



DATA
PROJECTIONS

Training Room - AV Installation (MTR) w/ Voice-Lift

Quote Number: 25907 *Version.1*

Contract Number: TIPS 230105

Date: 03/14/2025

Expiry Date: 04/11/2025

Prepared for:

City of Tomball

Tom Wilson

twilson@tomballtx.gov



Thank you for allowing Data Projections the opportunity to present this solution.

As a leading audiovisual communications design/build firm, Data Projections is uniquely qualified for a project of this scope. Our experience includes solutions for:

- Multipurpose rooms and auditoriums equipped with large-venue audiovisual technology solutions
- Videoconferencing systems incorporating control and complete room collaboration, allowing for on-demand decision making and communication among remote locations
- The conference, board rooms, and training rooms of all shapes and sizes
- Digital signage implementations across the enterprise, university, and district campuses for immediate message distribution
- Operation Center's (NOC's, EOC's, SOC's) audiovisual command and control systems
- College and university classrooms, lecture halls, and labs
- Individual school classrooms to entire districts
- And many more unique applications

Because we partner with the best technology companies in the industry, we're able to provide a wide range of comprehensive solutions built around the specific needs of our customers, while taking into account the technical, capital, and logistical factors involved in each project and solution.

Rapid and effective communication is key to staying ahead of the competition. Better communication leads to better decisions - and better results. How do you maintain consistent communication across your organization as well as external audiences? Data Projections' team of professionals will keep you simply connected.

Kind regards,

Data Projections, Inc.



Scope of Work

Project Overview:

The **City of Tomball** is upgrading its **Training Room** to a state-of-the-art **Microsoft Teams Room (MTR)** to enhance communication, training, and collaboration capabilities. The project includes the installation of multiple commercial displays, audio systems, conferencing equipment, and a robust control interface. The goal is to provide seamless in-room and remote conferencing experiences, empowering users with reliable and intuitive AV technology.

Project Objectives:

- To commission a fully functional **Microsoft Teams Room (MTR)** with **1-touch-join** capabilities.
- Enable **BYOD** (Bring Your Own Device) functionality for videoconferencing platforms like **Zoom** and **Webex** in addition to **Microsoft Teams**.
- Deliver superior audio-visual quality for training sessions, presentations, and meetings.
- Provide a user-friendly control interface and ensure network readiness for smooth AV operations.

Project Location:

501 James St, Tomball, TX 77375

Project Onsite Point of Contact:

Tom Wilson

Email: twilson@tomballtx.gov

System Description

Room: Training Room

Functionality Description:

- Multi-purpose **Training Room** primarily used for staff training, remote meetings, and presentations.
- End users include **City of Tomball employees, trainers, and external collaborators** participating in hybrid meetings.

Source Devices:

- **Yealink MTR Windows PC** – mounted behind the primary display.
- **USB-A/HDMI wall plate** – located beneath the MTR touch-controller for BYOD connectivity.
- **Yealink PoE Switch** – supporting connected AV components.



Displays:

- **Primary Display:** One (1) **98" Sony Commercial Display**, wall-mounted on the room's primary wall with commercial-grade mounting hardware, including a **pull-out feature** for easy rear access.
- **Secondary Displays:** Four (4) **85" Sony Commercial Displays**, wall-mounted with swing-arms on the side walls (two per wall), mirroring the primary display at all times. These displays can be pulled out and pivoted for best visibility.

Audio:

- Six (6) **flush-mount Dante ceiling speakers** providing clear audio coverage throughout the room.
- Two (2) **flush-mount Dante Beamforming ceiling microphones** providing optimal audio pickup during conferences.
- In-Room voice-lift feature.

Conferencing:

- One (1) **Yealink UVC860 intelligent PTZ camera**, shelf-mounted on the left wall facing the podium.
- Automated camera control through the **MTR touch-controller** supporting speaker tracking, presenter tracking, and multi-focus features.
- **BYOD conferencing support** for platforms such as **Zoom** and **Webex**, requiring simultaneous connection of **USB-A and HDMI cables**.

