



Town of Grand Lake

TGL 003 - AV Upgrades



December 24, 2022

PROPOSAL PREPARED FOR:

Town of Grand Lake
Attn: Kim White
1026 Park Ave
Grand Lake, CO 80447

PROPOSAL PREPARED BY:

Xcite Audiovisuals LLC (XciteAV)
Larry Crawford
7167 S. Alton Way
Centennial CO 80112
303.881.3233 – larry@xciteav.com

Firm Fixed Price – BASE Project	\$31,317.01
Firm Fixed Price – Wireless MIC Option	\$29,931.47
Firm Fixed Price – HDMI Podium Input Option	\$2,076.00
Firm Fixed Price – Headset MIC Option	\$2,727.00
Firm Fixed Price – New Projector Option	\$4,148.00

General NOTES:

Xcite AV acknowledges the information included in the RFP dated DEC /2022.

XciteAV does not have or foresee any potential conflicts in support of this solicitation.

XciteAV will NOT utilize any subcontractors on this project in an effort, to preserve the quality and the highest workmanship.

The Pricing found within this proposal will remain valid for the contract term until 03/31/2022.

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XCITE AUDIOVISUALS, LLC – 7167 S. ALTON WAY – CENTENNIAL CO – 80112 – 720.771.1011 – ALL RIGHTS RESERVED



EXECUTIVE SUMMARY NARRATIVE:

To whom it may Concern,

I would like to thank you for the opportunity to present our response to the request for proposal to integrate/install the new Audiovisual Systems for The Town of Grand Lake. As Managing Member of Xcite Audiovisuals, LLC, I am pleased to submit the enclosed Proposal. Xcite Audiovisuals, LLC is looking forward to working with you on this project.

In submitting the forthcoming information, Xcite Audiovisuals, LLC is providing a cost to provide complete audiovisual systems equipment and installation services per the request and any information given, which will ensure the final deliverable of the Audiovisual project will be accurate and successful. I affirm Xcite Audiovisuals' willingness to enter into any contracts/agreements pertaining to this project.

Xcite AV is a small business founded in **2007**, located in Centennial, CO. Xcite AV employs over 60 years of cumulative experience in the custom audiovisual industry. Xcite AV has extensive knowledge and a successful integration history of the types of audiovisual systems outlined for this project, proven and detailed under qualifications in this Proposal. Our company culture can be described as young and dynamic. We all work for the "X" and every daily decision is based on how it would affect the "X". Our employees are efficient and hold workmanship to the highest standard. XciteAV views customer service as the most paramount attribute in our industry and that standard is the foundation of our company and mission. The pricing we provide leads the Denver Metro area and we have found through feedback that it is extremely competitive.

I firmly believe that our company is the correct choice for completing this project successfully. Our extensive qualifications and successfully completed projects in the Denver Metro area and throughout Colorado speak volumes about our reputation and A/V proficiency. These proven skills will allow us to complete this project as designed, on schedule and ensure the correct functionality. Moreover, our laser focus on customer service will manifest a great relationship with the GC, the Consultant, as well as the Customer/Owner. This foundation of service ensures that expectations are always exceeded and that the utmost satisfaction is achieved for the customer.

Thank you again for the opportunity to offer our proposal and to work with the XXXXXX on this project. Xcite AV is looking forward to exceeding your requirements and your customer service expectations.

Xcite Audiovisuals, LLC

Brian Seid, Managing Member

As defined under Section 3 of the Small Business Act (15 U.S.C. 632) Xcite AV qualifies as a small business.

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PROJECT GENERAL ASSUMPTIONS AND CLARIFICATIONS:

- Any owner provided A/V equipment is assumed to be in good working order and is NOT covered under any additional warranties included in this proposal. This equipment may be required for any XciteAV in-house pre-build activities.
- Coordination and communication with the Owner will be paramount for a successful project.
- Any network considerations shall be provided by Owner IT staff.

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PROJECT DESCRIPTION:

AUDIO SYSTEMS

Xcite AV has examined the existing desk microphones and assess that these are sufficient for your current use and budget. A new wireless handheld microphone will be installed at the podium.

A new digital signal processor/mixer will replace the existing analog mixer that is on the dais. This will require the extension of the microphone lines from the dais to the new rack location. A new amplifier will be installed and connected to (2) new surface mounted speakers. The speakers will be mounted on the audience side of the header in the room. All wiring will be run under the floor through the crawl space. Every attempt will be made to run wiring through the walls where possible. Wiremold will be used where applicable.

A note as the bid asks for cost of new wireless microphones.

ASSISTED LISTENING SYSTEMS

A new Williams Assisted Listening System will be installed and consist of 3 R1N receivers and a Wi-Fi transmitter that will be connected to the owners Wi-Fi system. This will allow meeting participants to connect via an app on their phone as well. This will allow the town to be compliance of the ADA requirements.

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CONTROL SYSTEM

A new Extron control system will be installed and consist of a control system processor and 11" Samsung tablet. The tablet will be custom programmed for use as the main control for the operation of the room. This tablet is to be used for only the control system and not operate any other software. The custom interface will give you an intuitive interface that will give you a single button press to turn the system on. There will be a page dedicated to individual microphone and source levels. Video input will be selectable between the clerk's computer and the existing owner furnished wireless system. The control system will also control the new 75" display that will be mounted in the chambers. Five presets for the camera will be programed on the panel as well as a page for pan, tilt, zoom, and focus.

