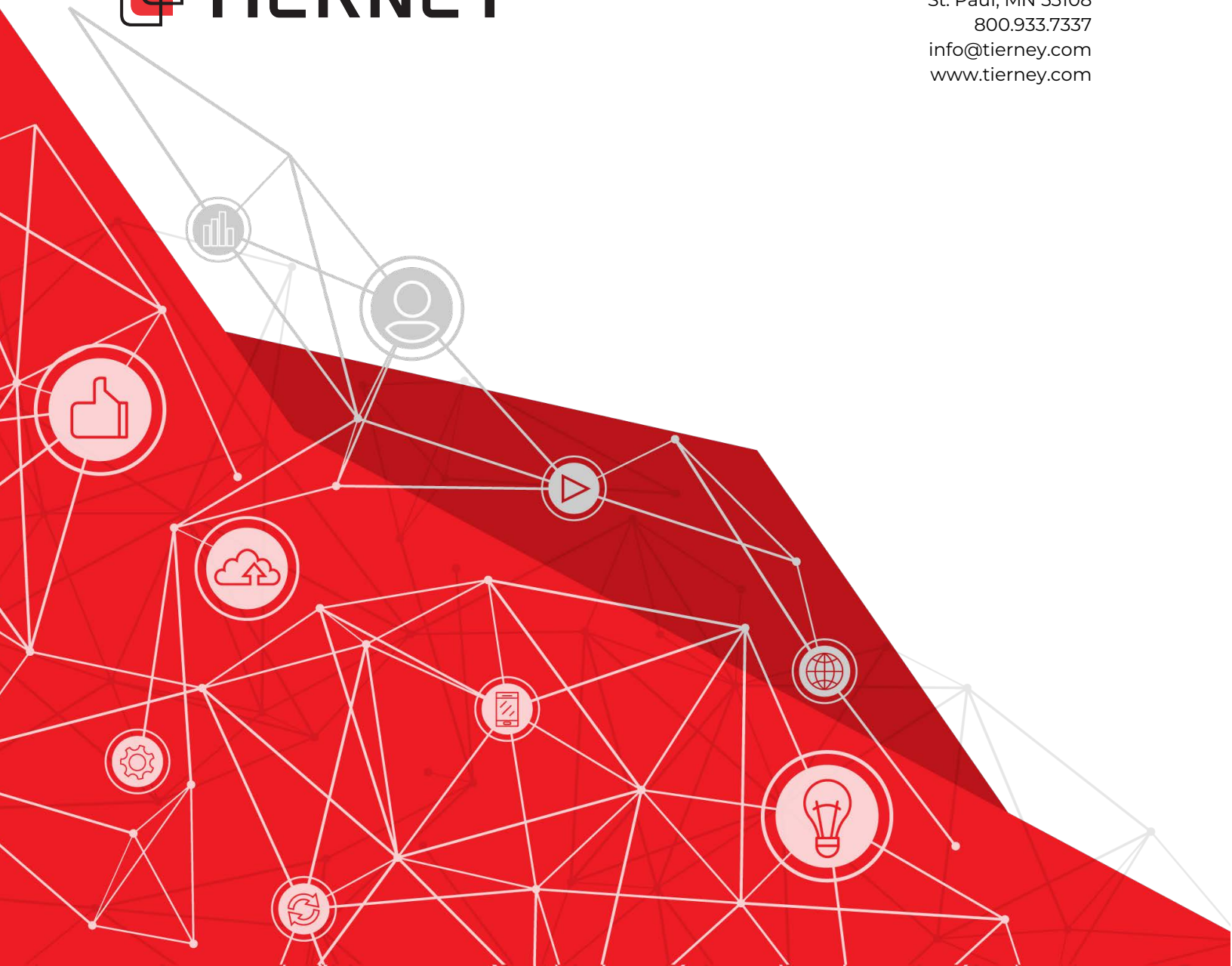




1771 Energy Park Dr. Suite 100  
St. Paul, MN 55108  
800.933.7337  
info@tierney.com  
www.tierney.com



# PROPOSAL

**Design & Integration by Tierney**



THANK YOU

FOR CONSIDERING US!

Tierney has been in the business of helping our partners improve their communication and tell their unique stories for over forty years. The only way to accomplish this is to listen to our customers needs, provide consultation based on our experience, and deliver on our promise. We strive to be a valued and trusted partner to your organization, not simply a supplier.

On behalf of our entire team at Tierney, we truly appreciate the opportunity to work with you on delivering your vision and supporting you each step of the way. Our success is dependent on your success.

Robert T. Gag  
CEO





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Friday, September 18, 2020

Ben Hayle  
City of Blaine

**Proposal for Audio-Visual Service**

**RE:** City of Blaine - Cares Act Upgrades

**Opportunity Number:** 26987 R1

**Scope of Integration Services**

Summary of Work to be completed by Tierney at **10801 Town Square Dr. Blaine, MN 55449**.  
(Please initial if address is correct or provide correct address. \_\_\_\_\_ )

**Executive Summary:**

**System Objective and Overview**

Tierney is pleased to present The City of Blaine (the Client) with the following scope of work for upgrading the AV facilities in their City Hall. Four (4) quotes will be presented for this Scope of Work.

The following quotes will be provided with labor, equipment, and programming to finalize the room as per this scope of work. Any changes or additions will need to be managed by both the Client and the Tierney sales engineering team (Mike Chapley and Nick Pooler) or after sign off through Tierney PMs.

Client provided items will be denoted as OFE (Owner Furnished Equipment).

The first quote will be for Cloverleaf will try to upgrade both the equipment in the rack location with new audio and video equipment that will allow the Client to have separate meetings operating in both spaces of the room simultaneously. This will be created with a focus for the City Council workshops that occur in the space, while providing usability for a variety of other uses. Both spaces (Tierney is referring to as the "A" side and "B" side) will have zoned audio, and will be separated when the divider is drawn, but combined when the divider is open. Space A will have an OFE PC that will be running Zoom, with keyboard and mouse interface to run the PC.

The second quote will be for upgrading the Mark Stacks room from its current configuration as a part-time EOC, part-time training room into full-time EOC. Two projectors will be the primary displays in this room, with new 6000 Lumen laser projectors, and new electric, ceiling recessed screens. Two (2) Client provided displays on Motorized carts will be provided, and will be able to be plugged into any of either four (4) or eight (8) floor-box locations in the room (Client to verify total network drops needed). Tierney will provide an updated audio system, for audio and web conferencing, as well as one (1) camera for presenter-view of the lectern. Each display will have the ability to be fully selectable for with signal will be shown on it, but there will also be the ability to show a signal to all screens simultaneously from a single touch. A single goose-neck microphone will be provided at the lectern, while in-ceiling beam-forming microphones will be installed in the room for additional audio participation from the audience. A wireless lapel and handheld microphone will be provided as well for presenters to be able to traverse the room and still be heard. Reused or Client provided equipment will include: Barco ClickShare CSE-200, Room PC (at lectern), Zoom Room PC (at rack), Blu-Ray player, cable TV box, and an additional CCTV decoder, to show local in-house CCTV stream. At each mobile cart, an HDMI cable will be provided that will allow a user to plug in and show their content locally (if no other source is being routed from the touch screen). Each input will also be allowed to be shown to any other screen in the room (e.g. plug in at the monitor, but the presenter wants to show that to the whole room, it can be sent to all screens). Equipment will be

housed in a 24RU wall-mounted rack with a cabling base (rack will have a base that sits on the floor, but will be wall-mounted and will swing-open for easy access). Two-wall mounted 10" touch screens will be made available, and will mirror one another, at the lectern location and at the rear wall of the room, by the entrance to the rack room (in case a presenter is occupied, but sources require changing).

**Quote C has been removed from the scope of this project.**

~~The third quote will include upgrades to the Sanctuary, City manager's, and staff conference rooms. This will add an OFE Zoom Room Small Form Factor (NUC or Lenovo) PC behind the Smart display. A 10" table top touch screen will function as a Zoom Room controller, AND will provide a mirror of the 5" room controller for source selection and power. The OFE Poly Studio Conferencing Soundbar will be used to provide camera and audio from the Zoom meetings. Additionally, the soundbar will utilize a USB switch to provide access to both the Zoom PC and the SMART Board, depending upon which source is selected.~~

Additionally, provided on quote three will be time in each room to improve serviceability and devices for faster troubleshooting. This will have two slide-out shelves with a service loop of wire, which will allow the Client to swap PCs, and verify USB switching equipment for troubleshooting purposes.

**Quote: (A – Cloverleaf Training Room)**

**Where You See It**

**Video Display Solution**

Existing projector and video equipment will be de-installed by Tierney and any equipment that will not be re-used will be provided back to the Client for recycling or re-use in other spaces. This will include one (1) projector, a TOA Mixer amplifier, an Extron IN1608 single-output switch, and an IPCP 250 processor. Detailed explanations for non-reuse of equipment can be provided upon request.

In side A, one (1) new 6000 lumen laser projector will be installed at ~17' from the existing screen. The existing screen will have the limit switches reset to give a 16x10 image. Due to the low ceilings, the limitations of the screen size may impact viewability. Tierney does recommend potentially having an additional viewing screen (display) about ½ room length back, wall mounted (a 55" or 65" display, mounted to a cantilevered mount near the room divider would be sufficient for viewing in the back-half of the 50' room when fully used).

An anti-vibration mounting kit will be used in place of the existing mounted hardware.

A 86" UHD display will be wall mounted to the wall at the front of side B. This will be wall mounted to the location where the whiteboard is located currently. Whiteboard will need to be move, or Tierney will need to adjust their quote for an-overboard whiteboard mount.

**What You Will See**

**Video Source Solution**

For Side A, video inputs will be the following:

- One (1) Laptop input at the lectern/workstation. This will include both VGA and HDMI, but will be mutually exclusive (e.g. if you have HDMI connected and showing, the VGA will not able to be shown).
- One (1) OFE Panasonic Blu-Ray player
- One (1) OFE Room PC w/ wireless mouse and keyboard
- One (1) OFE Zoom Room PC (Intel NUC or Lenovo w/ Zoom Room Licensing)



- One (1) HDMI connection wall plate (Location to be verified with Client prior to install).
- One (1) feed from Council Chambers – currently Composite+Audio. Tierney has provided a device to change formats for use with HDMI based systems.

For Side B, one (1) HDMI wall plate connection will be provided below the display for local content display.

When Side B is not being used as an individual room, the 86" display will show the same content that is provided on the projector for room A.

One (1) 12x zoom PTZ camera will be installed facing the presenter lectern for use with Zoom Room PC. Video and audio will be sent to the Zoom Room PC via USB. With the existing quote, ONLY the Zoom Room PC will be able to have web conferencing with the in-room camera and microphones, and Only Size A will be able to perform web conferencing.

*Note: Additional cameras and web conferencing for local laptops and side B can be provided, but this would be a substantial change to the room design.*

### **What You Will Hear**

#### **Audio Source Equipment**

Audio will be heard through eight (8) new in-ceiling speakers. Four (4) speaker swill be provided for each side of the room. Two (2) existing OFE over head mics will be reused, and send through the new DSP system. This will allow users in the room to be heard through a phone call or web conference. Additionally, one (1) handheld and one (1) lapel microphone will be provided for the presenter so that they can be heard through audio and web conferencing as well.

An assistive listening system with an appropriate number of hearing loops and headsets in order to accommodate ADA compliance.

A two-gang XLR and 3.5mm audio output wall plate will be provided near the partition divider for recording or press feed.

