	Liberty AV Solutions 6' USB3.0 A-B Cable	\$6.00	\$6.00
	1	Liberty AV Solutions 15' USB3.0 A-B Cable	\$12.00	\$12.00
	1	Middle Atlantic 1SP PANEL W/BRUSH GROMMET	\$46.00	\$46.00
	1	Middle Atlantic 2SP ANODIZED DRAWER	\$159.00	\$159.00
	1	Middle Atlantic 7SP/18D DSKTP RK,NO DRS	\$239.00	\$239.00
	1	Middle Atlantic 7SP DTRK VENTED FRONT DR	\$98.00	\$98.00
	13	Middle Atlantic 1SP FLANGED ECONO BLANK	\$9.00	\$117.00
	1	Middle Atlantic 2SP FLANGED ECONO BLANK	\$12.00	\$12.00
	2	Middle Atlantic 3SP FLANGED ECONO BLANK	\$14.00	\$28.00
	3	Middle Atlantic 9 OUTS,15A SERIES SURGE	\$469.00	\$1,407.00
	1	Middle Atlantic 9SP,RACKMOUNT,LCD,TELESCP	\$239.00	\$239.00
	1	Middle Atlantic LCD RACKMOUNT, 3 RU, PIVOT/TILT, VESA 75 & 100	\$149.00	\$149.00
	2	Middle Atlantic 1SP UM SHELF,11.5"D,KIT	\$95.00	\$190.00

	2	QSC 8-Channel 500W/CH Q-SYS Network Amplifier, Lo-Z, 70V, 100V direct drive, FlexAmp™, with Mic/line Inputs, 100-240V.	\$3,849.00	\$7,698.00
	1	QSC 1/2 RU 2 Channel ENERGY STAR amplifier / Stereo Operation 200 watts into 8? & 4?, Bridged operation 400 watts into 8? & 4?, and 350 watts into 70v and 100v / 100-240 VAC Operation	\$549.00	\$549.00
	1	QSC 8.0" Touch Panel with Table Top mounting accessory included.	\$1,449.00	\$1,449.00
	8	Sentinel RJ45 Shielded Connector 8G	\$4.00	\$32.00
	8	Sentinel Category 6A and 6 RJ45 Plug For Larger Size Conductors (.044"-.048")	\$5.00	\$40.00
	13	Shure Cardioid-18" Desktop Gooseneck Condenser Microphone, Attached 10' XLR Cable, Logic Functions, Programmable Switch and LED Indicator, Attached Desktop Base	\$280.00	\$3,640.00





Equipment:	\$25,425.50
Labor:	\$8,338.65
Bench Total	\$33,764.15

Quantity	Description	Unit Price	Price
200	Extron Shielded Twisted Pair Cable for XTP Systems and DTP Series Products, Plenum - Per Foot	\$3.78	\$756.00
1	 Extron DTP Transmitter for HDMI - Decorator-Style Wallplate, White - 230 feet (70 m)	\$429.00	\$429.00
2	 Extron XTP DTP 24 Plug, EACH	\$6.00	\$12.00
1	 Shure Cardioid-18" Desktop Gooseneck Condenser Microphone, Attached 10' XLR Cable, Logic Functions, Programmable Switch and LED Indicator, Attached Desktop Base	\$280.00	\$280.00

Equipment:	\$1,477.00
Labor:	\$315.00

Lectern Total	\$1,792.00
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Ceiling

Quantity	Description	Unit Price	Price
 250	CCCP DataTwist 2400, Nonbonded-Pair, 4-pair, 23 AWG, CMP, Category 6, F/UTP cable, Blue, 1000 ft	\$2.55	\$637.50
 2	QSC Q-SYS PoE camera for AV-to-USB Bridging 20x Optical Zoom 60° horizontal field of view. For medium to large conference rooms. Includes Lan, 3G-SDI and HDMI; includes a PTZ-WMB1 (Wall Mount Bracket)	\$4,049.00	\$8,098.00
 2	QSC Accessory Ceiling Mount Bracket for PTZ Camera	\$96.00	\$192.00
 4	Sentinel Category 6A and 6 RJ45 Plug For Larger Size Conductors (.044"-.048")	\$5.00	\$20.00