VIDEO SYSTEMS

A new 75" Sony commercial display will be mounted on the wall using a commercial grade tilting wall mount. A small adapter will be mounted behind the display to accommodate the existing owner furnished wireless video receiver. A new HDMI over Cat6A extender will be installed to the Clerk's PC.

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WEB CONFERENCING

The Town will have zoom, teams, or another soft codec on the clerk's computer. The feed from the camera and audio from the digital signal processor will be routed to this computer. It will require 2 USB ports. When a call is made through the soft codec you will be able to display this on the new 75" display. Far end audio will be routed to newly installed surface mount speakers. All in room microphones will be routed to the call. The camera will be able to show the council or via one of the presets the podium.

EQUIPMENT STORAGE

A new equipment rack will be located near the storage area. All cabling will be routed back to the new rack. Cabling will be routed up through the crawl space and into the rack. The rack will have a locking door to discourage unauthorized personnel from accessing the equipment.

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OPTIONAL EQUIPMENT

We have included an optional quote for a wireless microphone system. This system has a microphone with a built in speaker for each council member. A 3.5mm jack is built into each of the workstations as well. There is a charging base for the microphones. Each microphone can be individually controlled.

A wireless headset microphone option has also been quoted for use by a Board Member.

A new projector option has been quoted. We believe the 75" display will be more effective then installing a new projector in this room. The room height is not sufficient to get a large enough screen to justify the additional cost. The current projection surface does not meet AVIXA standards for BDM (Basic Decision Making).

A new HDMI input at the podium has been quoted. This will have a white HDMI input plate mounted into the podium. This will be an HDMI over Cat6A extension to the new Display.

TRASH/RECYCLING

There will be several boxes, which include the box of the display, all boxes of the interface boxes, camera box, the wireless microphone boxes. All equipment on the list will have cardboard boxes that will need to be thrown out.

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PROJECT APPROACH:

Plan Review/Design

The project design has been verified and the associated equipment have been confirmed per the Specifications, Plans and information given. This will demonstrate our understanding of the Project and Scope.

Procurement

Upon receipt of the Contract and/or Purchase Order, all equipment will be procured, including any software items or licenses. Any extensive lead time items will be communicated to the Team.

Integration with Existing systems

XciteAV will coordinate with the owner on any necessary items that are needed with regards to the integration of any existing systems.

Installation

At the beginning of physical installation, tight communication lines will be upheld between XciteAV and the Team to ensure any field concerns are communicated and progress updates are given. The core systems will be pre-built at XciteAV offices as required. This will entail the Equipment Rack being pre-built, the equipment being powered on to identify any failures, firmware being updated and the initial Control System Source Code being loaded and tested. The on-site systems integration will then commence until completion.

Testing

Upon substantial completion of the installation on-site, XciteAV will commence testing of the systems prior to commissioning to ensure proper functionality.

Training

System Training and Demonstration will be coordinated with staff and an agenda distributed.

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PRICING Breakout – BASE BID

Audio-Video Systems

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Quote

Estimate # 01-14165B

Date 12/16/2022

Name / Address

Town of Grand Lake Town
Kim White
1026 Park Avenue
Grand Lake, Co 80447

Item	Description	Qty	Rate	Total
	Town of Grand Lake----			
	TOGL-003--			
	Town of Grand Lake 1026 Park Ave Grand Lake, CO 80447			
	AUDIO SYSTEMS:			
AP41OM5A	Audix AP41 OM5 WIRELESS MICROPHONE SYSTEM – R41 DIVERSITY RECEIVER WITH H60/OM5 HANDHELD TRANSMITTER	1	596.80	596.80
DS5E	Atlas Sound DS5E Fixed Height Desktop Mic Stand 5" Ebony Finish.	1	30.99	30.99
TesiraFORTE CI	Biamp TesiraForte CI TesiraFORTÉ DSP fixed I/O server with 12 analog inputs, 8 analog outputs, 8 channels configurable USB audio, and Sona™ Acoustic Echo Cancellation (AEC) technology (all 12 inputs).	1	3,156.00	3,156.00
60-1449-01	Extron 60-1449-01 MPA 601-70V - 1 x 60 watts @ 70 volts ENERGY STAR® qualified amplifier	1	413.00	413.00
60-1308-13	Extron 60-1308-13 SM 26T SpeedMount Two-Way Surface Mount Speakers with 6.5" Woofer, 1" Silk Dome Tweeter. 70V WHITE , PAIR	1	385.00	385.00
	ASSISTED LISTENING SYSTEM:			
WF SY5 PRO-3	Williams WF SY5 PRO-3 Wi-Fi assistive listening system with 3 Wi-Fi receivers. System includes: (1) WF T5 transmitter, (3) WF R1N receivers, (3) CCS 062 BK receiver skins, (1) CHG 404 WF 4-slot charger, (3) HED 024 headphones, (2) NKL 001-S neckloops, (1) RPK 005 rack panel kit, and (1) IDP 008 ADA wall plaque.	1	2,154.00	2,154.00
	CONTROL SYSTEM:			
60-1911-01A	Extron 60-1911-01A IPCP Pro 250 xi IPCP Pro xi Control Processor with LL UI Upgrade	1	2,319.00	2,319.00
Galaxy Tab S8 11"	Samsung Galaxy Tab S8 11" 128GB WiFi 6E Android Tablet w/ Large LCD Screen, Long Lasting Battery, S Pen Included, Ultra Wide Camera, US Version, Graphite	1	699.00	699.00
Lamicall Tablet Stand ...	Lamicall Tablet Stand Adjustable	1	35.00	35.00