*Additional recording equipment can be furnished, but will require additional quotes.*

### **How You Will Use the System**

#### **Control Solution**

The existing 5" touch screen will be removed, and a new 10" touch screen will be provided in its place. The 5" touch screen will be moved to side B for use with the 86" display. Final UX/UI will be determined by the Client and Tierney project management prior to programming of the system.

Control functions for side A will include items such as the following:

- System Power control
- Source selection
- Zoom Room control, including one-touch-to-join meetings, and content sharing
- Placing a phone call with Dialpad
- Camera controls with presets
- Local program volume control and microphone muting control
- Locked "Admin" control page with PTZ, manual combine/uncombine, microphone volumes, etc.

Control functions for side B will include the following:

- Display power control
- Source selection (local or Council Overflow)
- Room program volume control

An optical sensor will provide control feedback for the divisible partition wall. When the wall is close, rooms will be "separate" and the 5" touch screen on side B will be available. When the wall is open, the 5" touch screen will show the City of Blaine's logo, and will say "Please use Side A control panel".

Please note: as it currently is quoted, no conferencing capabilities have been included in side B.

### **Where Is It Being Put?**

#### **Furniture/Rack Solution**

86" display will be mounted to the verified "display wall" on a pull-out Chief mount. Projector will be mounted from the existing location, with a custom anti-vibration mounting kit. Touch screens will be wall mounted in their respective positions, to be verified by the Client prior to installation. Cabling will either need a custom cut grommet, or a passthrough connection to bring the single RJ45 up to the surface. Video equipment, networking equipment, and audio amplifiers/DSP will be located in the existing credenza rack. This will be re-used for this quote. Projector screen will be in-ceiling recessed mounted in the location of the existing screen. Projector will be mounted ~17" from the screen. Wall plates will be mounted at 18" or building receptacle height above the floor.

### **What You Need to Provide**

#### *Client Responsibilities*

The following responsibilities and items requested below are a requirement as per the project scope to be completed by the Client. If any of the below items cannot be completed prior to the dates coordinated with Tierney project management staff additional charges or project delays may occur.

- Verify a minimum of a Duplex electrical receptacle, on a separate circuit for AV, mounted at each display location, table core hole, and lectern.
- Verify a minimum of a Quadplex electrical receptacle, on a separate circuit for AV, mounted at the Rack location.
- Provide accessible cable pathway, or a conduit of 1", with pull string and no more than 30% current fill. A 1" conduit should suffice from the rack wall to the accessible ceiling, each display to an accessible ceiling, from each table floor core to the accessible ceiling, and from each wall plate and touch screen to an accessible ceiling.
- Provide at least six (6) Client network drops at the rack for Zoom Room PC, room PC, VOIP/SIP for the DSP, one (1) for the AV controller, and two (2) for any future added OFE equipment that might need to utilize the network. Exact location to be coordinated with Tierney project management prior to installation.
- Other trades to Install electrical items including hardwired whip of table box, cubby systems, conduit, lighting, and any physical non-low voltage cabling, if needed.
- Verify table or wall cut locations, if required, with Tierney project management, other trades to perform cuts based on information provided by Tierney.
- All furniture cuts will be the responsibility of the client and/or other trades, with coordination, placement, and schematics to be provided by Tierney.
- Working with Tierney project management, determine network requirements and certification for the devices that will reside on Client network, as well as network constraints, or VLAN information that will be required. Zoom Room PC with appropriate licensing – either Intel NUC, Lenovo or HP. Tierney can help facilitate engagement with Zoom Room purchasing.

- Working with Tierney Project management, fill out any required networking coordination worksheets for VOIP switch config, or other items.
- **UPDATE: Tierney will provide and install ¾" Backerboard for the 86" Display at the display wall. This will be mounted over the drywall, behind the display, and will not be painted. Verify with Tierney project management, and AV Elevations (to be created after sign off).**
- Verifying configuration of the network connection prior to Tierney installation date.
- Verify Firmware on reuse equipment is most up-to-date in order to function with control equipment.
- Verify with Tierney project management requirements for output on PC/laptop.
- Client will need to set up and configure any computing resources. This includes: installing any Client software, UC or web conferencing software, hardware configurations internal to the computer, firmware and operating system updates, etc. Tierney will take computing resources and install them within the AV system, and will verify functionality of AV components.
- Provide a clear, clean, and accessible room for the installation.
- Coordination of parking and building access.
- Verify all existing equipment that will be reused is functional prior to install technicians on site, this includes Cable TV boxes.

#### **Quote: (B – Mark Stacks Police EOC)**

##### **Where You See It**

##### **Video Display Solution**

Existing projector, projector screens, and video equipment will be de-installed by Tierney and any equipment that will not be re-used will be provided back to the Client for recycling or re-use in other spaces. This will include one (1) projector, two (2) projector screens, a Smart touch screen with incompatible video inputs, an Extron IN1608 single-output switch, and an IPCP 250 processor. Detailed explanations for non-reuse of equipment can be provided upon request.

Two (2) new electric recessed, 123" diagonal screens will be installed in place of the two existing screens. Two (2) new 6000 lumen laser projector will be installed at 18-22' from the screens. Due to the low ceilings, the limitations of the screen size may impact viewability. Three (3) OFE displays on mobile carts will be re-used, each with the ability to be plugged in anywhere into the floor boxes in the room. Currently eight (8) locations are specified, as with an AV over IP system, only network drops back to the AV rack are required.

A new 24" annotation touch screen will be provided, along with annotation system, in order to allow presenter to annotate over any source in the system.

An existing 75" display will function as a supplementary monitor for users when they are sitting with their backs to the projection screens.

All video screens will be powered discretely, and can be turned on/off from the control system.

##### **What You Will See**

##### **Video Source Solution**

ALL video sources will be matrix routable, which means any video signal can be provided to any display at any time. Video sources will be the following:

- One (1) Laptop input at the lectern

- One (1) OFE Panasonic Blu-Ray player
- One (1) OFE Room PC w/ wireless mouse and keyboard
- One (1) OFE Zoom Room PC (Intel NUC or Lenovo w/ Zoom Room Licensing)
- Three (3) mobile cart HDMI connections, residing on each cart with the ability to plug into one of eight (8) AV network drop locations in the room. (devices will reside on the carts, which will minimize the need for additional hardware, while allowing diversity to provide local input AND full matrix switching for all sources.
- One (1) OFE Barco ClickShare wireless presentation system
- One (1) Cable TV feed, provided through OFE Cable network and an RS232 NTSC decoder box
- Three (3) wall plate HDMI connections
  - o Existing wall plate at the front of the room
  - o Side of room
  - o Rear of Room near the new projector screen location.
- A liberty adapter ring will be provided

One (1) 12x zoom PTZ camera will be installed facing the presenter lectern for use with Zoom Room PC. Video and audio will be sent to the Zoom Room PC via USB. With the existing quote, ONLY the Zoom Room PC will be able to have web conferencing with the in-room camera and microphones, and Only Size A will be able to perform web conferencing.

*Note: Additional cameras and web conferencing for local laptops and side B can be provided, but this would be a substantial change to the room design.*

### **What You Will Hear**

#### **Audio Source Equipment**

Audio will be heard through six (6) new in-ceiling speakers. Two (2) new in-ceiling beam-forming microphones will be provided and sent through the new DSP system. This will allow users in the room to be heard through a phone call or web conference. Additionally, one (1) existing gooseneck microphone at the lectern, one (1) handheld wireless microphone, and one (1) lapel wireless microphone will be provided for the presenter so that they can be heard through audio and web conferencing as well.

An assistive listening system with an appropriate number of hearing loops and headsets in order to accommodate ADA compliance. s

A two-gang XLR and 3.5mm audio output wall plate will be provided near the rack room, below the touch screen for recording and live-feed usage.

*Additional recording equipment can be furnished, but will require additional quotes.*

### **How You Will Use the System**

#### **Control Solution**

The existing 5" touch screen will be removed, and two (2) new 10" touch screens will be provided in its place. The first touch screen will be located near the existing lectern, flush wall mounted. The second touch screen will be located at the rear of the room near the AV rack location, for use when the presenter is unable to control the video system. Final UX/UI will be determined by the Client and Tierney project management prior to programming of the system. Control functions will include items such as the following:

- System Power control
- Source selection and routing
- Zoom Room control, including one-touch-to-join meetings, and content sharing



- Placing a phone call with Dialpad
- Camera controls with presets
- Local program volume control and microphone muting control
- Locked "Admin" control page with PTZ, manual combine/uncombine, microphone volumes, etc.
- Blu-Ray and cable TV controls

The intent with the selection and routing system will be that a user will either select a single input from a group at the left-hand, top, or bottom of the screen (depending upon Client's design preferences), which will provide a one-touch route for that source to all displays. When a source is selected via this method all currently connected displays will turn on and display the routed signal. Audio will follow this video signal using this method.

The secondary way of routing video and audio will be through a discrete routing option. User will select individual display icons from the touch screen, and select the input for that display from an available list of inputs. Displays will power on as sources are routed. Audio will not follow any video using this method, and must be manually routed.

If the user begins a meeting using method 1, but then decides to switch individual displays, audio and video routing will remain at what was previously selected until manually switched. This way a user can route signal to all displays, and then manually change one to, say Cable TV.

Mobile cart displays will show up as greyed out sources and destinations while unplugged. When plugged in, the system will negotiate which display is being connected, and show that icon in full color on the touch screen as a source and destination. This way you will not be able to route sources that are not plugged in.

Mobile carts will also function thusly:

- Each mobile cart will have two (2) Category 6 cables (also called Ethernet Cables) and one (1) HDMI cable available to the users.
- The Category 6 cables will be run through split-loom with the power cable, so that all can be plugged into the floor box together.
- The HDMI cable will be separate, and will be Velcro-taped to the rear of the display for a cleaner look.
- A user will plug the power connector for the mobile cart into the floor box, along with the ethernet cables. *ALL AV ETHERNET PORTS WILL BE GREEN COLORED IN THE FLOOR BOX AND WILL BE LABELED.* Once plugged in, after about 30 seconds, the tx/rx boxes on the mobile cart will power up and be recognized by the system. An over lay of "video cart X" will be briefly shown on the screen for identification purposes. The Cart will then be ready to route video to and from the unit.

Video conferencing will be through the Zoom Room PC only. User will use the Extron control panel to select the "Zoom Control" button, which will "flip" the control page to the Zoom Room control. This will be identifiable by the Zoom Color control scheme (which will be different from the normal controls for easy identification). User will be able to perform Zoom Room control functions such as content sharing, one-touch-to-join meetings, muting/unmuting video and audio, and starting/ending ad-hoc meetings.

### **Where Is It Being Put** **Furniture/Rack Solution**

Display will be mounted to the verified "display wall" on a pull-out Chief mount. Projectors will be mounted near the existing locations, Touch screens will be wall mounted in their respective positions, to

be verified by the Client prior to installation. Cabling at the lectern will either need a custom cut grommet, or a passthrough connection to bring the single RJ45 up to the surface. Video equipment, networking equipment, and audio amplifiers/DSP will be located in a new 24 RU wall-mount/base stand rack. Projector screens will be in-ceiling recessed and mounted in the location of the existing screen. Projectors will be mounted ~18-22' from the screen. Wall plates will be mounted at 18" or building receptacle height above the floor.

### **What You Need to Provide**

#### *Client Responsibilities*

The following responsibilities and items requested below are a requirement as per the project scope to be completed by the Client. If any of the below items cannot be completed prior to the dates coordinated with Tierney project management staff additional charges or project delays may occur.