Controls:

- One (1) **Yealink MTR touch-controller**, wall-mounted on the right column behind the podium.
- The controller supports:
 - **1-touch join** for scheduled Teams meetings.
 - Initiation of **ad-hoc meetings**.
 - **Content sharing** both wirelessly through MTR meeting or via the hard-wired HDMI cable connection.

Equipment Location:

- **MTR PC and PoE Switch** wall-mounted behind the primary display.
- **Touch Controller & Wall Plate:** On the right column behind the podium.
- **PTZ Camera:** Mounted on the right wall facing the podium.

Additional Notes:

- **Microsoft Teams Room Pro License:** To be provided by **City of Tomball** prior to the installation date for MTR commissioning.
- **Network Readiness:** The **DPI Project Manager** will provide guidance on network requirements and license queries.
- The room will maintain **its own identity** within Microsoft Teams and can be scheduled in advance for meetings.
- To host **BYOD videoconferencing**, both **USB-A and HDMI cables** must be connected to the user's device.
- **DPI's 1-Year SILVER Service and Maintenance Agreement** is included, covering warranty claims and ensuring optimal system performance with dedicated service support.

Data Projections 1-Year SILVER Service and Maintenance Agreement:

- Our **Silver Service and Maintenance Agreement** will give you peace of mind knowing if an issue does arise, our dedicated service team will address it quickly and efficiently, at no additional cost, to provide you with optimal usage of your audio/visual solutions. Data Projections will process all manufacturer warranty claims per manufacturer limited



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Data Projections, Inc
3700 W. Sam Houston Pkwy S.
Ste 525
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Tel: 866.CALL.DPI (225.5374)
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warranty agreements for hardware purchased through Data Projections.

****Payment Terms Update****

Due to component shortages and backorder delays, Data Projections reserves the right to progress bill for all projects impacted by delays outside of Data Projection's control. Progress billing may include hardware received and stored by Data Projections or the client, and for services rendered at the time of billing.



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PART NUMBER	MANUFACTURER	DESCRIPTION	QTY	UNIT PRICE	TOTAL PRICE
FW98BZ30L	SONY	98IN BRAVIA 4K HDR PROFESSIONAL DISPLAY	1.00	\$7,282.21	\$7,282.21
FW85EZ20L	SONY	85IN BRAVIA 4K HDR PROFESSIONAL DISPLAY	4.00	\$2,032.80	\$8,131.20
XSM1U	CHIEF	MICRO-ADJUST FIXED WALL MOUNT X-LARGE	1.00	\$240.80	\$240.80
FCAXV1U	CHIEF	XL FUSION PULLOUT ACCS	1.00	\$482.30	\$482.30
TS525TU	CHIEF	THIN SWING ARM (LARGE)	4.00	\$497.69	\$1,990.76
RLNK-415R	MIDDLE ATLANTIC	15A4 OUTIP CTRL POWER	1.00	\$281.25	\$281.25
RLNK-215	MIDDLE ATLANTIC	15A2 OUTIP CTRL POWER	4.00	\$219.38	\$877.52
HD-RXC-4KZ-101	CRESTRON	DM LITE 4K60 4:4:4 RECEIVER FOR HDMI, RS-232, AND IR SIGNAL EXTENSION OVER CATX CABLE	5.00	\$268.75	\$1,343.75
HD-TXC-4KZ-101	CRESTRON	DM LITE 4K60 4:4:4 TRANSMITTER FOR HDMI, RS-232, AND IR SIGNAL EXTENSION OVER CATX CABLE	5.00	\$268.75	\$1,343.75
HD-DA8-4KZ-E	CRESTRON	1:8 HDMI DISTRIBUTION AMPLIFIER WITH 4K60 4:4:4 AND HDR SUPPORT	1.00	\$687.50	\$687.50
CG39702	C2G	HDMI AND USB PASS THROUGH DECORA STYLE WALL PLATE	1.00	\$45.08	\$45.08
MVC860-C5-000	YEALINK	NATIVE MICROSOFT TEAMS ROOMS SYSTEM FOR LARGE ROOMS	1.00	\$4,383.65	\$4,383.65
CS110-D	YEALINK	CEILING SPEAKER - DANTE	6.00	\$478.18	\$2,869.08
CM50	YEALINK	BEAMFORMING CEILING MIC - DANTE	2.00	\$3,194.84	\$6,389.68
AP08	YEALINK	DIGITAL SIGNAL PROCESSOR	1.00	\$1,516.90	\$1,516.90
RCH40 E2	YEALINK	POE SWITCH - USE FOR THE CONNECTION OF MULTI CAMERAS/MICS/SPEAKER	2.00	\$143.10	\$286.20
BYOD-EXTENDER	YEALINK	BYOD-EXTENDER	1.00	\$357.71	\$357.71
MISCELLANEOUS MATERIALS		MISCELLANEOUS MATERIALS	1.00	\$299.00	\$299.00
				SUBTOTAL:	\$38,808.34

