



May 31, 2024

Danny Mai  
City of Stone Mountain

**RE: City of Stone Mountain City Council Room – 24003188**

Thank you for the opportunity to provide a proposal for this project. NetPlanner Systems has a long history of successfully completing projects of this scope and magnitude for clients nationwide since our founding in 1987.

As one of the Southeast's leading providers of integrated technology solutions, NetPlanner prides itself in delivering best-in-class solutions and services backed by the most technical and certified employees in the industry. Our expertise includes Communications Cabling, Wireless, Distributed Antenna Systems (DAS), Network Services, Access Control, Video Surveillance, Intrusion, A/V, Paging/Intercom, Outside Plant Design & Construction, Data Center Services, and CATV Distribution. We also offer Intelligent Remote Monitoring & Management as well as service agreements that can be customized to meet your specific needs.

We dedicate our efforts to staying on top of the ever-changing world of communications technology to consistently deliver innovative, high performing systems. Our goal is to provide you with the highest quality solutions and a level of customer service that exceeds your expectations. Our commitment to the success of your technology systems will be evident in every project.

Please do not hesitate to contact me if you have any questions about this proposal. Again, thank you for this opportunity. We look forward to working with you.

Please find our pricing to provide and install the following system:

- City Council Room AV System

Pricing for the above is based on the following:

- Site Visit

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**SCOPE OF WORK**

This quote is for a completely new AV system for the City of Stone Mountain's city council room. The only pieces of existing equipment that will be reused are the computer and computer monitor. All other equipment will be taken down and given to the city for storage/disposal.

The system consists of two 65" 4K flat panel displays (one on each side of the room) and two 85" 4K flat panel displays (on the rear wall). The 65" displays are on articulating mounts so they can be angled towards the audience area. The 85" displays are intended for the members on the dais to see. All displays can view the following sources:

- OFE PC (extended output)
- Wireless video source via Air Media

The PC should have two video outputs, one going to a local OFE monitor on the desk and the other going into the AV system for viewing on the room displays. This allows for showing of content in the room while also viewing private items and/or addressing other tasks on the local monitor.

The Air Media device allows for users to connect mobile devices (phones, laptops, tablets, etc.) wirelessly to the system for viewing on room displays. It is suggested that this device be on a network that will allow wifi users (guest or employee) to be able to communicate with the Air Media. If that isn't possible, they do make a USB-C dongle that can be purchased to bypass the wifi. This is not included in this quote.

The room PC also handles web conferencing via Zoom, Teams, etc. To do that we are installing a PTZ camera in the same location as the existing one (rear wall above the door). This camera feed is converted to USB and connected to the PC so it can be used during calls. The same is done with the microphone audio in the room (more on that later).

Currently the PC is sending out streams to YouTube and/or Facebook for live streaming. This could still be done, but our AV system actually generates an H.264 stream for this purpose. It would output anything being shown from either the Air Media connected device or the extended output of the PC. Our system is designed to be on a private closed network so in order for this to work we would need the client to provide a router to connect to the internet. (or some other connection to the building network). This doesn't have to be used for the streaming, but it can be and will probably make it easier.

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The audio system is powered by an audio DSP for ingesting audio sources and sending them out to speakers and the computer. Sources include:

- Five 18" gooseneck microphones on dais
- One 18" gooseneck microphone at the clerk location
- One 18" gooseneck microphone at the witness location
- One 18" gooseneck microphone at the podium
- Two wireless handheld microphones
- Audio from the video sources (program audio)

All microphone audio can be played over the room speakers and sent to conferencing software on the PC. Audio is played over 8 ceiling speakers that are each on their own zone. This allows us to maximize the benefits of voice lift in the room.

Control of the room is done using a 10" touch panel on the desk at the rear of the room. Controls include:

- System on/off
- Video routing to displays
- Microphone mute
- Volume control
- Camera controls (presets most likely)

Equipment is stored in a small furniture rack. The rack is going to sit next to the rear desk so we can put the PC in the rack and run a HDMI cable to the local monitor. This will also allow for better wireless microphone performance without having to extend antennas into the room. The rack is equipped with a power conditioner to protect the equipment from electrical issues.