*** Any changes or unforeseen items may result in an additional charge.***

*** This Estimate is good for 30 Days.***

Subtotal

Sales Tax (0.0%)

Total

Approval Signature _____



Quote

Estimate # 01-14165B

Date 12/16/2022

Name / Address

Town of Grand Lake Town
Kim White
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Item	Description	Qty	Rate	Total
AN-210-SW-R-8-POE	Araknis Networks AN-210-SW-R-8-POE 8-port Gigabit Websmart Network Switch with Partial PoE+, Rear Ports, Standard IEC Detachable Power Cable, Rack or Wall Mount Options, BLACK.	1	486.95	486.95
	VIDEO SYSTEMS:			
FWD75X81CH/AL	Sony FWD75X81CH/AL 75" 3840 x 2160 4K HDR LED Display 16/7, 1yr warranty - Black	1	1,513.00	1,513.00
LTA1U	Chief LTA1U Large Fusion Tilt Wall Mount, 37" x 65", Universal Black	1	289.00	289.00
CSMP9X12	Chief CSMP9X12 Component Storage Panel, Interface	1	48.00	48.00
ALF-20X-CAM	Alfatron ALF-20X-CAM, 20X 1080p PTZ Camera with 3.2(tele) - 55.8(wide) degree shooting angle, USB3.0, HDMI, LAN, RS-232 Multifunction IR remote control, RS-232 control options and PC control using Sony VISCA or Pelco-D/ Pelco-P command, incl. shelf mount bracket and remote control, Black	1	1,419.00	1,419.00
ALF-WP70S-UB	Alfatron ALF-WP70S-UB 2x1 switcher and HDBaseT transmitter with an HDMI, USB-B and USB-C input.	1	799.00	799.00
U-TAP-HDMI	AJA U-TAP-HDMI USB 3.0/3.1 Gen 1 Powered HDMI Capture Device	1	399.00	399.00
	EQUIPMENT RACK:			
ERK-18-25	Middle Atlantic ERK-18-25 18 Space Enclosure, Rear Door, 25" Depth, BLACK.	1	668.00	668.00
PFD-18	Middle Atlantic PFD-18 Front Door, Smoked Plexiglas Door.	1	336.35	336.35
PD-915R	Middle Atlantic PD-915R Power Conditioner.	1	196.00	196.00
U1	Middle Atlantic U1 1 Space Shelf, 1U	1	45.00	45.00
FWD-EB4	Middle Atlantic FWD-EB4 4 RU Forward Tool-Less Blank Panel	2	39.50	79.00
Materials/Costs	Materials, Costs & Consumables to Facilitate Installation.	1	685.00	685.00
	Subtotal			16,752.09
	Other Project Costs			
G&A	Xcite Audiovisuals, LLC General & Administrative Services and Costs.	1	547.92	547.92
DESIGN/ENGINEER	Design and Engineering services for all projects.	1	725.00	725.00
EXTRON	Extron Programming services, system integration, testing and system validation for Extron Control systems.	1	2,400.00	2,400.00
BIAMP	Biamp Programming Services; DSP Setup and Configuration/Calibration/Audio Balancing.	1	1,200.00	1,200.00
LABOR	Xcite Audiovisuals, LLC Installation and Integration Services, includes 90 Day Service Call Guarantee.	1	5,280.00	5,280.00

*** Any changes or unforeseen items may result in an additional charge.***

*** This Estimate is good for 30 Days.***

Subtotal

Sales Tax (0.0%)

Total

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Name / Address

Town of Grand Lake Town
Kim White
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Grand Lake, Co 80447

Item	Description	Qty	Rate	Total
Project Management	Xcite Audiovisuals Project Management and Design Services. Coordination with Owner and/or General Contractor regarding Project progress and activities. Verification of Equipment procurement and any in-house system Pre-Build tasks. Follow-up to ensure project completion dates. Inspection of Technician workmanship and adherence to design when necessary.	1	1,287.00	1,287.00
Shipping	Shipping services/Delivery	1	825.00	825.00
TRAVEL	Travel expenses to facilitate completion of any projects requiring travel.	1	2,300.00	2,300.00