PROFESSIONAL INSTALLATION SERVICES

Installation Services Details	TOTAL PRICE
INSTALLATION LABOR	\$5,300.00
COMMISSIONING LABOR	\$600.00
PROJECT MANAGEMENT	\$600.00
DESIGN/ENGINEERING	\$1,125.00
INSTALLATION SERVICES SUBTOTAL:	\$7,625.00

SERVICE & MAINTENANCE AGREEMENT

Service Agreement Details	TOTAL PRICE
SILVER MAINTENANCE AGREEMENT 1 YR	\$1,281.82
SERVICE AGREEMENT SUBTOTAL:	\$1,281.82



Training Room - AV Installation (MTR) w/ Voice-Lift

Prepared by:

Data Projections, Inc.

3700 W. Sam Houston Pkwy S. Ste 525

Houston, TX 77042

Patrick Fender

(512) 825 9681

pfender@dataprojections.com

Job Location:

Public Works

501 James St

Tomball, TX 77375

Tom Wilson

Quote Information:

Quote Number: 25907 *Version.1*

Contract No: TIPS 230105

Date: 03/14/2025

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P.O. No:

Quote Summary

DESCRIPTION	AMOUNT
EQUIPMENT & MATERIALS	\$38,808.34
PROFESSIONAL INSTALLATION SERVICES	\$7,625.00
SERVICE & MAINTENANCE AGREEMENT	\$1,281.82
Subtotal:	\$47,715.16
Shipping:	\$2,222.52
Estimated Tax:	\$0.00
Total:	\$49,937.68

Interested in our AVaaS offering or other service options? Contact your sales representative.

By signing this agreement, you are accepting our Terms and Conditions. This does not negate the need for a purchase order or any other purchasing requirement which your company necessitates. Data Projections reserves the right to require a customer down payment/deposit contingent on the creditworthiness of the customer.

Data Projections, Inc.

SIGNATURE: _____

NAME: Patrick Fender

TITLE: Account Executive

DATE: 04/02/2025

City of Tomball

SIGNATURE: _____

NAME: _____

TITLE: _____

DATE: _____



GENERAL TERMS AND CONDITIONS

Exclusions

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

- All conduit, 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 repairs.
- All millwork (moldings, trim, cut-outs, etc.).
- Patching and Painting.
- Permits (unless specifically provided for and identified within the contract).