- Verify a minimum of a Duplex electrical receptacle, on a separate circuit for AV, mounted at each display location, table core hole, and lectern.
- Verify a minimum of a Quadplex electrical receptacle, on a separate circuit for AV, mounted at the Rack location.
- Provide accessible cable pathway, or a conduit of 1", with pull string and no more than 30% current fill. A 1" conduit should suffice from the rack wall to the accessible ceiling, each display to an accessible ceiling, from each table floor core to the accessible ceiling, and from each wall plate and touch screen to an accessible ceiling.
- Provide at least five (5) Client network drops at the rack for Zoom Room PC, VOIP/SIP for the DSP, one (1) for the AV controller, and two (2) for any future added OFE equipment that might need to utilize the network. Exact location to be coordinated with Tierney project management prior to installation.
- Provide at least four (4) Client network drops at the lectern location for the Room PC, Touch screen (to connect to Zoom Rooms), and two (2) spare for future OFE added equipment. Exact locations to be coordinated with Tierney Project management prior to installation.
- Other trades to Install electrical items including hardwired whip of table box, cubby systems, conduit, lighting, and any physical non-low voltage cabling, if needed.
- Verify table or wall cut locations, if required, with Tierney project management, other trades to perform cuts based on information provided by Tierney.
- All furniture cuts will the responsibility of the client and/or other trades, with coordination, placement, and schematics to be provided by Tierney.
- Working with Tierney project management, determine network requirements and certification for the devices that will reside on Client network, as well as network constraints, or VLAN information that will be required.
- Zoom Room PC with appropriate licensing – either Intel NUC, Lenovo or HP. Tierney can help facilitate engagement with Zoom Room purchasing.
- Working with Tierney Project management, fill out any required networking coordination worksheets for VOIP switch config, or other items.
- Provide ¾" Backerboard for all displays larger than 86" at each display wall. Verify with Tierney project management, and AV Elevations (to be created after sign off).
- Verifying configuration of the network connection prior to Tierney installation date.
- Verify Firmware on reuse equipment is most up-to-date in order to function with control equipment.
- Verify with Tierney project management requirements for output on PC/laptop.
- Client will need to set up and configure any computing resources. This includes: installing any Client software, UC or web conferencing software, hardware configurations internal to the



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computer, firmware and operating system updates, etc. Tierney will take computing resources and install them within the AV system, and will verify functionality of AV components.

- Provide a clear, clean, and accessible room for the installation.
- Coordination of parking and building access.
- Verify all existing equipment that will be reused is functional prior to install technicians on site, this includes Cable TV boxes.

**Quote: (~~C — Zoom Room Upgrades (Typical of 3 Rooms)~~)**

**Quote C has been removed from the scope for this project.**

**Customer Expectations:**

If multiple rooms were quoted, installation pricing for this proposal assumes that all quotes will be signed off on and installed at the same time. If one or more of the quotes in this proposal are not approved, existing quotes will need to be revised to reflect those changes and additional charges may apply.

Equipment locations such as closets, or cabinetry may require additional venting, or in some cases dedicated cooling units to keep equipment operating at standard temperatures.

We appreciate the opportunity to present this proposal. If you have any questions, please do not hesitate to contact us at your convenience at 612-331-5500. Our fax number is 612-331-3424.

Proposal Prepared By:

Sales Representative - Mike Chapley

Systems Engineer - Nick Pooler

(Please initial to acknowledge and authorize the Scope of Integration Services presented here. \_\_\_\_\_ )



# Quote

#189810

1771 Energy Park Drive, Suite 100, St. Paul, MN 55108  
(612) 331-5500 | (800) 933-7337 | Fax (612) 331-3424  
www.tierney.com

9/18/2020

## Bill To

Accounts Payable  
City of Blaine  
10801 Town Square Drive NE  
Blaine MN 55449

## Ship To

Kelly Karas  
City Of Blaine  
10801 Town Square Dr.  
Police Department  
Blaine MN 55449

## Memo:

A - CloverLeaf Room (SC) R1

Expires	Sales Rep	Contract	Terms
12/17/2020	592 Mike Chapley	MNS-CPV 152129	Net 30

Qty	Item	MFG	Price	Ext. Price	Cost	Ext Cost	Markup %	Category
	A - CloverLeaf Room (SC) R1							
	Projector Solution							
1	<b>CMA470</b> Plenum Rated Above-Tile Storage Accessory	Chief	\$78.58	\$78.58	\$69.54	\$69.54	13%	Mounting Hardware
1	<b>CMS006W</b> Milestone Fixed Pipe 6" White	Chief	\$12.17	\$12.17	\$10.77	\$10.77	13%	Mounting Hardware
1	<b>CMS0406W</b> Adjustable Pipe 48"-72" White	Chief	\$110.78	\$110.78	\$98.04	\$98.04	13%	Mounting Hardware
1	<b>FCAV1U</b> Fusion Pull Out Accessory	Chief	\$240.25	\$240.25	\$212.61	\$212.61	13%	Mounting Hardware
1	<b>XTM1U</b> X-Large Fusion Micro-Adjustable Tilt Wall Mount	Chief	\$240.25	\$240.25	\$212.61	\$212.61	13%	Mounting Hardware
1	<b>RPAOW</b> Milestone Projector Mount Original Style White	Chief	\$117.52	\$117.52	\$104.00	\$104.00	13%	Mounting Hardware
1	<b>CSSMP15X10</b> Component Storage Panel, Sliding	Chief	\$101.77	\$101.77	\$90.06	\$90.06	13%	Mounting Hardware
	Owner Furnished Product - OFE Reuse Projection Screen							
1	<b>V11H901020</b> PowerLite L610U Standard Laser Projector, 6,000 Lumens, WUXGA	Epson	\$2,880.37	\$2,880.37	\$2,549.00	\$2,549.00	13%	Data/Video Projectors
1	<b>60-1271-13</b> HDMI Twisted Pair Extender - Rx	Extron	\$271.20	\$271.20	\$240.00	\$240.00	13%	Broadcast Video and Production
1	<b>86UT640S0UA</b> 86IN LCD TV 4K UHD TAA SMRT WLS HDMI 3YR	LG	\$3,299.02	\$3,299.02	\$2,919.49	\$2,919.49	13%	Display Monitors
	Video Source Solution							



189810



# Quote

## #189810

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9/18/2020

Qty	Item	MFG	Price	Ext. Price	Cost	Ext Cost	Markup %	Category
1	<b>DL-ARDA</b> 1 Adapter Cable DisplayPort male to HDMI female 5 inches long (AR-DPM-HDF) AR-MDPM-HDF 1 Adapter Cable Mini-DisplayPort male to HDMI female 5 inches long (AR-MDPM-HDF) MD826AM/A 1 Apple Certified Adapter Lightning (M) to HDMI (F) and Lightning (F) to power device (MD826AM/A) MJ1K2AM/A 1 Apple Certified Adapter USB C to HDMI w/USB A Port (MJ1K2AM/A) AR-UCM-HDF 1 Adapter Cable USB "C" male to HDMI female 9 inches long (AR-UCM-HDF) DL-AP2 Security clamp to attach Apple Adapters to DL-AR system (DL-AP)	Liberty	\$255.88	\$255.88	\$226.45	\$226.45	13%	Cabling
1	<b>60-1515-23</b> DTP CrossPoint 84 4K IPCP MA 70 8x4 Seamless 4K Scaling Presentation Matrix Switcher 100 Watt 70 V Mono Amp, AV LAN	Extron	\$6,446.65	\$6,446.65	\$5,705.00	\$5,705.00	13%	Broadcast Video and Production
1	<b>60-1755-13</b> DTP T UWP 4K 232 D HDMI, VGA Decorator Tx, White - 230 feet (70 m)	Extron	\$621.50	\$621.50	\$550.00	\$550.00	13%	Control Systems
1	<b>60-1614-01</b> DVC RGB-HD A RGB to HDMI Convertor with Audio Embedding  Owner Furnished Product - Desktop  Owner Furnished Product - ZOOM APPLIANCE  Audio Solution	Extron	\$276.85	\$276.85	\$245.00	\$245.00	13%	Broadcast Video and Production
8	<b>AD-C6T-LP</b> QSC AD-C6T-LP Ceiling Speaker priced as each, sold in pairs	QSC	\$152.55	\$1,220.40	\$135.00	\$1,080.00	13%	Audio Products
1	<b>SL-QSE-110-P</b> Q-SYS Core 110 Scripting Engine Software License, Perpetual	QSC	\$226.00	\$226.00	\$200.00	\$200.00	13%	Ala Carte Software
1	<b>CORE 110F</b> Unified Series Core with 24 local I/O channels, 128x128 network I/O channels, dual LAN ports, telephone POTs, 16x16 GPIO, 16 AEC channels, 1RU	QSC	\$2,260.00	\$2,260.00	\$2,000.00	\$2,000.00	13%	Audio Products
1	<b>MP-A40V</b> 800W FlexAmp technology Hi-Z / Lo-Z amplifier, 4 x 200W into 4Ω, 8Ω, 70V and 100V, Highpass filter per channel, GPIO for Remote Standby and Amp Status	QSC	\$1,056.55	\$1,056.55	\$935.00	\$935.00	13%	Audio Products
1	<b>SL-DAN-16-P</b> Q-SYS Software-based Dante 16x16 Channel License, Perpetual	QSC	\$282.50	\$282.50	\$250.00	\$250.00	13%	Ala Carte Software



189810





# Quote

#189810

1771 Energy Park Drive, Suite 100, St. Paul, MN 55108  
(612) 331-5500 | (800) 933-7337 | Fax (612) 331-3424  
www.tierney.com

9/18/2020

Qty	Item	MFG	Price	Ext. Price	Cost	Ext Cost	Markup %	Category
1	<b>unBT2A</b> 2 Channel 1 Gang US Wall Plate w/BlueTooth In/ Analog Out	Attero Tech	\$372.90	\$372.90	\$330.00	\$330.00	13%	Control Systems
1	<b>Integration Item</b> DD-BN40C Bi-Directional Mic/Line Dante Interface 4 x 2 w/ PoE - 4 XLR In, 2 Out on Rear-Panel Terminal Block - White (Custom Labeled) (See Part # ZCST- LBL for setup charge)  Furniture/Rack Solution	RDL	\$596.20	\$596.20	\$542.00	\$542.00	10%	Video Products
1	<b>TIERNE-RHIM-RDRJ</b> Rack Header-Image Series1 Rack-Logo	Liberty	\$15.80	\$15.80	\$13.98	\$13.98	13%	Audio-Visual Furniture
1	<b>HP-Screws</b> HP Box of 100 PCS 10-32 Screws Black	Middle Atlantic	\$16.27	\$16.27	\$14.40	\$14.40	13%	Audio-Visual Furniture
1	<b>LBP-1A</b> "L" SHAPED LACING BAR, 10 PC. PACK	Middle Atlantic	\$24.91	\$24.91	\$22.05	\$22.05	13%	Audio-Visual Furniture
1	<b>PD-28-SP</b> Middle Atlantic Series Protection Compact Surge Device with 2 Outlets	Middle Atlantic	\$160.17	\$160.17	\$141.75	\$141.75	13%	Audio-Visual Furniture
2	<b>PDT-1015C-NS</b> PDT Series Thin Power Strips	Middle Atlantic	\$47.54	\$95.08	\$42.07	\$84.14	13%	Cabling
2	<b>U2V</b> Utility Rackshelf, 2 RU, 14.75"D, Vented	Middle Atlantic	\$41.18	\$82.36	\$36.45	\$72.90	13%	Audio-Visual Furniture
2	<b>VT1</b> VT1 1-Space Vent Panel -1 3/4"  System Core and Infrastructure Solution	Middle Atlantic	\$10.68	\$21.36	\$9.45	\$18.90	13%	Audio-Visual Furniture
1	<b>USB3-AB-3ST</b> USB 3.0 A Male To B Male Cable 3ft.	Comprehensi ve	\$7.22	\$7.22	\$6.39	\$6.39	13%	Cabling
4	<b>USB3-AB-6ST</b> USB 3.0 A Male To B Male Cable 6ft.	Comprehensi ve	\$8.50	\$34.00	\$7.52	\$30.08	13%	Cabling
2	<b>101-005-02</b> XTP DTP 24 Plug  Shielded RJ-45 Plug Kit for Extron XTP DTP 24 Shielded Twisted Pair Cable  Package of 10	Extron	\$28.25	\$56.50	\$25.00	\$50.00	13%	Cabling
300	<b>16-2C-P-BLK</b> Commercial grade 16 AWG 2 conductor twisted unshielded featuring a plenum rating and economical construction.	Liberty	\$0.19	\$57.00	\$0.17	\$51.00	12%	Cabling