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## PROJECT PRICING

State Contract							
Part #	Mfr	Column1	QTY	MSRP	Discount	Sale Price	Extended Price
NMX-ENC-N2612S	AMX	Dual stream encoder with Dante support	2	\$1,750.00	20%	\$1,400.00	\$2,800.00
NMX-DEC-N2622S	AMX	Decoder with Dante support	4	\$1,750.00	20%	\$1,400.00	\$5,600.00
AM-3100-WF	Crestron	Air Media 3100	1	\$1,650.00	38%	\$1,023.00	\$1,023.00
FW85BZ30L	Sony	85" 4k flat panel display	2	\$3,525.00	4%	\$3,384.00	\$6,768.00
FW65BZ30L	Sony	65" 4k flat panel display	2	\$1,455.00	4%	\$1,396.80	\$2,793.60
XTM1U	Chief	Extra large display wall mount	2	\$455.00	28%	\$327.60	\$655.20
TS525TU	Chief	Large Thinstall Dual Swing Arm wall mount	2	\$711.00	28%	\$511.92	\$1,023.84
999-82600-000	Vaddio	AV Bridge Nano	1	\$995.00	19%	\$805.95	\$805.95
ALF-20X-HD-TC	Alfatron	20X PTZ Camera	1	\$2,090.00	15%	\$1,776.50	\$1,776.50
RC5-URM-KS	Sound Control	Camera extension with wall mount and rack mount	1	\$2,454.00	15%	\$2,085.90	\$2,085.90
Core110f-V2	QSC	Audio DSP	1	\$4,210.00	25%	\$3,157.50	\$3,157.50
QIO-GP8X8	QSC	8 logic inputs and outputs	2	\$455.00	25%	\$341.25	\$682.50
Connect 88	LEA	8 channel audio amplifier, 80W per channel	1	\$2,932.00	15%	\$2,492.20	\$2,492.20
AC-C6T	QSC	6" ceiling speaker	8	\$157.00	25%	\$117.75	\$942.00
GSM4230PX-100NAS	Netgear	24 port network switch for AV	1	\$1,739.99	8%	\$1,600.79	\$1,600.79
MU-1000	AMX	MUSE Automation Controller	1	\$1,130.00	20%	\$904.00	\$904.00
VARIA-100	AMX	10" Touch Panel	1	\$2,845.00	20%	\$2,276.00	\$2,276.00
VARIA-ACS-810A	AMX	Table top stand for touch panel	1	\$228.00	20%	\$182.40	\$182.40
MFR-1627GC	Middle Atlantic	16RU furniture rack	1	\$1,348.00	28%	\$970.56	\$970.56
SX-DS-158	SurgeX	8 outlet power conditioner	1	\$299.00	10%	\$269.10	\$269.10
PD-815SC-NS	Middle Atlantic	8 outlet vertical power strip	1	\$170.00	28%	\$122.40	\$122.40
MX418D/C	Shure	18" gooseneck microphone with base	8	\$478.00	38%	\$296.36	\$2,370.88
ULXD4-G50	Shure	Wireless mic receiver	2	\$1,578.00	38%	\$978.36	\$1,956.72
ULXD2/SM58-G50	Shure	Handheld wireless mic	2	\$852.00	38%	\$528.24	\$1,056.48
SBC200-US	Shure	2-bay Mic Charger	1	\$289.00	38%	\$179.18	\$179.18
SB900B	Shure	Microphone batteries	2	\$126.00	38%	\$78.12	\$156.24
			0	\$0.00	0%	\$0.00	\$0.00
			0	\$0.00	0%	\$0.00	\$0.00
		Cabling and Miscellaneous	1	\$0.00	0%	\$3,756.00	\$3,756.00
			0	\$0.00	0%	\$0.00	\$0.00
							\$48,406.94
Labor		Description	Hours	Rate	Extended Price		
Installation Tech		Hourly Rate AV Labor	154	\$75.00	\$11,550.00		
Service Tech		Hourly Rate AV Service	0	\$85.00	\$0.00		
Systems Programmer		Hourly Rate AV Programming	24	\$95.00	\$2,280.00		
Project Manager		Hourly Rate AV Project Manager	24	\$85.00	\$2,040.00		
System Design/Engineer		Hourly Rate AV Engineering	16	\$95.00	\$1,520.00		
CAD		Hourly Rate CAD	24	\$85.00	\$2,040.00		
System Commissioning		Hourly Rate AV Commisioning	24	\$95.00	\$2,280.00		
							\$21,710.00
Grand Total							\$70,116.94

Price - \$70,116.94

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**PAYMENTS**

NetPlanner Systems, Inc. will invoice Customer for all materials and for mobilization upon approval of proposal. Customer will be invoiced for labor at the end of the project or at the end of the month, whichever comes first, based upon the percentage of the project completed. The Customer agrees to pay any and all payments according to the payment schedule. Should said payment(s) not be made, or if satisfactory arrangements for payment have not been made, NetPlanner Systems, Inc. reserves the right to stop all work until such time as payment is rendered or satisfactory payment arrangements have been made. Standard payment terms are NET 30.