Equipment: \$8,947.50

Labor: \$567.00

Ceiling Total \$9,514.50

Equipment Subtotal: \$65,754.61

Labor Subtotal: \$32,010.18

Project Subtotal: \$97,764.79

PROJECT SUMMARY

Equipment:	\$65,754.61
Labor:	\$32,010.18

Grand Total: \$97,764.79

Payment Schedule

	Amount	Due Date
Initial Deposit	\$48,882.40	
Equipment Delivery	\$39,105.92	
Final Acceptance	\$9,776.47	

Assumptions

The list of assumptions below was used to develop this Statement of Work and Quote. If any of these assumptions are not correct or if additional, unanticipated information was uncovered during the project, it may affect the SOW and Quote relative to the installation timeline and/or price. If so, a change order (discussed below) will be written and signed off by the customer before this additional work is performed.

1. All owner furnished equipment is in good working condition
- 2.
- 3.
- 4.
- 5.

Customer Responsibilities

Customer, at its expense, shall:

- A. Provide employees or agents of CCCP:
 - reasonable access to the premises and facilities
 - suitable and easily accessible floor space that's close to the project area
 - necessary power and grounding
 - an environment that prevents equipment from over-heating and/or exposure to moisture
 - floor plans
 - any other information as needed
- B. Communicate all project related issues with CCCP in a timely basis such that the project timeline is not imperiled.
- C. Provide all required licensing and software needed to ensure the timely backup of data as well as protection from viruses and other risks at all levels of the network.
- D. Confirm all drop ship items have arrived.
- E. Do not write on original packaging or boxes. Save all boxes and packing material as they are required for returns/rebates and repairs.
- F. Cover the cost of lift rentals, if necessary to access and/or install all equipment included in this project.
- G. Upon request and prior to scheduling, provide photographic confirmation of the completed customer responsibilities.
- H. Upon project completion, review and verify the system implemented by CCCP.

Work Schedule/Billing Rate

Rates - Regular billing hours are 7:30am – 5:30pm Monday through Friday. Any work performed outside that range is billed at the after-hours rate. Refer to the Billing Rate Schedule below.

CCCP will work with the customers schedule when after-hours work is required. CCCP will confirm the installation timeframe with the customer.

<u>Time</u>	<u>Rate per Hour</u>
7:30am – 5:30pm (M-F)	Published Rate
5:30pm – 7:30am (M-F)	1.5x Published Rate
Saturdays (7:30am-5:30pm)	1.5x Published Rate
Saturdays (5:30pm-12:00am Sunday)	2x Published Rate
Sundays (until 7:30am Monday)	2x Published Rate
Holidays	3x Published Rate

Travel – For any customer within 60 miles of its Green Bay corporate office Camera Corner/Connecting Point charges for service from the time we leave our corporate office until the time our work is complete (i.e., we charge travel to the customer's location, but not from). In addition, for all service calls greater than 60 miles from our Green Bay corporate office, Camera Corner/Connecting Point reserves the right to charge an additional fee for zone travel charges. In addition, gas prices may at times, require us to include a small surcharge on dispatched trips from our technical team. Your account rep can explain how these charges may apply to you.

Labor – Labor for this project is to be billed as follows:

- Time and Materials billed off Sales Order
- Time and Materials billed off Block
- Project Based *(flat fee no matter how long it takes – excluding costs associated with change orders)*

Billing Rate – The billing rate for this project is based on current published rates:

Installation: \$105/hr
 Programming: \$165/hr
 Project Management: \$165/hr
 Design/Engineering: \$155/hr
 Network Engineer: \$165 to \$195/hr (certification dependent)

Special Notes on Billing:

Terms

<u>Consulting</u>	<u>Product</u>	<u>Labor</u>	
% to be Pre-Paid:		% to be Pre-Paid: 50%	% to be Pre-Paid (from
% to be Paid n/30:		% to be Paid n/30: 50%	% to be Paid n/30:
% Special Terms:		% Special Terms:	% Special Terms:

Change Management

CCCP will review change requests to this Statement of Work by you. As part of this review, CCCP will prepare a Change Order (available upon request) that documents the request and, if applicable, any impact on the project schedule and pricing. CCCP will incorporate the change into the project schedule and scope of work upon receipt of your signed Change Order. Changes requested can affect the implementation schedule and services quoted. The following personnel at your company are authorized to make change orders:

_____	_____
Name	Title
_____	_____
Name	Title
_____	_____
Name	Title

Planned Down Time

CCCP will provide prior notice of any necessary system outages during the implementation. In case of unforeseen issues during the installation and cutover, CCCP will make every effort to minimize any interruption.