# Quote

## #189810

1771 Energy Park Drive, Suite 100, St. Paul, MN 55108  
(612) 331-5500 | (800) 933-7337 | Fax (612) 331-3424  
www.tierney.com

9/18/2020

Qty	Item	MFG	Price	Ext. Price	Cost	Ext Cost	Markup %	Category
150	<b>18-2C-P-BLK</b> 18/02C STR BC CL3P Plenum Control Cable Black	Liberty	\$0.13	\$19.50	\$0.12	\$18.00	8%	Cabling
50	<b>22-2C-PSH-BLK</b> Black Audio and control 22 AWG 1 pair shielded plenum	Liberty	\$0.11	\$5.50	\$0.10	\$5.00	10%	Cabling
150	<b>22-2C-PSH-WHT</b> 22 AWG 2 - COND PLENUM SHIELDED WHITE	Liberty	\$0.11	\$16.50	\$0.097	\$14.55	13%	Cabling
40	<b>BOOT-L-BLK</b> LAN/RJ45 Snag Free Connector Strain Relief Boots - Priced individually	Liberty	\$0.36	\$14.40	\$0.32	\$12.80	13%	Cabling
500	<b>24-4P-P-L6SH-BLK</b> Black Category 6 F/UTP EN series 23 AWG 4 pair shielded cable Reel	Liberty	\$0.60	\$300.00	\$0.535	\$267.50	12%	Cabling
500	<b>24-4P-PL6-EN-BLK</b> Plenum CAT6 1000ft reel	Liberty	\$0.30	\$150.00	\$0.269	\$134.50	12%	Cabling
16	<b>11108080034</b> Category 6 one-piece crimp RJ45 plug	Liberty	\$0.34	\$5.44	\$0.30	\$4.80	13%	Cabling
2	<b>101-005-02</b> XTP DTP 24 Plug  Shielded RJ-45 Plug Kit for Extron XTP DTP 24 Shielded Twisted Pair Cable  Package of 10	Extron	\$28.25	\$56.50	\$25.00	\$50.00	13%	Cabling
2	<b>BR1</b> Brush Grommet Panel, 1 RU	Middle Atlantic	\$36.10	\$72.20	\$31.95	\$63.90	13%	Audio-Visual Furniture
1	<b>80011181049</b> 3M 1181 3/4 IN x 18 YD Copper tape w/ conductive adhesive	Liberty	\$41.03	\$41.03	\$36.31	\$36.31	13%	Associated Hardware
1	<b>HP-Screws</b> HP Box of 100 PCS 10-32 Screws Black	Middle Atlantic	\$16.27	\$16.27	\$14.40	\$14.40	13%	Audio-Visual Furniture
1	<b>LBP-1A</b> "L" SHAPED LACING BAR, 10 PC. PACK	Middle Atlantic	\$24.91	\$24.91	\$22.05	\$22.05	13%	Audio-Visual Furniture
1	<b>Integration Item</b> Backerboard Equipment	Tierney	\$169.50	\$169.50	\$150.00	\$150.00	13%	Video Products
1	<b>Minnesota State Contract - Associated Hardware</b>		\$500.00	\$500.00				
6	<b>Minnesota State Contract - Design / Engineering</b> Professional/Technical Design Service; Engineering and Design		\$120.00	\$720.00				





# Quote

#189810

1771 Energy Park Drive, Suite 100, St. Paul, MN 55108  
(612) 331-5500 | (800) 933-7337 | Fax (612) 331-3424  
www.tierney.com

9/18/2020

Qty	Item	MFG	Price	Ext. Price	Cost	Ext Cost	Markup %	Category
35	Minnesota State Contract - Project Management		\$90.00	\$3,150.00				
14	Minnesota State Contract - In-House Installation		\$90.00	\$1,260.00				
51	Minnesota State Contract - On-Site Installation		\$95.00	\$4,845.00				
33	Minnesota State Contract - Programming and Configuration Professional/Technical Design Service; Programming and Configuration		\$120.00	\$3,960.00				
1	Minnesota State Contract - Maintenance / Service (Std 1 yr) Maintenance / Service; Standard One Year Installation Warranty		\$800.00	\$800.00				

Subtotal \$37,664.76

Tax (0%) \$0.00

Shipping Cost \$1,056.65

Total \$38,721.41

To accept this quotation, sign here : \_\_\_\_\_

Please reference this quote number on your purchase order.

Please inspect product upon delivery. State of Minnesota Contract Return Policy will apply.

- Standard Times for Delivery from Receipt of PO\*:
- Stocked Product Equipment Only Sales – Three to Five Business Days
  - Non-Stocked Product Equipment Only Sales – Ten to 14 Business Days
  - Integration Projects – Two to Eight Weeks

\*All days include time in transit and assume product is not on back order with the manufacturer.





# Quote

#189811

1771 Energy Park Drive, Suite 100, St. Paul, MN 55108  
(612) 331-5500 | (800) 933-7337 | Fax (612) 331-3424  
www.tierney.com

9/18/2020

**Bill To**  
Accounts Payable  
City of Blaine  
10801 Town Square Drive NE  
Blaine MN 55449

**Ship To**  
Kelly Karas  
City Of Blaine  
10801 Town Square Dr.  
Police Department  
Blaine MN 55449

Memo:  
A - CloverLeaf Room (NC) R1

Expires	Sales Rep	Contract	Terms
12/17/2020	592 Mike Chapley	Transaction Not Eligible	Net 30

Qty	Item	MFG	Price	Ext. Price
1	A - CloverLeaf Room (NC) R1 <b>NB-UIM-W-25</b> Anti-Vibration Isolating Adapter for Pole Mounted Projectors 21-32 lbs (White)	Nigel B	\$399.95	\$399.95
1	<b>232-ATSC 4K</b> 232-ATSC 4K HDTV Tuner	Contemporary Research	\$974.00	\$974.00

**Subtotal** \$1,373.95

**Tax (0%)** \$0.00

**Shipping Cost** \$22.12

**Total** \$1,396.07

To accept this quotation, sign here : \_\_\_\_\_

If accepting this quote via purchase order please reference this quote number on your PO. To order via credit card please contact customer service at 612-331-5500.

This document is subject to the terms and conditions found here: [www.tierneybrothers.com/SOTC](http://www.tierneybrothers.com/SOTC)

Pricing Adjustments as it Relates to Tariffs: If/When international tariff changes impact any product(s) included in this quote, Tierney reserves the right to adjust or cancel this quote.

Please inspect product upon delivery. All claims for defective merchandise or errors in shipping must be made within five days after receipt of goods. Clients using their own carriers will be responsible for filing their own freight claims if product is damaged in transit. Returns require an authorization number and must be made within 30 days. Custom orders and "Consumables", such as projector lamps, may not be returned. Returns are subject to restocking fees with the exception of out of box failures and replacements under warranty. Restocking fees varying depending on the product line, expect a minimum charge of 25%.





# Quote

#189814

1771 Energy Park Drive, Suite 100, St. Paul, MN 55108  
(612) 331-5500 | (800) 933-7337 | Fax (612) 331-3424  
www.tierney.com

9/18/2020

**Bill To**  
Accounts Payable  
City of Blaine  
10801 Town Square Drive NE  
Blaine MN 55449

**Ship To**  
Kelly Karas  
City Of Blaine  
10801 Town Square Dr.  
Police Department  
Blaine MN 55449

Memo:  
B - Police EOC (SC) R1

Expires	Sales Rep	Contract	Terms
12/17/2020	592 Mike Chapley	MNS-CPV 152129	Net 30

Qty	Item	MFG	Price	Ext. Price	Cost	Ext Cost	Markup %	Category
	B - Police EOC (SC) R1							
	Projector Solution							
2	<b>CMS006W</b> Milestone Fixed Pipe 6" White	Chief	\$12.17	\$24.34	\$10.77	\$21.54	13%	Mounting Hardware
2	<b>CMS440</b> Milestone 8"X2' Ceiling Plate	Chief	\$86.31	\$172.62	\$76.38	\$152.76	13%	Mounting Hardware
2	<b>RPAOW</b> Milestone Projector Mount Original Style White	Chief	\$117.52	\$235.04	\$104.00	\$208.00	13%	Mounting Hardware
2	<b>21810LSR</b> 21810LSR 16:10 Tensioned Advantage Electrol 65" x 104" HD Proressive 1.1 or 123" diagonal SCB-100 RS232 Control	Da-Lite	\$3,716.79	\$7,433.58	\$3,289.20	\$6,578.40	13%	Projection Screens
2	<b>V11H901020</b> PowerLite L610U Standard Laser Projector, 6,000 Lumens, WUXGA	Epson	\$2,880.37	\$5,760.74	\$2,549.00	\$5,098.00	13%	Data/Video Projectors
	Owner Furnished Product - Display (3) Mobile carts, one (1) wall mounted display							
1	<b>PCT2235</b> Helium 22in wide black HID compliant projected capacitive multi-touch FHD IPS edge-lit LED LCD, USB controller, VGA, HDMI, DP, speakers, Helium stand supporting 15 to 70 tilt range and flat orientation.	Planar	\$198.24	\$198.24	\$177.00	\$177.00	12%	Display Monitors
1	<b>K1D120B</b> K1 SERIES SINGLE DISPLAY DESK MNT, BLK	Chief	\$161.03	\$161.03	\$142.50	\$142.50	13%	Mounting Hardware
	Video Source Solution							