Any required closeout documents, including, but not limited to, as-built drawings, test results, and warranties, will be released to the Customer once 90% of the total project payment has been received by NetPlanner Systems, Inc.

**INCLUSIONS**

Pricing includes above described items by NetPlanner Systems, Inc. and applies to regular business hours unless otherwise stated, Monday - Friday 7:30 AM - 4:30 PM.

This bid proposal and the pricing within are valid for 30 days.

**EXCLUSIONS**

Overtime labor is not included in this proposal.

**CHANGE ORDERS**

Changes to the Scope of Work, delays due to site closings, limited access, or other events which the Customer requests will be handled as part of a Change Order. Customer should contact NetPlanner Systems' Project Manager with any requested changes, modifications, or enhancements to the project. NetPlanner Systems' Project Manager will prepare a Change Order which will address scope functionality changes, detail cost implications, and reflect any necessary equipment changes. The Project Manager must receive the signed Change Order before NetPlanner Systems will proceed with any ordering or changes in the project.

Additional labor resulting from a Change Order will be estimated at the time of request. If overtime or weekend work is required, the labor rate will be subject to a 1.5 multiplier. If holiday work is required, the labor rate will be subject to a 2.0 multiplier. The cost of additional materials and labor will be presented for Customer approval prior to commencing work on the Change Order. Additional charges for the changes will be added to the contract price and billed with the next scheduled contract payment.

The completion date shall be adjusted according to the change(s) mentioned above, and the original completion date shall become null and void. Agreements made by the Customer with other vendors or subcontractors on the job are not recognized.

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**CUSTOMER-SUPPLIED ITEMS**

All materials supplied by the Customer are to be on-site by the specified date in the contract. It is the responsibility of the Customer to ensure that customer-supplied items are in proper working condition for installation and that all necessary parts to install such items are present. The Customer bears all responsibility pertaining to the condition, performance, and warranties of customer-supplied items. NetPlanner Systems, Inc. shall install customer-supplied items "as is" and shall bear no responsibility, either explicit or implied, for the item or for its condition, performance, or warranty.

**CUSTOMER RESPONSIBILITIES**

To ensure that your project goes smoothly please implement the following:

- A. Designate one person to be the Customer's point of contact. This person shall be kept informed of the job's progress and shall be provided answers to questions as they arise.
- B. Direct all questions to NetPlanner Systems, Inc.'s designated point of contact. Avoid trying to resolve questions or problems with workers, vendors, or other individuals on or off the job site.
- C. Make any and all changes to the original contract in writing and ensure that a "Change Order" form is completed and signed before those changes are made.
- D. NetPlanner Systems, Inc. shall in no way be held responsible for making the proposed system fully operational in the event that the Customer fails to disclose in explicit written terms the features required of the system and where lack of doing so is the cause for such failure to become operational. If such omissions by any third party or the Customer cause the system to be incomplete and unable to function as expected, it is up to the Customer to provide financial resources to correct such omissions.

**QUALITY**

All work shall be performed in a good and workmanlike manner per industry standards. All material is guaranteed to be new, unless otherwise specified.

**SAFETY**

NetPlanner Systems, Inc. shall take all necessary precautions for the safety of persons and the protection of the work and adjoining property. NetPlanner Systems, Inc. shall comply with all applicable provisions of federal, state, and local safety laws and building codes including, without limitation, the provisions of 29 CFR 1910.147 (OSHA Lockout/Tagout Standard).

