

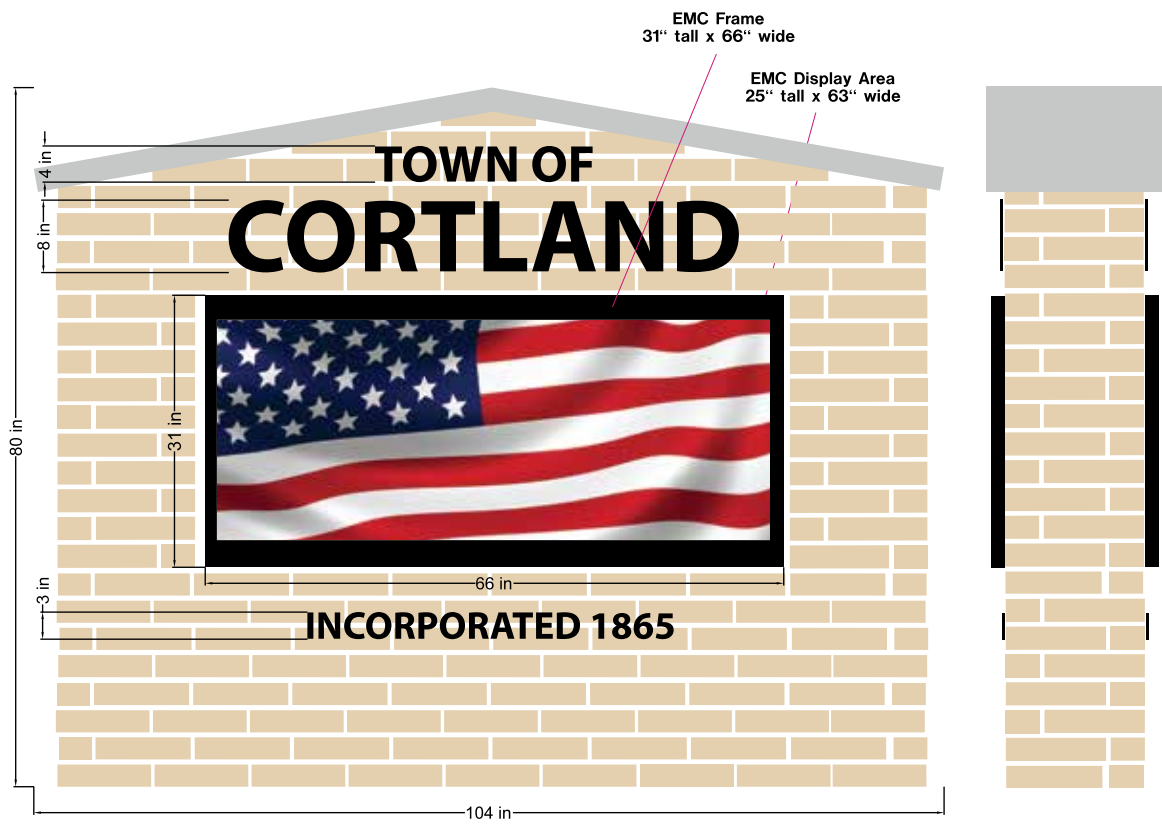
Town of Cortland EMC (8/10/23)

Situation: The current EMC (electronic message center) has a bad controller which is causing the sign to malfunction/not display messages. These 15.86 mm Daktronics displays were installed in July 2017. When originally installed, they carried a 5-year parts warranty. In December of 2020, the controller went out and had to be replaced. 3 years later, the part is now requiring replacement again.

Solutions:

- Daktronics (existing)
 - o Part Replacement. Replace the parts in the existing EMC's. For both options below, Banner Up was going to provide the labor at no charge.
 - Used Part. Replacing the existing control with a refurbished controller will run \$2,160.00. It comes with a 90-day warranty. At time of proposal (8/10/23), there were currently 2 in stock with Daktronics.
 - New Part. A new controller would need to be manufactured. 8 to 12 week lead time. \$2880.00 cost. It comes with a 1 year parts warranty.
 - o Warranty. While the current signs are out of warranty, once the current bad part is replaced, the sign could be re-entered into a 1 or 3 year parts plan. This covers parts only – labor would be additional.
 - 1 year - \$515.00
 - 3 year - \$1290.00
- ThinkSign (new) – Complete replacement allows for upgrading the existing 2017 technology. Newer models allow for tighter pixel ratios (more detailed/clearer display). New displays would be frameless and can be integrated into the existing brick sign structure (actual EMC is the same size as existing but would require a new, recessed black frame that fits into existing opening).
 - o Model Options
 - 10 mm display: \$14,620.00 would get you two new, full color displays.
 - 6 mm displays: \$19,652.00 would get you two new, full color displays.
 - o Warranty:
 - 5 year parts warranty included. 2 year additional warranty optional (additional \$1,812.00 for the 10 mm or \$2,415.00 for the 6mm)
 - o Communication:
 - 4G wireless communication for the signs lifespan included
 - o Install Timeline:
 - 4 to 5 weeks upon contract signing

EXISTING



PROPOSED