# Quote

## #189814

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9/18/2020

Qty	Item	MFG	Price	Ext. Price	Cost	Ext Cost	Markup %	Category
1	<b>DL-ARDA</b> 1 Adapter Cable DisplayPort male to HDMI female 5 inches long (AR-DPM-HDF) AR-MDPM-HDF 1 Adapter Cable Mini-DisplayPort male to HDMI female 5 inches long (AR-MDPM-HDF) MD826AM/A 1 Apple Certified Adapter Lightning (M) to HDMI (F) and Lightning (F) to power device (MD826AM/A) MJ1K2AM/A 1 Apple Certified Adapter USB C to HDMI w/USB A Port (MJ1K2AM/A) AR-UCM-HDF 1 Adapter Cable USB "C" male to HDMI female 9 inches long (AR-UCM-HDF) DL-AP2 Security clamp to attach Apple Adapters to DL-AR system (DL-AP)	Liberty	\$255.88	\$255.88	\$226.45	\$226.45	13%	Cabling
1	<b>60-1614-01</b> DVC RGB-HD A RGB to HDMI Convertor with Audio Embedding	Extron	\$274.00	\$274.00	\$245.00	\$245.00	12%	Broadcast Video and Production
14	<b>60-1525-12</b> 1G Pro AV over IP Encoder - HDMI	Extron	\$1,180.85	\$16,531.90	\$1,045.00	\$14,630.00	13%	Cabling
9	<b>60-1525-14</b> NAV SD 101 1G Pro AV over IP Scaling Decoder - HDMI	Extron	\$1,180.85	\$10,627.65	\$1,045.00	\$9,405.00	13%	Cabling
1	<b>60-1534-01</b> NAVigator Pro AV over IP System Manager Entry Level Version for 16 Endpoints	Extron	\$1,124.35	\$1,124.35	\$995.00	\$995.00	13%	Cabling
1	<b>Integration Item</b> 79-2551-02 NAVigator LL Upgrade - 48 Endpoints	Extron	\$1,124.35	\$1,124.35	\$995.00	\$995.00	13%	Video Products
1	<b>Integration Item</b> 939-001553 Screen Share	Logitech	\$255.57	\$255.57	\$226.17	\$226.17	13%	Video Products
1	<b>PTZ-CMB1</b> Accessory Ceiling Mount Bracket for PTZ Camera	QSC	\$77.97	\$77.97	\$69.00	\$69.00	13%	Audio-Visual Furniture
1	<b>PTZ-12x72</b> Q-SYS PoE camera for AV-to-USB Bridging, 12x Optical Zoom 72° horizontal field of view. For small to medium conference rooms. Includes Lan, 3G-SDI and HDMI; includes a PTZ-WMB1 (Wall Mount Bracket)	QSC	\$2,825.00	\$2,825.00	\$2,500.00	\$2,500.00	13%	Video Conferencing
1	<b>60-1316-01</b> Annotator 300 Annotation Processor with DTP Extension  Audio Solution	Extron	\$3,690.40	\$3,690.40	\$3,295.00	\$3,295.00	12%	Control Systems
1	<b>CMS440</b> Milestone 8"X2' Ceiling Plate	Chief	\$86.31	\$86.31	\$76.38	\$76.38	13%	Mounting Hardware



189814



# Quote

#189814

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www.tierney.com

9/18/2020

Qty	Item	MFG	Price	Ext. Price	Cost	Ext Cost	Markup %	Category
6	<b>AD-C6T-LP</b> QSC AD-C6T-LP Ceiling Speaker priced as each, sold in pairs	QSC	\$152.55	\$915.30	\$135.00	\$810.00	13%	Audio Products
1	<b>SL-QSE-110-P</b> Q-SYS Core 110 Scripting Engine Software License, Perpetual	QSC	\$226.00	\$226.00	\$200.00	\$200.00	13%	Ala Carte Software
1	<b>CORE 110F</b> Unified Series Core with 24 local I/O channels, 128x128 network I/O channels, dual LAN ports, telephone POTS, 16x16 GPIO, 16 AEC channels, 1RU	QSC	\$2,260.00	\$2,260.00	\$2,000.00	\$2,000.00	13%	Audio Products
1	<b>MP-A40V</b> 800W FlexAmp technology Hi-Z / Lo-Z amplifier, 4 x 200W into 4Ω, 8Ω, 70V and 100V, Highpass filter per channel, GPIO for Remote Standby and Amp Status	QSC	\$1,056.55	\$1,056.55	\$935.00	\$935.00	13%	Audio Products
1	<b>Integration Item</b> SL-DAN-32-P Q-SYS Software-based Dante 32x32 Channel License, Perpetua	QSC	\$444.00	\$444.00	\$400.00	\$400.00	11%	Video Products
2	<b>MXA910W-US</b> Shure Ceiling Array Microphone-White	Shure	\$3,388.87	\$6,777.74	\$2,999.00	\$5,998.00	13%	Audio Products
1	<b>unBT2A</b> 2 Channel 1 Gang US Wall Plate w/Bluetooth In/ Analog Out	Attero Tech	\$372.90	\$372.90	\$330.00	\$330.00	13%	Control Systems
1	<b>Integration Item</b> unD6IO  Control Solution	Attero Tech	\$621.60	\$621.60	\$555.00	\$555.00	12%	Video Products
1	<b>60-1434-01</b> IPCP Pro 555  IP Link Pro Control Processor	Extron	\$2,480.35	\$2,480.35	\$2,195.00	\$2,195.00	13%	Control Systems
2	<b>60-1566-02</b> 10" Wall Mount Touchlink Pro Touchpanel Black - Wall Mount  Furniture/Rack Solution	Extron	\$1,463.35	\$2,926.70	\$1,295.00	\$2,590.00	13%	Control Systems
3	<b>60-604-11</b> RSB 126  1U 6" Deep Basic Rack Shelf, Gray  Owner Furnished Product - Desktop  Owner Furnished Product - Display Cart (4)	Extron	\$39.55	\$118.65	\$35.00	\$105.00	13%	Audio-Visual Furniture



189814



Quote

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9/18/2020

Qty	Item	MFG	Price	Ext. Price	Cost	Ext Cost	Markup %	Category
1	<b>TIERNE-RHIM-RDRJ</b> Rack Header-Image Series1 Rack-Logo	Liberty	\$15.80	\$15.80	\$13.98	\$13.98	13%	Audio-Visual Furniture
3	<b>BR1</b> Brush Grommet Panel, 1 RU	Middle Atlantic	\$36.10	\$108.30	\$31.95	\$95.85	13%	Audio-Visual Furniture
1	<b>HP-Screws</b> HP Box of 100 PCS 10-32 Screws Black	Middle Atlantic	\$16.27	\$16.27	\$14.40	\$14.40	13%	Audio-Visual Furniture
1	<b>LBP-1A</b> "L" SHAPED LACING BAR, 10 PC. PACK	Middle Atlantic	\$24.91	\$24.91	\$22.05	\$22.05	13%	Audio-Visual Furniture
1	<b>Integration Item</b> SR-24-28 24SP/28D SWINGING WALLRK	Middle Atlantic	\$878.68	\$878.68	\$777.60	\$777.60	13%	Video Products
1	<b>U2V</b> Utility Rackshelf, 2 RU, 14.75"D, Vented	Middle Atlantic	\$41.18	\$41.18	\$36.45	\$36.45	13%	Audio-Visual Furniture
2	<b>UQFP-4RT</b> Fan Panel, 100 CFM, 27dB, w/ Remote Thermistor	Middle Atlantic	\$167.29	\$334.58	\$148.05	\$296.10	13%	Audio-Visual Furniture
5	<b>VT1</b> VT1 1-Space Vent Panel -1 3/4"	Middle Atlantic	\$10.68	\$53.40	\$9.45	\$47.25	13%	Audio-Visual Furniture
	Owner Furnished Product - ZOOM APPLIANCE							
	System Core and Infrastructure Solution							
1	<b>920-008872</b> Wireless Performance Combo Logitech MX900 - keyboard and mouse	Logitech	\$153.43	\$153.43	\$136.39	\$136.39	12%	Broadcast Video and Production
1	<b>C9300-NM-8X=</b> Catalyst 9300 8 x 10GE Network Module	Cisco	\$1,720.61	\$1,720.61	\$1,578.55	\$1,578.55	9%	Broadcast Video and Production
1	<b>Integration Item</b> C9300-48P-E Catalyst 9300 48-port PoE+, Network Essentials	Cisco	\$5,279.90	\$5,279.90	\$4,843.95	\$4,843.95	9%	Video Products
1	<b>Integration Item</b> PWR-C1-715WAC C9300 715W Power Supply	Cisco	\$0.00	\$0.00	\$0.00	\$0.00		Video Products
1	<b>C9300-DNA-E-48-3Y</b> C9300 DNA Essentials, 48-port, 3 Year Term	Cisco	\$691.16	\$691.16	\$634.10	\$634.10	9%	Ala Carte Software



189814



# Quote

## #189814

1771 Energy Park Drive, Suite 100, St. Paul, MN 55108  
(612) 331-5500 | (800) 933-7337 | Fax (612) 331-3424  
www.tierney.com

9/18/2020

Qty	Item	MFG	Price	Ext. Price	Cost	Ext Cost	Markup %	Category
2	<b>101-005-02</b> XTP DTP 24 Plug Shielded RJ-45 Plug Kit for Extron XTP DTP 24 Shielded Twisted Pair Cable Package of 10	Extron	\$28.25	\$56.50	\$25.00	\$50.00	13%	Cabling
24	<b>CAT6-1BLK</b> Cat6 550 Mhz Snagless Patch Cable 1ft Black	Comprehensi ve	\$1.48	\$35.52	\$1.31	\$31.44	13%	Cabling
24	<b>CAT6-3BLK</b> Cat6 550 Mhz Snagless Patch Cable 3ft Black	Comprehensi ve	\$1.83	\$43.92	\$1.62	\$38.88	13%	Cabling
24	<b>CAT6-5BLK</b> Cat6 550 Mhz Snagless Patch Cable 5ft Black	Comprehensi ve	\$2.29	\$54.96	\$2.03	\$48.72	13%	Cabling
24	<b>CAT6-7BLK</b> Cat6 550 Mhz Snagless Patch Cable 7ft	Comprehensi ve	\$2.70	\$64.80	\$2.39	\$57.36	13%	Cabling
3	<b>CAT6-25BLK</b> Cat6 550 Mhz Snagless Patch Cable 25ft Black	Comprehensi ve	\$6.61	\$19.83	\$5.85	\$17.55	13%	Cabling
24	<b>CAT6STP-1GRN</b> Cat6 Snagless Shielded Ethernet Cables, Green, 1ft	Comprehensi ve	\$4.07	\$97.68	\$3.60	\$86.40	13%	Cabling
24	<b>CAT6STP-3GRN</b> Cat6 Snagless Shielded Ethernet Cables, Green, 3ft	Comprehensi ve	\$4.40	\$105.55	\$3.92	\$94.08	12%	Cabling
24	<b>CAT6STP-5GRN</b> Cat6 Snagless Shielded Ethernet Cables, Green, 5ft	Comprehensi ve	\$4.74	\$113.76	\$4.23	\$101.52	12%	Cabling
24	<b>CAT6STP-7GRN</b> Cat6 Snagless Shielded Ethernet Cables, Green, 7ft	Comprehensi ve	\$5.96	\$143.04	\$5.27	\$126.48	13%	Cabling
24	<b>CAT6STP-10GRN</b> Cat6 Snagless Shielded Ethernet Cables, Green, 10ft	Comprehensi ve	\$7.12	\$170.88	\$6.30	\$151.20	13%	Cabling
3	<b>CAT6STP-15GRN</b> Cat6 Snagless Shielded Ethernet Cables, Green, 15ft	Comprehensi ve	\$10.37	\$31.11	\$9.18	\$27.54	13%	Cabling
1	<b>USB3-AB-3ST</b> USB 3.0 A Male To B Male Cable 3ft.	Comprehensi ve	\$7.22	\$7.22	\$6.39	\$6.39	13%	Cabling
1	<b>USB3-AB-6ST</b> USB 3.0 A Male To B Male Cable 6ft.	Comprehensi ve	\$8.50	\$8.50	\$7.52	\$7.52	13%	Cabling
1	<b>USB2-AB-3ST</b> USB 2.0 A Male To B Male Cable 3ft.	Comprehensi ve	\$2.19	\$2.19	\$1.94	\$1.94	13%	Cabling