**INDEPENDENT CONTRACTORS**

The relationship of the Customer and NetPlanner Systems, Inc. created by this agreement shall be that of independent contractors and not one of joint venture, partnership, or employment. During the term of this Agreement and for a period of two (2) years following the date of the termination or expiration of this Agreement

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(or the date of any subsequent termination of the parties' relationship, whichever is later), Customer covenants and agrees that Customer shall not, directly or indirectly: (i) solicit, recruit, or hire (or attempt to solicit, recruit, or hire) or otherwise assist anyone in soliciting, recruiting, or hiring, any employee of NetPlanner Systems, Inc. who performed work for NetPlanner Systems, Inc. within the last year of Customer's relationship with NetPlanner Systems, Inc. or who was otherwise engaged or employed with NetPlanner Systems, Inc. at the time of termination or expiration of this Agreement and the parties' relationship or (ii) otherwise encourage, solicit, or support any such employee(s) to leave their employment with NetPlanner Systems, Inc., until such employee's employment with NetPlanner Systems, Inc. has been voluntarily or involuntarily terminated or separated for at least six (6) months. In the event the Customer hires a NetPlanner Systems, Inc. employee, the Customer agrees to compensate NetPlanner Systems, Inc. an amount equal to the employee's minimum annual salary.

**DAVIS BACON ACT**

NetPlanner Systems, Inc. is compliant with all State, Federal and local labor and employee relations laws including Davis Bacon and Davis Bacon Related Act regulations and guidelines. Based upon Federal guidelines, it is the contracting agency's and/or contractor's responsibility to (a) notify bidders when a project falls under the Davis Bacon Act and/or Davis Bacon Related Act guidelines, and (b) provide the Prevailing Wage Determination attached to the contract. NetPlanner Systems, Inc. bids its labor based upon criteria and requirements outlined within the RFP; as such, we will not take into consideration Davis Bacon Act/DBRA wage requirements if it has not been designated within the RFP/bid documents as a requirement. If a contract is awarded and later determined to be a Davis Bacon/Davis Bacon Related Act project, NetPlanner Systems, Inc. will issue a change order for the additional labor costs and/or have the right to cancel the contract based upon the contractor's failure to properly notify bidders of the Prevailing Wage requirements. In some instances, the Prevailing Wage Determination provided within an RFP/bid package does not include an employee classification matching the specialized skills required of our employees. Under these circumstances, our quote is based upon the prevailing wage rates for our classification, in the project's specific geographic location. In addition, should the contract be awarded to our company, we would need to submit an SF1444 requesting a wage conformance to include a worker classification for Telecommunications / Voice / Data / Video technicians.

**BUILDING CODES**

All work performed under this agreement shall comply with applicable building codes. Any additional work required by the Building Department beyond the agreement of this contract is not the responsibility of NetPlanner Systems, Inc.

**ASBESTOS AND OTHER HAZARDOUS MATERIALS**

It is the obligation of the Customer to determine if the structure covered by this contract contains asbestos and/or other hazardous materials. This proposal and contract does not include any provision (neither monetary provisions nor time-schedule provisions) to cover the unforeseen hazards or additional work necessitated by removal of asbestos and/or other hazardous materials. If asbestos and/or other hazardous materials are discovered after work is already in progress, and if the asbestos and/or other hazardous materials represent a

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changed condition from those described in the plans and specifications, then NetPlanner Systems, Inc. shall be entitled to additional compensation and an increase in time for completion of the project.

**EXISTING CONDITIONS**

NetPlanner Systems, Inc. makes no representation of existing conditions and assumes no responsibility of condition for any of the Customer's equipment that may or may not be relocated or affected by NetPlanner Systems, Inc.'s work.

**HIDDEN DEFECTS**

It is acknowledged that hidden defects, faulty wiring, or other defective components of existing systems may need to be updated or replaced in order to properly complete the above-quoted work, and further acknowledged that the expense, if any, will be the responsibility of the Customer.

**PATHWAYS**

All conduits installed by others are assumed to be passable. NetPlanner Systems, Inc. is not responsible for repairing or replacing pathways installed by others.

Any conduits routing below foundation grade must be identified by the Customer so that NetPlanner Systems, Inc. can properly specify outdoor rated cable. Failure to identify such conduits will result in cable being replaced at additional cost to Customer. Indoor cable routing below foundation grade will not be warranted by NetPlanner Systems, Inc.

**WARRANTY**

NetPlanner Systems, Inc. hereby guarantees that the work shall be free from defects in labor for one (1) year from the date of completion of the project. NetPlanner Systems, Inc.'s liability for breach of warranty or failure or defect in performance of the Contract shall be limited to re-performing corrective services of the type originally performed by NetPlanner Systems, Inc. with its own forces, beginning at final completion and continuing for twelve (12) months thereafter, provided NetPlanner Systems, Inc. receives written notice of defective work within the warranty period. Materials and active hardware are warranted as specified by individual manufacturers and not by NetPlanner Systems, Inc.

