



City of Hendersonville

## PURCHASE ORDER/QUOTE FORM

Employee Name: Brian Pahle	Department: Admin.
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DATE QUOTES OBTAINED: October-November 2020	DATE GOODS ARE REQUIRED: February 2021	<input type="checkbox"/> DEPT WILL PICK UP <input type="checkbox"/> EMERGENCY ORDER
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	VENDOR 1 NAME	VENDOR 2 NAME:	VENDOR 3 NAME:
VENDOR #:	Pisgah AVL	UMCS	ABE
CONTACT:	Ryan Hargis	Mark Girardi	John Morelock
PHONE #:	(828) 585-4787	828-258-1629	mailto:JohnM@ABECarol
TOTAL QUOTE:	\$ 53,258.82	\$ 106,640.31	\$ 91,953.00

ACCOUNT #	QTY	ITEM DESCRIPTION	UNIT	TOTAL
410-1002-519104-	1	Pisgah AVL AV Upgrade	\$ 53,258.82	\$ 53,258.82
				\$ 0.00
				\$ 0.00
				\$ 0.00
				\$ 0.00
				\$ 0.00
				\$ 0.00
				\$ 0.00

**REASON(S) QUOTES NOT OBTAINED /EXPLANATION OF SOLE SOURCE OR EMERGENCY:**

A committee of Allison Justus, Jay Heatherly, and myself solicited informal bids for AV upgrades to the City Ops Assembly Room due to needed improvements for streaming meetings in response to COVID. Additionally, there have been multiple equipment failures and the room is due for an upgrade. Of the three responses, Pisgah AVL came most qualified and provided the best price. We conducted multiple interviews and reviews of the submissions.

It is the committee's recommendation to move forward with Pisgah AVL. A budget amendment will need to be provided.

**Pisgah Audio Video Lighting, LLC**

174 Bradley Branch Rd Ste 9

Arden, NC 28704 US

(828) 585-4787

info@pisgahavl.com

www.pisgahavl.com



## Estimate

**ADDRESS**

City of Hendersonville  
305 Williams St.  
Hendersonville, NC 28792 USA

**SHIP TO**

City of Hendersonville  
305 Williams St.  
Hendersonville, NC 28792  
USA

**ESTIMATE # 1223****DATE 11/11/2020**

ITEM	QTY	RATE	AMOUNT
<b>Audio Sales</b> Allen & Heath AMH64 matrix mixer	1	2,999.00	2,999.00T
<b>Audio Sales</b> Allen & Heath 64x64 Dante card	1	1,599.00	1,599.00T
<b>Audio Sales</b> Allen & Heath IP8 remote fader bank	1	1,090.00	1,090.00T
<b>Audio Sales</b> Whirlwind PCDI stereo input DI	2	149.00	298.00T
<b>Audio Sales</b> Shure MXWANI8 8 channel network interface	1	1,248.00	1,248.00T
<b>Audio Sales</b> Shure MXWANI4 4 channel network interface	1	1,167.00	1,167.00T
<b>Audio Sales</b> Shure MXWAPT8 8 channel transceiver	1	3,408.00	3,408.00T
<b>Audio Sales</b> Shure MXWAPT4 4 channel transceiver	1	2,635.00	2,635.00T
<b>Audio Sales</b> Shure MXWNCS8 8 port charging station	3	1,776.00	5,328.00T
<b>Audio Sales</b> Shure MXW8 gooseneck transmitter base	10	580.00	5,800.00T
<b>Audio Sales</b> Shure MX410 10" gooseneck microphone	7	212.00	1,484.00T
<b>Audio Sales</b> Shure MX415 15" gooseneck microphone	3	212.00	636.00T
<b>Audio Sales</b> Shure MXW2/SM58 handheld transmitter	2	573.00	1,146.00T
<b>Audio Sales</b> Shure MXW1 bodypack transmitter	1	558.00	558.00T
			Subtotal: 29,396.00
<b>Video Sales</b> PTZ Optics PT12X-SDI-WH-G2 PTZ camera 12x zoom	2	1,759.00	3,518.00T

