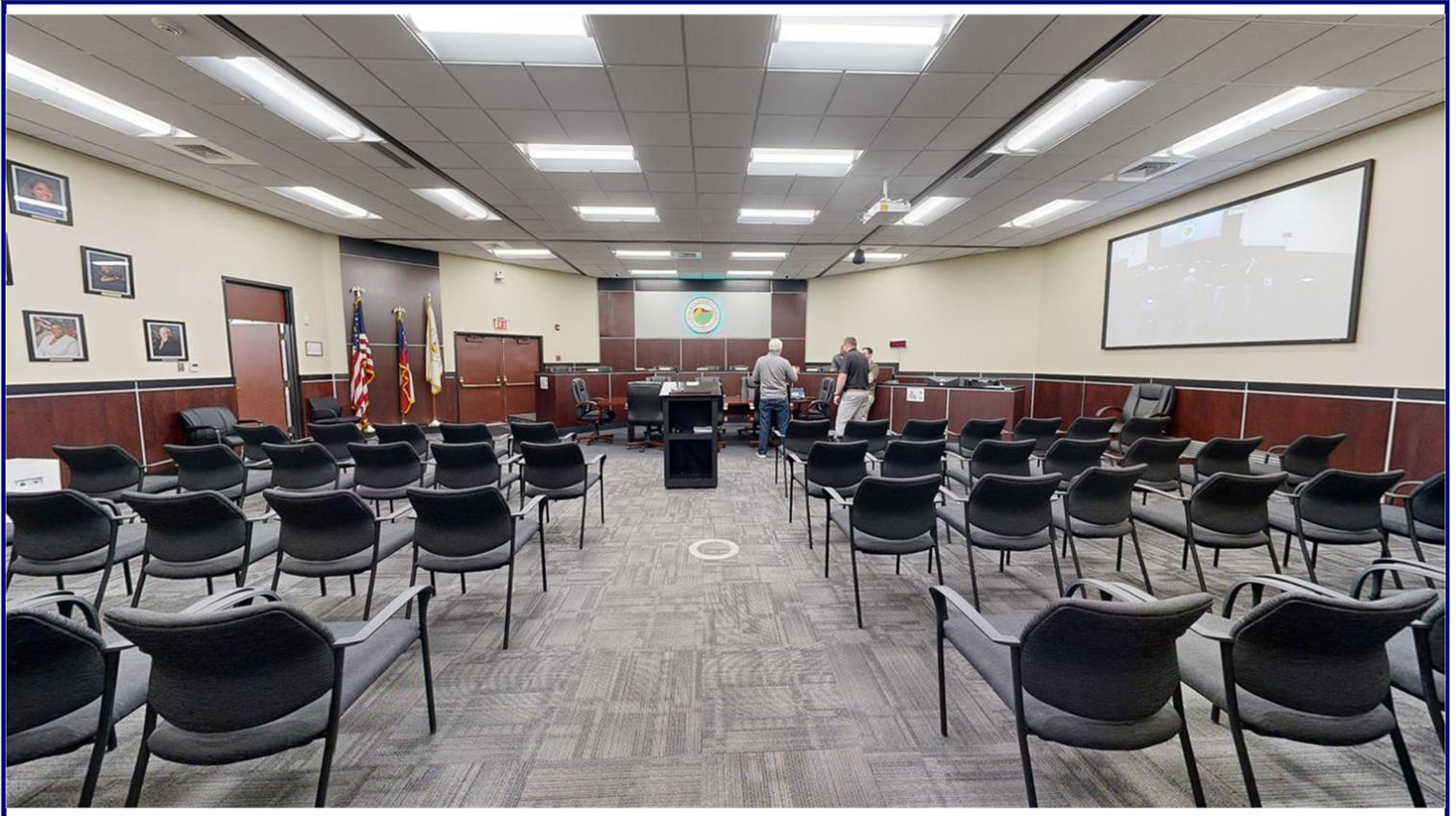


PROPOSAL

Council Room AV

City of Forest Park

745 Forest Parkway
Forest Park, GA



Presented By:

ASW

580 Marksmen Court
Fayetteville, GA 30214
(770) 716-7400

May 30, 2025



SCOPE OF WORK

INTRODUCTION

ASW is pleased to present a proposal to the City of Forest Park for a Council Chamber audio-visual system upgrade in response to the provided Request for Proposal. –

Project Purpose

The City of Forest Park seeks to implement an advanced, integrated audio-visual system within its Council Chamber to enhance in-room discussion, remote participation, electronic voting, streaming, and meeting transparency. This solution will leverage professional AV hardware and seamlessly integrate with the **owner-furnished CivicPlus (Municode Meetings)** software platform, which provides document display, digital voting, and agenda management capabilities.

SOLUTION

System Overview

Audio System

The AV system features a robust hybrid audio architecture combining **Bosch DICENTIS Conference System** for structured dialogue and **QSC DSP/AV bridging** for platform integration:

- **8 Bosch DCNM-DE DICENTIS discussion devices** with long-stem microphones (DCNM-MICL) ensure high speech intelligibility at the dais.
- **Audio-Technica ATND1061DAN beamforming ceiling microphone** provides Dante-enabled coverage for camera tracking via automatic camera preset recall (ACPR) technology.
- **Shure ULXD wireless system** (2 gooseneck bases on 2 wireless channels) allows flexibility at the podium or conference table.
- **QSC Core 8 Flex** provides Dante-based digital audio routing, echo cancellation, and USB bridging to host remote meetings (e.g., Zoom, Teams).
- Audio is distributed through **QSC AD-C6T ceiling speakers**, powered by the **SPA-Qf 60x4 network amplifier**, to deliver even coverage to all audience areas.

Display & Document Sharing

- Council members and Mayor will have **individual display monitors** for reviewing documents and voting results in real time. The Clerk will have a dedicated computer with standard peripherals (monitor, keyboard, mouse) for operations needed to support the council meetings. ASW recommends an additional dedicated computer with standard peripherals be available for the primary purpose of hosting a live stream on the internet. **(This is assumed to be an existing computer supplied by the City and is not included in the proposal.)**
- **Newline 98" and 65" 4K UHD commercial displays** provide high-visibility central audience display. The 98" display will be mounted at the location of the existing projection screen in the council room. (The existing projector and screen will be removed.) The 65" display will be wall-mounted in the Foyer.
- Content is distributed via **AVPro Edge MXNet AV-over-IP system**, with encoders, decoders, and a centralized control box (MXNET-CBOX).
- **CivicPlus / Municode Meetings** software, pre-installed and hosted by the City, will run on the Clerk/AV workstation to provide:

Council Room AV

SCOPE OF WORK

- Agenda sharing and document markup
- On-screen voting prompts and display of results
- Meeting roll call, document links, and speaker queues

Electronic Voting System

- In-person voting will be conducted and managed through the discussion system (DICENTIS) platform. Each discussion device at the dais has integral button voting. *Note: Cross-platform integration with CivicPlus may allow an enhanced experience for voting, results tabulation, and display, including the ability for council members to seamlessly participate in meetings and vote remotely. This will need to be explored through further discovery.*
- Results are presented in real time and logged digitally for compliance and transparency.
- AV system integration ensures CivicPlus visuals can be routed to any combination of dais displays via the data network or AV-over-IP switching (Council Room and Foyer audience displays).

Video Capture, Streaming & Recording

- **Two QSC NC-20x60 PTZ cameras**, wall-mounted, provide high-quality automated video coverage.
- Video switching is managed by the **Datavideo SE-3200**, with output routed to a video recorder and streaming encoder.
- **Blackmagic HyperDeck Studio HD Mini** records meetings in broadcast-grade ProRes or H.264 formats for archival and upload. (Recording media not included.)
- The system supports **streaming to external platforms** and **USB AV bridging** for hybrid meeting software (e.g., Zoom, Teams).