NetPlanner Systems, Inc. will exchange any defective equipment at no labor cost for a period of 30 days. After 30 days, the Customer is responsible for exchanging defective equipment. NetPlanner Systems, Inc. can install exchanged equipment on a time and materials basis. NetPlanner Systems, Inc. reserves the right to repair or replace defective items and will not compensate others for repair or replacement services.

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**LIMITATION OF LIABILITY****Disclaimer of Certain Damages**

NEITHER SERVICE PROVIDER NOR CUSTOMER SHALL BE LIABLE TO THE OTHER FOR ANY INDIRECT, CONSEQUENTIAL, EXEMPLARY, SPECIAL, INCIDENTAL OR PUNITIVE DAMAGES, INCLUDING LOSS OF USE OR LOST BUSINESS, REVENUE, PROFITS, OR GOODWILL, ARISING IN CONNECTION WITH THIS CUSTOMER PURCHASE AGREEMENT, EVEN IF THE PARTY KNEW OR SHOULD HAVE KNOWN OF THE POSSIBILITY OF SUCH DAMAGES.

**Cap on Liability**

IN NO EVENT SHALL EITHER PARTY'S AGGREGATE LIABILITY UNDER THIS CUSTOMER PURCHASE AGREEMENT EXCEED THE AMOUNT OF THE CHARGES PAID OR PAYABLE BY SERVICE PROVIDER DURING THE TWENTY FOUR (24) MONTHS BEFORE THE EVENT GIVING RISE TO SUCH LIABILITY; PROVIDED THAT IF THE EVENT GIVING RISE TO LIABILITY OCCURS DURING THE FIRST TWENTY FOUR (24) MONTHS AFTER THE EFFECTIVE DATE OF THIS CUSTOMER PURCHASE AGREEMENT, THE AMOUNT SHALL BE CALCULATED AS THE AMOUNT ANTICIPATED TO BE PAID BY SERVICE PROVIDER DURING THE FIRST TWENTY FOUR (24) MONTHS AFTER THE EFFECTIVE DATE OF THIS CUSTOMER PURCHASE AGREEMENT, OR TWENTY FOUR (24) TIMES THE AVERAGE MONTHLY CHARGES THUS FAR, WHICHEVER IS MORE.

**Exclusions and Stipulations**

THE PROVISIONS ABOVE IN THIS LIMITATION OF LIABILITY SECTION SHALL NOT APPLY TO: (A) LOSSES ARISING OUT OF GROSS NEGLIGENCE OR WILLFUL OR INTENTIONAL MISCONDUCT; (B) LOSSES ARISING FROM A PARTY'S BREACH OF SECTION 5 OF THE MSA (CONFIDENTIAL INFORMATION); OR (C) LOSSES ARISING OUT OF SERVICE PROVIDER'S OBLIGATIONS TO INDEMNIFY ANY INDEMNITEE. FURTHER, THE TO THE EXTENT THAT A CUSTOMER PURCHASE AGREEMENT CONTAINS REIMBURSEMENT OR INDEMNIFICATION OBLIGATIONS RELATED TO A SERVICE PROVIDER'S BREACH OF ITS DATA SECURITY OR DATA PRIVACY OBLIGATIONS, SUCH REIMBURSEMENTS SHALL BE DEEMED TO BE DIRECT DAMAGES AND NOT ANY OF THE TYPES OF DAMAGES DESCRIBED UNDER LIMITATION OF LIABILITY ABOVE AND SHALL NOT BE GOVERNED BY THE LIABILITY CAP IN THIS SECTION ABOVE.

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**ACCEPTANCE**

NetPlanner Systems, Inc. is hereby authorized to perform the work as specified. Payment shall be made as outlined above. Customer agrees this proposal constitutes in its entirety all that will be provided by NetPlanner Systems, Inc.

**Customer**

Authorized Signature:

\_\_\_\_\_

Printed Name: \_\_\_\_\_

Title: \_\_\_\_\_

Date: \_\_\_\_\_

**NetPlanner Systems, Inc.**

Authorized Signature:

\_\_\_\_\_

Printed Name: \_\_\_\_\_

Title: \_\_\_\_\_

Date: \_\_\_\_\_

This quote is governed by Terms and Conditions of Georgia State Contract 99999-0000210-0012.

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