

QUOTE #24014

DATE: January 9, 2025

EXPIRATION DATE February 9, 2025

**BILL TO** R. Scott Dixon, MPA  
City Administrator  
1209 Fiorella St.  
Castroville, TX 78009  
W: (830) 931-4070  
O: (817) 320-1712  
Scott.Dixon@castrovilletx.gov

**SHIP TO** SASL to  
Deliver/Install

SALESPERSON	JOB	PAYMENT TERMS	DUE DATE
Brooks Quillian	City Hall AV Upgrades	Check / PO	50% down upon approval 50% due upon completion

**Scope of Work:**

**AUDIO**

- Replace the existing gooseneck microphones with (9x) Shure gooseneck microphones with push-to-talk functionality.
- Replace the existing audio mixer with a Biamp TesiraFORTÉ VT DSP, connect all microphones and existing audio system.

**VIDEO**

- Install (1x) PTX Optics 1080p PTZ Camera on the center pole facing the dais.
- Install (1x) PTX Optics 1080p PTZ Camera on the shelf in front of the dais to face the podium, attorney desk, and the audience.
- Install (1x) HDMI over Cat5 extender at the podium location.
- The Blackmagic Design HyperDeck Studio HD Mini Recorder will record the sessions on an SD card.
- The Blackmagic Design ATEM Mini Pro is a 4-input HDMI streaming switcher, and will connect the two PTZ cameras, the podium HDMI input, the moderator/dais HDMI input, and will connect to the network for streaming.
  - The ATEM Mini Pro can also connect to a computer via USB for meetings over Zoom/Teams.
  - If more than one HDMI input at the dais is required, we can either add an additional switch for dais inputs or upgrade the switcher to the ATEM Mini Extreme which has 8x HDMI inputs.
- The Blackmagic Design ATEM Streaming Bridge will be connected between the switcher and recorder and provide a local video feed to the existing in-room displays.
- (1x) 4-Port USB Hub will be installed next to the master computer which will provide USB connectivity from the switcher and audio DSP.

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#### **CONTROL & INFRASTRUCTURE**

- The Crestron CP4N 4-Series™ Control System with isolated control subnet will control the AV system.
- A Crestron 10.1 in. Tabletop Touch Screen will provide a custom graphic user interface for user control of the audio system and PTZ cameras.
- A Netgear M4250 10-port managed AV network switch will connect system components to the AV network.
- All rack-mountable equipment will be installed in a 12U rack credenza with power conditioning and cooling fans.
  - Custom colors are available and are TBD by the client.

#### **OTHER**

- SASL will fully install & commission all aspects of the system and provide basic training to the end user(s) to ensure proper operation of the equipment.
- IT personnel may be required for some aspects of the network configuration.
- Quote includes all equipment, tech materials, logistics, installation, and programming.

Signature of Approval \_\_\_\_\_

Equipment	\$21,370.00
Installation Services	\$10,800.00
Subtotal	\$32,170.00
Sales Tax	EXEMPT
<b>Total</b>	<b>\$32,170.00</b>