Control & Integration

- AV operations are managed via a **QSC TSC-101-G3 touchscreen interface** with tabletop mounting.
- The **Q-SYS scripting engine and UCI software licenses** enable automation of camera presets, volume control, input routing, and CivicPlus screen toggles.
- The **Q-SYS Core 8 Flex** also bridges the Clerk workstation via USB, allowing direct integration of audio and video feeds.
- **Netgear M4250 AV Line switch** provides managed PoE++ and multicast-ready switching for Dante, AV-over-IP, and device control traffic.

STATEMENT OF WORK / DIVISION OF RESPONSIBILITIES

1. Design and Engineering

- Coordinate with City IT and CivicPlus/Municode teams to validate software endpoints, hardware compatibility, and content sharing workflow.
- Prepare system diagrams integrating AVPro Edge, Q-SYS, Bosch, and CivicPlus touchpoints.
- Customize display routing logic to optimize viewing of CivicPlus interface on dais monitors and central displays.

2. Installation

- ASW will install new equipment as specified and pull new cables to device locations and terminate to devices as required. ASW will interconnect new equipment as required to result in a fully functioning system, including:
 - Mount all cameras, displays, speakers, microphones, and rack-mounted core equipment.
 - Pull and terminate all signal, power, and network cabling.

SCOPE OF WORK

- o Set up and cable the DICENTIS discussion system and peripheral connections.
 - o De-install existing video projector and screen.
- Headend equipment is anticipated to be installed in an equipment rack at the existing equipment location near the Clerk position. Exact details are to be determined through further detailed design.
- Installation on site will be conducted during normal business hours (8:00 am – 5:00 pm), unless otherwise agreed. City of Forest Park must provide continuous uninterrupted access to the space by ASW personnel during the installation period.

3. Configuration & Programming

- Configure Bosch DICENTIS for named seat locations, agenda interaction, and mic management.
- Program the Q-SYS environment to route CivicPlus PC output to selected displays and integrate with USB AV bridge for hybrid calls.
- Apply AVPro Edge control settings to allow CivicPlus-generated content (documents, voting screens, agendas) to be distributed as needed.

4. Testing & Commissioning

- Validate audio levels, mic gating, echo cancellation, and speaker coverage.
- Test CivicPlus display routing to all dais and audience displays.
- Record and stream a mock meeting using CivicPlus as the visual content source.
- Test voting input/responses through CivicPlus and confirm visual routing and logging.

5. Training

- Provide operational training for:
 - o Clerk staff using CivicPlus and the AV touch interface
 - o AV operator on routing, recording, and camera control
- ASW will conduct a training session or sessions of up to four (4) hours total duration on new equipment on site to designated operating personnel.

6. Warranty

- A 90-day warranty, including parts and labor, will be provided beginning at the date of customer acceptance or first beneficial use of the system, whichever is earlier. The warranty does not apply to legacy or customer supplied equipment. Refer to item 8 of the integration contract for additional details.
- Additional servicing and support of purchased equipment beyond the standard warranty can be provided at a special annually contracted rate.

7. Ongoing Support

- Offer support packages covering remote diagnostics, firmware updates, and CivicPlus integration consultation.
- Provide system documentation, as-built diagrams, and configuration backups.

8. Exclusions

- All AC power provisions to support the new system(s) are the responsibility of City of Forest Park.
- Any data network provisions required to support or interface with the proposed systems are the responsibility of City of Forest Park. ASW will coordinate with IT personnel as needed.