*** Any changes or unforeseen items may result in an additional charge.***

*** This Estimate is good for 30 Days.***

Subtotal \$31,317.01

Sales Tax (0.0%) \$0.00

Total \$31,317.01

Approval Signature _____



PRICING Breakout – Wireless Microphone Option

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Quote

Estimate # 01-14171B

Date 12/20/2022

Name / Address

Town of Grand Lake Town
Kim White
1026 Park Avenue
Grand Lake, Co 80447

Item	Description	Qty	Rate	Total
	Town of Grand Lake----			
	Wireless Microphone Option--			
	Town of Grand Lake Town Kim White 1026 Park Avenue Grand Lake, CO 80447			
	WIRLESS MICROPHONE OPTION:			
71.98.0035	Televic 71.98.0035 Confidea WAP G4, Operates in the limited access DFS channels maximizing the available spectrum, 3 x 2 MIMO antenna design with diversity to mitigate multipath effect resulting in robust wireless link, Support for 255 Confidea G4 devices, PoE+ LAN port, NO Dante, Balanced analog IN and OUT.	1	3,412.50	3,412.50
71.98.0028	Televic 71.98.0028 PoE+ power adapter for Confidea WAP G4.	1	103.60	103.60
71.98.0081	Televic 71.98.0081 Confidea FLEX G4 touch enabled wireless tabletop conference unit, Multifunctional button for delegate, chairman and dual use, Push & Lock USB-C microphone connector, Loudspeaker, Hot swap dual battery compartment, 5.2" capacitive touch screen,NFC card reader, Comes with one Confidea Battery Pack G4 included that lasts 12h on a full charge.	10	1,273.00	12,730.00
71.98.0094	Televic 71.98.0094 PLM 401F GSM immune gooseneck microphone of 40 cm with push & lock mechanism, providing consistent and high bandwidth, low equivalent noise, excellent front to back ratio and a frequency response boost around 4kHz resulting in increased clarity and augmented intelligibility. Length 400mm	10	231.00	2,310.00
71.98.0046	Televic 71.98.0046 Confidea CHT G4 Charging Station for 10 Batteries, Charging Time of only 2 Hours, LAN, Rack Mountable.	1	1,273.00	1,273.00
71.98.3000	Televic 71.98.3000 Confero 360 License; Unlocks Browser Interface Features	1	2,800.00	2,800.00
99.06.0006	Televic 99.06.0006 Remote system access for installation, configuration and/or updating of a new or existing Televic System. Prior to scheduling a remote session, the following criteria must be met:	1	2,250.00	2,250.00
Materials/Costs	Materials, Costs & Consumables to Facilitate Installation.	1	250.00	250.00
BIAMP	Biamp Programming Services; DSP Setup and Configuration/Calibration/Audio Balancing.	1	625.00	625.00
EXTRON	Extron Programming services, system integration, testing and system validation for Extron Control systems.	1	650.00	650.00
LABOR	Xcite Audiovisuals, LLC Installation and Integration Services, includes 90 Day Service Call Guarantee.	1	1,650.00	1,650.00

*** Any changes or unforeseen items may result in an additional charge.***

*** This Estimate is good for 30 Days.***

Subtotal

Sales Tax (0.0%)

Total

Approval Signature _____



Quote

Estimate # 01-14171B

Date 12/20/2022

Name / Address

Town of Grand Lake Town
Kim White
1026 Park Avenue
Grand Lake, Co 80447

Item	Description	Qty	Rate	Total
	Subtotal			28,054.10
	OTHER PROJECT COSTS:			
G&A	Xcite Audiovisuals, LLC General & Administrative Services and Costs.	1	767.37	767.37
DESIGN/ENGINEER	Design and Engineering services for all projects.	1	685.00	685.00
Shipping	Shipping services/Delivery	1	425.00	425.00
	Subtotal			1,877.37

*** Any changes or unforeseen items may result in an additional charge.***

*** This Estimate is good for 30 Days.***

Subtotal \$29,931.47

Sales Tax (0.0%) \$0.00

Total \$29,931.47

Approval Signature _____



PRICING Breakout – HDMI Podium Input

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Quote

Estimate # 01-14186B

Date 12/23/2022

Name / Address

Town of Grand Lake Town
Kim White
1026 Park Avenue
Grand Lake, Co 80447

Item	Description	Qty	Rate	Total
	Town of Grand Lake----			
	Podium Input--			
	Town of Grand Lake Town Kim White 1026 Park Avenue Grand Lake, CO 80447			
	PODIUM HDMI INPUT:			
ALF-WP70S-UB	Alfatron ALF-WP70S-UB 2x1 switcher and HDBaseT transmitter with an HDMI, USB-B and USB-C input.	1	799.00	799.00
Cables/Wiring	Cables/Wiring Bulk Cabling and Wiring that is required to facilitate and complete the Installation. (Such as Cat6A, Cat6, Audio Line, MIC Line, VGA Line and Control Lines)	1	165.00	165.00
Materials/Costs	Materials, Costs & Consumables to Facilitate Installation.	1	75.00	75.00
B6-4K2-2	Binary B6-4K2-2, 4K Ultra HD Premium Certified High Speed HDMI Cable with GripTek	2	49.00	98.00
Shipping	Shipping services/Delivery	1	64.00	64.00
EXTRON	Extron Programming services, system integration, testing and system validation for Extron Control systems.	1	350.00	350.00
LABOR	Xcite Audiovisuals, LLC Installation and Integration Services, includes 90 Day Service Call Guarantee.	1	525.00	525.00

*** Any changes or unforeseen items may result in an additional charge.***

*** This Estimate is good for 30 Days.***

Subtotal \$2,076.00

Sales Tax (0.0%) \$0.00

Total \$2,076.00

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PRICING Breakout – Headset Microphone

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Estimate # 01-14172B

Date 12/20/2022

Name / Address

Town of Grand Lake Town
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1026 Park Avenue
Grand Lake, Co 80447