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Page 2 of 4



**Bill of Materials:**

Qty	Make	Model	Description
<b>AUDIO</b>			
<b>DSP / MIX</b>			<b>\$3,143.00</b>
1	Biamp	TesiraFORTÉ VT	Fixed I/O DSP with 12 analog inputs, 8 analog outputs, 8 channels configurable USB audio, AEC technology (all 12 inputs), 2 channel VoIP, and standard FXO telephone interface
<b>MICROPHONES</b>			<b>\$5,850.00</b>
9	Shure	MX418D/C	Cardioid-18" Desktop Gooseneck Condenser Microphone, Attached 10' XLR Cable, Logic Functions, Programmable Switch and LED Indicator, Attached Desktop Base
2	Shure	SLXD24D/SM58-G58	Dual Wireless Vocal System with SM58
<b>VIDEO</b>			
<b>CAPTURE / CAMERAS</b>			<b>\$3,009.00</b>
2	PTZ Optics	PT12X-SE-GY-G3	PTZ camera, featuring 12X Optical Zoom, 1080 Resolution at 60fps
1	PTZ Optics	HCM-1-BK	PTZ optics wall mount
1	BlackMagic Design	BMD-HYPERD/ST/DAHM	Blackmagic Design HyperDeck Studio HD Mini Recorder
1	Exascend	EXA-EX64GSDU2-S	64GB Essential SDXC, UHS-II, V90 Memory Card
<b>DISTRIBUTION / SWITCHING</b>			<b>\$938.00</b>
1	Liberty	DL-HD50C-WPKT-W	DigitaLinx HDMI Wall Plate Extension Set
1	BlackMagic Design	BMD-SWATEMMINISBPR	ATEM Streaming Bridge
1	BlackMagic Design	BMD-SWATEMMINIBPR	ATEM Mini Pro
2	BlackMagic Design	BMD-CONVCMIC/SH03G/WPSU	SDI to HDMI 3G with Power Supply
<b>RACK / CONTROL</b>			
<b>CONTROL</b>			<b>\$5,441.00</b>
1	Crestron	CP4N	4-Series™ Control System with isolated control subnet
1	Crestron	TS-1070-B-S	10.1 in. Tabletop Touch Screen, Black Smooth
1	Netgear	GSM4212P-100NAS	M4250-10G2F-POE+ AV SWITCH
1	Liberty	DL-4USB-PHUB	TeamUp+ Series 4 Port Powered USB 3.0 Commercial Hub
1	Liberty	INT-USB2-50C	Intelix Series USB 2.0 High Speed Client / Remote Side Extender
1	Liberty	INT-USB2-50H	Intelix Series USB 2.0 High Speed Client / Remote Side Extender
<b>RACK</b>			<b>\$1,235.00</b>
1	AVFI	CR1000EX	Single 12U Rack Credenza with cooling fans and casters (Finish TBD)
1	Furman	M-8X2	15A STD Power Conditioner

**Terms and Conditions**

1. **Payment Schedule:** SASL intends to invoice per phase and project progress.
  - a. Down Payment to Order Materials – 50%
  - b. Remaining balance due upon completion – 50%
2. **Payment** is due within 30 days of the invoice date, unless otherwise noted. A delayed payment may result in project delays.
3. **Installation Labor and Materials:**
  - a. SASL Tech Materials will be provided, as required, to complete all audio and video connections, properly secure equipment, and wire management parts to provide a tidy cabling plant.
  - b. All work shall be installed as indicated and specified, and in accordance with acknowledged industry professional standards and practices, and manufacturer's recommendations.
  - c. San Antonio Sound & Light shall provide all tools and equipment needed to install the systems.
4. **Non-Equipment Deliverables**
  - a. System Technical Drawings: One-Line Schematic, Rack Elevation, Mechanical Plate Details, AV Floor Plan, AV Reflected Ceiling Plan, Control Narrative and GUI Layouts (Per the Proposal scope of work)
  - b. System Equipment Tables with connection details, IP Address and Physical MAC address of all devices (As Required)
  - c. Control System Source Code: All uncompiled source code and programming software be made available to the customer. (As Required)
5. **Warranty and Insurance:**
  - a. San Antonio Sound & Light offers a one-year warranty on workmanship in all installed systems. After 1 year, much of the equipment may still be under the manufacturer's warranty. In the event of equipment failure, SASL will assist in diagnosing the problem and getting any equipment sent for repair, but a service fee will be charged.
  - b. SASL carries worker's compensation, auto and general liability insurance. Certificates are available on request.
  - c. Owner Furnished Equipment is not covered under SASL's warranty.
6. **COVID Related price changes, delays, and increased shipping cost:** SASL is experiencing price increases and equipment delays from most manufactures. Global supply chain shortages often cause delays on equipment deliveries. SASL will always do our best to mitigate any potential price changes and will advise clients of any known delays as soon as possible. The shipping price in the proposal is an estimate. Final shipping charges will be applied to the invoice. Pricing on this quote will be honored up to the quote's stated expiration date.