# Quote

#189814

1771 Energy Park Drive, Suite 100, St. Paul, MN 55108  
 (612) 331-5500 | (800) 933-7337 | Fax (612) 331-3424  
 www.tierney.com

9/18/2020

Qty	Item	MFG	Price	Ext. Price	Cost	Ext Cost	Markup %	Category
1	<b>USB2-AB-6ST</b> USB 2.0 A Male To B Male Cable 6ft.	Comprehensive	\$2.44	\$2.44	\$2.16	\$2.16	13%	Cabling
1	<b>IC280A-R2</b> USB 2.0 CAT5 Extender R2	Black Box	\$373.87	\$373.87	\$330.86	\$330.86	13%	Broadcast Video and Production
150	<b>18-2C-P-BLK</b> 18/02C STR BC CL3P Plenum Control Cable Black	Liberty	\$0.13	\$19.50	\$0.12	\$18.00	8%	Cabling
50	<b>22-2C-PSH-BLK</b> Black Audio and control 22 AWG 1 pair shielded plenum	Liberty	\$0.11	\$5.50	\$0.10	\$5.00	10%	Cabling
150	<b>22-2C-PSH-WHT</b> 22 AWG 2 - COND PLENUM SHIELDED WHITE	Liberty	\$0.11	\$16.50	\$0.097	\$14.55	13%	Cabling
100	<b>BOOT-L-BLK</b> LAN/RJ45 Snag Free Connector Strain Relief Boots - Priced individually	Liberty	\$0.36	\$36.00	\$0.32	\$32.00	13%	Cabling
1,500	<b>24-4P-P-L6SH-BLK</b> Black Category 6 F/UTP EN series 23 AWG 4 pair shielded cable Reel	Liberty	\$0.60	\$900.00	\$0.535	\$802.50	12%	Cabling
2,000	<b>24-4P-PL6-EN-BLK</b> Plenum CAT6 1000ft reel	Liberty	\$0.30	\$600.00	\$0.269	\$538.00	12%	Cabling
40	<b>11108080034</b> Category 6 one-piece crimp RJ45 plug	Liberty	\$0.34	\$13.60	\$0.30	\$12.00	13%	Cabling
2	<b>8001181049</b> 3M 1181 3/4 IN x 18 YD Copper tape w/ conductive adhesive	Liberty	\$41.03	\$82.06	\$36.31	\$72.62	13%	Associated Hardware
1	<b>Minnesota State Contract - Associated Hardware</b>		\$500.00	\$500.00				
8	<b>Minnesota State Contract - Design / Engineering</b> Professional/Technical Design Service; Engineering and Design		\$120.00	\$960.00				
40	<b>Minnesota State Contract - Project Management</b>		\$90.00	\$3,600.00				
20	<b>Minnesota State Contract - In-House Installation</b>		\$90.00	\$1,800.00				
55	<b>Minnesota State Contract - On-Site Installation</b>		\$95.00	\$5,225.00				



189814





# Quote

#189814

1771 Energy Park Drive, Suite 100, St. Paul, MN 55108  
(612) 331-5500 | (800) 933-7337 | Fax (612) 331-3424  
www.tierney.com

9/18/2020

Qty	Item	MFG	Price	Ext. Price	Cost	Ext Cost	Markup %	Category
1	Minnesota State Contract - Subcontractor Installation		\$4,468.00	\$4,468.00				
65	Minnesota State Contract - Programming and Configuration Professional/Technical Design Service; Programming and Configuration		\$120.00	\$7,800.00				
1	Minnesota State Contract - Maintenance / Service (Std 1 yr) Maintenance / Service; Standard One Year Installation Warranty		\$1,300.00	\$1,300.00				

**Subtotal** \$107,034.91

**Tax (0%)** \$0.00

**Shipping Cost** \$1,987.79

**Total** \$109,022.70

To accept this quotation, sign here : \_\_\_\_\_

Please reference this quote number on your purchase order.

Please inspect product upon delivery. State of Minnesota Contract Return Policy will apply.

Standard Times for Delivery from Receipt of PO\*:

- Stocked Product Equipment Only Sales – Three to Five Business Days
- Non-Stocked Product Equipment Only Sales – Ten to 14 Business Days
- Integration Projects – Two to Eight Weeks

\*All days include time in transit and assume product is not on back order with the manufacturer.



189814



# Quote

#189815

1771 Energy Park Drive, Suite 100, St. Paul, MN 55108  
(612) 331-5500 | (800) 933-7337 | Fax (612) 331-3424  
www.tierney.com

9/18/2020

## Bill To

Accounts Payable  
City of Blaine  
10801 Town Square Drive NE  
Blaine MN 55449

## Ship To

Kelly Karas  
City Of Blaine  
10801 Town Square Dr.  
Police Department  
Blaine MN 55449

## Memo:

B - Police EOC (NC) R1

Expires	Sales Rep	Contract	Terms
12/17/2020	592 Mike Chapley	Transaction Not Eligible	Net 30

Qty	Item	MFG	Price	Ext. Price
1	B - Police EOC (NC) R1 <b>232-ATSC 4K</b> 232-ATSC 4K HDTV Tuner	Contemporary Research	\$974.00	\$974.00
4	<b>41089-2WP</b> Surface-Mount QuickPort Box, Plenum Rated, 2-Port, White	Leviton	\$1.96	\$7.84
40	<b>61UJK-RW6</b> LEVITON   61UJK-RW6 Mod Jack, Atlas-X1, Category 6 UTP Connector, White	Leviton	\$10.85	\$434.00
40	<b>61SJK-RV6</b> Mod Jack, Atlas-X1, Category 6 Shielded Connector, Green	Leviton	\$11.35	\$454.00
4	<b>41084-BW</b> SNAP-IN BLANK MODULE 10 PACK WHITE	Leviton	\$2.67	\$10.68
2	<b>49255-H24</b> QuickPort Patch Panel, 24-Port, 1RU, Includes Cable Management Bar	Leviton	\$68.96	\$137.92
13	<b>41642-W</b> QuickPort® Decora® Multimedia Insert, 2-Port, White	Leviton	\$4.52	\$58.76
2	<b>49257-QHD</b> QuickPort Identification Kit, Use With 24- and 48-Port Panels, Includes Adhesive Backing for Applying Directly To Patch Panel Surface.	Leviton	\$6.23	\$12.46

**Subtotal** \$2,089.66

**Tax (0%)** \$0.00

**Shipping Cost** \$46.10

**Total** \$2,135.76



189815



# Quote

#189815

1771 Energy Park Drive, Suite 100, St. Paul, MN 55108  
(612) 331-5500 | (800) 933-7337 | Fax (612) 331-3424  
[www.tierney.com](http://www.tierney.com)

9/18/2020

To accept this quotation, sign here : \_\_\_\_\_

If accepting this quote via purchase order please reference this quote number on your PO. To order via credit card please contact customer service at 612-331-5500.

This document is subject to the terms and conditions found here: [www.tierneybrothers.com/SOTC](http://www.tierneybrothers.com/SOTC)

Pricing Adjustments as it Relates to Tariffs: If/When international tariff changes impact any product(s) included in this quote, Tierney reserves the right to adjust or cancel this quote.

Please inspect product upon delivery. All claims for defective merchandise or errors in shipping must be made within five days after receipt of goods. Clients using their own carriers will be responsible for filing their own freight claims if product is damaged in transit. Returns require an authorization number and must be made within 30 days. Custom orders and "Consumables", such as projector lamps, may not be returned. Returns are subject to restocking fees with the exception of out of box failures and replacements under warranty. Restocking fees varying depending on the product line, expect a minimum charge of 25%.



189815



1771 Energy Park Dr. #100, St. Paul, MN 55108  
800.933.7337 | info@tierney.com | www.tierney.com

## *Tierney One Year On-Site Warranty Coverage Program*

*Designed for:*

*City of Blaine*

### **Terms and Conditions**

Tierney warrants the installation you have purchased from Tierney from defects in materials and workmanship, under normal use, during the One Year Warranty period. Normal use is defined as operating the system within its designed specifications. The warranty period commences on the date of customer signoff, at the completion of the install by Tierney.

During the warranty period, Tierney will first work to resolve any problems by troubleshooting over the phone. If Tierney Support Specialists determine that the issue cannot be resolved over the phone, a Technician will be dispatched to your location(s) within 24 - 48 hours of the original call (Monday through Friday 8:00am – 5:00pm, excluding national holidays). If service is required after the One Year Warranty period has expired, the customer will be billed at Tierney current labor rates. If the customer has purchased a Tierney Extended Maintenance Agreement, that will commence at the end of the One Year Warranty. If you would like additional information regarding Tierney Extended Maintenance Agreements, please contact your Tierney Sales Representative at 612-331-5500.

### **Obtaining Warranty Service**

To obtain warranty service, you must contact a Tierney Support Specialist at 612-331-5500 or by email at support@tierney.com. The model and serial number on failed equipment may be required when requesting warranty service (if applicable). The customer will be required to describe the nature of the failure, and may be required to perform other failure identification or isolation activities while working with the Support Specialist over the phone. An on-site visit will be performed only if it is deemed by Tierney Support Specialists that the issue can't be resolved over the phone.

### **Limitations of coverage**

The following items are excluded from coverage under the warranty:

- a. Equipment that has been removed or reinstalled in a different location
- b. Damage or other equipment failure due to causes beyond our control including, but not limited to, operator negligence, the failure to maintain the equipment according to the owner's manual instructions, abuse, vandalism, theft, fire, flood, wind, freezing, power failure, inadequate power supply, acts of war or acts of God.
- c. Any utilization of equipment that is inconsistent with either the design of the equipment or the way the manufacturer intended the equipment to be used.
- d. One Year Onsite Warranty covers all hardware related failures, network or software related failures are not covered under Tierney's One Year Onsite Warranty.
- e. Operational or mechanical failure which is not reported prior to expiration of this contract.
- f. Equipment where the serial plate attached to the equipment is removed, defaced or made illegible.
- g. Damage resulting from unauthorized repair, software virus, improper electrical wiring and connections.
- h. Existing Owner Furnished equipment.
- i. Lift and Scaffolding rental is not included.

This maintenance contract refers to:

**City of Blaine - Cares Act Upgrades  
26987 R1**

I have read, understand and agree to the above terms and conditions per the plan elected.

Authorized Signature: \_\_\_\_\_

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

Plan Type: \_\_\_\_\_



1771 Energy Park Dr. #100, St. Paul, MN 55108  
800.933.7337 | info@tierney.com | www.tierney.com

City of Blaine  
City of Blaine - Cares Act Upgrades  
26987 R1

### Proposal Summary

*Please Check the Quotes Intended for Purchase Order*

#### **A - CloverLeaf Room R1**

State Contract Total:	\$	38,721.41	
Non Contract Total:	\$	1,396.07	
<b>Proposal Total:</b>	<b>\$</b>	<b>40,117.48</b>	<input type="checkbox"/>

#### **B - Police EOC R1**

State Contract Total:	\$	109,022.70	
Non Contract Total:	\$	2,135.76	
<b>Proposal Total:</b>	<b>\$</b>	<b>111,158.46</b>	<input type="checkbox"/>

**Project Total: \$ 151,275.94**

#### **Optional 2 Year Extension (3 years total) Premium Warranty Upgrade:**

<b>Total:</b>	<b>\$</b>	<b>4,250.00</b>	<input type="checkbox"/>
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#### **Tierney Technology Now:**

**Full Project Total With 3 Year Premium Warranty: \$ 155,525.94**

#### **Tierney Intellectual Property Notice**

All information in this proposal; including but not limited to Equipment Lists, Drawings, Scopes of Work; is considered confidential, and the intellectual property of Tierney Inc.