BILL OF MATERIALS

Council Room

AV System

<u>Qty</u>	<u>Make/Model/Description</u>	<u>Unit</u>	<u>Extended</u>
8	Bosch DCNM-DVT DICENTIS Discussion Device with Voting	\$884.22	\$7,073.76 *
8	Bosch DCNM-LPP-PE DICENTIS Meeting Prep & Management Software; one license optional per system		
8	Bosch DCNM-MICL Long stem microphone for DICENTIS discussion device.		
1	Bosch DCNM-APS2 DICENTIS Audio Powering Switch - second generation (for DICENTIS Conference System, including DICENTIS multimedia)	\$2,144.63	\$2,144.63
1	Bosch DCNM-SERVER3 Windows Server pre-installed and configured Windows Server OS, DICENTIS software and DHCP server (additional licenses sold separately).	\$3,434.25	\$3,434.25
1	Shure ULXD4D--G50 Dual Digital Wireless Receiver with internal power supply, 1/2 Wave Antenna and Rack Mounting Hardware	\$5,024.25	\$5,024.25 *
2	Shure MX415LP/S 15" Shock-Mounted Gooseneck, Supercardioid, Less Preampfier		
4	Shure SB900B RECHARGEABLE BATTERY		
1	Shure SBC250 2-UP NETWORKED DOCK FOR BN & GN, NO PS		
2	Shure ULXD8--G50 Wireless gooseneck microphone base for ULXD and QLXD. Includes AA Alkaline Batteries		

Council Room AV

Mission No : 25-05995

Rev. 2

5/30/2025

BILL OF MATERIALS

2	<p>QSC NC-20x60 20x Optical Zoom 60° Horizontal Field of View, PTZ Network Camera, PoE, with HDMI and SDI output. Includes PTZ-WMB1 wall mount bracket.</p> <p>2 QSC PTZ-WMB1 Accessory Wall Mount Bracket for PTZ Camera, NC-12x80 and NC-20x60.</p>	\$4,563.75	\$9,127.50 *
1	<p>AVPro Edge AC-MXNET-10G-CBOX-TAA TAA - MXnet 10G Control Box</p>	\$1,236.13	\$1,236.13
2	<p>AVPro Edge AC-MXNET-1G-D-TAA TAA - MXnet 1G Decoder</p>	\$823.63	\$1,647.26
2	<p>AVPro Edge AC-MXNET-1G-E-TAA Encoder; HDMI, HDMI Loop, USB, IR, RS232, Fiber & RJ45--Not Compatible with V2 Systems</p>	\$823.63	\$1,647.26
1	<p>AVPro Edge AC-DA18-AUHD-GEN2 18Gbps 1x8 HDMI Distribution Amplifier</p>	\$548.63	\$548.63
1	<p>Newline STV-9824-PLUS 98" STV+ Smart TV, UHD 4K, Built in Wifi, Digital Signage Capable, Commercial Display</p> <p>1 Chief XSM1U Flat wall mount for 55" - 90" flat panel display or equal</p>	\$4,399.75	\$4,399.75 *
1	<p>ASUS NUC 14 Pro Intel Ultra 5 125H MFF Computer, 16GB DDR5 RAM, 512GB NVMe SSD, and Win 11 Pro</p>	\$998.75	\$998.75
9	<p>ASUS MB229CF 22" ZenScreen Full HD (1920 x 1080) IPS Monitor with Kickstand, HDMI Port, Black</p>	\$373.75	\$3,363.75
1	<p>Audio-Technica ATND1061DAN Beamforming Ceiling Array Microphone with DANTE</p>	\$2,828.59	\$2,828.59
1	<p>Blackmagic Design BMD-HYPERD/ST/DAHM Compact broadcast recorder/player with SDI and HDMI I/O, dual SD card slots, USB-C disk recording, and front-panel LCD. Supports ProRes, DNxHD, and H.264 recording up to 1080p60</p>	\$525.94	\$525.94