ITEM	QTY	RATE	AMOUNT
<b>Video Sales</b> PTZ Optics PT20X-SDI-WH-G2 PTZ camera 20x zoom	1	1,869.00	1,869.00T
<b>Video Sales</b> PTZ Optics Ceiling mount - white	2	66.00	132.00T
<b>Video Sales</b> PTZ Optics wall mount - white	1	99.00	99.00T
<b>Video Sales</b> Blackmagic Design Television Studio HD rackmount video switcher	1	995.00	995.00T
<b>Video Sales</b> Blackmagic Design Web Presenter	1	495.00	495.00T
<b>Video Sales</b> Blackmagic Design Teranex Shelf	1	95.00	95.00T
<b>Video Sales</b> Samsung 70" Comercial monitor	3	1,125.00	3,375.00T
<b>Video Sales</b> Chief RLC1 large monitor ceiling mount	1	272.00	272.00T
<b>Video Sales</b> Peerless ST650 TV wall mount	2	85.00	170.00T
<b>Video Sales</b> Samsung 27" Monitor for multiview	2	220.00	440.00T
<b>Video Sales</b> Decimator MD-HX HDMI to SDI scaler	2	295.00	590.00T
<b>Video Sales</b> Blackmagic Design SDI to HDMI micro converter	5	59.00	295.00T
<b>Video Sales</b> Blackmagic SDI x8 distribution converter	1	195.00	195.00T
<b>Video Sales</b> Single gang plate with SDI input	2	65.00	130.00T
			Subtotal: 12,670.00
<b>Miscellaneous Sales</b> Strut and pipe for TV mount	1	125.00	125.00T
<b>Miscellaneous Sales</b> RG59 coax cable for video distribution 1000'	1	500.00	500.00T
<b>Miscellaneous Sales</b> Cat5e control cable 1000'	1	120.00	120.00T
<b>Miscellaneous Sales</b> Mic Cable 500' and XLR connectors	1	325.00	325.00T
<b>Miscellaneous Sales</b> Custom wall panel with Broadcast audio out, Roaming Camera in	1	95.00	95.00T
<b>Miscellaneous Sales</b> Furman PL8-C power conditioner	2	259.00	518.00T
<b>Miscellaneous Sales</b> Pro Co SMAST 12 channel drop snake - 50 ft.	2	231.00	462.00T
<b>Miscellaneous Sales</b> Middle Atlantic EWR-12-17 wall rack	1	488.00	488.00T
<b>Miscellaneous Sales</b> GlobalCache IP2IR TCPIP to IR adapter	1	95.00	95.00T
			Subtotal: 2,728.00

ITEM	QTY	RATE	AMOUNT
<b>Tool Rental</b>	1	700.00	700.00
Lift rental			
<b>Labor</b>	1	4,750.00	4,750.00
Labor to install TV's, relocate existing JBL speakers, install cameras, install new audio cable, program components, relocate projector			
SUBTOTAL			50,244.00
TAX			3,014.82
TOTAL			<b>\$53,258.82</b>

Accepted By

Accepted Date



513 Elk Park Dr  
Asheville, NC 28804  
828-258-1629 - fax 828-258-0913  
www.umcs.biz

# Quotation

Date	Quotation #
11/2/2020	102671

City of Hendersonville  
Brian Pahle  
Operations Center  
305 Williams St.  
Hendersonville, NC 28792

**Project:** Operations Center Meeting Room refresh

Terms: Due on receipt

Item	Description	Quantity	Rate	Total
	REFRESH BASED ON PROVIDED DRAWING AND INSIGHT FROM JAY HEATHERLY DURING SITE VISIT CONDUCTED 10/26/20:			
GT1090HDR	OPTOMA GT1090HDR FULL HD SHORT THROW PROJECTOR/ 4.2K LUMENS/ 1920X1080 NATIVE	2	0.00	0.00T
21798LS	DA-LITE TENSIONED ADVANTAGE SERIES 133" DIAGONAL RECESSED SCREEN, MOTORIZED CONTROL/ PROGRESSIVE 1.1 SURFACE/ CUSTOM DROP	2	0.00	0.00T
LPD1U	CHIEF LARGE FUSION DYNAMIC HEIGHT ADJUSTABLE MONITOR STAND	2	0.00	0.00T
UM8070PUA	LG 86" LED DISPLAY	2	0.00	0.00T
999-99630-200W	VADDIO ROBOSHOT PTZ PRO GRADE HDBT OneLINK Bridge system camera/ NETWORK READY/ COMPLETE	3	0.00	0.00T
999-5750-000	PCC Premier	1	0.00	0.00T
X32	BEHRINGER X32 DIGITAL MIXING CONSOLE	1		0.00T
VM-4HDT	KRAMER 1x4 HDMI over HDBASET	2	0.00	0.00T
TP-580R	KRAMER HDBASET Rx	4	0.00	0.00T
TS-1542-B-S	Crestron 15" Touch Panel Display	1	0.00	0.00T
DMPS3-4K-350-C	Crestron 3-Series® 4K DigitalMedia™ Presentation System 350	1	0.00	0.00T
DM-NVX-350	CRESTRON DigitalMedia™ 4K60 4:4:4 HDR Network AV Encoder/Decoder	1	0.00	0.00T
WIRING	WIRING AND INTERCONNECT CABLING TOTAL	1	0.00	0.00T
MISC.	MISC. HARDWARE AND MATERIALS/ INCLUDES PROJECTOR/ SCREEN MOUNTING HARDWARE/ ROUGHIN BOXES/ RELATED	1	0.00	0.00T
LABOR		1	0.00	0.00T

REP:

THANK YOU!!!! MARK

**Subtotal**

**Sales Tax (7.0%)**

**Total**

Quotes/Estimates are valid for 60 days from date on quote.

We currently have a 6-8 week lead time from the time of acceptance/deposit received.

Signature \_\_\_\_\_



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Item	Description	Quantity	Rate	Total
	<p>LABOR TOTAL/ FUNCTIONALITY/INCLUDES:</p> <p>A - COMPLETE RECONFIG/ CORE REPROGRAMMING OF ROOM, REDEPLOYING RELATIVE/ NON LEGACY ASPECTS</p> <p>B - HANDS ON ABILITY TO CONTROL ADVANCED CAMERA AND AUDIO CONTROLS IF REQUIRED (SEMI-BROADCAST GRADE)</p> <p>C - FULLY FUNCTIONAL PRESET CAPABILITY FOR EASE OF OPERATION ON LESS CRITICAL EVENTS</p> <p>D - WIRELESS PRESENTATION</p> <p>E - STREAMING INTERFACE (INDUSTRY STANDARD)</p> <p>F - (2X) LARGE ROLLING LED DISPLAYS ON CARTS TO BE POSITIONED FOR ADDITIONAL VIEWING ABILITY.</p> <p>G - DUAL, TENSIONED, 10' DIAGONAL RETRACTABLE SCREENS (CUSTOM DROP FOR BEST VIEWING ), TRUE 16:9 FORMAT, UTILIZED ON EITHER SIDE OF BENCH FOR AUDIENCE VIEWING</p> <p>H - MODERATE PRICED, TRUE 1080P RESOLUTION, SHORT THROW PROJECTORS/ LASER ELEMENTS</p> <p>I - (3X) 1080P PROFESSIONAL GRADE PTZ CAMERAS TO PROVIDE CORRECT VIEWING ANGLES</p>			

REP: \_\_\_\_\_

THANK YOU!!!! MARK

**Subtotal**

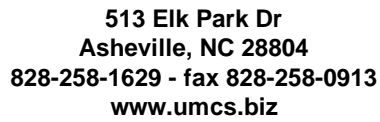
**Sales Tax (7.0%)**

**Total**

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Date	Quotation #
11/2/2020	102671

Item	Description	Quantity	Rate	Total

## Total

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# Quotation

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11/2/2020	102671

City of Hendersonville  
Brian Pahle  
Operations Center  
305 Williams St.  
Hendersonville, NC 28792

**Project:** Operations Center Meeting Room refresh

Terms: Due on receipt

Item	Description	Quantity	Rate	Total
PROJECT TOTAL	PROJECT PRICE		99,663.84	99,663.84T
	TERMS: 50% DEPOSIT/ BALANCE DUE NET 30 UPON SATISFACTORY COMPLETION AND CLIENT SIGNOFF/ LEADTIME OF 6-8 WEEKS APPLY UPON NOTICE TO PROCEED AND DEPOSIT RECEIVED.			
	CONDITIONS:  CLIENT WILL NEED TO PROVIDE: 1- A LICENSED ELECTRICIAN TO PROVIDE POWER WHERE REQUIRED 2- IHC TO INSTALL SCREEN ROUGH IN BRACKETS AND FACILITATE PROJECTOR MOUNTS 3 - IHC TO PROVIDE ANY PATCH/ PAINT AS REQUIRED 4 - DATA RACEWAYS AND NETWORK SWITCH W POE REQUIRED (WILL BE SPECIFIED) MANAGED NOT REQUIRED IN THIS APPLICATION  UMCS DELIVERABLES:  1 - FULL SET OF AS BUILT DRAWINGS (ELECTRONIC) 2 - AMY AND ALL PROGRAMMING FILES			

REP: \_\_\_\_\_

THANK YOU!!!! MARK

**Subtotal**

**Sales Tax (7.0%)**

**Total**

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We currently have a 6-8 week lead time from the time of acceptance/deposit received.

Signature \_\_\_\_\_





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Brian Pahle  
Operations Center  
305 Williams St.  
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**Project:** Operations Center Meeting Room refresh

Terms: Due on receipt

Item	Description	Quantity	Rate	Total
	3 - ON-SITE SUPPORT FOR FOUR (4) SCHEDULED EVENTS 4 - COMPLETE SYSTEM CARRIES A FULL YEAR WARRANTY ON ALL NEW ITEMS AND THE PROJECT INSTALLATION ITSELF. REDEPLOYED EQUIPMENT WILL BE THOROUGHLY TESTED AND BELIEVED TO BE WORKING. IF NOT, CLIENT TO BE NOTIFIED IMMEDIATELY 5- UMCS WILL WORK AND ABIDE BY ALL LICENSED AGENCIES RELATED. SPLV AND PPS PERMITS CAN BE ATTAINED IF REQUIRED			

REP: \_\_\_\_\_

THANK YOU!!!! MARK

**Subtotal**

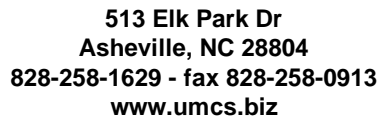
**Sales Tax (7.0%)**

**Total**

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Signature \_\_\_\_\_



Date	Quotation #
11/2/2020	102671

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# ADVANCED

## INFORMATION SYSTEMS

*A Division of Advanced Business Equipment*



## AUDIO VISUAL PROJECT

Proposal created for City of Hendersonville, NC

**Contact :** Brian Pahle  
<bpahle@hvlnc.gov>

**Prepared by John Morelock**  
[JohnM@ABECarolina.com](mailto:JohnM@ABECarolina.com)

Updated 10/27/20

# OVERVIEW

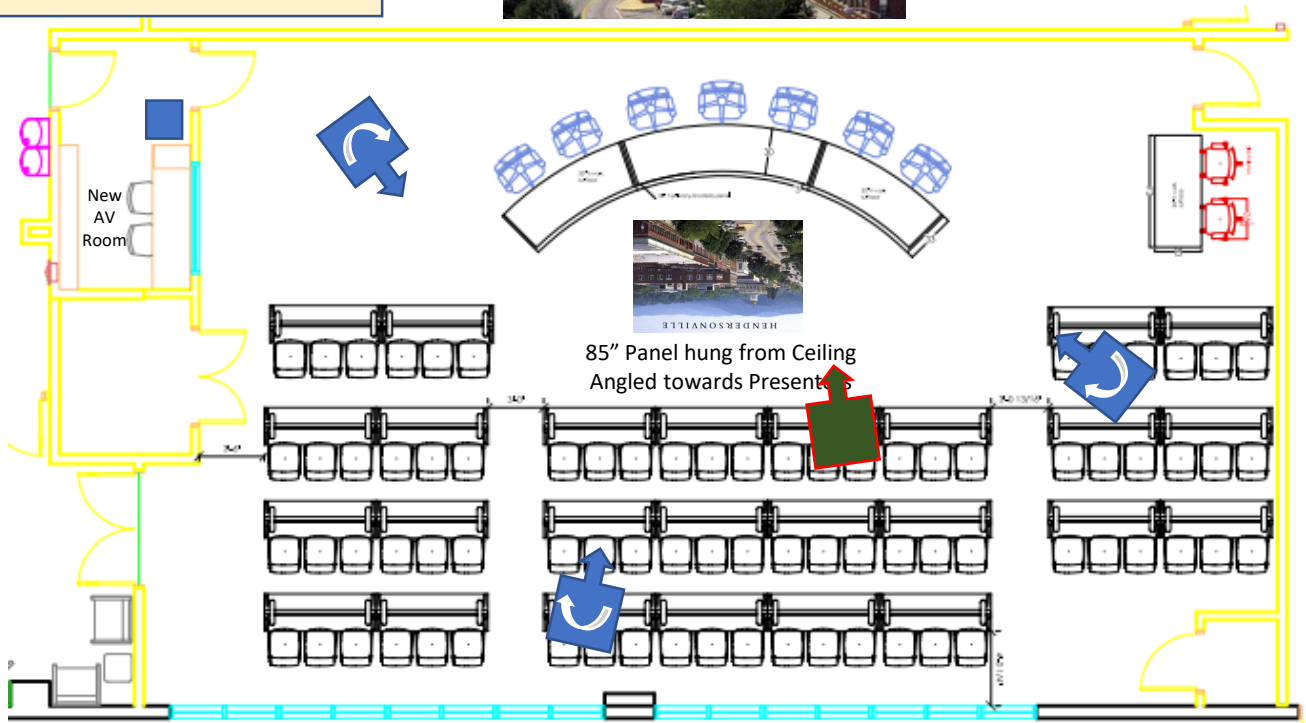
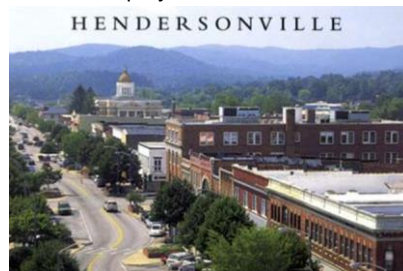
## CITY OF HENDERSONVILLE AV PROJECT

- City of Hendersonville is making some required changes in Operations Center, 305 Williams St, 28792; to facilitate better meetings

### Notes:

11 Wireless Mics  
Move Projector and move screen  
85" Video Panel hung from ceiling  
3 Robotic Camera's hung from ceiling  
New 4k Crestron Controller  
Reuse current speakers  
Timing - Q4 2020

Image from the moved projector on screen that has been moved



- Based on request,  
Advanced Business Equipment provides the following proposal



# OVERVIEW

## ADVANCED BUSINESS EQUIPMENT



**ADVANCED BUSINESS EQUIPMENT (ABE)** has been providing superior technology solutions to businesses and organizations in North Carolina for two generations and in South Carolina for the last 11 years. From our beginnings with a handful of employees we have grown to extend our area of service throughout NC and SC with factory trained and certified technicians, an experienced management team, highly qualified administrative and support staff, outside sales account executives, and inside sales and support representatives.

We offer a complete line of IT Services.

Keeping abreast of technology while listening to our customers' needs ensures that we continue our tradition of unmatched service and excellence.

Our goal encompasses both finding the solution for your business needs and surpassing your expectations with our level of service and support. Our proactive monitoring and response decreases your downtime and reduces our response time. When response is needed, we can resolve your issues remotely, often within minutes. When onsite is needed, we usually already know the cause of the issue reducing the diagnostic time. Our local response team can address the issue quickly as our NOC provides them with the latest information.

# A COMMITMENT TO EXCELLENCE

## **Commitment to Our Customers**

We take pride in delivering the best for our clients. Being a family owned local business lets us cut out the bureaucracy which hinders so many companies today. It's a simple idea of accountability and people-to-people relationships.



## **Commitment to Service**

No other business technology provider in Western North Carolina fields the number and quality of field technicians as ABE|AIS. We have made the investment to have our own certified trainer on staff to keep our team certified in every service we represent.



## **Commitment to Our Employees**

The average tenure of our staff is over 10 years. By taking care of our family and keeping this built-up experience under our roof, we are able to offer unparalleled solutions for our clients.



## **Commitment to Our Community**

ABE|AIS is an active community leader. We believe it is our responsibility as a good corporate citizen to help strengthen the communities in which we live and work by sharing our success every year. We substantially support many local non-profits and charitable organizations.



## **Commitment to Be the Best**

We strive in every way to go above and beyond our client's expectations. We partner with the companies we work with and consistently deliver the right solution, supported the right way, and stand behind it.



## SINGLE POINT OF CONTACT: IT SERVICES



For 39 years, Advanced Business Equipment has partnered with world class technology providers to become your **one point of contact** for your office technology needs.

**Our IT services have grown to encompass a broad range of services.  
We are your single source partner for:**

### **IT Infrastructure Services**

Computers, Servers, Wireless Connectivity, Network, Cloud Services, Patch Compliance

### **Network Security Services**

Monitoring, Protection, Remediation, Employee Awareness, Compliancy Assessments & Services

### **Network Management and User Support**

Remote Monitoring, Proactive Management, Remote Helpdesk, On-site Support tenured engineers, availability, US-based engineers

### **Top Shelf Managed Print Solutions**

From Document Management to Workflows, ABE is a well-respected print and scan solution provider

### **Special Projects**

Provide what is needed based on requests

### **Disaster Recovery and Business Continuity**

Secure, Automated & Monitored Local & Cloud Data Backup with Local & Cloud Recovery Services, Backup Integrity Checks

### **Managed Voice Solutions**

Hosted Voice Services, Advanced Calling & Collaboration Features, Full Helpdesk Support, Professional Consultations

### **Advanced Technology Solutions**

Custom Products for Education, Legal, Healthcare & Finance

### **Help Desk**

Professional and immediate support, certified and tenured engineers, availability, US-based engineers



# COMPONENTS FOR HENDERSONVILLE AV PROJECT

## PAGE 1/3

### Controllers

#### Qty – 1 **DM PS3-4K-350-C-AIRMEDIA**

Crestron offers the DMPS3-4K-350-C-AIRMEDIA 3-Series® 4K DigitalMedia™ Presentation System 350 with AirMedia®, providing a complete 4K AV presentation control and signal routing solution for boardrooms and classrooms. The unit integrates the control system, matrix switcher, video scaler, streaming decoder, mic mixer, audio DSP, amplifier and DigitalMedia distribution center all into a single 3-space rackmount package. It affords substantial signal routing flexibility and high-performance signal processing without the need for separate components. A built-in .AV Framework™ enables simplified configuration and control without programming. The DMPS3-4K-350-C-AIRMEDIA includes a built-in AirMedia® gateway to enable wireless presentation from computers and mobile devices. The DMPS3-4K-350-C-AIRMEDIA from Crestron® offers an all-in-one 4K AV presentation system for classrooms, boardrooms, lecture halls and videoconference rooms. Delivering a complete, custom-programmable room solution with fully-configurable signal routing and processing is easy and cost-effective using the DMPS3-4K-350-C-AIRMEDIA. In one 3-space rack mount package, it integrates the control system, matrix switcher, video scalers, streaming decoder, mic mixer, audio DSP and amplifier. Its built-in AirMedia® gateway enables wireless presentation from computers and mobile devices. DigitalMedia 8G+® and HDBaseT® connectivity affords a streamlined, long-distance wiring solution for remote sources and display devices, and for facility-wide integration as part of a larger media distribution system.

#### Qty – 2 **DM-RMC-4K-100-C**

The DM-RMC-4K-100-C provides an interface solution for a single display device as part of a complete Crestron® DigitalMedia™ system. It functions as a DM 8G+® receiver and control interface, providing a single HDMI® output along with Ethernet, RS-232, and IR control ports. In addition to DM 8G+, it is also compatible with HDBaseT®, which allows it to be connected directly to an HDBaseT certified source. Its compact, low-profile design allows the DM-RMC-4K-100-C to be installed discreetly behind a flat panel display or above a ceiling mounted projector.

#### Qty – 1 **DM-TX-4K-302-C**

Provides a remote input connection for 4K HDMI® and VGA sources as part of a complete DigitalMedia™ System. Connects to the DM 8G+® input of a DM® Switcher or Receiver via a single CATx cable. Includes USB HID device and host ports. Compatible with HDBaseT® technology and Crestron Connect It™ cable caddy.

#### Qty – 1 **TSW-1060-B-S**

A space-saving wall, lectern, tabletop, or rack mount touch screen featuring a clean, contemporary appearance with edge-to-edge glass and advanced high-definition Smart Graphics® technology. Features onboard voice recognition, web browsing, H.264 streaming video, built-in camera, Rava® SIP Intercom, and PoE+ network power. Includes native applications for various room scheduling services, Zoom Rooms™ conferencing control, Sonos® Sound System control, and the Microsoft Teams® online meeting solution.

#### Qty – 1 **Crestron TTKit for TSW1060**

#### Qty – 1 **CEN-SW-POE-5** 5-port Gigabit Ethernet switch with four PoE ports.



# COMPONENTS FOR HENDERSONVILLE AV PROJECT

## PAGE 2/3

### Screens

Qty – 1      **FW85BZ40H**  
85"-Bravia Professional LED Display – 4K UHD HDR – direct lit LED – Black

Qty – 1      **Chief XCM1U**  
XL Single Pole Flat Panel Ceiling Mount

Qty – 1      **Chief CPA330**  
CPA PIN Connection Offset Ceiling Plate

Qty – 1      **Chief CPA072P**  
72" Pre-Drilled PIN Connection Column for LCM

Reuse -1      **Existing Projector**  
Move ceiling mount to new location

Reuse -1      **Existing Projector Screen**  
Move to wall behind speaker area

# COMPONENTS FOR HENDERSONVILLE AV PROJECT

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## Cameras, Mics and Misc

### Qty – 4      **The RoboSHOT 12E QCCU System – Vaddio - Camera**

Vaddio utilizes the combination of their RoboSHOT 12E HD PTZ camera, working in concert with their Quick-Connect Universal CCU Cat-5 Interface (QCCU). The RoboSHOT 12E camera (available in black or white) is one of Vaddio's Elite Series cameras that delivers striking, high-definition video image quality via a 1/2.5-type Exmor R CMOS sensor. Cutting-edge image signal processing (ISP) results in better light-gathering capabilities, incredible contrast and sharp 1080p/60 video, even in dim lighting conditions. The Elite Series of RoboSHOT PTZ cameras is equipped with Vaddio's industry-leading Tri-Synchronous Motion technology allowing all three axes of the camera to move simultaneously for ultra-smooth, natural camera motion. The RoboSHOT 12E cameras are recommended for small to medium spaces such as conference rooms, training rooms, and classrooms that require a wide angle of view. A web-based user interface gives the user camera control with a web browser from anywhere in the world over the IP network. To watch the IP stream, simply enter the camera's streaming URL into any standards based (H.264, RTSP format) media player. Perfect for remote management, network operating centers and overall IT control. Also included in this system package is the Quick-Connect CCU (QCCU) which enables the adjustment of AWB, red and blue gain, brightness, OPWB, gamma, chroma, detail, iris and gain controls with a simple press of a button on the Quick-Connect CCU. These controls deliver a more accurate representation of the image that is being captured and the ability to color match and shade multiple cameras. User-defined adjustments can be stored on three Scene-Store buttons. The Quick-Connect CCU delivers high-quality HD Video, power and control over three Cat. 5 cables up to 500 feet without loss of video quality or latency. Outputs include analog component YPbPr, HDMI and HD-SDI for extreme flexibility in system design and integration. All outputs are live simultaneously.

### Qty – 11      **Yamaha 01-HDTBLMIC-DR-11, HD Directional Tabletop Microphone**

### Qty – 2      **Yamaha 01-HDEXEC-NM, Executive HD Wireless Microphone System 8-Channel**

### Qty – 1      **SR-CUSTOM-37U-24IN Strong® Custom Series Floor Standing Rack**

### Qty – 3      **SR-SHELF-FIXED-2U Strong™ Fixed Rack Shelf - Standard Depth**

### Qty – 3      **SR-VENT-2U Strong™ Rack Vented Panels**

### Qty – 2      **Strong™ Rack Horizontal Lacing L Bar - Pack of 5 SR-LACEBAR-H**

### Qty – 2      **NST-CAT6-1000-BLU Wjrepath™ Cat 6 550MHz Unshielded Wire - 1000 ft. Nest in Box**

### Qty – 4      **B6-4K2-1 Binary™ B6 4K Ultra HD Premium Certified High-Speed HDMI® w/ with GripTek™**

### Qty – 4      **B6-4K2-2 Binary™ B6 4K Ultra HD Premium Certified High-Speed HDMI® Cable w/ GripTek™**

### Qty – 1      **Misc. parts**

### Qty – 1      **Installation of Control cabling and equipment Labor**

### Qty – 1      **Installation of Ceiling Mounted 85" Screen**

### Qty – 1      **Move and Reinstallation of Projector Screen**

### Qty – 1      **Move and Reinstallation of Ceiling Mounted Projector**

### Qty – 1      **Programming of Crestron Labor**

### Qty – 5      **Two-man scissor lift rental**

**Project Total = \$ 91,953**

Tax and shipping not included

# LETTER OF INTENT - ACCEPTANCE

## **Commitment of Acceptance:**

City of Hendersonville NC agrees to engage Advanced Business Equipment Inc. to undertake the ongoing Audio-Visual project outlined in the preceding proposal.

Upon receiving this letter of intent, Advanced Business Equipment Inc. agrees to provide the paperwork that reflects this project and launch this project, schedule staff and negotiate a suitable project start date with City of Hendersonville NC.

In agreeing to utilize Advanced Business Equipment Inc. for this project, City of Hendersonville NC acknowledges that the project scope, deliverables, ongoing management and methodology outlined in the proposal are satisfactory and agrees to accept the ongoing support cost as specified in the proposal. A formal service agreement outlining management start dates and invoicing schedules will follow this approved Letter of Intent.

Signatures:

\_\_\_\_\_  
**Advanced Business Equipment Inc.    Date**

\_\_\_\_\_  
**City of Hendersonville NC**

\_\_\_\_\_  
**Date**

## **Terms:**

Advanced Business Equipment's liability to City of Hendersonville NC for any act or omission, whether negligent or otherwise, shall at all times be limited to the labor cost of the project.

Advanced Business Equipment Inc. is not responsible for providing additional work or resources which are caused, directly or indirectly, by delay, omission or alteration of project scope by City of Hendersonville NC.

City of Hendersonville NC shall reimburse to Advanced Business Equipment Inc. any labor charges and/or expenses resulting, either directly or indirectly, from such delay, omission or alteration.

All information contained in this proposal is confidential between Advanced Business Equipment (ABE) and City of Hendersonville NC. This confidentiality clause covers project methodology, schedules, costs and all particulars of the proposal. Advanced Business Equipment Inc. respects City of Hendersonville NC's ownership of documentation prepared as part of this project. Our staff is pledged to treat as confidential any client information encountered during the project.

**All content in this document is Confidential & Proprietary to Advanced Business Equipment Inc. This document is not for distribution.**

*ABE\_IT Services\_Proposal\_City of Hendersonville. NC. – 102720 v5*

Prepared by John Morelock 10/27/20

## CUSTOMER REVIEWS

**Sixteen 5-star Reviews on Google | Twelve 5-star Reviews on BBB | Four 5-star Reviews on Facebook**  
Our excellent reviews are a confirmation of our commitment to excellence and customer satisfaction

Brian was awesome!  
Knowledgeable, friendly,  
and just overall gave us a  
great experience. We had  
a tangled up mess with  
two internet systems.  
But he successfully  
untangled it all and fixed  
everything we needed!  
Sarah S.



**Jim Tardiff - ★★★★★**

We have been doing business with Advance Business Equipment for over 15 years. I find their personnel to be first class driven by the President who never ceases to improve the company performance. Our rep is second to none. The tech service is prompt and courteous. 5 stars!!

**Steven Yates - ★★★★★**

Advanced Business has been a partner of ours for many years. Fair service, quality people, are what we come to expect, and they deliver just that. From our Account Exec to the Service Techs, they all understand what it means to support their customer. I highly recommend.

**Murat Yazan - ★★★★★**

ABE has been a trusted business partner for a number of years now. As our organization grows, ABE is there to help us find new solutions to our need for more integrated technology and support. Over the years we have increased our physical presence to 3 business locations in western North Carolina, ranging from Cherokee County to Haywood County. It's good to have a partner like ABE that is able to provide support for us no matter where it is needed. The technicians are always friendly.

**Destiny Page - ★★★★★**

ABE's team of technicians go above and beyond and are extremely knowledgeable. My company would be lost without them!

Ronnie was on time, took  
care of the issue, paid  
good attention to our  
machine overall, and  
participated in our social  
distancing/safety protocol  
perfectly. Thank you!  
Greg G.



**Mark T. - ★★★★★**

Advanced Business Equipment delivers fast, friendly and most importantly top-notch service. We have been very happy with the technical direction and quick turnaround times whenever we have needed service on our printer.

**COR3 Design - ★★★★★**

Wonderful company to work with. They gave us very competitive pricing and wonderful customer service. They have followed up multiple times making sure we are completely satisfied. I would highly recommend them to anyone.



**Ashlin Mikolich Steger - ★★★★★**

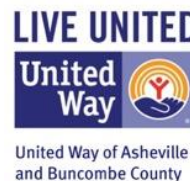
Really nice, comprehensive, knowledgeable, and efficient. Our old IT company could not solve a problem with our computers and Advanced Business Equipment was in and out within an hour and got us back up and running.

Read additional client testimonials at: [www.abecarolina.com/testimonials](http://www.abecarolina.com/testimonials)



## ABE: WHO WE ARE

**We are committed** to continuing our long tradition of investing in our community, from helping to build a home with Habitat For Humanity, to supporting our veterans and youth outreach initiatives, socio-economic initiatives, and many, many more.



# ADVANCED

## INFORMATION SYSTEMS

*A Division of Advanced Business Equipment*



# THANK YOU

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