Tierney authorizes the Client notated on this quote to use the information provided for internal use only. This information is not authorized to be shared outside of the Client's organization without written consent from Tierney. The information is considered confidential, and only to be used within the Client's organization.

If the Client would like to share this information outside of their organization, or for the purposes of soliciting additional bids on the work, Tierney reserves the right to refuse that request, and/or charge for the time and materials it has taken to complete the work before authorizing the release of the information.



# PROJECT PROPOSAL CONTENTS

**SECTION 1** **BECOMING YOUR PARTNER**

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**SECTION 2** **WE DESIGN YOUR WORLD**

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**SECTION 3** **SIMPLE FACTS ABOUT US**

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**SECTION 4** **STEP BY STEP**

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**SECTION 5** **HELLO WE WOULD LOVE TO MEET**

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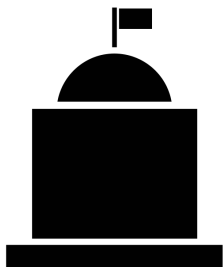
**SECTION 6** **PROJECTS**

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**SECTION 7** **TERMS & CONDITIONS**

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**SECTION 8** **ACCEPTANCE OF QUOTE**



OUR

# MISSION

Provide our customers with the most suitable, reliable and advanced interactive solutions to inspire collaboration and improve performance.

# 1 | BECOMING YOUR PARTNER

## IT'S WHAT WE ARE HERE FOR

Our years of experience across all vertical markets has developed our insights into trends, best practices, and best in class solutions for your technology initiatives.



**Earn  
Your Trust**



**Provide  
Solutions**



**Ongoing  
Support**

Our goal is to be a trust partner, viewed as an experienced and valuable member of your team.

# WHY WORK WITH AN INTEGRATOR

## STRATEGY

- Consultation with your team to determine vision
- Establish your organizations design standards
- Create a solution that is scalable and forward thinking

## DESIGN

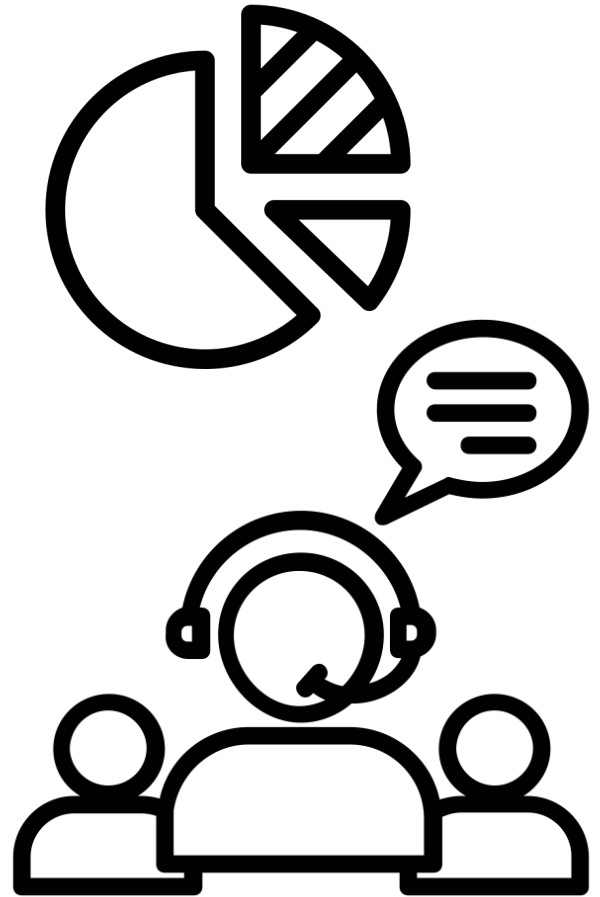
- We employ industry certified design engineers
- The design engineer is part of your team, working with your Account Executive
- A solution based on your desired scope will be created using industry leading manufacturers and practices

## INTEGRATION

- Our teams of industry and state certified installers will ensure a professional installation
- A dedicated project manager will be assigned to your project to oversee the implementation from start to finish
- Upon completion of the project you will receive a full set of schematic drawings and any programming source code that was used

## TECH SUPPORT

- Tierney provides unrivaled support with our easy to access helpdesk
- We utilize industry leading software to manage our service and support
- Our dedicated service team is the largest in the market and maintains their industry certifications to enable quick resolution to any service needs



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We are driven by  
creating  
experiences that  
deliver results for  
your business, your  
employees, or your  
students.

2

# WE DESIGN YOUR WORLD

... WITH BEST PRACTICES IN MIND

## INTEGRATION IS OUR PLAYGROUND

---

Tierney's vast years of experience designing technology solutions for every market has shaped our award winning design philosophy. We use industry leading manufacturers and design with the future in mind. We listen to your current needs and design a system that allows for growth to the next logical step in your users technology growth. We also design to keep the user experience consistent from room to room and location to location.

# SHORT PRESENTATION OF OUR SERVICES

And we can do more!

As a true collaborative partner to you and your organization, we not only work hard to understand your needs but also to change with you and develop services that can help fill gaps with in your organization.



## STRATEGY

We are committed to developing and maintaining long-term partnerships with our customers and suppliers leading to solutions that are responsive to our customers' needs



## MANUFACTURERS

Tierney is committed to actively pursuing new products or services to best serve our customers.



## SYSTEMS

Tierney offers full systems installation and integration of all the products we offer. We have made it our goal to be the most qualified, full service integration team in the Midwest.



## TECH SUPPORT

Service is a core value at Tierney. That's why we do repairs in our service center rather than shipping them to the manufacturer.



## AV SOLUTIONS

Tierney offers full system design, installation and integration.



## PROFESSIONAL DEVELOPMENT

Ongoing professional development is key to successful tech integration. Our PD team has the resources and experience to support your schools.



We are driven by creating experiences that deliver results for your business, your employees, or your students.

---

## WHY RECOMMEND US

# SIMPLE FACTS ABOUT US

## WE ARE FULLY CAPABLE OF HANDLING YOUR NEEDS



Whether we are designing a small huddle space in your local office, a classroom or learning environment, or designing your new corporate headquarters somewhere around the country, we have you covered. From sales and design to implementation and ongoing support, our team of 175+ professionals value your partnership and work diligently to maintain your trust.

## OUR COMPANY IN NUMBERS



160 +  
wonderful people  
working as a team



44  
beautiful years of  
achievements



10,000 +  
successful projects  
completed

## RECENT AWARDS



**AVIXA Certification**  
AV Provider of Excellence

**WINNER / 2017 & 2016**  
**BEST A/V Company**  
TCB Magazine

**WINNER / 2018**  
**FAST 50 AWARD**  
Twin Cities Business Journal



## 4 | STEP BY STEP

**FROM START TO FINISH, WE TAKE  
YOUR IDEAS AND TURN THEM INTO  
REALITY**

### OUR APPROACH

Nobody knows your business better than you. You have goals and a vision, and our role is to listen, consult, and make that vision come to life.

.....

Tierney has over forty years experience to draw from in the technology space. We pride ourselves on our comprehensive approach to make sure that we have taken all of the "unknowns" into account.

### WHAT IS IMPORTANT

- Budget
- Timeline
- How do you currently work vs. how you would like to work
- Reliability and ease of use

# NECESSARY STEPS TO PERFECTION

This walk we will do together!

## PROJECT DEFINITION



We will sit down with your stakeholders to consult and develop your strategic goals for your investment.

## STRATEGY & STRUCTURE



We will listen and develop an appropriate technology plan to meet current needs while allowing for future growth.

## DESIGN



Tierney industry certified design engineers will research and build a solution to reliably achieve your project goals.

## ONSITE DEVELOPMENT



Tierney project managers will work with you or your contractors to ensure the site is ready for installation and can support your newly integrated technology.

## TESTING



Our installation professionals will build and test your system (many times this can be done in our production facility) to ensure a reliable performance.

## LAUNCH



When the time is right to launch your new technology to your organization, Tierney will assist in training and providing materials to ease your staff into a more productive workplace.

# HELLO!

## WE WOULD LOVE TO MEET



For those of you that we have had the opportunity of working with in the past, THANK YOU for your partnership and trust in us. Our entire organization is grateful.

For those of you that are new to Tierney and considering us as a technology partner moving forward, we appreciate the opportunity and invite you to come and meet our wonderful team. Our new offices are a working showroom of some of the latest technologies being installed today, from conferencing to digital communications, interactive to collaborative, and much more.

The following page is a snapshot of “your team”, some of the folks that have been engaged on your project thus far.

# THE BEST IN THEIR BRANCH

You will be amazed

**MIKE  
CHAPLEY**



## **SALES REP**

Industry certified with experience in technology consultation to help you navigate your technology initiative.

**DARRICK  
KNUTSON**



## **ENGINEER**

Industry certified with 14 years of audio visual design experience. Providing highly reliable system designs with thoughtful functionality in mind.

\*A dedicated engineer will be assigned to your specific project

**JEFF  
SORENSEN**



## **PROJECTMANAGER**

Industry certified with years of experience in site preparation, scheduling, communication, and change management.

\*A dedicated project manager will be assigned to your specific project

**HOLLY  
GUST**



## **SALES COORDINATOR**

Experienced SC providing a single point of contact for client communication in regards to purchase orders, invoices, deliveries, and project schedules.

**SEVILLA  
ANDERSON**



## **TECH SUPPORT**

Industry certified with four years of providing our clients ongoing support of any service, warranty, or preventative maintenance support they may need.

**KYLEEN  
DONAHUE**



## **DIGITALSIGNAGE**

Industry certified with 18 years of technology experience relating to hardware, software, content creation, deployment, and consultation as needed for your digital communication.

6

# PROJECTS

## SOME OF OUR INSPIRED PROJECTS



### Factory Motor Parts

#### WHAT WE DID:

- ✓ Research & Consultation
- ✓ Design
- ✓ Project Management
- ✓ Installation

### FMP

The FMP Partners Network is the independent service centers' connection to all the parts, tools and technology you need to take your shop to the next level. This program is designed exclusively for independent shops.

#### COMMISSIONED 2018

Research | Design | Programming





# SOME OF OUR INSPIRED PROJECTS

Take a look at our recent work



## McNamara Alumni Center COMPANY INSTALLATION

In continued efforts to maintain its level of bold and beautiful standards the McNamara center partnered with Tierney to install and upgrade the center's digital needs.

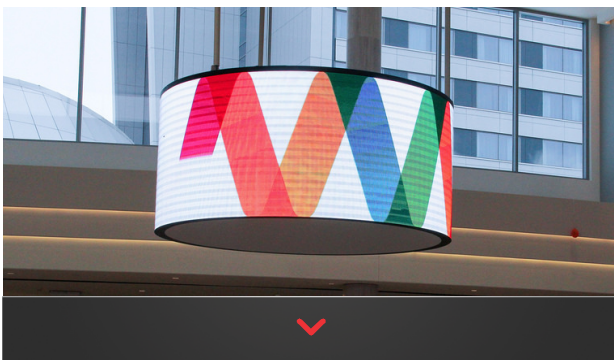
**LINK:** [www.first-project.com](http://www.first-project.com)



## Rihm Kenworth COMPANY INSTALLATION

Tierney partnered with the company to design and implement their Audio Visual systems, as well as a portion of their internal and external signs and graphics for both of their new buildings.

**LINK:** [www.first-project.com](http://www.first-project.com)



## Mall Of America COMPANY INSTALLATION

Tierney helped Mall of America accomplish this goal by providing two NanoLumens NanoWrap hanging "Halo" signage displays in two separate atrium areas within the most recent addition to the space.

**LINK:** [www.first-project.com](http://www.first-project.com)



## Magnet 360 COMPANY INSTALLATION

Working alongside Salesforce for 14 years, Magnet360 has gained deep expertise across all Salesforce products, and uses the knowledge to ensure our customers extract the full potential out of the platform.

**LINK:** [www.first-project.com](http://www.first-project.com)

# MAINTENANCE & SERVICES OPTIONS

In case you want more.

## 01 Support Contracts

- Customized Support Options
- Access to Support Portal
- Preventative Maintenance Check(s)
- Dedicated Support Specialist
- Next Day Onsite Support
- Manufacturer Repair Assistance
- Meeting Support

## 02 Onsite Support

- Six Trained Technicians available for onsite support
- Ten Trained Installers
- Standard and Emergency support available
- Meeting Support
- Preventative Maintenance Check(s)
- Loaner Equipment

## 03 Lifeline and Repair Service

- Unlimited Phone and Email Support
- Six Trained Support Specialists
- In House Warranty Evaluations
- In House Repair Services
- Product Provisioning
- Programming Assistance

**Contact your rep for a quote on added maintenance and service options.**



**PRODUCT  
PROVISIONING**



**SUPPORT  
PORTAL**



**PHONE/EMAIL  
SUPPORT**



**REPAIR  
SERVICES**



**SUPPORT  
CONTRACTS**

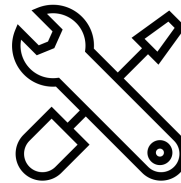
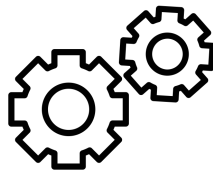


**CUSTOMER  
SATISFACTION  
(NPS)**



# ***TIERNEY TECHNOLOGY NOW***

Tierney Technology Now is designed to create the highest level of technology flexibility and protection. Our mission is to provide our customers with technology solutions that solve problems and create communication and collaboration environments that enhance productivity and learning. Technology changes fast and Tierney Technology Now ensures that your team is running at peak performance within a monthly operating budget.



## **GET THE RIGHT TECHNOLOGY SOLUTION NOW**

- Smarter Cash Flow with Op-Ex vs. Cap-Ex
  - Reduces Risk of depreciating asset
  - Streamline budgeting

## **TECHNOLOGY LIFE CYCLE MANGEMENT WITH LESS RISK**

- 3 year terms with flexible options (Return/Extend/Refresh)
  - Consistent path to upgrade without capital
- Tierney ensures system reliability and functionality

## **PREMIUM SOLUTION SUPPORT**

- Lifetime preventative maintenance to predict equipment failures before they happen
  - Lifetime on-site support for faster response time and less business interference
  - Lifetime phone/email support with dedicated technology expert
- Complete access to Zendesk Support Portal for reporting and tracking support tickets



# TERMS & CONDITIONS

## BECAUSE TIME IS MONEY

---

1. **Entire Agreement.** These Terms and Conditions apply to the Sales Order (the "Order") and shall constitute the entire agreement (the "Agreement" or "Terms and Conditions") of Tierney ("Seller") and Buyer with respect to the subject matter hereof. These Terms and Conditions are controlling and shall supersede any prior or contemporaneous agreements, understandings or representations, oral or written, relating to the subject matter hereof. These Terms and Conditions shall govern in the event of any conflict between these Terms and Conditions and any provision contained in any subsequent Sales Order or Purchase Order or otherwise, the terms of which, whether conflicting, supplemental or otherwise, are expressly rejected.

2. **Shipment, Title and Risk of Loss.** Unless otherwise agreed in writing, or pursuant to a Buy and Hold transaction, title and risk of loss pass from Seller to Buyer upon receipt of shipment from Seller. Seller is responsible for damage that occurs during shipment to the customer (FOB Destination), unless the customer has arranged the shipping contract with their own provider. If the buyer has arranged their own shipping method, the buyer would assume responsibility and ownership of the goods once the shipment is picked up at the Sellers location (FOB Origin). Unless otherwise agreed in writing, the method of shipment will be at Seller's discretion. Any delivery or shipment date is an estimate only.

3. **Payment.** For accounts where credit has been established, terms are net 30 days following the date of invoice. Amounts not paid in full within 30 days of date of invoice will be subject to a service charge of 1% per month on the unpaid balance to be included on each month's statement until paid in full. Payment options are EFT or check.

4. **Taxes and Other Charges.** In addition to any price provided in this Agreement, Buyer shall be liable for any tax, fee or other charge imposed on Seller at any time upon the sale and/or shipment of the products sold hereunder, now imposed by federal, state, municipal or any other governmental authorities or hereafter becoming effective for or during the period hereof.

5. **Cancellation or Default by Buyer.** This Order may not be cancelled in whole or in part by Buyer except with Seller's written consent. If at any time, in Seller's opinion, Buyer's credit is impaired, or if Buyer shall fail to pay to Seller any amount when due, under this or any other agreement, or if at any time Buyer shall indicate an intention to refuse to perform its obligation hereunder, Seller may at its option terminate this Agreement with respect to further shipments and all obligations of Buyer with respect to shipments previously made shall become immediately due and payable. In the event of such termination, Buyer shall remain liable to Seller for any and all loss or damage sustained due to Buyer's default. The Buyer's Liability, at the time of cancellation would be greater than or equal to 10% of the total of the order.

6. **Customized Goods.** In the event that the Order is for customized products or specially manufactured goods, or for products that Buyer customizes after receipt of the products, the Tierney Customized Product Sales Form shall be completed, attached hereto, and incorporated into these Terms and Conditions.

7. **Bill and Hold Transaction.** In the event Buyer has requested that Seller bill and hold the products pursuant to the Order, the Tierney Bill and Hold Agreement shall be completed, attached hereto, and incorporated into these Terms and Conditions.

8. **Force Majeure.** Seller shall not be liable for any loss, damage, delays, changes in shipment schedules or failure to deliver caused by any event beyond its reasonable control, including, without limitation, accident, fire, actual or threatened strike or riot, explosion, mechanical breakdown (including technological or information systems), plant shutdown, unavailability of or interference with necessary transportation, any raw material or power shortage, compliance with any law, regulation or order, acts of God or public enemy, prior orders from others, or limitations on Seller's or its suppliers' products or marketing activities or any other cause or contingency beyond Seller's control.

**9. Limitation on Warranty and Remedies.** Seller warrants those products manufactured by it against defects caused solely by faulty assembly for 30 days after delivery. All other products, and the components and materials utilized in any assembled or customized products, are covered by, and subject to, the terms, conditions and limitations of the manufacturer's standard warranty, which warranty is expressly in lieu of any other warranty, express or implied, of or by Tierney or the manufacturer. Buyer's exclusive remedy, if any, under these warranties is limited, at Tierney's election, to any one of (a) refund of Buyer's purchase price or (b) replacement of any such product. Buyer acknowledges that except as specifically set forth or referenced in this paragraph, THERE ARE NO REPRESENTATIONS OR WARRANTIES OF ANY KIND (INCLUDING, WITHOUT LIMITATION, IN ADVERTISING MATERIALS, BROCHURES, OR OTHER DESCRIPTIVE LITERATURE) BY SELLER OR ANY OTHER PERSON, EXPRESS OR IMPLIED, AS TO THE CONDITION OR PERFORMANCE OF ANY PRODUCTS, THEIR MERCHANTABILITY, OR FITNESS FOR A PARTICULAR PURPOSE, OR OTHERWISE. SELLER ASSUMES NO RESPONSIBILITY OR LIABILITY WHATSOEVER FOR MANUFACTURER'S PRODUCT SPECIFICATIONS OR THE PERFORMANCE OR ADEQUACY OF ANY DESIGN OR SPECIFICATION PROVIDED TO SELLER BY OR ON BEHALF OF BUYER. NO WAIVER, ALTERATION, ADDITION OR MODIFICATION OF THE FOREGOING CONDITIONS SHALL BE VALID UNLESS MADE IN WRITING AND SIGNED BY AN OFFICER OF SELLER. SELLER SHALL UNDER NO CIRCUMSTANCES, WHETHER FOR A FAILURE OF ITS LIMITED REMEDY OR OTHERWISE, BE LIABLE TO BUYER OR OTHERWISE FOR SPECIAL, INCIDENTAL, DIRECT, PUNITIVE, OR CONSEQUENTIAL DAMAGES.

**10. Software License.** Title to any software installed with the products sold to Buyer remains with the applicable licensor(s). All software is subject to the applicable license agreement that is included with the products. Buyer agrees to be bound by the license agreement once the software is opened, the package is opened or its seal is broken. Warranty for any software shall be in accordance with the license agreement. Seller does not warrant any software under this Agreement.

**11. Limitation of Actions.** Products are deemed accepted by Buyer unless Buyer notifies Seller in writing within 10 days after receipt of products, if for quantity, or within 30 days after receipt of products, if for quality, loss of or damage to products, and the products must be held available at Buyer's place of business for Seller's inspection. Any action for breach of this Agreement, other than for non-payment, must be commenced within one year of the date of shipment, or due date of delivery in the event of non-delivery, of the particular shipment upon which such claim is based. No claim may in any event be made after products have in any way been used or processed by the Buyer. Buyer's remedies set forth herein are exclusive and the total liability of Seller for damages with respect to this Agreement, or anything done in connection therewith, shall be limited to the purchase price of the particular shipment with respect to which such damages are claimed.

**12. Returns.** No products may be returned to Seller without Seller's written consent. Products returned without Seller's prior written consent will be refused.

**13. Indemnification.** Buyer shall indemnify and hold Seller harmless from and against any and all claims, actions, suits, proceedings, costs, demands, damages and liabilities of any nature, relating to or in any way arising out of the delivery, rejection, installation, possession, use, operation, control or disposition of the products purchased by Buyer.

**14. Governing Law.** This Agreement shall be exclusively governed by and construed in accordance with the internal laws of the state of Minnesota.

**15. Amendment.** This Agreement shall not be amended except by a writing signed by an officer of the Seller and specifically stating that it is an amendment.

**16. Venue.** Any suit, action or proceeding with respect to this Agreement must be brought exclusively in the courts of the State of Minnesota or in United States courts located in the State of Minnesota, as either party may elect, and Buyer hereby submits to the jurisdiction of such courts for the purpose of any suit, action or proceeding. Buyer irrevocably waives any objections which it may now or hereinafter have to the venue of any suit, action or proceeding arising out of or relating to this Agreement in the courts located in the State of Minnesota and irrevocably waives any claim that any suit, action or proceeding brought in any such court has been brought in an inconvenient forum.

**17. Timeframe for Delivery of Professional Development Services (Training).** Tierney shall deliver any professional development services to the buyer within 12 months after placement of sales order. Tierney shall no longer be liable to provide professional development services after 12 months. Tierney will consider any contract to deliver professional development services fulfilled on the date 12 months after placement of sales order.



**THANK YOU**  
**FOR YOUR BUSINESS**



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