

Proposal

LAC

Estimate Number: 064301

Project Number: 2505125

Prepared for:

City of Lawrenceville

Jasmine Jackson

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SOLUTIONZ

Dear Valued Customer,

Thank you for trusting Solutionz with your project. Our goal is to deliver top-notch, innovative solutions tailored to your needs. We know that the current economic climate, with ongoing tariff changes and market fluctuations, creates uncertainty. We truly understand how pricing changes can be challenging.

That said, these shifts affect us all financially. To ensure fairness and clarity, our proposals include the following terms:

- **Price Adjustments:** If product costs change before we place orders with our suppliers, Solutionz reserves the right to update our pricing to you in a corresponding manner.
- **Stored Goods:** While our goal is to order your equipment in an appropriate time to meet your project's needs, the current economic climate may force us jointly to order your product early to avoid price increases. If Solutionz, with your consent, makes product purchases early to preserve pricing, we will ask that you take title to and pay for the product at the time of purchase. Solutionz will store the product in our warehouse for a reasonable period without charge. Should Solutionz hold your product in our warehouses for an extended period prior to deployment, Solutionz may be forced to charge a storage fee or ask you to take delivery. If this occurs, we will notify you immediately.
- **Open Communication:** We are committed to keeping you informed about any significant changes that might impact your project's pricing.

We appreciate your understanding as we navigate these shared challenges. Please feel free to reach out with any questions or concerns. We look forward to a successful partnership.

Sincerely,

Bill Warnick

Bill Warnick, Chief Executive Officer

System Functionality and Client Scope Overview

The City of Lawrenceville Arts Center requires a reliable and user-friendly AV environment in the new space, with features that can be used by staff and external clients to host events and meetings in the new divisible conference room.

This summary explains the essential equipment being installed and programmed, and the critical aspects of the functionality.

Environment

The subject room is a large and appealing space that can be configured to be used as one room, with the divisible wall open, or as two separate rooms, with the divisible wall closed.

The AV system will support meetings and events in both spaces in separate mode, as well as in the combined mode, with identical features available to the users for either configuration

The rooms are numbered as 101 and 102 in the plans, with 101 being slightly larger than 102. Each room will have significant architectural features. The AV system will not hinder those architectural features or detract from the visual appeal of the spaces.

Simplicity and ease of use have been the key design goals here, knowing that both the City and Clients will need to be able to use the system with minimal understanding of technical devices.

Overview

Each room will be equipped with LED displays to match the size of the room. Room 101 requires a 136" Direct View LED panel, while Room 102 requires a smaller 110" LED panel.

Each room, (101 and 102) will also be equipped with:

- In-ceiling recessed full spectrum speakers
- Wireless systems for presentations and videoconferencing hosted by the user's laptops
- Wireless (hand held and body pack) microphones for in-room presentations
- Dual HD cameras for hosting Zoom/Teams sessions from the user's laptops
- An in-ceiling microphone array to capture the audience during Zoom/Teams sessions
- An on-wall 10" LCD touch controller to manage the functions of the room
- An in-wall plate to allow for wired connections from the user's laptops

User Scenarios

Users will come to the room, start the system by touching either control panel (101 or 102) and begin.

They will be asked if they are going to use the room(s) in a combine mode or separately.

They will then be asked if they are going to be simply present content in the room or if they will be using the videoconferencing system.

Depending on their selections, they will be provided with simple step by step instructions on how to use the system.

These instructional steps will be designed by Solutionz with the active participation of the City's team, assuring that the controls and features match the environment and the City's expectations.

Support

Solutionz will provide extensive training by our adoption team after the system is installed.

Solutionz will also develop and deliver a quick reference guide specifically designed for this installation.

Following the training, Solutionz will provide the following for one full year:

- 24/7/365 remote tech support and troubleshooting via email, phone or video.
- Remote support with end user training questions.
- Unlimited on-site tech support in response to trouble tickets once remote troubleshooting reveals what's needed.
- Prioritized scheduling of our dedicated National Field Technicians
- Expedited advance parts replacements in case of hardware failure.
- Programming updates to preserve the original functionality.
- Dedicated Customer Success Manager to ensure we not only meet/exceed expectations.

Initials: _____ By initialing here, the customer confirms they have read and understand the Client Scope Overview.

Summary

Location	Equipment	Professional Services	Location Total
GA State Contract	\$0.00	\$0.00	\$0.00
Displays	\$47,149.24	\$0.00	\$47,149.24
Shared Display Components	\$2,363.30	\$0.00	\$2,363.30
Room 101	\$12,033.97	\$0.00	\$12,033.97
Room 102	\$12,033.97	\$0.00	\$12,033.97
AV Closet	\$26,627.25	\$0.00	\$26,627.25
Services	\$0.00	\$53,918.03	\$53,918.03
Shipping/Delivery	\$910.00	\$0.00	\$910.00
Location Sub Total:			\$155,035.76

Please Note: Sales tax is not included in the amounts listed on this summary page.

Bill of Materials

GA State Contract

Qty.	Item	Description	Unit Price	Ext. Price
1	Solutionz GA State Contract 2023	GA STATEWIDE CONTRACT # 99999-SPD-SPD0000210-0016 2023 - Georgia State Contract (SPD0000210) Summit Solutionz, Inc (dba Solutionz, Inc.)	\$0.00	\$0.00

GA State Contract Total

\$0.00

Displays

Qty.	Item	Description	Unit Price	Ext. Price
1	LG 110UM5K-B	110" UHD Signage Display with webOS 6.0, Pro:Idiom, Supports Crestron Connected, Cisco Certified, SuperSign Compatible	\$17,397.50	\$17,397.50
1	LG LG LAPA136-GF.AUSQ	LG, LAPA DVLED 136" P1.56 1920x1080 All In One (AIO)	\$29,640.00	\$29,640.00
1	LG WM-L1560S	Wall Mount For 110UM5K-B	\$111.74	\$111.74

Displays Total

\$47,149.24

Shared Display Components

Qty.	Item	Description	Unit Price	Ext. Price
2	Arlington LV1	Low Voltage Mounting Bracket	\$2.69	\$5.38
2	Crestron DM-NVX-D200	DM NVX® 4K60 4:2:0 Network AV Decoder with Scaler	\$750.00	\$1,500.00
2	DataComm 45-0018-UHW	DataComm, 1-Gang Brush Wall Plate, Ultra White	\$5.86	\$11.72
2	Liberty AV HALO-HC01MBP	Halo 18G HDMI Cable C12 Black, 1.0M	\$423.10	\$846.20

Shared Display Components Total

\$2,363.30

Bill of Materials

Room 101

Qty.	Item	Description	Unit Price	Ext. Price
4	Arlington LV1	Low Voltage Mounting Bracket	\$2.69	\$10.76
2	Arlington LV2	Low Voltage Mounting Bracket	\$4.05	\$8.10
2	AVer COM520PR3	Professional USB 3.1 Conferencing Camera for Mid-to-Large Rooms	\$1,336.94	\$2,673.88
2	AVer COMVCMNT6	[Included Accessory] - CAM520 PRO Wall Mount - COMVCMNT6		
1	C2G CG28102	2m USB 2.0 A/B CBL BLK	\$6.24	\$6.24
1	C2G CG28833	10ft USB MALE C TO A MALE 3.2 GEN 1 3A	\$19.99	\$19.99
1	Crestron DM-NVX-E20-2G-W-T	DM NVX® 4K60 4:2:0 Network AV Encoder, Wall Plate, White Textured	\$750.00	\$750.00
2	Crestron HD-RXC-4KZ-101	DM® Essentials 4K60 4:4:4 Receiver for HDMI®, RS-232, and IR Signal Extension over CATx Cable	\$268.75	\$537.50
2	Crestron HD-TXC-4KZ-101-1G-W	DM® Essentials 4K60 4:4:4 Transmitter for HDMI®, RS-232, and IR Signal Extension over CATx Cable, Wall Plate, White	\$306.25	\$612.50
6	Crestron SAROS IC6T-W-T-EACH+	Saros® 6.5 in. 2-Way In-Ceiling Speaker, White Textured, Single (must be ordered in multiples of 2)	\$158.75	\$952.50
1	Crestron TSW-1070-W-S	10.1 in. Wall Mount Touch Screen, White Smooth	\$1,906.25	\$1,906.25
1	Liberty AV DL-ADR	Universal HDMI Adapter Ring Complete Assembly with 5 Cable Adapter	\$134.00	\$134.00
2	Liberty AV HALO-HC00.3M	HALO 18G HDMI CBL AWM BLK 0.3M	\$13.78	\$27.56
2	Liberty AV HALO-HC02M	HALO 18G HDMI CBL AWM BLK 2.0M	\$17.18	\$34.36
1	Liberty AV HALO-HC03MBP	Halo 18G HDMI Cable Cl2 Black, 3.0M	\$209.13	\$209.13
1	Liberty AV INT-USB2-50C	USB 2.0 EXTENDER CLIENT BOX	\$68.43	\$68.43
1	Liberty AV INT-USB2-50HWP	USB 2.0 EXTENDER HOST WP	\$99.11	\$99.11
2	Liberty AV UWGS0000-WH	Economy Structured Solution Bulk Wire Plate with Reversible Nose In Single Gang format	\$1.58	\$3.16
1	Shure A900-S-GM	Gripple Suspension Mount Kit for MXA910 or MXA920-S	\$51.06	\$51.06
1	Shure MXA920W-S	Ceiling Array Microphone, Square, White, 24 inch	\$3,929.44	\$3,929.44
Room 101 Total				\$12,033.97

Bill of Materials

Room 102

Qty.	Item	Description	Unit Price	Ext. Price
4	Arlington LV1	Low Voltage Mounting Bracket	\$2.69	\$10.76
2	Arlington LV2	Low Voltage Mounting Bracket	\$4.05	\$8.10
2	AVer COM520PR3	Professional USB 3.1 Conferencing Camera for Mid-to-Large Rooms	\$1,336.94	\$2,673.88
2	AVer COMVCMNT6	[Included Accessory] - CAM520 PRO Wall Mount - COMVCMNT6		
1	C2G CG28102	2m USB 2.0 A/B CBL BLK	\$6.24	\$6.24
1	C2G CG28833	10ft USB MALE C TO A MALE 3.2 GEN 1 3A	\$19.99	\$19.99
1	Crestron DM-NVX-E20-2G-W-T	DM NVX® 4K60 4:2:0 Network AV Encoder, Wall Plate, White Textured	\$750.00	\$750.00
2	Crestron HD-RXC-4KZ-101	DM® Essentials 4K60 4:4:4 Receiver for HDMI®, RS-232, and IR Signal Extension over CATx Cable	\$268.75	\$537.50
2	Crestron HD-TXC-4KZ-101-1G-W	DM® Essentials 4K60 4:4:4 Transmitter for HDMI®, RS-232, and IR Signal Extension over CATx Cable, Wall Plate, White	\$306.25	\$612.50
6	Crestron SAROS IC6T-W-T-EACH+	Saros® 6.5 in. 2-Way In-Ceiling Speaker, White Textured, Single (must be ordered in multiples of 2)	\$158.75	\$952.50
1	Crestron TSW-1070-W-S	10.1 in. Wall Mount Touch Screen, White Smooth	\$1,906.25	\$1,906.25
1	Liberty AV DL-ADR	Universal HDMI Adapter Ring Complete Assembly with 5 Cable Adapter	\$134.00	\$134.00
2	Liberty AV HALO-HC00.3M	HALO 18G HDMI CBL AWM BLK 0.3M	\$13.78	\$27.56
2	Liberty AV HALO-HC02M	HALO 18G HDMI CBL AWM BLK 2.0M	\$17.18	\$34.36
1	Liberty AV HALO-HC03MBP	Halo 18G HDMI Cable Cl2 Black, 3.0M	\$209.13	\$209.13
1	Liberty AV INT-USB2-50C	USB 2.0 EXTENDER CLIENT BOX	\$68.43	\$68.43
1	Liberty AV INT-USB2-50HWP	USB 2.0 EXTENDER HOST WP	\$99.11	\$99.11
2	Liberty AV UWGS0000-WH	Economy Structured Solution Bulk Wire Plate with Reversible Nose In Single Gang format	\$1.58	\$3.16
1	Shure A900-S-GM	Gripple Suspension Mount Kit for MXA910 or MXA920-S	\$51.06	\$51.06
1	Shure MXA920W-S	Ceiling Array Microphone, Square, White, 24 inch	\$3,929.44	\$3,929.44
Room 102 Total				\$12,033.97

Bill of Materials

AV Closet

Qty.	Item	Description	Unit Price	Ext. Price
2	Biamp Tesira EX-USB	PoE AVB/USB expander	\$487.50	\$975.00
1	Biamp TesiraCONNECT TC-5D	5-port expansion device with AVB to Dante Bridging	\$1,238.75	\$1,238.75
1	Biamp TesiraFORTE AVB AI	Fixed I/O DSP with 12 analog inputs, 8 analog outputs, 8 channels configurable USB audio, and 128 x 128 channels of AVB	\$2,270.00	\$2,270.00
2	C2G CG28102	2m USB 2.0 A/B CBL BLK	\$6.24	\$12.48
2	C2G CG28106	2m USB 2.0 A MALE/A MALE CBL BLK	\$4.99	\$9.98
2	C2G CG54174	2m USB 3.0 AM-BM CBL BLK	\$8.58	\$17.16
2	Crestron AM3-212 KIT	AirMedia® Series 3 Kit with AM-3200-WF Receiver, two AM-TX3-100 Adaptors, and Cradle	\$2,581.25	\$5,162.50
2	Crestron AMP-X300	X-Series Amplifier, 300 W	\$550.00	\$1,100.00
2	Crestron DM-NVX-E20	DM NVX® 4K60 4:2:0 Network AV Encoder	\$618.75	\$1,237.50
1	Crestron HD-MD4X2-4KZ-E	4x2 4K60 4:4:4 HDR AV Switcher	\$847.50	\$847.50
1	Crestron RMC4	4-Series™ Control System	\$687.50	\$687.50
1	Extron 60-954-02	SW4 USB PLUS	\$762.50	\$762.50
2	Leviton 10063672	LANmark-6 FTP Plenum Black	\$7.50	\$15.00
1	Liberty AV 16-2C-P-BLK	Black Commercial Grade General Purpose 16 AWG 2 Conductor Plenum Cable	\$314.49	\$314.49
1	Liberty AV 22-2C-PSH-BLK	Black Audio and Control 22 AWG 1 pair Shielded Plenum	\$163.19	\$163.19
4	Liberty AV HALO-HC02M	HALO 18G HDMI CBL AWM BLK 2.0M	\$17.18	\$68.72
2	Magewell 32060	One channel high definition USB capture device, generation 2	\$298.75	\$597.50
1	Middle Atlantic D3	3SP ANODIZED DRAWER	\$306.00	\$306.00
1	Middle Atlantic DWR-RR16	16SP REAR RL KIT DWR/EWR	\$51.40	\$51.40
2	Middle Atlantic EB1	1SP FLANGED ECONO BLANK	\$10.99	\$21.98
1	Middle Atlantic EWR-16-17SD	16SP/17D ECONO WLRK,BK,DR	\$672.74	\$672.74
1	Middle Atlantic LBP-1A	10 PACK L LACER BAR	\$40.43	\$40.43
1	Middle Atlantic PD-815SC-NS	SLIM PWR STRIP,8 OUTLET,1	\$120.70	\$120.70
1	Middle Atlantic PDX-915R-SP	15A 9 OUT SERIES SURGE W/CTRL	\$582.08	\$582.08
1	Middle Atlantic UFA-8-4	1SP UNIV FA SHLF 8"D,4PK	\$161.13	\$161.13
1	Middle Atlantic UTR1	1SP UNIVERSAL HALF-RACK T	\$37.55	\$37.55
2	Middle Atlantic VT1	1SP PERFORATED VENT PANEL	\$17.91	\$35.82
1	Netgear GSM4230P-100NAS	24x1G PoE+ 300W 2x1G and 4xSFP Managed Switch (Americas)	\$1,534.49	\$1,534.49
4	Neutrik NC3FXX	3 pole female cable connector with Nickel housing and silver contact	\$3.79	\$15.16
1	RF Venue D-ARCDISTRO4	Diversity Architectural Antenna DISTRO4 Pack	\$1,320.00	\$1,320.00
4	Sennheiser 508860	Rechargeable battery pack for EW-D SK and EW-D SKM-S, lithium ion	\$45.00	\$180.00
2	Sennheiser 508861	Charger for BA 70, 2 charging slots, cascable. Includes (1) NT 5-20 UCW power supply	\$54.00	\$108.00
2	Sennheiser 509328	Digital wireless lavalier/handheld set. Includes (1) EW-DX EM 2 receiver, (1) SKM-S handheld transmitter, (1) EW-DK SK bodypack transmitter, (1) MKE 2 lavalier, (1) MMD 835 capsule and (2) BA 70 batteries, frequency range: Q1-9 (470.2 - 550 MHz)	\$2,295.00	\$4,590.00
50	Sentinel 111S08080091C34	Category 6 Shielded 8P8C RJ45 Plug Bag	\$2.40	\$120.00
1	Solutionz Misc-Cable		\$1,250.00	\$1,250.00
AV Closet Total			\$26,627.25	

Bill of Materials

Services

Qty.	Item	Description	Unit Price	Ext. Price
1	Solutionz Professional Services	Engineering, Project Management, Test Lab Build, Installation, Programming, Commissioning, Testing, and As-Built CAD Drawings & Documentation	\$45,488.00	\$45,488.00
1	Solutionz Train-Custom-OS	On-site training delivered to end-users with hands on exercises to increase adoption, proficiency, and ease of use. This program is designed based on the technology in the room. (10 participant limit)	\$2,380.00	\$2,380.00
1	SS-IS-Preferred-12	<p>Our Preferred Integrated Support plan provides all the support you need. Both remote and onsite support along with the reassurance of knowing your equipment failures are covered by Solutionz.</p> <p>Below is a description of your support which is a 12-month term.</p> <p>Provides 24/7/365 remote tech support and troubleshooting via email, phone or video. Remote support with end user training questions.</p> <p>Unlimited onsite tech support in response to trouble tickets once remote troubleshooting reveals what's needed. Prioritized scheduling of our dedicated National Field Technicians - and if needed, our PSNI Global Alliance. Expedited advance parts replacements in case of hardware failure. Programming updates to preserve the original functionality.</p> <p>Dedicated Customer Success Manager to ensure we not only meet but exceed expectations.</p> <p>Once your project is complete, our Support Coordinators, Technical Helpdesk and Customer Success Managers stand ready to deliver a quick response from talented people who care about you!</p>	\$6,050.03	\$6,050.03
Services Total				\$53,918.03

Shipping/Delivery

Qty.	Item	Description	Unit Price	Ext. Price
1	Solutionz S&H-S		\$910.00	\$910.00
Shipping/Delivery Total				\$910.00

Proposal Overview and Terms

Equipment:	\$101,117.73
Professional Services	\$53,918.03

Grand Total **\$155,035.76**

1. This contract is controlled by Georgia State Contract 99999-SPD-SPD0000210-0016. If any provision of this Agreement, or the application of such provision to any person or circumstance, shall be in conflict with the terms and conditions in SWC 99999-SPD-SPD0000210-0016, the Georgia state contract terms prevail and control.
2. ALL SALES ARE FINAL. Any subsequent design changes at the direction of the customer must be agreed upon in writing.
3. PAYMENT TERMS: Invoices are due and payable within 30 days of the invoice date (i.e. Net 30).
4. INVOICING TERMS: Refer to the Payment Schedule on the final page for Invoicing Terms
5. AGREEMENT: The prices and terms on this Estimate are not subject to verbal changes, verbal approvals or other verbal agreements. Any changes to prices, terms and conditions must be agreed upon in writing by both parties. Prices are based on market conditions existing on the date of this Estimate and Solutionz, Inc. may revise this Estimate as conditions change prior to final acceptance.
6. LABOR: All labor hours are based on regular working hours, Monday through Friday, 8:00AM-5:00PM. Any work outside of these hours will result in additional charges unless otherwise specified in the Estimate. In addition, all labor hours are based on continuous unrestricted access to the jobsite and facility where the work is to take place. Any access restrictions, interruptions, work stoppages or rescheduling of work not directly caused by, Solutionz, Inc. will result in additional labor charges.
7. SALES TAX: Customer tax status may vary, therefore, all Solutionz, Inc. pricing is agreed to on a pre-tax basis. Taxes on Solutionz, Inc. Estimates are estimated as well. The actual amount and/or corrected amount of taxes are the customer's sole responsibility regardless of how taxes were presented in the signed Estimate. Any and all applicable taxes (e.g., Sales Tax, Use Tax, Value Added Tax) will be added to customer invoices pursuant to local laws.
8. FREIGHT, TAXES & TARIFFS: All freight is FOB Origin unless specified otherwise. Some items may drop ship directly to jobsite from the manufacturer. Unless specifically identified in a line item of this Estimate, import tariffs or other international shipping and freight charges are the customer's responsibility and are not included in this Estimate.

Initials: _____ By initialing here, the customer confirms they have read and understand the Proposal Terms.

Project Responsibilities and Exceptions

In Solutionz Scope	Out of Scope	Task
		PROJECT DOCUMENTATION
X		System One-Line Drawings and Rack Elevations
X		Floor Plan, RCP and Elevations Drawings
X		Equipment Data Sheets
X		Equipment Owner/Operator Manuals
X		Device IP and Frequency Schedules
		INSTALLATION TASKS
X		Off-Site Rack Fabrication and Pre-Staging
X		Provide Low Voltage Wire, Cable & Connections
X		On-Site Installation of AV Equipment
X		System Setup, Testing and Commissioning
X		Control System Programming
X		Customer Training
		OWNER FURNISHED EQUIPMENT
	X	De-Installation of Existing Equipment
	X	E-Waste Recycling of Existing Equipment
	X	Verification and/or Documentation of Owner-Furnished Equipment
	X	Storage of Owner Furnished Equipment
	X	Client Specific Inventory Tagging
	X	Provisioning of Computer/Codex/VoIP Systems
		NETWORKING
	X	Data Cabling to Owner's Network
	X	Owner's Network Configuration
		OTHER TRADES
	X	Coordination with Other Trades ("Work by Others")
	X	General Construction & Millwork
	X	Drywall, Ceiling Grid & Finish Work
	X	In-ceiling Structural Support for Projectors
	X	In-wall Structural Support for Displays
	X	Vibration Isolation
	X	110/220V Panels, Breakers, Recep, etc.
	X	Conduit, Wire tray, Raceway & Junction Boxes
	X	Fireproofing
	X	Supply Floor Boxes
	X	Install Floor Boxes
	X	Required Aerial Lifts and/or Scaffolding
SITE ACCESS EXPECTATIONS		
Free On-Site Parking Permissions and Passes		
Truck Height Dock Access		
On-Site Trash Disposal (Dumpster Provided by Others)		

Initials: _____ By initialing here, the customer confirms they have read and understand the Project Responsibilities.

Payment Schedule and Agreement

Payment Schedule

Amount

Total

\$155,035.76

NOTICE TO CUSTOMER

By signing below or incorporating this Estimate (or referencing the Estimate number) into a contract or purchase order, the Customer acknowledges receipt of and agrees to comply with all terms outlined herein, as well as Solutionz's Terms & Conditions provided within. This Estimate, including any associated drawings, specifications, and designs, is the proprietary property of Solutionz and is intended solely for the Customer to whom it is addressed. It shall not be duplicated, shared, or used for any purpose other than evaluating this proposal. This Estimate is valid for 14 days from the date of issuance.

I certify that I am authorized to sign this agreement on behalf of the company named below.

I understand that **ALL SALES ARE FINAL**.

Client Signature: _____

Signer's Name: _____

Date: _____

Solutionz, Inc.

Steve Curry

6-Nov-25

To help us better manage your account, please provide the following information:

Accounts Payable Contact:

Name: _____

Email: _____

Phone: _____