This Scope of Work is delivered based on the following Assumptions:

- Site preparation by the Customer includes electrical, wall reinforcement, telephone, and data network infrastructure placement per Data Projections specification.
- All work areas should be clean and dust-free before the beginning of on-site integration of electronic equipment.
- Customer communication of readiness will be considered accurate and executable by the Data Projections project manager.
- In-Room(s) where installation is to be completed is to be made available for Data Projections exclusive use on the days of the scheduled installation. Unless specifically arranged in advance, rooms will be available during normal business hours, defined as Monday through Friday, 8:00 AM to 5:00 PM excluding holidays. All required spaces (rooms, access points, etc.) must be available at the start of the installation and remain available for the duration of the Project. Any required space that is unavailable during the scheduled installation timeframe may result in delayed delivery of the Project and/or additional charges. Additional rates will only be applied after execution of Data Projections generated Project Change Request according to the Change Management Procedure section following and signed approval by Owner or Owner's representative.
- The project schedule must allow for sufficient time for completion of all installation and final testing of systems before occupancy of the site. If sufficient time is not allowed, Data Projections will be held harmless for systems that do not meet requirements. In this case, all costs associated with the completion of work, including overtime labor rates, will be considered outside the scope of this offering and billable to the Client. Unless otherwise stated, the installation shall be scheduled contiguously from start to finish. Projects requiring multiple site visits and/or intervals of inactivity between events must be noted as such before acceptance of this SOW. If notification is made after initial acceptance of this SOW, the Change Management Procedure section following shall be implemented and additional charges may apply. Data Projections reserves the right to revise the proposal/scope of work based upon information obtained from subsequent site surveys and other sources not available at the time that the original proposal was issued.
- Data Projections reserves the right to substitute equipment of similar specifications should any of the specified equipment be unavailable at the time of order from the manufacturer. This will be done in an effort to maintain the completeness of the proposed audiovisual system and meet the anticipated installation schedule. Data Projections will notify the client in the event there is a need for any equipment substitutions.
- Client is to provide secure storage for equipment during a multiple-day integration. If secure storage is not available for the duration of the multiple-day integration period, Data Projections reserves the right to; delay the installation until secure storage is available which could result in project completion delays and additional storage and delay fees; payment in full for the materials and equipment that cannot be secured thus constituting transfer of ownership and relieving Data Projections of its responsibility and liability for security and protection of said materials and equipment against damage and theft.
- If Customer furnished equipment and existing cabling are to be used, Data Projections assumes that these items are in good working condition and will integrate into the designed solution. Any troubleshooting, 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 Data Projections' integration begins. Data Projections 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 touch panel layout/correspondence will be completed by the Customer within two business days

Integration Project Management Processes

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



- Needs Analysis - performed before Scope of Work
- Project Welcome Notice - emailed upon receipt of Purchase Order/Notice to proceed
- Project Kick-Off meeting with Customer Representative(s) - either by phone or in-person
- Project Status updates - informal or formal - either by phone, email, 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
- Substantial Completion- Client walk-through and user acceptance training before project is transitioned to Service department

User Acceptance Training

This is geared specifically towards the end-user/operator. The purpose of this training is to provide operators with the necessary knowledge to confidently and comfortably operate all aspects of the integrated system. Areas of training 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 system processor and its control applications
- Powering up, powering down AV system via a 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
- Who to contact if help is required.

Change Management Procedure

Any changes to the scope of the project that effect the contractual value of the project must be in writing signed by the Client and an authorized representative of Data Projections, Inc. Oral changes to the project scope, equipment, or materials shall not be binding upon the parties. Changes may impact the ability of Data Projections, Inc. to deliver the desired solution per the original terms of the Contract. After acceptance of this Scope of Work, such signed and approved change orders will be incorporated by reference into and become part of this Contract.

Proprietary Notice

This proposal contains confidential information and intellectual property of Data Projections and may be legally privileged. The recipient agrees not to reproduce or make this information available in any manner to persons outside the group directly responsible for the evaluation of its contents.