Testing

CCCP will verify that the system and features meet the customer's expectations, as laid out in this document. This includes ensuring that the present functionality of the system is still available unless directed otherwise.

First day of Service

On the first day of service, CCCP will be available for the customer to discuss questions or issues they may have. We will document all issues and work quickly to resolve them.

Return Policies

We strive to provide our customers with the highest level of service possible. From first visit to order delivery and installation, we want you to be completely satisfied with your experience.

Unless specified, the manufacturer's product warranty does not cover the labor to fix defective product(s).

Unless specified otherwise, all products are covered by the manufacturer's warranty. Please identify any concerns that you have within 30 days of the invoice date. Any issues after the first 30 days will be subject to the restrictions and limitations imposed by our vendors.

All cancelled orders/returns are subject to a 15% restocking fee. Opened software is not returnable. Special order/non-stock items may not be returnable or may be subject to a higher restock fee. Vendor approval will be required prior to the return of opened hardware. Defective hardware may be returned for exchange only. Support blocks are non-refundable. Refund checks will be mailed.

A RETURN AUTHORIZATION ("R.A") REQUEST must be placed by filling out our online Return Authorization Request and is required for ALL returns. (Go to www.cccp.com and click on the Return Authorization Request Form link under Policies & Terms.). You will get a response within 48 hours of your request. Merchandise must be returned within 7 days of the issuance of the R.A.

Please do not write on original packaging or boxes. In addition, save all boxes and packing material as they are required for returns/rebates and repairs.

Camera Corner Connecting Point inspects all returns and reserves the right to return merchandise that does not meet manufacturers return authorization criteria.

If you have additional questions, please email returns@cccp.com.

Programming

Programming performed by CCCP is subject to a limited warranty. CCCP warrants that the physical medium on which this programming is located is free from defects and that the products impacted by this programming will perform as outlined in this SOW. This limited warranty is good for 60 days from the date of invoice. See Programming Addendum to the SOW if applicable.

Disclaimers and Limitations of Liability

CCCP WILL NOT UNDER ANY CIRCUMSTANCES BE LIABLE FOR ANY INCIDENTAL OR CONSEQUENTIAL DAMAGES INCLUDING, BUT NOT LIMITED TO, PROPERTY DAMAGE, LOST TIME, LOSS OF USE OF ANY EQUIPMENT OR ANY OTHER DAMAGES RESULTING FROM THE BREAKDOWN OR FAILURE OF ANY EQUIPMENT OR FROM DELAYS IN SERVICING OR THE INABILITY TO RENDER SERVICE ON ANY EQUIPMENT. CCCP LIABILITY FOR DAMAGES RESULTING FROM ANY CAUSE WHATSOEVER, INCLUDING, BUT NOT LIMITED TO, CCCP NEGLIGENCE OR INSTALLATION OF DEFECTIVE PARTS OR COMPONENTS, WHETHER OR NOT SUCH DEFECT WAS KNOWN OR DISCOVERABLE, SHALL NOT EXCEED THE ACTUAL PRICE PAID TO CCCP BY CLIENT FOR THE EQUIPMENT OR PARTS, WHICHEVER IS LESS.

Contact for Service

When you need to place a service call to Camera Corner Connecting Point, please call us at (920) 438-0333. We will take your name, a brief description of the trouble, and a call back number. We will then contact one of our qualified associates to follow up on your request.