Item	Description	Qty	Rate	Total
	Town of Grand Lake----			
	Headset Microphone Option--			
	Town of Grand Lake Town Kim White 1026 Park Avenue Grand Lake, CO 80447			
	HEADSET MICROPHONE OPTION:			
AP41 BP	Audix AP41 BP WIRELESS,R41,BODY PACK ONLY	1	539.00	539.00T
HT2	Audix HT2 Durable adjustable headworn microphone for live vocal performance, 3' cable 3-pin mini-XLRf. Black. Supercardioid.	1	179.00	179.00T
Cables/Wiring	Cables/Wiring Bulk Cabling and Wiring that is required to facilitate and complete the Installation. (Such as Cat6A, Cat6, Audio Line, MIC Line, VGA Line and Control Lines)	1	100.00	100.00T
ADS48	AUDIX ADS48 Antenna distribution system. Combines four (4) two-channel systems (a total of 8 channels) with one set of antennas and one power supply. Includes all BNC and jumper cables.	1	549.00	549.00T
Materials/Costs	Materials, Costs & Consumables to Facilitate Installation.	1	75.00	75.00T
BIAMP	Biamp Programming Services; DSP Setup and Configuration/Calibration/Audio Balancing.	1	350.00	350.00
EXTRON	Extron Programming services, system integration, testing and system validation for Extron Control systems.	1	275.00	275.00
LABOR	Xcite Audiovisuals, LLC Installation and Integration Services, includes 90 Day Service Call Guarantee.	1	660.00	660.00

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*** This Estimate is good for 30 Days.***

Subtotal \$2,727.00

Sales Tax (0.0%) \$0.00

Total \$2,727.00

Approval Signature _____



PRICING Breakout – New Projector

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Quote

Estimate # 01-14173B

Date 12/20/2022

Name / Address

Town of Grand Lake Town
Kim White
1026 Park Avenue
Grand Lake, Co 80447

Item	Description	Qty	Rate	Total
	Town of Grand Lake----			
	Projector Option--			
	Town of Grand Lake Town Kim White 1026 Park Avenue Grand Lake, CO 80447			
	Existing smart board projection surface and projector pipe will be re-used. ***XciteAV assumes HDMI cabling and connections are existing.***			
	PROJECTOR OPTION:			
PT-VMZ51U7	Panasonic PT-VMZ51U7 WUXGA 1920 X 1200 5200 LMNS LASER PROJECTOR 4K	1	2,595.00	2,595.00
RPMAUW	Chief RPMAUW RPA Elite Universal Projector Mount with Keyed Locking.Quick connect/disconnect. WHITE	1	269.00	269.00
Materials/Costs	Materials, Costs & Consumables to Facilitate Installation.	1	165.00	165.00
Shipping	Shipping services/Delivery	1	84.00	84.00
EXTRON	Extron Programming services, system integration, testing and system validation for Extron Control systems.	1	250.00	250.00
LABOR	Xcite Audiovisuals, LLC Installation and Integration Services, includes 90 Day Service Call Guarantee.	1	785.00	785.00

*** Any changes or unforeseen items may result in an additional charge.***

*** This Estimate is good for 30 Days.***

Subtotal \$4,148.00

Sales Tax (0.0%) \$0.00

Total \$4,148.00

Approval Signature _____



TEAM CERTIFICATIONS:

InfoComm

CTS

CTS-I

Crestron

Masters – SILVER

Crestron 101

Toolbox

DMC-E

DMC-D

DM Tools

Commercial System Design

QSC

QSYS Level 1

QSYS Level 2

SynAudCon

Audio System Design

Audinate

Dante I

Dante II

Dante III

CISCO

CCENT

Clearone

COMPTIA Security +

AMX

ACE Installer I and II

ACE Programmer

Biamp

Audia/Nexia Level II

Tesira/Vocia Level II

Extron

Emerging Technology – Extron Certified II

Control Professional PLUS

Microsoft

MCP & MCSE 2000

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ORGANIZATION AND RESOURCES:

XciteAV Corporate Office

7167 S. Alton Way

Centennial CO 80112

The above address has been the SOLE location of Xcite Audiovisuals LLC, since 2009. The office consists of over 12,000 Sq. Ft and consists of a Receptionist's Area, (5) Sales Offices, Installation Supervisor/CAD Office, Finance/Controller Office, Warehouse, (2) Pre-Build/Staging Areas, A Banquet Room, Theatre Showroom and Employee Pool Table Area. XciteAV provides Audiovisual System design, sales and installation for Colorado, Wyoming and New Mexico. Projects out of these regions will be assessed by request.

XciteAV employs 24 people.

XciteAV is managed by (2) managing members of the LLC, each have 50% ownership in the company. The company is a Limited Liability Company classified as an S-Corp. Xcite AV is registered under the State of Colorado in Good Standing. They are responsible for the Company operations, the Commercial Design, Engineering and Sales process, AR, AP and overall management of company processes.

The Operations & Finance Director, Andreas Watt oversees the internal processes of the company, such as Finance, Human Resources, Procurement, Receiving, Product research and Training.

The Commercial Installation department is supervised by Justen Johnson. He provides training, project readiness, safety processes and oversees workmanship and commissioning.

The Residential Installation department is supervised by Nick Psilas. He provides training, project readiness, safety processes and oversees workmanship and commissioning.

Six installation technicians execute the completion of projects. Each is responsible for progress reports to Justen.

CAD draftsman creates and edits all Shop Drawings and Record Drawings.

XciteAV performs Drug testing and Background checks on all employees.