BILL OF MATERIALS

1	Datavideo SE-3200 HD 12-Channel Digital Video Switcher	\$5,361.25	\$5,361.25
1	QSC SPA-Qf 60x4 4-Ch,60W/Ch Network Amplifier	\$1,252.50	\$1,252.50
10	QSC Audio Products, LLC AD-C6T-ZB-WH 6.5" Two-way ceiling speaker (White Only)	\$220.50	\$2,205.00
1	QSC CORE 8 FLEX Unified Core with 8 local audio I/O channels, 64x64 network I/O channels with 8x8 Software-based Dante license included, USB AV bridging, dual LAN ports, VoIP telephony, 8x8 GPIO, 8 AEC processors, Half-size 1RU. 1 QSC SLDAN-16-P Q-SYS Software-based Dante 16x16 Channel License, Perpetual. 1 QSC SLQSE-8N-P Q-SYS Core 8 Flex, Core Nano, NV-32-H (Core Capable). Scripting Engine Software License, Perpetual. 1 QSC SLQUD-8N-P Q-SYS Core 8 Flex, Core Nano, NV-32-H (Core Capable). UCI Deployment Software License, Perpetual.	\$2,855.01	\$2,855.01 *
1	Netgear M4250-40G8XF-PoE++ (GSM4248UX) AV Line 40x1G PoE++ 2880W and 8xSFP+ Managed Switch	\$4,500.00	\$4,500.00
1	QSC Audio Products, LLC TSC-101-G3 1 QSC Audio Products, LLC TSC-710t-G3 Table top mounting accessory for TSC-70-G3 and TSC-101-G3.	\$2,912.25	\$2,912.25 *
1	Computer Peripherals Allowance for computer peripherals for Clerk - Keyboard, Mouse	\$125.00	\$125.00
1	Racks/Power/UPS Equipment Allowance for equipment rack(s), power distribution, and UPS equipment	\$1,250.00	\$1,250.00

BILL OF MATERIALS

1	Cables, Connectors, & Misc. Hardware Allowance for miscellaneous cables, connectors, and hardware required for complete installation.	\$5,000.00	\$5,000.00
1	Incoming Freight ASW inbound shipping costs	\$937.50	\$937.50
1	ASW Tech Services General Labor, Engineering & Programming, Project Management, Training, Travel	\$0.00	\$0.00

Equipment:	\$70,398.96
Labor:	\$25,485.00
AV System Total	\$95,883.96

Equipment:	\$70,398.96
Labor:	\$25,485.00

Council Room Total	\$95,883.96
---------------------------	--------------------

BILL OF MATERIALS

Foyer

AV System

<u>Qty</u>	<u>Make/Model/Description</u>	<u>Unit</u>	<u>Extended</u>
1	AVPro Edge AC-MXNET-1G-D-TAA TAA - MXnet 1G Decoder	\$823.63	\$823.63
1	Newline STV-6524-PLUS 65" STV+ Smart TV, UHD 4K, Built in Wifi, Digital Signage Capable, Commercial Display 1 Newline 55" - 86" Wall Mount 55" - 86" Wall Mount	\$1,087.50	\$1,087.50 *

Equipment:	\$1,911.13
Labor:	\$455.00
AV System Total	\$2,366.13

Equipment:	\$1,911.13
Labor:	\$455.00

Foyer Total	\$2,366.13
--------------------	-------------------

Council Room AV

Mission No : 25-05995

Rev. 2

5/30/2025

MISSION SUMMARY

Subtotal:

\$98,250.09

Grand Total:

\$98,250.09

CONTRACT

May 30, 2025

City of Forest Park

745 Forest Parkway
Forest Park, GA

Council Room AV

This Agreement is by and between Atlanta Soundworks, Inc. dba ASW, located at 580 Marksmen Ct., Fayetteville, GA 30214, hereinafter called the "Company" and City of Forest Park hereinafter called the "Client." The Company and Client agree as follows:

- 1. Company Performance:** Company shall furnish all equipment and perform the work necessary to install the components in the Bill of Materials and as described in the Scope of Work. The Company agrees to perform the work for the Amount listed in this Proposal.
- 2. Responsibility of Others:** Unless otherwise noted in the Scope of Work, the Client shall be responsible for all electrical work such as, but not limited to, AC power, conduit systems, and outlet boxes. Floor track and trenching or coring a floor is not included unless noted. Client is responsible for all custom millwork and any other adaptations to Client furnishings or décor, unless specifically noted in the Scope of Work. All finishes will be supplied as standard manufacturer's finish. All other work necessary for the completion of the project and not specifically defined in this Scope of Work shall be the responsibility of the Client.
- 3. Existing Equipment:** Owner-furnished equipment (OFE) is to be reused or installed only as defined in the Scope of Work. Existing equipment being replaced and removed from service will be uninstalled and returned to Client.
- 4. Installation:** Client hereby grants Company or its agent the right to install the equipment and will provide access to the premises for the installation specified during the Company's normal business hours unless otherwise specified in the Scope of Work in this Agreement. Lack of access to the facility and delays of work by others where such work is necessary for the completion of the project causing additional costs to the Company may result in a change order to the Client for recovery of those costs.
- 5. Commencement:** The work to be performed under the terms of this Agreement shall commence on a date agreed to by both parties, after receipt of the signed Agreement and any deposit payment(s) defined in the Payment Schedule.
- 6. Force Majeure:** Company shall not be liable for any loss, injury, delay, damage, or other casualty suffered or incurred by the Client or its Client as a result of any strike, riot, storm, fire, explosion, act of God, war, government action, or other cause that is beyond the Company's control (herein defined as Force Majeure), and any failure or delay in performance of any of its obligations under this Agreement because of one or more of the foregoing causes shall not be considered a breach of this Agreement. Company reserves the right to defer the date of delivery, to cancel the contract, or to reduce the volume of the goods ordered by Client due to Force Majeure without liability. If the performance of any of the material obligations of this Agreement are suspended due to Force Majeure for one hundred and twenty (120) consecutive days and such suspension shall have a material adverse effect on the Client, the Client may give notice requesting consultation concerning such suspension. If the parties hereto fail to resolve such problem by mutually satisfactory written agreement within ninety (90) days after the aforesaid notice, either party hereto shall have the right to terminate this Agreement, effective immediately upon notice to the other party. It is expressly understood and agreed by the parties that in the event of such termination, the party electing to terminate this Agreement will incur no liability to the other for any default in the performance of this Agreement arising from exercise of such right to terminate.
- 7. Indemnification:** The Client agrees to indemnify the Company and hold the Company harmless from all losses, actions, claims, demands or expenses arising out of, or in connection with Client's use of this Agreement. Company will not be liable to Client for loss of profit, goodwill or business opportunity or production downtime, or any type of indirect or consequential loss or damage, costs, expenses or other claims for consequential compensation whatsoever (howsoever caused) which arise out of, or in connection with the project.
- 8. Disputes:** Any controversy or claim arising out of or relating to this contract or the breach thereof, shall be submitted to mediation administered by a member of the Georgia Academy of Mediators & Arbitrators agreed to by both parties at a venue in or within 25

Council Room AV

Mission No : 25-05995

Rev. 2

5/30/2025

CONTRACT

miles of Fayetteville, Georgia. If the parties are unable to resolve their dispute in mediation, the dispute shall be settled by binding arbitration administered by a member of the Georgia Academy of Mediators & Arbitrators agreed upon by the parties in accordance with the American Arbitration Association rules, and judgment upon the award rendered by the arbitrator may be entered in any court having jurisdiction thereof.