Statement of Confidentiality

This Statement of Work and proposal is the proprietary and confidential property of Camera Corner / Connecting Point. By accepting possession of this document, the company named in this document agrees to keep the contents in confidence and not to use, duplicate, or disclose for any purpose other than the purpose of evaluating Camera Corner / Connecting Point's ability to provide the services herein, unless otherwise agreed to in writing by Camera Corner / Connecting Point. On request by Camera Corner / Connecting Point, the company named in this document agrees to return the copies of the Statement of Work to Camera Corner / Connecting Point, together with the other materials supplied by Camera Corner / Connecting Point.

Non-Solicitation of Personnel

Client agrees not to solicit, directly or indirectly (through individuals, subsidiaries, holding companies, partnerships, subcontractors, employment agencies or any other financially related firms), nor to tender an offer for employment nor place on their payrolls any present CCCP employee who becomes known to Client in connection with the proper performance of this Agreement during the term of this Agreement and for a period of one (1) year after its termination. In the event Client hires or contracts with a CCCP employee in violation of the terms of this paragraph, the Client agrees to pay CCCP as liquidated damages, and not as a penalty, an amount equal to one half of the employee's annual compensation, including but not limited to wages, bonuses and fringe benefits.

Post Installation Review

CCCP wants to get your feedback to understand how we could serve you better, and improve our relationship with you. We may also ask for referrals or testimonials. Please feel free to contact us with any questions you may have.

Approval for Acceptance and Authorization of Project Completion

CCCP will work with you to resolve any problems and answer any questions you have regarding the system implementation. Your signature of acceptance will be asked for upon completion of the project.

Approval for Contact Information/Logo Placement

CCCP will place our logo and contact information on a 1U blank rack panel to provide you convenient contact information.

Approval for Pictures of Completed Project

CCCP may take pictures of the equipment upon completion of the project. They will be primarily used to document the installation work and reference in the future if design changes or troubleshooting is required. They also may be used to help represent and communicated to other customers the work that CCCP does. Your signature of acceptance will be asked for upon completion of the project.

Other Approvals

Throughout this project, CCCP may provide the customer with other documents requiring approval before we begin a particular phase of the project. Such documents are addendums of this document and are subject to all of the same guidelines stated in this document. A non-exhaustive list of examples would include a Programming Addendum to the SOW and a Custom Plate Addendum to the SOW.

Subcontractors

Camera Corner may use subcontractors to assist on this project. All work by subcontractors will be directed and/or supervised by Camera Corner staff. Tasks that subcontractors may be utilized for include the following:

- Low voltage cabling – including Cat. 6 cabling
- Conduit and raceway work as required
- Physical installation of devices and equipment

Remote Access

Unless specifically directed otherwise, Camera Comer will install TeamViewer software on the any provided servers and create a Camera Corner account on the system. This access will be used to facilitate service and repair issues as well as programming changes as directed by the owner.

Acceptance and Authorization of SOW

IN WITNESS WHEREOF, the parties hereto each acting with proper authroity Accept this Statement of work

Project Name: Council Room Update

_____ Michelle Tucker Customer Printed Full Name	_____ Mike Mader CCCP Acct Rep Printed Full Name	_____ Brad Behling CCCP Engineer Printed Full Name
_____ Title	_____ Account Manager Title	_____ Designer Title
_____ Signature	_____ Signature	_____ Signature
_____ Date	_____ Date	_____ Date

An authorized signature on this document acknowledges that the customer has read our Return Policy located on the Company Info page of the Camera Corner Connecting Point website www.cccp.com.

After all parties have signed, please provide original to customer and a copy to CCCP.

Acceptance and Authorization of Project Completion

IN WITNESS WHEREOF, the parties hereto each acting with proper authroity Accept this Statement of work

Project Name: Council Room Update

_____ Michelle Tucker Customer Printed Full Name	_____ Mike Mader CCCP Acct Rep Printed Full Name	_____ Brad Behling CCCP Engineer Printed Full Name
_____ Title	_____ Account Manager Title	_____ Designer Title
_____ Signature	_____ Signature	_____ Signature
_____ Date	_____ Date	_____ Date

Can we use you as a reference or testimonial for the work just completed? Yes _____ No _____

If no, may we ask why?

After all parties have signed, please provide original to customer and a copy to CCCP.