Returns

The approval of product returns is at the discretion of Data Projections and the specified manufacturer and requires a return authorization number if the request is approved. Products that are defective will be repaired, replaced, or credited in accordance with the manufacturer's warranty. Goods returned for reasons other than warranty or defect must be requested in a timely manner and must be in their original, undamaged, and untarnished condition and must include all original packaging, documentation, and accessories. Restocking fees may apply to the items being returned. Any custom-ordered products are not eligible to be returned. Please consult Data Projections for additional details.

Warranty

All new equipment provided by Data Projections includes each manufacturer's full warranty from the date of invoice. Data Projections will honor all manufacturer warranty requirements as depot service. Data Projections supplies a 90-day workmanship warranty from the date of completion of the said system unless superseded by an extended warranty, or Data Projections service agreement. Data Projections warrants the system to be free of defects in materials and workmanship and fit for the intended purpose. This warranty does not cover equipment or system abuse, misuse including, but not limited to, operating outside of environmental, electrical, temperature, or humidity specifications, system alterations neither approved nor performed by Data Projections; or repair by a service facility other than those authorized by the manufacturer.

Indemnification

Data Projections agrees, to the fullest extent permitted by law, to indemnify and hold harmless the Client, its officers, director, and employees (Collectively, Client) against all damages, liabilities, or costs, including reasonable attorney's fees and defense costs, to the extent caused by the Data Projections' negligent performance of professional services under this Agreement and that of its subcontractors or anyone for whom Data Projections is legally liable. The Client agrees, to the fullest extent permitted by law, to indemnify and hold harmless Data Projections, its



officers, directors, employees, and subcontractors (collectively, Data Projections) against all damages, liabilities, or costs, including reasonable attorneys' fees and defense costs, to the extent caused by the Client's negligent acts in connection with the Project and the acts of its contractors, subcontractors or consultants or anyone for whom the Client is legally liable. Neither the Client nor Data Projections shall be obligated to indemnify the other party in any manner whatsoever for the other party's own negligence.

No Hire Policy

During the term of the Contract, and for a period of one (1) year after the termination of the Contract, or the completion of the project, whichever is later, the Client agrees that it will not directly solicit the employment of any individual that was employed by Data Projections during the term of the Contract. In the event Client breaches this provision, the parties agree that it would be difficult to establish the precise amount of damages incurred by Data Projections as a result of such conduct, and therefore the parties agree that immediately upon hiring said individual, Client shall pay to Data Projections an amount equal to 50% of the gross annual salary or wages paid to the individual in question during the twelve months before the termination of that individual's employment with Data Projections. This fee shall not apply if the individual responds to a general employment advertisement through newspapers, online job boards or postings, agencies, open houses, or job fairs.

Payment Terms

The total for this proposal/project is presented as a "not to exceed" unless Data Projections and the Client agree to add hardware, software, or functionality not specifically addressed in this Statement of Work/Executive Summary. If the project is delayed due to the client or client's facility not being ready within the agreed upon timeframes, or as a result of backorder delays outside of Data Projection's control, the Client may be requested to issue payment for the hardware as it is physically received.

The payment schedule is contingent on the established line of credit approved by the company. If credit terms are extended, the standard terms are NET 30 days. If credit terms are not requested or extended, payment will be required in full before hardware is ordered or installation dates are scheduled. Data Projections will assess a surcharge of 2.29% on all credit card transactions to cover our processing costs. The surcharge imposed will not be greater than the direct cost incurred from the processing of credit card payments. Data Projections does not surcharge debit card transactions.

***Data Projections reserves the right to invoice for hardware upfront and to progress bill for all projects as necessary. Progress billing may include charges for hardware upon order placement, hardware received and stored by Data Projections or the client, and for services rendered at the time of billing. This ensures project continuity and alignment with procurement and implementation timelines.**

***Data Projections reserves the right to pass through to the customer any additional costs incurred from tariffs, duties, or similar fees imposed by government action. Such costs may be invoiced to the customer at any time, including after an order has been placed or equipment has shipped. All charges will be clearly communicated and will reflect only the actual increase in cost incurred.**