- 9. Entire Contract:** This Agreement and the documents and instruments referred to herein constitute the entire contract between the parties to this Agreement and supersede all other understandings, written or oral, with respect to the subject matter of this Agreement.
- 10. Restocking:** The Company may charge a restocking fee for any returns according to the manufacturer's policy. All returns must be approved in writing with an RMA # before the Company will accept equipment for return and a change order will accompany any RMA.
- 11. Warranty:** The Company will provide a limited 90-day installation warranty covering defects in materials and workmanship from the date of system completion or first beneficial use, whichever comes first, for all equipment furnished and installed by the Company. All equipment, labor, and freight for warranty work are included. Some components include a manufacturer's warranty which extends beyond the Company warranty. It is the responsibility of Client to complete and submit any warranty registration information directly to the appropriate manufacturer. Client misuse, abuse and "Acts of God" are not covered. This warranty is in effect only if the product remains as installed. Removal and re-installation of equipment, changes to software code, network configuration, DSP configuration, or other changes to the installation void this limited warranty at the Company's discretion.
- 12. Training:** The Company will provide post-sale training support as described in the Scope of Work.
- 13. Deliverables:** Following completion of the project, the Company will provide documentation as defined in the Scope of Work within two (2) weeks after final payment is made by the Client. The Company will provide equipment and warranty information to the customer as part of the deliverables.
- 14. Sales Tax:** Sales tax will be calculated in accordance with applicable state/local sales tax laws. Please be advised that sales tax laws are subject to change and the Company may be required to collect sales tax, in addition to the quoted proposal.
- 15. Time for Acceptance:** The terms of this Agreement will be valid for fifteen (15) days following the publish date set forth above. If not accepted within that time, the offer of such terms is automatically revoked, unless the Client and Company agree otherwise in writing. If this Agreement is signed by the Client and the Company it shall be valid, remain in force and not be revoked.
- 16. Pricing:** Pricing is valid for fifteen (15) days following the publish date of this Agreement for equipment manufactured in the USA. Unfortunately, due to ongoing government tariff negotiations, equipment pricing cannot be guaranteed beyond the publish date of this Agreement for equipment manufactured outside the USA. With respect to these conditions, if additional costs to the Company are incurred because of manufacturers' price increases, Client consents to the increased price of affected equipment at the time of execution of this agreement.
- 17. Shipping:** Freight costs are included in the Proposal - FOB to a single destination. Expedited delivery and/or compound routing options are available at additional cost.
- 18. Promotional Materials:** Client grants Company the right and permit to utilize pictures, tributes, contextual analyses and other related work products associated with this Agreement and its fulfillment in Company showcasing and promotional materials without cost to Company.
- 19. Cancellation:** If Client cancels the Agreement after execution including cause arising out of Force Majeure, the Client will be liable for 10% (10%) of the full Agreement Amount as remuneration for the Company. After Installation is finished and the system performs in accordance with the Scope of Work, Client agrees that the Company is due the full Amount of this Agreement plus all approved Change Orders less any Deposits paid by the Client.

CONTRACT

- 20. Non-solicitation:** After the Effective Date and during the term of this Agreement, each Party agrees that neither it nor any of its divisions, operating groups or Affiliates shall recruit, solicit or induce any employee of the other Party directly involved in the activities conducted pursuant to this Agreement to terminate his or her employment with such other Party and become employed by or consult for such Party, whether or not such employee is a full-time employee of such other Party, and whether or not such employment is pursuant to a written agreement or is at-will. For purposes of the foregoing, "recruit", "solicit" or "induce" shall not be deemed to mean: (a) circumstances where an employee of a Party initiates contact with the other Party or any of its Affiliates with regard to possible employment; or (b) general solicitations of employment not specifically targeted at employees of a Party or any of its Affiliates, including responses to general advertisements.
- 21. Severability:** Any provision of this Agreement that is prohibited or unenforceable in any jurisdiction shall, as to such jurisdiction, be ineffective to the extent of such prohibition or unenforceability without invalidating the remaining provisions hereof, and any such prohibition or unenforceability in any jurisdiction shall not invalidate or render unenforceable such provision in any other jurisdiction.
- 22. Governing Law:** This Agreement shall be governed by and construed in accordance with the laws of the State of Georgia.
- 23. Payment Terms:** Standard payment terms are NET 15 from invoice date. Payment made by credit card is subject to a 3.5% processing fee. Accounts not paid within terms are subject to a 1.5% per month finance charge on the outstanding balance over 30 days past due. Deposit payment, if applicable, is due 15 calendar days from the execution of this Agreement. In the event the deposit payment is late, regardless of circumstances, Client agrees the Agreement may be amended at the sole discretion of the Company to reflect any price increase in equipment or materials.
- 24. Payment:** Except as otherwise may be adjusted to comply with other provisions of this Agreement, the Client agrees to a fixed price inclusive of all materials, installation labor, technical services, freight, and taxes for the successful delivery of the project as described in the Scope of Work in accordance with the following schedule. Payment shall be made as invoiced, without abatement, deduction, discount or setoff.

Payment Schedule	%	Amount	Due Date
Down Payment	80.0000	\$78,600.07	
Project Completion	20.0000	\$19,650.02	

Client: **City of Forest Park**

Date:

Company: **ASW**

Date: