



Public Safety Training Center

Proposal # 1248045

5/3/2024

Prepared for:

Jared Day

City of Meridian

33 E Broadway Ave

Meridian, ID 83642



Prepared By:

Greg Bridges

Executive Account Manager

12586 W. Bridger St. | STE100

Boise, ID 83713

greg.bridges@avisystems.com

Jared Day
City of Meridian
33 E Broadway Ave
Meridian, ID 83642

RE: Public Safety Training Center

Hello Mr. Day,

AVI Systems is pleased to submit the following budgetary proposal to provide a video solution for your office. We thank you for the opportunity to provide our recommendations for your important meeting spaces.

AVI Systems specializes in design/build audio-visual sales and system integration worldwide. We partner with our customers for the common goal of on-time and on-budget projects, both large and small. Our staff provides audio-visual system design, consultation, installation, control system programming, and post-installation service support.

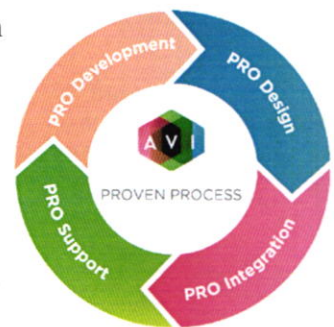
AVI Systems brings over 48 years of business to the Audio-Visual space, providing services in over 27 regions in North America and in 150 cities globally.

We stand behind our company's services, quality solutions, and customer orientation, and have pledged to uphold a strict code of ethics and workmanship practices which we integrate into our daily routine.

In this highly technical and complex arena, hiring knowledgeable AV professionals fosters a productive, efficient, and effective project experience, mitigating problems and budget overruns. AVI Systems offers assurance of our staff's expertise and provides customers confidence that their job will be undertaken and completed in the most professional way possible.

Regards,

Greg Bridges
Executive Account Manager
12586 W. Bridger St. | STE100
Boise, ID 83713
greg.bridges@avisystems.com



Retail Sales Agreement



Reference Number: 1248405
Prepared For: City of Meridian
Attn: Jared Day

Prepared By: Gregory Bridges
Phone: 208.891.4561
Email: greg.bridges@avisystems.com

Date: March 13, 2024
Meridian Public Safety Training Center - AV Refresh - Update
TIPS Contract Number: 230105

AVI Systems Inc.
12586 W Bridger St, Suite 100, Boise, ID 83713
Phone: (208)426-8238
Fax:

INVOICE TO

Attn: Jared Day
City of Meridian
33 E Broadway Ave
Meridian, ID 83642

Phone: (208)846-7352
Email: jday@meridiancity.org
Customer Number: COM0057

SITE

Attn:
Meridian Public Safety Training Center
1223 East Watertower Street
Meridian, ID 83642

Phone:
Email:

COMMENTS

This revised (v2) quote addresses the following changes discussed at on-site meeting 3/5.

Auditorium

- Add a presenter facing USB camera for dedicated PC
- Reduce to a single (1) Digital Media HDMI wall plate input

Divisible Room A/B

- Keep primary projector orientation the same as currently used in Room A
- Abandon/remove secondary projector functionality in Room A
- Add a presenter facing USB camera in Room A for dedicated PC
- Install a single 98" display in Room B
- Abandon/remove projectors in Room B

Simulation Room

- Install a single 85" display at front of room
- Reuse existing surface mounted speakers
- Add a presenter facing USB camera connected to dedicated room PC
- Add Air Media to support wireless presentation
- Add Keypad for AV controls
- Add ceiling mic and DSP for PC based Teams Meetings

Mat Room

- Reduce cost and value engineer room to HDMI wall plate input and Air Media wireless presentation.
- Add Keypad for AV controls

PRODUCTS AND SERVICES SUMMARY

Equipment	\$88,412.00
Integration	\$41,160.00
PRO Support	\$8,895.00
Shipping & Handling	\$3,500.00
Tax	\$0.00
Grand Total	\$141,967.00

Unless otherwise specified. The prices quoted reflect a discount for a cash payment (i.e., check, wire transfer) made by Customer in full within the time stated for payment on each invoice. Discount only applies to new items included on the invoice, and only applies if the balance on the invoice is paid in full.

All returned equipment is subject to a restocking charge. The prices are valid for 15 days and may be locked in by signing this Retail Sales Agreement.

Overdue balances are subject to a finance charge of 1.5% per month, or interest at the highest rate permitted by applicable law. In the event AVI must pursue collection of unpaid invoices, Customer agrees to pay all of AVI's costs of collection, including its attorneys' fees.

INVOICING AND PAYMENT TERMS

Customer and AVI have agreed on the payment method of ACH. Payment must be remitted by stated method. To the extent Customer seeks to use of any payment methods other than stated, and that payment method results in an increased transaction cost to AVI, the new payment must be approved in writing, and the Customer shall be responsible for paying the increased transaction cost to AVI associated with the change in payment method. Payments shall be made 30 days from invoice date. So long as the invoice has been sent and the Customer's payment is made within the terms work will continue.

AVI uses progress billing, and invoices for equipment and services allocated to the contract on a monthly basis. Unless otherwise specified, all items quoted (goods and services) as well as applicable out of pocket expenses (permits, licenses, shipping, etc.) are invoiced in summary (including applicable sales taxes due for each category of invoiced items).

Customer is to make payments to the following "Remit to" address:

AVI Systems
PO Box 842607
Kansas City, MO 64184-2607

Customer must make all payments in the form of bank wire transfers or electronic funds transfers through an automated clearinghouse with electronic remittance detail, in accordance with the payment instructions AVI Systems provides on its invoice to Customer.

A monthly summary of detailed equipment received is available upon request. Equipment received may be different than equipment billed based on agreed billing method.

TAXES AND DELIVERY

Unless stated otherwise in the Products and Services Summary above, AVI will add and include all applicable taxes, permit fees, license fees, and delivery charges to the amount of each invoice. Taxes will be calculated according to the state law(s) in which the product(s) and/or service(s) are provided. Unless Customer provides a valid tax exemption certificate for any tax exemption(s) claimed, AVI shall invoice for and collect all applicable taxes in accordance with state law(s), and Customer will be responsible for seeking a tax credit/refund from the applicable taxing authority.

AGREEMENT TO QUOTE AND DOCUMENTS CONSTITUTING YOUR CONTRACT WITH AVI

Customer hereby accepts the above quote for goods and/or services from AVI. When duly executed and returned to AVI, AVI's Credit Department will check Customer's credit and approve the terms. After approval by AVI's Credit Department and signature by AVI, this Retail Sales Agreement will, together with the AVI General Terms & Conditions attached herein form a binding agreement between Customer and AVI. (This Retail Sales Agreement and the AVI General Terms & Conditions of Sale (the T&Cs) are referred to collectively as the Agreement). If not defined in this Agreement, all capitalized terms shall have the meaning given to them in the T&Cs. Should AVI's Credit Department determine at any point prior to AVI commencing work that Customer's credit is not adequate, or should it otherwise disapprove of the commercial terms, AVI reserves the right to terminate the Agreement without cause and without penalty to AVI.

****Certifications. See last page for details.**

AGREED AND ACCEPTED BY

Company

Signature

Printed Name

Date

AVI Systems, Inc.

Company

Michael Fornander

Michael Fornander (May 6, 2024 08:09 MDT)

Signature

Michael Fornander

Printed Name

May 6, 2024

Date

CONFIDENTIAL INFORMATION

The company listed in the "Prepared For" line has requested this confidential price quotation, and shall be deemed "Confidential Information" as that term is defined in the T&Cs. This information and document is confidential and is intended solely for the private use of the customer identified above. Customer agrees it will not disseminate copies of this quote to any third party without the prior written consent of AVI. Sharing a copy of this quote, or any portion of the Agreement with any competitor of AVI is a violation of this confidentiality provision. If you are not the intended recipient of this quote (i.e., the customer), you are not properly in possession of this document and you should immediately destroy all copies of it.

PRODUCTS AND SERVICES DETAIL

PRODUCTS:

<u>Model #</u>	<u>Mfg</u>	<u>Description</u> Divisible A/B	<u>Qty</u>	<u>MSRP</u>	<u>Price</u>	<u>Extended</u>
DMPS3-4K-350-C	CRESTRON	3-Series 4K Digital Media Presentation System 350	1	\$12,100.00	\$8,452.21	\$8,452.21
PW-5430DUS	CRESTRON	High-Efficiency Power Pack	1	\$330.00	\$242.65	\$242.65
DM-RMC-4KZ-100-C	CRESTRON	Digital Media 8G+ 4K60 4:4:4 HDR Receiver & Room Controller 100	3	\$1,090.00	\$761.40	\$2,284.20
AM3-111 KIT	CRESTRON	Air Media Series 3 Kit with AM-3100-WF Receiver and AM-TX3-100 Adaptor	1	\$2,450.00	\$1,801.47	\$1,801.47
TSW-770-B-S	CRESTRON	7 in. Wall Mount Touch Screen, Black Smooth	2	\$2,278.00	\$1,591.25	\$3,182.50
VPLPHZ61	SONY	Sony VPL-PHZ61 - 3LCD projector - 6400 lumens - 6400 lumens (color) - WUXGA (1920 x 1200) - 16:10 -	1	\$5,000.00	\$3,308.82	\$3,308.82
RPAU	CHIEF	UNIVERSAL RPA	1	\$269.00	\$237.35	\$237.35
FW98BZ30L	SONY	Sony Bravia Professional Displays FW-98BZ30L - 98" Diagonal Class BZ30L Series LED-backlit LCD displ	1	\$9,245.00	\$8,667.19	\$8,667.19
AS3LDP7	CHIEF	LOW DENSITY WALL MOUNT WITH PDU	1	\$1,221.00	\$969.71	\$969.71
GLS-PART-CN	CRESTRON	Cresnet Partition Sensor	1	\$886.00	\$618.90	\$618.90
DM-TX-200-C-2G-B-T	CRESTRON	Wall Plate Digital Media 8G+ Transmitter 200, Black Textured	2	\$1,540.00	\$1,075.74	\$2,151.48
P300-IMX	SHURE	Digital Audio Signal Processor, 14 inputs (10x Dante (8 with AEC/NR/AGC), 2x analog, 1x USB, 3.5 mm	1	\$2,590.00	\$1,809.19	\$1,809.19
COM520PR2	AVER	CAM520 PRO2 CONFERENCE CAM	1	\$1,799.98	\$1,323.51	\$1,323.51
CMS446	CHIEF	CMS446, CMS440, 8" VADDIO CAM PLATE	1	\$151.00	\$133.24	\$133.24
USB-EXT-2 KIT	CRESTRON	USB over Category Cable Extender, Local and Remote	1	\$1,100.00	\$808.82	\$808.82

Sub-Total: Divisible A/B

\$35,991.24

Simulation Room

FW85BZ40L	SONY	Sony Bravia Professional Displays FW-85BZ40L - 85" Diagonal Class BZ40L Series LED-backlit LCD displ	1	\$5,405.00	\$5,067.19	\$5,067.19
AS3LDP7	CHIEF	LOW DENSITY WALL MOUNT WITH PDU	1	\$1,221.00	\$969.71	\$969.71
HD-TXC-4KZ-101	CRESTRON	DM Lite 4K60 4:4:4 Transmitter for HDMI, RS-232, and IR Signal Extension over CATx Cable	1	\$470.00	\$328.31	\$328.31
HD-RXC-4KZ-101	CRESTRON	DM Lite 4K60 4:4:4 Receiver for HDMI, RS-232, and IR Signal Extension over CATx Cable	1	\$470.00	\$328.31	\$328.31
AM-3200-WF	CRESTRON	Air Media Receiver 3200 with Wi-Fi Network Connectivity	1	\$2,530.00	\$1,860.29	\$1,860.29
AM-TX3-100	CRESTRON	Air Media Series 3 Connect Adaptor	1	\$800.00	\$588.24	\$588.24

MPC3-102-B	CRESTRON	3-Series Media Presentation Controller 102, Black	1	\$1,380.00	\$1,014.71	\$1,014.71
AMP-X50MP	CRESTRON	X Series Media Presentation Amplifier, 50 W	1	\$496.00	\$364.71	\$364.71
P300-IMX	SHURE	Digital Audio Signal Processor, 14 inputs (10x Dante (8 with AEC/NR/AGC), 2x analog, 1x USB, 3.5 mm	1	\$2,590.00	\$1,809.19	\$1,809.19
MXA710W-2FT	SHURE	Linear Array Microphone, length: 2 ft / 63.6 cm, RJ45 network connector for PoE power supply, contro	1	\$3,402.00	\$2,376.40	\$2,376.40
COM520PR2	AVER	CAM520 PRO2 CONFERENCE CAM	1	\$1,799.98	\$1,323.51	\$1,323.51
A710-TB	SHURE	Tile Bridge for installation of the MXA710 in grid ceilings	1	\$150.00	\$104.78	\$104.78
USB-EXT-2 KIT	CRESTRON	USB over Category Cable Extender, Local and Remote	1	\$1,100.00	\$808.82	\$808.82

Sub-Total: Simulation Room

\$16,944.17

Mat Room

HD-TXC-4KZ-101	CRESTRON	DM Lite 4K60 4:4:4 Transmitter for HDMI, RS-232, and IR Signal Extension over CATx Cable	1	\$470.00	\$328.31	\$328.31
HD-RXC-4KZ-101	CRESTRON	DM Lite 4K60 4:4:4 Receiver for HDMI, RS-232, and IR Signal Extension over CATx Cable	1	\$470.00	\$328.31	\$328.31
MPC3-102-B	CRESTRON	3-Series Media Presentation Controller 102, Black	1	\$1,380.00	\$1,014.71	\$1,014.71
AMP-X50MP	CRESTRON	X Series Media Presentation Amplifier, 50 W	1	\$496.00	\$364.71	\$364.71
AM-3200-WF	CRESTRON	Air Media Receiver 3200 with Wi-Fi Network Connectivity	1	\$2,530.00	\$1,860.29	\$1,860.29
AM-TX3-100	CRESTRON	Air Media Series 3 Connect Adaptor	1	\$800.00	\$588.24	\$588.24
VPLPHZ61	SONY	Sony VPL-PHZ61 - 3LCD projector - 6400 lumens - 6400 lumens (color) - WUXGA (1920 x 1200) - 16:10 -	1	\$5,000.00	\$3,308.82	\$3,308.82
RPAU	CHIEF	UNIVERSAL RPA	1	\$269.00	\$237.35	\$237.35

Sub-Total: Mat Room

\$8,030.74

Auditorium

DMPS3-4K-350-C	CRESTRON	3-Series 4K Digital Media Presentation System 350	1	\$12,100.00	\$8,452.21	\$8,452.21
PW-5430DUS	CRESTRON	High-Efficiency Power Pack	1	\$330.00	\$242.65	\$242.65
DM-RMC-4KZ-100-C	CRESTRON	Digital Media 8G+ 4K60 4:4:4 HDR Receiver & Room Controller 100	2	\$1,090.00	\$761.40	\$1,522.80
DM-TX-200-C-2G-B-T	CRESTRON	Wall Plate Digital Media 8G+ Transmitter 200, Black Textured	1	\$1,540.00	\$1,075.74	\$1,075.74
AM3-111 KIT	CRESTRON	Air Media Series 3 Kit with AM-3100-WF Receiver and AM-TX3-100 Adaptor	1	\$2,450.00	\$1,801.47	\$1,801.47
TSW-770-B-S	CRESTRON	7 in. Wall Mount Touch Screen, Black Smooth	1	\$2,278.00	\$1,591.25	\$1,591.25
VPLFHZ85/W	SONY	Sony VPL-FHZ85 - 3LCD projector - 8000 lumens - 7300 lumens (color) - WUXGA (1920 x 1200) - 16:10 -	1	\$11,000.00	\$7,279.41	\$7,279.41
P300-IMX	SHURE	Digital Audio Signal Processor, 14 inputs (10x Dante (8 with AEC/NR/AGC), 2x analog, 1x USB, 3.5 mm	1	\$2,590.00	\$1,809.19	\$1,809.19
COMCAM570	AVER	CAM570 CONFERENCE CAMERA	1	\$3,893.98	\$2,863.22	\$2,863.22
USB-EXT-2 KIT	CRESTRON	USB over Category Cable Extender, Local and Remote	1	\$1,100.00	\$807.91	\$807.91

Sub-Total: Auditorium

\$27,445.85

**Meridian Public Safety Training
Center**

Engineering & Drawings	\$4,800.00
Project Management	\$2,480.00
Programming	\$10,920.00
On Site Integration	\$12,000.00
Testing & Acceptance	\$4,080.00
Training	\$680.00
Local Travel and Mileage	\$1,705.00
Integration Cables & Connectors	\$4,495.00

**Sub-Total: Meridian Public Safety
Training Center** **\$41,160.00**

Total: **\$129,572.00**

PRO SUPPORT:

<u>Model #</u>	<u>Mfg</u>	<u>Description</u>	<u>Qty</u>	<u>Price</u>	<u>Extended</u>
AVISSACUSTOM	AVI SYSTEMS	1 Year System Support Agreement	1	\$8,895.00	\$8,895.00

Refer to Page 1 for the Grand Total that includes Taxes, and Shipping & Handling.

INTEGRATION SERVICES

INTEGRATION SCOPE OF WORK

A. SUMMARY: Client has requested a quote to update their public safety training facility. The original system was comprised of Extron based rooms. They have asked to move to Crestron. The spaces that will be updated are, Auditorium, Divisible Room (A/B), Mat Room, and Simulation Room. The simulation room is being removed from the switcher that is shared with the mat room. Each system will be separately derived for each space. The Crestron system will control the power, volume, and selected inputs. *The simulation room will no longer have an integrated control system, as requested.

B. SYSTEM DESCRIPTION:

Simulation Room

The simulation room will be a stand-alone VTC room consisting of a Shure MXA 710, P300, Crestron Air Media with dongle, as well as a new display. The PC in the viewing area will be directly wired (via extenders) to the front display.

- Functionality Description: Basic device mode conferencing system, operated by the OFE PC in the observation booth.
- Displays:
 - Sony 85" at front of room
- Source Devices:
 - OFE PC
 - Air Media AM3200 with dongle
- Audio:
 - OFE speakers
 - Shure MXA710 ceiling mic
- Conferencing:
 - All VTC managed from OFE PC
 - Aver cam520 pro2 wall mounted below display
- Equipment Location:
 - PC in observation room
 - MPC3 wall mounted at back of room

Mat Room

The Mat room will have a new projector installed in place of the existing one. The current system in use is overbuilt, client requested we downsize to a simple wall mounted controller, air media, and provision for OFE PC.

- Functionality Description: System controlled by MPC3, the only source is the PC, wired through the air media.
- Displays:
 - Sony projector aimed at existing screen, ceiling mounted with existing hardware
- Source Devices:
 - OFE PC
 - AM3200WF
- Audio:
 - Existing surface mounted speakers on the left and right of the screen
- Equipment Location:
 - PC in rack in storage room
 - MPC3 wall mounted at back of room

Divisible Room

The Divisible room will have the current Extron DTP Crosspoint will be replaced by a DMPS3-4k-350 (in A and B, A being the primary). The client has requested a wireless content option, a Crestron Air Media AM3100WF will be connected to the DMPS in each space. A wall mounted Crestron TSW-770 will be wall mounted in each space. A divisible wall partition sensor will be ceiling mounted to dictate the room state. The current primary projector & screen location in room A will remain the same but will be upgraded to a new Sony projector and use the existing screen. The secondary projector used when rooms were combined will be removed. The projector in room B will be removed and a 98" display will be wall mounted in place of the screen.

Functionality Description: divisible space with a DMPS3-4k-350 replacing a DTP Extron Crosspoint in each space. Each room has an existing wireless mic and owner furnished PC, as well as a Digital Media input plate. Single display in each space. When the room is combined displays will mirror and audio will combine. A Crestron TSW-770 touch panel will be wall mounted in each room next to the primary entrance.

- Displays:
 - Sony 98" in Room B
 - Sony Projector in A
- Source Devices:
 - OFE PC in each
 - Input plate in A and B
- Audio:

- Speakers in ceiling
- RF mic in each room
- Shure P300 added to interface with teams on OFE PC
- Conferencing:
 - All VTC managed from OFE PC
 - Aver Cam520 Pro2 ceiling mounted
- Equipment Location:
 - OFE rolling Rack

Auditorium

The Auditorium will have the current Extron DTP Crosspoint will be replaced by a DMPS3-4k-350. The client has requested a wireless content option, a Crestron Air Media AM3100WF will be connected to the DMPS in each space. A wall mounted Crestron TSW-770 will be wall mounted in the space. The confidence monitor will be retained. A single Digital Media input plate will be mounted on the front wall, on the left side.

Functionality Description: Auditorium with a DMPS3-4k-350 replacing a DTP crosspoint. The room has an existing wireless mic and owner furnished PC, as well as one Digital Media input plate. Single display and confidence monitor configuration.

- Displays:
 - Sony Projector
 - OFE confidence monitor
- Source Devices:
 - OFE PC in each
 - Single DM HDMI wall plate input
- Audio:
 - Speakers in ceiling
 - RF mic in each room
 - Shure P300 added to interface with teams on OFE PC
- Conferencing:
 - All VTC managed from OFE PC
 - Aver cam570 wall mounted
 -
- Equipment Location:
 - OFE rolling Rack

C. EXCLUSIONS: The following work is **not included** in our Scope of Work:

All conduits, high voltage, wiring panels, breakers, relays, boxes, receptacles, etc.

- Concrete saw cutting and/or core drilling
- Firewall, ceiling, roof, and floor penetration
- Necessary gypsum board replacement and/or repair
- Necessary ceiling tile or T-bar modifications, replacements, and/or repair
- Structural support of equipment *AVI Systems is not responsible for building-related vibrations
- Installation of the ceiling-mounted projection screen
- All millwork (moldings, trim, cutouts, etc.)
- Patching and Painting
- Permits (unless specifically provided for and identified within the contract)
- Unless otherwise stated, the pricing in this agreement does not include prevailing wage or union labor
- Unless specifically noted, lifts and scaffolding are not included

D. CONSTRUCTION CONSIDERATIONS:

In order to accomplish the outlined goals of this project, the Customer will be responsible for contracting with an outside entity to make the necessary modifications to the space as directed by AVI Systems. The costs associated with these modifications are not included in this proposal.

E. NOTICE: THIS SCOPE OF WORK IS DELIVERED ON THE BASIS OF THE FOLLOWING ASSUMPTIONS: The room(s) match(es) the drawings provided.

- Site preparation by the Customer and their contractors include electrical and data placement per AVI Systems specification.
- Site preparation will be verified by AVI Systems project manager or representative before the scheduling of the installation. All work areas should be clean and dust free prior to the beginning of the on-site integration of electronic equipment.
- Customer communication of readiness will be considered accurate and executable by AVI Systems project manager.
- In the event of any arrival to the site that AVI Systems is not able to execute work efficiently and definably progress, the Customer will be charged a fee to reimburse AVI Systems for all lost time and inefficiencies. At this time, the Customer will be presented with a Contract Change Order and will/may halt work until acceptance by the Customer and rescheduling of the integration effort is agreed upon.
- Rescheduling and redeployment of AVI Systems technicians due to unacceptable site preparation may cause scheduling delays of up to 10 business days.
- There is ready access to the building/facility and the room(s) for equipment and materials.

- There is secure storage for equipment during a multi-day integration.
- If Customer furnished equipment and existing cabling are to be used, AVI Systems assumes that these items are in good working condition at this time and will integrate into the designed solution. Any repair, replacement, and/or configuration of these items that may be necessary will be made at an additional cost.
- All Network configurations, including IP addresses, are to be provided, operational and functional before AVI Systems integration begins. AVI Systems will not be responsible for testing the LAN connections.
- Cable or Satellite drops must be in place with converter boxes operational before the completion of integration. Any delay resulting in extra work caused by the late arrival of these items will result in a change order for time and materials.
- Document review/feedback on drawings/correspondence will be completed by the Customer within two business days (unless otherwise noted).
- The documented Change Control process will be used to the maximum extent possible – the Customer will have an assigned person with the authority to communicate/approve project Field Directed Change Orders and Contract Change Orders (see Appendix).
- In developing a comprehensive proposal for equipment and integration services, AVI Systems' Sales Representatives and Engineering teams must make some assumptions regarding the physical construction of your facility, the availability of technical infrastructure, and site conditions for installation. If any of the conditions we have indicated in the site survey form are incorrect or have changed for your project or project site, please let your Sales representative know as soon as possible. Conditions of the site found during the integration effort, which are different from those documented, may affect the price of the system solution, integration, or services. To ensure that you have an accurate proposal based on your facility and specific to the conditions of your project, please review all project documentation carefully.

F. INTEGRATION PROJECT MANAGEMENT PROCESSES

AVI Systems will follow a foundational project management process which may include the following actions/deliverables (based on the size/complexity/duration of the integration project):

- Site Survey – performed prior to Retail Sales Agreement and attached
- Project Welcome Notice – emailed upon receipt of Purchase Order
- Project Kick-Off meeting with Customer Representative(s) – either by phone or in-person
- Project Status reviews – informal or formal – either by phone or in person (based on the size/complexity/duration of the project)
- Project Change Control – comprised of Field Directed Change Order and/or Contract Change Order submittals (see Appendix)
- Notice of Substantial Completion (see Appendix) – at Customer walk-through – prior to Service Transition

G. KNOWLEDGE TRANSFER (TRAINING)

This is geared specifically towards the end-user / operator. The purpose of this knowledge transfer is to provide operators with the necessary knowledge to confidently and comfortably operate all aspects of the integrated system. Areas covered include the following:

- Equipment and system overview
- Equipment operation and function
- Equipment start-up, stop and shut down
- Equipment automatic and manual operation
- Discussion and documentation relating to control system operation
- Discussion and documentation relating to the system processor and its control applications
- Powering up and powering down the AV system via the control system
- Manual operation of display systems, audio systems, and all other related components
- Use/operation of patch panels, when and where to be used
- Whom to call when help is required

H. AVI SYSTEMS INTEGRATION SERVICES RESPONSIBILITIES

AVI Systems will provide services/work for the project as described above in the Scope of Work or per the attached separate Scope of Work document detailing the scope of work to be performed.

- Provide equipment, materials, and service items per the contract products and services detail.
- Provide systems equipment integration and supervisory responsibility for the equipment integration.
- Provide systems configuration, checkout, and testing.
- Provide project timeline schedules.
- Provide necessary information, as requested, to the owner or other parties involved with this project to ensure that proper AC electrical power and cableways and/or conduits are provided to properly integrate the equipment within the facilities.
- Provide manufacturer-supplied equipment documentation.
- Provide final documentation and "as built" system drawings (CAD) - if purchased.
- Provide system training following integration to the designated project leader or team.

I. CUSTOMER INTEGRATION SERVICES RESPONSIBILITIES

- Provide for the construction or modification of the facilities for soundproofing, lighting, electrical, HVAC, structural support of equipment, and decorating as appropriate. Includes installation of any ceiling-mounted projection screen.
- Provide for the ordering, provisioning, installation, wiring, and verification of any Data Network (LAN, WAN, T1, ISDN, etc.) and Telephone Line (Analog or Digital) equipment and services prior to on-site integration.
- Provide all necessary cableways and/or conduits required to facilitate AV systems wiring.
- Provide all necessary conduits, wiring, and devices for technical power to the AV systems equipment.
- Provide reasonable access of AVI Systems personnel to the facilities during periods of integration, testing, and training, including off hours and weekends.

- Provide a secure area to house all integration materials and equipment.
- Provide a project leader who will be available for consultation and meetings.
- Provide timely review and approval of all documentation (Technical Reports, Drawings, Contracts, etc.).

ENGINEERING SERVICES

ENGINEERING SCOPE OF WORK

Client has requested a quote to update their public safety training facility. The original system was comprised of Extron based rooms. They have asked to move to Crestron. The spaces that will be updated are, Auditorium, Divisible Room (A/B), Mat Room, and Simulation Room. the simulation room is being removed from the switcher that is shared with the mat room.

ENGINEERING SERVICES TO BE PROVIDED

AVI Systems will work with the Customer and any related design professionals selected (architects, engineers, etc.) to provide initial and ongoing audiovisual systems design and engineering support for this project.

AVI Systems strongly encourages the fostering of a truly open, cooperative "design team" approach, with team members bringing unique, valuable insight from their special perspective to the team.

The goal of these services is as follows:

- Understand clearly the current and future AV needs of the Customer.
- Provide accurate construction documents for the implementation of the AV-related infrastructure.
- Provide an overall AV plan that will allow for the procurement of appropriate AV equipment and installation, complete with system diagrams, ensuring correct integration of the equipment.
- Compile the data gathered during the engineering process into an Integration Agreement for a turnkey installation of all AV systems, with the added value of a seamless integration process.

The Design Process can be modified at any time per the direction of the Customer – otherwise, it shall follow this general outline:
AV Program Review / Verification – The AVI Systems design team will obtain from the Customer the operational specifications desired for the audio and video systems within the designated facility. Additional facility information will be required, including the building's electrical and structural infrastructure, as well as the physical sizes of each room or space. Using compatible AutoCAD drawings, the integration of desired AV systems within available spaces will be visualized. During this initial design phase, various equipment options, with an eye toward future expandability while maintaining current value, will be suggested.

Budget Verification – The AVI Systems design team will create a project scope compiled from the information received from the Customer. AVI Systems will generate cost estimates for the various systems as outlined above and compare these budget estimates to any initial AV budgets. This process will reaffirm the exact direction that engineering resources should target in the next phase.

Initial Design – During this phase, AVI Systems will begin applying the above-defined systems in detail to the various areas of the Customer facility. Further communications between the Customer and the other design team members, as various options are explored, will be necessary at this time. Typical deliverables from this phase would include the following drawings and/or documents.

- Preliminary AV Floor Plan and Elevations detailing locations of all AV devices
- Preliminary Projection Geometry detailing projection/screen locations with viewing angles, mounting details, etc.
- Preliminary AV Technical Power, Conduit Plans, and Riser Drawings
- Preliminary AV Video Flow
- Preliminary AV Audio Flow
- Preliminary AV Control Flow
- Preliminary AV Rack Layouts
- Preliminary Equipment Lists
- Preliminary Budget Estimates

Submittal of the above for the various rooms will be a progressive process, with most critical drawings being submitted first, allowing construction details to be available on an as-needed basis. During this process (modifications to the preliminary plans, due to a variety of considerations: architectural/aesthetic considerations, budget reviews, etc.), electronic exchange of AutoCAD drawings between all the team members will facilitate a quick exchange of updates. Specific design freeze dates will be established with all parties to facilitate timely submittals and help manage the Customer's end cost. All changes are to be reviewed and approved by all parties.

Final Systems Design – The changes made in the previous phase to the preliminary designs will be updated and regenerated as "final" construction documents. AVI Systems will typically work from background drawings from an architect under contract to the Customer, entering AV-specific data and returning these back to the architect (or other Customer retained design professional) for integration into final construction documents.

Project Specifications Document – The final audiovisual systems designs will be compiled into a written project technical specifications document with equipment lists and any pricing not already included in the quote for complete integration. This document will include the following system diagrams and documents.

- AV Floor Plan and Elevations detailing locations of AV devices
- AV Video Flow
- AV Audio Flow
- AV Control Flow
- Equipment lists as specified
- System infrastructure requirements, including cable and termination specifications

- System operational and post-operational requirements
- Project Scope of Work
- Project costs
- Project Integration Agreement

CUSTOMER CARE

CUSTOMER CARE SERVICES TO BE PROVIDED

Customer Care is the ongoing care and maintenance services delivered to keep your System(s) functioning as originally designed and installed. AVI Systems will perform the services below, as further described in the Definitions, for covered Systems.

Customer Care Entitlement Matrix

Entitlement	Definition	System Support	Service Level
Incident Management	AVI Systems provides Priority Support to troubleshoot, remediate, and escalate all Incidents through to resolution.	Included	Remote initiation within two (2) business hours, Monday through Friday, during standard hours (8 am-5 pm local time, excluding holidays)
Remote Support	AVI Systems provides remote Priority Support for supported systems to diagnose and resolve incidents.	Included	Remote response within (8) business hours, Monday through Friday during standard hours (8 am-5 pm local time, excluding holidays)
Onsite Support	AVI Systems provides Priority Support for technician dispatch to the client location to diagnose and resolve an Incident.	Included	Onsite response within eight (8) business hours, Monday through Friday, during standard hours (8 am-5 pm local time, excluding holidays)
Advanced Parts Replacement	AVI Systems provides advanced replacement of failed hardware components. Does not include consumables or obsolete equipment.	Included	Repair and/or replacement is manufacturer dependent. Loaner Equipment on Best Effort basis
Software Update Assistance	AVI Systems provides labor to implement updates of existing software to correct software errors and/or resolve incidents	Included	
System Training	AVI Systems conducts user training to cover the operation of the system and how to contact AVI Systems for support. Technical, Administrative, or Product Specific training is available separately from this agreement.	Included	Remote user training, scheduled at least one (1) week in advance
System Health Checks	AVI Systems personnel perform preventative maintenance. Includes cleaning, adjustments, functional tests, and replacement of parts to keep the system equipment in efficient operating condition.	Included	Two (2) System Health Checks per year, each scheduled at least one (1) week in advance
Asset Management	AVI Systems tracks asset information for Systems.	Included	

CUSTOMER CARE DEFINITIONS

System – the items listed in the Products and Services Detail section of this Agreement or listed on an attached Equipment List with the exception of Consumables, Owner Furnished Equipment, and Obsolete Equipment.

Priority Support – all work under AVI Systems support agreements with Customers is scheduled ahead of any other on-demand work.

Remote Support – a service whereby remote calls are made to communications and terminal equipment via Customer provided IP connection to determine failures and remedies. Only available where equipment is capable and configured by AVI Systems to provide same.

Onsite Support - Service level response assumes the client location is within 60 miles of an AVI Systems Service Center. Additional travel costs may apply if the client's location is beyond 60 miles of an AVI Systems Service Center.

Consumables – parts such as recording media, batteries, projection lamps, bulbs, etc. Consumables are parts that are not included in this Agreement.

Obsolete Equipment – items (though possibly still in use) that are outdated with no manufacturer support or parts availability or products with the formal end of life as defined by their manufacturer. Obsolete Equipment is parts that are not included under this Agreement.

Loaner Equipment – tabletop LCD projectors and flat-screen monitors under 50". Tabletop projectors are not integrated into a system. Flat screen monitors will be installed onto a wall if reasonably possible.

Best Effort – AVI Systems strives to provide the Service or repair any Incident in an appropriate and generally accepted manner using the resources available but makes no promise in this reference.

Advanced Parts Replacement - Provides for recycling of equipment covered in a system or consumables with no additional fees. Includes coverage for shipping to/from the manufacturer for equipment sent for warranty diagnosis, repair, or exchange.

Software Update Assistance – revisions of existing software, which provide maintenance to correct software errors. Assumes software is provided at no charge by the manufacturer or covered under a valid manufacturer maintenance contract. Cascading software dependencies may impact the ability to issue updates. Software and features which require additional licensing are not included under this Agreement. Changes to custom templates or scripts after initial deployment are available separately from this agreement.

CUSTOMER CARE - UNIFIED COMMUNICATIONS

Remote Technical Support

- Help Desk phone number: 866-836-8277
- Help Desk email: prosupport@avisystems.com

CUSTOMER CARE - DIGITAL MEDIA

Remote Technical Support

- Help Desk phone number: 800-488-4954
- Help Desk email: dmsupport@avisystems.com

SYSTEM SUPPORT TERMS

Coverage Dates – Unless otherwise stated, the service coverage date will be effective as of substantial completion or the System Support Agreement invoice date, whichever is applicable. Coverage will extend for the duration specified by the corresponding line-item description found in the Product and Services Detail section of this Agreement. AVI Systems reserves the right to withhold services until the invoice is paid in full.

Exclusions – For situations where AVI Systems is providing service or support under this Agreement, no cost service, maintenance, or repair shall not apply to the Equipment if any person other than an AVI Systems technician or other person authorized by AVI Systems, without AVI Systems, prior written consent, improperly wires, integrates, repairs, modifies or adjusts the Equipment or performs any maintenance service on it during the term of this Agreement. Furthermore, any Equipment service, maintenance, or repair shall not apply if AVI Systems determines, in its sole discretion, that the problems with the Equipment were caused by (a) the Customer's negligence; or (b) theft, abuse, fire, flood, wind, lighting, unreasonable power line surges or brownouts, or acts of God or public enemy; or (c) use of any equipment for other than the ordinary use for which such equipment was designed or the purpose for which such equipment was intended, or (d) operation of equipment within an unsuitable operating environment, or (e) failure to provide a suitable operating environment as prescribed by equipment manufacturer specifications, including, without limitation, with respect to electrical power, air conditioning, and humidity control.

Systems Support Terms are in addition to AVI Systems' General Terms and Conditions of Sale.

****Certifications.**

Pursuant to Idaho Code §§ 67-2359 and 67-2346, Contractor hereby certifies:

- A. That Contractor is not currently owned or operated by the government of China and will not, for the duration of this Contract, be owned or operated by the government of China.
- B. That Contractor is not currently engaged in, and will not for the duration of the Contract engage in, a boycott of goods or services from Israel or territories under its control.

Master No.	Description	Qty	MSRP	Disc. %	Unit Price
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	Divisible A/B	0.00	\$0.00	0.00	\$0.00
DMP53-4K-350-C	3-Series 4K DigitalMedia Presentation System 350	1.00	\$12,100.00	30.15%	\$8,452.21
PW-5430DUS	High-Efficiency Power Pack	1.00	\$330.00	26.47%	\$242.65
DM-RMC-4KZ-100-C	DigitalMedia 8G+ 4K60 4:4:4 HDR Receiver & Room Controller 100	3.00	\$1,090.00	30.15%	\$761.40
AM3-111 KIT	AirMedia Series 3 Kit with AM-3100-WF Receiver and AM-TX3-100 Adaptor	1.00	\$2,450.00	26.47%	\$1,801.47
TSW-770-B-S	7 in. Wall Mount Touch Screen, Black Smooth	2.00	\$2,278.00	30.15%	\$1,591.25
VPLPHZ61	Sony VPL-PHZ61 - 3LCD projector - 6400 lumens - 6400 lumens (color) - WUXGA (1920 x 1200) - 16:10 -	1.00	\$5,000.00	33.82%	\$3,308.82
RPAU	UNIVERSAL RPA	1.00	\$269.00	11.77%	\$237.35
FW98BZ30L	Sony Bravia Professional Displays FW-98BZ30L - 98" Diagonal Class BZ30L Series LED-backlit LCD displ	1.00	\$9,245.00	6.25%	\$8,667.19
AS3LDP7	LOW DENSITY WALL MOUNT WITH PDU	1.00	\$1,221.00	20.58%	\$969.71
GLS-PART-CN	Cresnet Partition Sensor	1.00	\$886.00	30.15%	\$618.90
DM-TX-200-C-2G-B-T	Wall Plate DigitalMedia 8G+ Transmitter 200, Black Textured	2.00	\$1,540.00	30.15%	\$1,075.74
P300-IMX	Digital Audio Signal Processor, 14 inputs (10x Dante (8 with AEC/NR/AGC), 2x analog, 1x USB, 3.5 mm	1.00	\$2,590.00	30.15%	\$1,809.19
COM520PR2	CAM520 PRO2 CONFERENCE CAM	1.00	\$1,799.98	26.47%	\$1,323.51
CMS446	CMS446, CMS440, 8" VADDIO CAM PLATE	1.00	\$151.00	11.76%	\$133.24
USB-EXT-2 KIT	USB over Category Cable Extender, Local and Remote	1.00	\$1,100.00	26.47%	\$808.82
	Simulation Room	0.00	\$0.00	#DIV/0!	\$0.00
FW85BZ40L	Sony Bravia Professional Displays FW-85BZ40L - 85" Diagonal Class BZ40L Series LED-backlit LCD displ	1.00	\$5,405.00	6.25%	\$5,067.19
AS3LDP7	LOW DENSITY WALL MOUNT WITH PDU	1.00	\$1,221.00	20.58%	\$969.71
HD-TXC-4KZ-101	DM Lite 4K60 4:4:4 Transmitter for HDMI, RS-232, and IR Signal Extension over CATx Cable	1.00	\$470.00	30.15%	\$328.31
HD-RXC-4KZ-101	DM Lite 4K60 4:4:4 Receiver for HDMI, RS-232, and IR Signal Extension over CATx Cable	1.00	\$470.00	30.15%	\$328.31
AM-3200-WF	AirMedia Receiver 3200 with Wi-Fi Network Connectivity	1.00	\$2,530.00	26.47%	\$1,860.29
AM-TX3-100	AirMedia Series 3 Connect Adaptor	1.00	\$800.00	26.47%	\$588.24
MPC3-102-B	3-Series Media Presentation Controller 102, Black	1.00	\$1,380.00	26.47%	\$1,014.71
AMP-X50MP	X Series Media Presentation Amplifier, 50 W	1.00	\$496.00	26.47%	\$364.71
P300-IMX	Digital Audio Signal Processor, 14 inputs (10x Dante (8 with AEC/NR/AGC), 2x analog, 1x USB, 3.5 mm	1.00	\$2,590.00	30.15%	\$1,809.19
MXA710W-2FT	Linear Array Microphone, length: 2 ft / 63.6 cm, RJ45 network connector for PoE power supply, contro	1.00	\$3,402.00	30.15%	\$2,376.40
COM520PR2	CAM520 PRO2 CONFERENCE CAM	1.00	\$1,799.98	26.47%	\$1,323.51
A710-TB	Tile Bridge for installation of the MXA710 in grid ceilings	1.00	\$150.00	30.15%	\$104.78
USB-EXT-2 KIT	USB over Category Cable Extender, Local and Remote	1.00	\$1,100.00	26.47%	\$808.82
	Mat Room	0.00	\$0.00	#DIV/0!	\$0.00
MPC3-102-B	3-Series Media Presentation Controller 102, Black	1.00	\$1,380.00	26.47%	\$1,014.71
HD-TXC-4KZ-101	DM Lite 4K60 4:4:4 Transmitter for HDMI, RS-232, and IR Signal Extension over CATx Cable	1.00	\$470.00	30.15%	\$328.31
HD-RXC-4KZ-101	DM Lite 4K60 4:4:4 Receiver for HDMI, RS-232, and IR Signal Extension over CATx Cable	1.00	\$470.00	30.15%	\$328.31
AMP-X50MP	X Series Media Presentation Amplifier, 50 W	1.00	\$496.00	26.47%	\$364.71
AM-3200-WF	AirMedia Receiver 3200 with Wi-Fi Network Connectivity	1.00	\$2,530.00	26.47%	\$1,860.29
AM-TX3-100	AirMedia Series 3 Connect Adaptor	1.00	\$800.00	26.47%	\$588.24
VPLPHZ61	Sony VPL-PHZ61 - 3LCD projector - 6400 lumens - 6400 lumens (color) - WUXGA (1920 x 1200) - 16:10 -	1.00	\$5,000.00	33.82%	\$3,308.82
RPAU	UNIVERSAL RPA	1.00	\$269.00	11.77%	\$237.35

	Auditorium	0.00	\$0.00	#DIV/0!	\$0.00
DMP53-4K-350-C	3-Series 4K DigitalMedia Presentation System 350	1.00	\$12,100.00	30.15%	\$8,452.21
PW-5430DUS	High-Efficiency Power Pack	1.00	\$330.00	26.47%	\$242.65
DM-RMC-4KZ-100-C	DigitalMedia 8G+ 4K60 4:4:4 HDR Receiver & Room Controller 100	2.00	\$1,090.00	30.15%	\$761.40
DM-TX-200-C-2G-B-T	Wall Plate DigitalMedia 8G+ Transmitter 200, Black Textured	1.00	\$1,540.00	30.15%	\$1,075.74
AM3-111 KIT	AirMedia Series 3 Kit with AM-3100-WF Receiver and AM-TX3-100 Adaptor	1.00	\$2,450.00	26.47%	\$1,801.47
TSW-770-B-S	7 in. Wall Mount Touch Screen, Black Smooth	1.00	\$2,278.00	30.15%	\$1,591.25
VPLFHZ85/W	Sony VPL-FHZ85 - 3LCD projector - 8000 lumens - 7300 lumens (color) - WUXGA (1920 x 1200) - 16:10 -	1.00	\$11,000.00	33.82%	\$7,279.41
P300-IMX	Digital Audio Signal Processor, 14 inputs (10x Dante (8 with AEC/NR/AGC), 2x analog, 1x USB, 3.5 mm	1.00	\$2,590.00	30.15%	\$1,809.19
COMCAM570	CAM570 CONFERENCE CAMERA	1.00	\$3,893.98	26.47%	\$2,863.22
USB-EXT-2 KIT	USB over Category Cable Extender, Local and Remote	1.00	\$1,100.00	26.55%	\$807.91