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KEY PERSONNEL:

Contractual:	Brian Seid	
Sales:	Larry Crawford	
	Isaac Seid	
Project Manager:	Justen Johnson	
Supervisor Installation:	Dietrich Kline	
Installation Technicians:	Garey Rickher	Freddie Allen
	Pablo Novares	Gabe Tofoya
Programmer (Crestron & Extron)	Donny Watt	Adam Moffitt
	Eric Young	
Warehouse Supervisor	Albert Blaw	
Sales Coordinator	Jarrett Morgan	

Above personnel have executed success on all project examples detailed in experience and qualifications. References shall be able to speak highly of each of their skills and customer service. Moreover, their workmanship on completed projects will be very clear.

Project Management:

Upon the award of any new project, XciteAV holds a kick-off meeting to discuss logistics, project design and areas of responsibility.

After this meeting the project manager is responsible for the commencement of the project. We delegate the responsibilities of Daily Status Updates, Quality Control and scheduling to different team members for each project. This will ensure a wide variety of experience and knowledge of every aspect to achieve a successful project.

Schedule and Submittal Control:

XciteAV works with the Contractor and/or Owner to input the A/V tasks into their schedule. We include durations for each task as it relates to the timeline. Milestone are included to ensure a seamless integration with other construction tasks.

Shop Drawings and Submittals are completed and submitted per the requirements of the specific project. This will include Control system Graphical design and Screen Shot development. Upon review and/or comments made, all submittals and shop drawings are updated prior to installation tasks beginning and the procurement of equipment and materials.

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Project Commissioning:

Xcite Audiovisuals, LLC Commissioning and Confirmation Services include the following:

- Identification and resolution of issues caused by defective products, cabling, programming or design errors.
- Setup and connection of video conferencing and audio-conferencing systems, including optimization of their performance.
- Setup and tuning of audio DSPs (digital signal processors) to ensure the best performance for a conference room or classroom.
- Setup, calibration and matching of video projectors, video walls and flat screen displays for the best possible images.
- Finalization of the programming of your control system. We will work with the AV system's end users to be sure control screens make sense and meet their needs.

Project Software:

Xcite Audiovisuals, LLC shall provide electronically, any authored software code generated for this project to the Owner/End Users.

Service and Support:

At Xcite Audiovisuals, LLC, our relentless accountability, proven technical expertise, and collaborative approach allow us to provide a higher level of quality and service to projects and systems of all sizes and complexities, whether it's a multi-million-dollar technical facility or the ongoing service and maintenance of a single office.

Service and warranty requests procedures are project specific. Typically, response time to service requests is 24 hours via e-mail/telephone and the scheduling of the actual service visit as soon as possible. After hours, weekends and expedited can be negotiated at the time of contract and/or as requested.

Warranty Statement:

For this project, Xcite AV will provide a **1 Year warranty on Labor/Workmanship and Materials for this project**. An annual maintenance contract can be purchased and would go into effect at the conclusion of the standard 1-year warranty.

Safety:

XciteAV prides itself on a safe work environment. Prior to working on a new project, we hold a safety meeting, in addition to the Contractor safety orientation for the work site. We ensure that the necessary PPE (Personal Protective Equipment) is identified and that ALL employees are aware of what is required to work on the site. XciteAV also trains all technicians on the OSHA 300 CSA program.

As of May 25, 2022, XciteAV has an authorized EMR rating/score of 0.91.

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BONDING CAPACITY AND INSURANCE:

All Star Financial represents Xcite Audiovisuals, LLC for the purpose of obtaining surety bonding. In that capacity, we have established surety support with United Fire & Casualty Company that allows Xcite Audiovisuals, LLC to bid or negotiate projects up to \$600,000.00 while maintaining aggregate work programs of \$600,000.00.

XciteAV maintains the highest level of Insurance coverages and limits that are standard in the commercial construction industry.

Commercial General Liability

Each Occurrence	\$1M
Damage to Rented Premises	\$300K
Medical Expenses	\$10K
Personal Injury	\$1M
General Aggregate	\$2M
Products/Compensation	\$2M

Automobile Liability

Combined Single Limit	\$1M
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Umbrella Liability

Each Occurrence	\$4M
Aggregate	\$4M

Worker Compensation

Each Accident	\$1M
Disease (Employee)	\$1M
Disease (Policy Limit)	\$1M

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FIRM EXPERIENCE:

Xcite AV employees have completed some major audiovisual projects recently that strongly exhibit the skills and knowledge necessary and success to execute this project to all expectations. **Some of these projects had stringent timelines and deadlines. XciteAV was able to complete all projects within the parameters on target.** These projects all included control systems, offering simple control and solid reliability for the customers. Some other attributes include Video/Audio conferencing, Projector interfaces and audiovisual rack enclosures. Based upon our level of experience and coupled with our integration knowledge, we are poised to execute this project to its completion with 100% success.

United Launch Alliance – Campus A/V Deployment & Delta/Atlas Rocket Operations Center

- 453,000 Gross Square Feet; Campus –Wide A/V Implementation - Centennial Facilities Project I & II. (90) Huddle Rooms; LED TV & VGA/HDMI auto switch, (48) Team Rooms; Projector, Audio system, (6) Video Conferencing Rooms – Sony CODEC; Dual Cameras; Crestron DM systems; 8x8, 32x32, Biamp Audia and Nexia DSP & Audio Conferencing using MIX/MINUS setups and advanced Biamp programming, Multiple Projectors, Crestron Control Systems with Multiple Touchpanel interfaces, Wireless microphone systems – Revolabs and SACOM, Internal RF based HD network; ATSC/QAM/HD modulators, RF infrastructure including Fiber convertors for across campus connections, Complex AV Racks - **DELTA/ATLAS Launch Control NOC Center**; (6) WQXGA 2560 x 1600 resolution utilizing Jupiter Catalyst Wall Processing unit, 128 x 128 Matrix Switching RGBHV on (2) 408" WIDE Screens. State of the Art Crestron Control System.
- Project Value - **\$2.5M**
- Project Start – April 2010; Project End October 2011

MCSG Technologies – Schriever AFB – Space Command Large Conference Room (Top Secret – SKIFF)

- 2,000 Gross Square Footage; State of the Art, Digital Upgrade/Renovation. Extron Fox FiberOptic 32x32 system, Extron 15" Touch Panels, Panasonic LED/Laser Projectors, Cisco HD-SDI PTZ Cameras, High Level Extron Audio DSP system with Shure Tri-Element Microphones.
- Project Value - **\$210,021**
- Project Start/End – March 2021 – August 2021

CU Denver City Heights FYSH (JE Dunn)

- 26,000 Gross Square Footage; Classrooms and Conference Spaces in new Student Housing building. Panasonic 4K Displays with Conferencing capabilities. Crestron control and room scheduling Panels.
- Project Value - **\$545,000**
- Project Start – May 2021; Project End April 2022

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University of Colorado, Denver – Anschutz Medical Campus – Education 1 – Physical Therapy Labs

- 6,000 Gross Square Footage; State of the Art, Digital Upgrade/Renovation. Crestron DM 32x32 systems with Cascading Frames, Crestron TS-1562 panels, Panasonic LED/Laser Projectors, Panasonic HD-SDI PTZ Cameras, Panopto Lecture Capture, High Level Biamp Tesira Audio DSP system with Shure Array Microphones. Racks utilizing Manual Blackmagic Broadcast switching and control in Real Time.
- Project Value - **\$423,000**
- Project Start/End – December 2019 – February 2020

MCSG Technologies – US Space Force – TENCAP Facility (TOP SECRET) – Elder Construction

- 16,000 Gross Square Footage; State of the Art, Digital FIBER Extron Fox FiberOptic 64x64 system, Extron 10" Touch Panels, Samsung Displays, Cisco Video Conferencing & Vaddio PTZ Cameras, High Level Extron Audio DSP system with Shure Tri-Element Table Microphones.
- Project Value - **\$612,950**
- Project Start/End – March 2021 – March 2022

Del Norte PK-12 (FCI Constructors and Valley Electric)

- 59,000 Gross Square Footage; (44) Classrooms employing Samsung 65" Displays for student instruction, along with Atlas IED IP Paging systems, State of the Art Gymnasium Sound System utilizing Community Speakers and Symmetrix Dante DSP processing with Wireless Microphone systems, Cafe Area with Sound System and overflow 75" Samsung Displays. Auditorium with Large Renkus Heinz Array Sound System with Symetrix DSP processing. Large Format Projection Screen with Digital Projection 10K Laser Projector, Crestron Control system for controlling and switching between room layouts.
- Project Value - **\$426,000**
- Project Start – May 2019; Project End February 2020

Mountain Valley PK-12 (FCI Constructors and Valley Electric)

- 46,000 Gross Square Footage; (30) Classrooms employing Epson Interactive Projectors for student instruction. State of the Art Gymnasium Sound System utilizing Crown Amplifiers & JBL Speakers; Biamp DSP processing with Wireless Microphone systems, Cafe Area with Sound System and overflow Panasonic Projectors. Aux Gym/Stage with JBL Sound System with Biamp DSP processing. Large Format Projection Screen with Panasonic Projector, Ashly Mixing Console.
- Project Value - **\$426,000**
- Project Start – May 2019; Project End February 2020

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Northern Water Granby (Adolfson Peterson)

- 21,000 Gross Square Footage; State of the ART NEC Video Wall with custom Wall Processing Software. Digital Signage throughout new Building. Conference Room; State of the Art Conferencing with (3) PTZ Cameras and Televic Wireless Conferencing Microphones. Epson Projection system.
- Project Value - **\$135,000**
- Project Start – Feb 2022; Project End Sept 2022

AMG National Trust (Swinerton Builders)

- 30,000 Gross Square Footage; High End HD RF Modulated Network displaying Digital Signage and Comcast HD. Larger Background Music system throughout Building and Observatory Deck; calibrated using Biamp Tesira Server I/O DSP. IP configured High End AMX control system allowing simple control of all systems and entire Bank. (4) Executive Level Conference Rooms and DOME Banquet suite/Area.
- Project Value - **\$475,000**
- Project Start – March 2015; Project End September 2015

University of Colorado, Denver – Anschutz Medical Campus – Krugman Hall Lecture Halls

- 9,000 Gross Square Footage; State of the Art, Digital Upgrade/Renovation. Crestron DM system, Crestron TSW-1052 panels, Panasonic Projectors, Panasonic HD-SDI PTZ Cameras, Panopto Lecture Capture, Cisco SX-80 VTC implementation, High Level Biamp Tesira Audio DSP system with Audix Boundary Microphones. Control Booth for Lecture Meeting Coordination utilizing Panasonic Broadcast Video Switchers.
- Project Value - **\$324,000**
- Project Start – June/July 2015

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XciteAV has successfully completed all projects according to the applicable contract documents. XciteAV has never been involved in any delay claims, court, or arbitration judgments on any project. XciteAV has never been found liable for any damages or penalties due to a project not being completed on schedule or per contract documents.

References:

- **Dan Hudick, HEI Civil 303.947.5855**
- **Grant Nixon, Colorado State Courts 720.795.8684**
- **Doug Derber, University of Colorado 303.263.6093**
- **Jaymil Patel, University of Colorado 720.281.0684**
- **Jason Roberts Colorado State Courts 303.333.6168**
- **Steve Shane, USSF; Schriever AFB 719.567.0241**

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Bid Clarifications

PAYMENT TERMS: ALL PAYMENTS ARE DUE 14 DAYS after INVOICE is submitted, unless otherwise agreed upon.

Projects under \$5000 will be invoiced upon completion.

Projects \$5000 - \$50,000 will be invoiced 50% upon acceptance and 50% upon completion.

Projects over \$50,000 will be invoiced 100% for MATERIALS upon acceptance and LABOR upon completion.

WARRANTY - XciteAV shall provide labor to support a manufacturer warranty for XciteAV supplied equipment for 1 YEAR. After the initial 365 days, the Client shall be responsible for Labor to support a manufacturer warranty. In the event a warranty service call is made but no labor or material defect is found, XciteAV will invoice its standard hourly rate for the service call. XciteAV warrants all labor services to be free of workmanship defects for a period of 1-year from the date of substantial completion. During this 1-year period, XciteAV will promptly repair, at no cost to the customer, any defects that are a direct result of labor workmanship. Any materials or equipment furnished by XciteAV will be covered by Manufacturer's warranty.

Any additional labor and/or material incurred due to the failure of the other work forces to have any of the previously agreed to work or coordination completed as anticipated and/or confirmed may be added to the project billing as required.

As needed or applicable the Owner's General Contractor or Architect will provide all required drawings/plans to XciteAV at no additional charge.

The pricing within is based on a 40-hour work week and standard business hours as defined as 7am – 6pm.

Cancellation Charges or Product changes may incur Restocking fees and freight charges.

Scope of work as defined in this proposal document.

XciteAV assumes all ceiling areas are easily accessible and suitable for cables and the approved installation items.

The DEMO or removal of existing cabling of any kind is NOT included in this proposal.

XciteAV assumes the work areas to be free of hazardous materials and danger.

All OSHA Safety guidelines will be observed and adhered to while working in the designated areas.

Delays & downtime caused by the Owner, General Contractor or Owner's Representative may be subject to a mobilization/demobilization charge. Delays or downtime are deemed as lost man hours where XciteAV is scheduled to work on a requested date and not allowed to perform said installation. These delays may be subject to a demobilization charge if the delay could have been avoided by rescheduling, thus preventing lost man hours. XciteAV respectfully requests that a 24 hour notice be given in the event a crew is scheduled to work and the area of work to be performed is not available. We try to schedule our crews to adhere to client schedules and we ask in return that our crews be allowed to stick with that schedule if possible, because we are trying to ensure that XciteAV crews are allowed to work efficiently, in order to provide a cost-effective price for our clients. In the event that XciteAV deploys a crew to a jobsite that was not ready, XciteAV reserves the right to charge for the lost man hours of each crew member for that particular project.

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Inclusions & Exclusions

Inclusions

All equipment, wire and miscellaneous accessories required for the 100% functional system.

All labor services associated with engineering, installation, programming, testing and training to ensure a 100% functional system.

Presentation of all Owners' manuals

Documentation package including as-built drawings/diagrams. ***Where applicable***

Cooperation and communication with design team, construction team and any other subcontractors during the installation process of the system.

Providing end-user training on system operation.

Any additional labor and/or material incurred due to the failure of the other work forces to have any of the previously agreed to work or coordination completed as anticipated and/or confirmed may be added to the project billing as required.

As needed or applicable the Owner's General Contractor or Architect will provide all required drawings/plans to XciteAV at no additional charge.

Exclusions

All conduits, high voltage wiring panels, breakers, relays, boxes, receptacles, etc. Any related electrical work including but not limited to 110VAC, conduit, core-drilling, raceway and boxes.

Any Voice/Data, VoIP or Analog Phone lines, ISDN, network ports, etc.

Network connectivity, routing, switching and port configuration necessary to support A/V equipment, including Video Conferencing CODECS.

Concrete saw cutting and/or core drilling.

Firewall, ceiling, roof and floor penetrations, patching, removal or fire-stopping.

Any sheetrock/drywall replacement, ceiling tile and/or T-bat replacement.

Any and all millwork. All millwork or modification of any millwork to accommodate the A/V equipment is to be provided by others, unless noted in Scope of Work and approved by Owner.

Painting, patching or finishing of any walls.

Permits

HVAC and plumbing relocation.

Any cutting, structural welding, or reinforcement of structural steel members required for support of assemblies.

Owner furnished equipment (OFE) that is integrated into the systems is assumed to be current, industry acceptable and in good working order. All OFE gear will be tested prior to installation to verify correct functionality. If it is determined that any OFE equipment is faulty, additional project charges may be incurred.

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