



3300 University Avenue SE  
Minneapolis, MN 55414-3326  
www.tierneybrothers.com  
612.331.5500 ♦ 800.933.7337 ♦ Fax - 612.331.3424

Thursday, October 09, 2014

Roark Haver  
City of Blaine

**Proposal for Audio-Visual Service**

**RE:** Cloverleaf Farm A Conference Room

**Opportunity Number:** 2087 R3

**Scope of Integration Services**

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

Tierney Brothers Inc. (TBI) shall provide and install audio video product in three (3) different rooms for the City of Blaine. In each quote, the owner will be required to provide any needed electrical outlets. The TBI Project Manager (PM) will walk through the site with the owner prior to the date of installation to mark out the needed locations. The quotes also assume that any existing Owner Furnished Equipment (OFE) that will be retained in any of the rooms is in good working order.

**Quotes 12026 and 12058: Cloverleaf Farm A Conference Room**

TBI shall remove the existing Canon 2100 ANSI Lumen ceiling mounted projector from the pipe below the ceiling and give it to the owner to be used elsewhere. A new Epson 4200 ANSI Lumen WXGA projector shall be mounted to the existing pipe.

TBI shall remove the existing recessed electric screen and replace it with a new 65" x 104" DaLite ceiling recessed screen. The new screen will be mounted in the same location as where the old screen is and will come down almost to the chalk rail. It will not be moved out in front of the chalk rail. The owner will be responsible to provide an electrician to disconnect the power to the old screen housing and then reconnect it to the new. The new screen will be controlled through the Extron Control panel.

The existing 1X2 VGA switcher shall be removed from the owner's existing podium/desk.

A new VFI 16RU Rack Cart with locking glass doors will be installed in the room. The rack cart shall be light Maple in color. A new Extron Scaling Presentation switcher will be installed in the rack in the new cart. The inputs to the new switcher shall come from an Owner Furnished Equipment (OFE) dedicated PC (Display Port converted to HDMI), an OFE laptop (VGA/Audio and/or HDMI), the video feed from the Council Chambers (Composite Video), and a new Blu-ray player (HDMI) that will be installed in the new rack. The old DVD player on top of the VCR will be removed and given to the owner. The amplifiers will be moved to the new rack as well.

The existing wall interface near the instructor desk with the two (2) microphone XLR inputs, one (1) VGA input, and one (1) audio input will be removed from the wall. It will be replaced by a new wall interface that will have the two (2) microphone XLR inputs, One (1) shielded RJ45 input (for the needed Extron HDMI over CAT5 transmitter/receiver needed to send the HDMI signal from the new Scaling Presentation switcher to the new projector), an speaker audio output, three (3) RCA (for the composite feed from the Council chambers), and a DB9 connection to send control to the new Extron Processor.

The existing AMX wall controller in this room will be removed from the wall and a new Extron 5.0" color touch screen will be installed in its place. A new Extron control processor will be installed in the new rack as well as one (1) new Extron volume control module. (The existing AMX Control Processor and wall controller in the other room will stay as they are (if the other room is not updated at the same time). Both rooms will be independent of each other.

The new Extron wall touch screen in the room will be programmed to control the projector on/off, the screen up/down, the inputs to the projector from the new Extron Scaling Presentation switcher in the new rack, the audio level in the room, and basic transport functions of the new Blu-Ray Player.

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 - Heidi Harvey  
Sales Engineer - Gary Mansfeldt

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



# Quote

Illinois | Indiana | Iowa | Michigan | Minnesota | Ohio | Wisconsin  
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 www.tierneybrothers.com

Page 1 of 2

Quote #	Date
12026	10/8/2014

### Bill To

City Of Blaine  
 10801 Town Square Drive Ne  
 Blaine MN 55449

### Ship To

City Of Blaine  
 10801 Town Square Drive Ne  
 Blaine MN 55449

\_\_\_ Initial if correct or revise accordingly

\_\_\_ Initial if correct or revise accordingly

Expires	Sales Rep	Contract	Memo	Contact Phone
1/7/2015	209 Heidi Harvey	MNS 21594	A - Cloverleaf Farm AV (State Contract)-R3	

Qty	Item	Description	Price	Ext. Price
		-----Video Equipment-----		
1	PowerLite 1945W	EPSON PowerLite 1945W Projector WXGA 4200 Lumens	1,447.34	1,447.34
1	RSMAU	RSMAU Mini RPA Universal Key A Black Mount	134.38	134.38
1	OFE Product	Owner Furnished Product - [Existing Projector Ceiling Mount and Pipe]	0.00	0.00
1	20859LS	20859LS, Advantage Ceiling Recessed Electric Screen - 65" x 104" - 123" Diagonal - High Contrast Matte White Fabric	1,611.15	1,611.15
1	IN1606	Six Input HDCP-Compliant Scaling Presentation Switcher	1,374.25	1,374.25
1	DTP HDMI 230 Tx	HDMI Twisted Pair Transmitter	270.25	270.25
1	DTP HDMI 230 Rx	HDMI Twisted Pair Receiver	270.25	270.25
1	Interface System	Custom Package - [New Stainless Steel 2-Gang Wall plate with 2 - XLR, 1 Audio, 1 Shielded RJ45, 3 RCA, 1 DB9 Control]	93.07	93.07
1	DMPBDT360	4K Blu-ray Disc Player	136.08	136.08
		-----Audio Equipment-----		
1	OFE Product	Owner Furnished Product - [Existing Amplifier/Mixers, Microphones, Speakers]	0.00	0.00
1	60-1090-01	MLA VC10 Plus Volume Control Module	184.00	184.00
		-----Control System-----		
1	TLP Pro 520M	5" Wall Mount TouchLink Pro Touchpanel Black - Wall Mount	906.30	906.30
1	PS PoE	Power over Ethernet Injector	69.00	69.00
1	IPCP Pro 250	IP Link Pro Control Processor	678.30	678.30
		-----Other Equipment and Services-----		
1	Equipment Rack and Accessories	Custom Package - 16 RU Rack Cart with Locking Glass Door - Light Maple in Color	733.24	733.24
1	Cables, Connectors and Hardware	Custom Package	1,346.00	1,346.00
1	Services -	State Contract (Non Construction) Installation, Design and Project	3,802.80	3,802.80



# Quote

Quote #	Date
12026	10/8/2014

Qty	Item	Description	Price	Ext. Price
1	Integration	Management Services		
1	Programming and Configuration	Programming and Configuration Completed in the Field or In House - Includes 90-day Programming Warranty; allowing for modifications to be made to the initial functionality within this time frame at no charge. Appointment times determined by Tierney Brothers. Changes requested after this time will be billable at standard hourly rates.	1,048.00	1,048.00
1	TBIPM1YRWARR	Tierney Brothers, Inc. Premium Warranty Plan - Coverage for one year with preventative maintenance.  * This quotation is for product and services included on the Minnesota State Contract only. * Additional components not available on Contract may be needed for the system to function as designed. * Installation and non contract items provided on separate quotation. The services on this page must be purchased in conjunction with the Integration services on the Contract Release portion of this proposal. * Cabling is a combination of pre-terminated product and bulk cable requiring termination with a specific compression tool. * Manufacturer's warranties only apply to product purchased on State Contract portion of this proposal. * Tierney Brothers, Inc. will assist in any vendor communications to obtain replacements or return product as specified in the Contract.	810.00	810.00

To accept this quotation, complete the proposal summary page at the end of this document. Please review the terms, conditions and client responsibilities of this proposal in full.

<b>Subtotal</b>	14,914.41
<b>Shipping Cost (Best Way)</b>	0.00
<b>Total</b>	\$14,914.41

The information contained within this proposal is supplied to you on a confidential basis and is not for disclosure to any organization without written consent of Tierney Brothers, Inc.



# Quote

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Quote #	Date
12058	10/8/2014

**Bill To**

City Of Blaine  
 10801 Town Square Drive Ne  
 Blaine MN 55449

**Ship To**

City Of Blaine  
 10801 Town Square Drive Ne  
 Blaine MN 55449

\_\_\_ Initial if correct or revise accordingly

\_\_\_ Initial if correct or revise accordingly

Expires	Sales Rep	Contract	Memo	Contact Phone
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1/7/2015 209 Heidi Harvey Transaction Not Eligi... A- Cloverleaf Farm A - AV Upgrade (Non) R3

Qty	Item	Description	Price	Ext. Price
		Non-Contact Services - This sale is consistent with the "Contract Release Construction Language Modification" associated with the MN State Contract.		
1	TEG-S5G	TRENDnet 5-Port Gigabit GREENnet Switch	30.00	30.00
1	Services - Integration	Integration and Installation Services (Non-union ; Normal Business Hours)	2,630.00	2,630.00

To accept this quotation, complete the proposal summary page at the end of this document. Please review the terms, conditions and client responsibilities of this proposal in full.

<b>Subtotal</b>	2,660.00
<b>Shipping Cost (Best Way)</b>	5.00
<b>Total</b>	\$2,665.00

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## Responsibilities and Conditions

### Client Responsibilities

Contract a licensed electrician to provide high voltage power connections. The system design will determine if optimum placement of outlets is best achieved before or after the installation of the AV equipment. The assigned Project Manager will communicate the specific to you during the project planning. Tierney Brothers recommends that each projector, TV, plasma, LCD, etc. have a dedicated quad electrical outlet.

Provide Tierney Brothers with any existing system design specifications, diagrams, room drawings or other materials that would facilitate completion of the proposed Scope of Integration Services.

All necessary ceiling tile work involved in the installation, unless an alternative has been indicated in the Scope of Integration Services in this proposal.

Prepare, replace, repair or modify any structural or cosmetic changes that Tierney Brothers has made or needs to make. This includes, but is not limited to, ceiling grids, floor tiles, walls and pre-existing equipment. This does not include repair for accidental damage caused by Tierney Brothers.

Confirm area is ready for installation when scheduled. This includes but is not limited to the room being vacated, physical conditions confirmed and owner furnished equipment available. If the area is not prepared for installation when scheduled or the client has not notified Tierney Brothers five business days in advance of any schedule change or installation cancellation, there will be a \$350.00 charge. Rescheduling of the installation will be set for a later date as determined by Tierney Brothers.

Clients purchasing SMART product are responsible for loading all SMART software on the applicable computers and connection of these computers to the SMARTboard prior to any scheduled training sessions.

Complete Customer Configuration Worksheets as requested by Tierney Brothers within five business days. This information is required to properly integrate the new equipment with your existing IT infrastructure.

TBI's initial estimates assume all work may be completed using standard ladders. If a lift is required, additional charges will be incurred and presented as part of a change request.

For U of M Installations only:

University of Minnesota customers are responsible for contacting their Facilities Management Department to coordinate conduit installation for all A/V wire and cable installations.

### Tierney Brothers Responsibilities (Upon Authorization)

Proceed with ordering the specified equipment and preparing a schedule for completion of the proposed services.

Conduct pre-installation site visit (if necessary) involving the main site contact, site facilities representatives and a Tierney Brothers' project manager or a qualified alternate.

Review scope, terms and conditions of the installation with the client at the pre-installation site visit. This will include, but is not limited to electrical, construction and cosmetic responsibilities.

Basic system training, separate from Professional Development, is included in this proposal. This training will be scheduled and completed by a Tierney Brothers' representative at the end of the project installation.

If Professional Development is part of this proposal, sessions must be scheduled within six months of install completion.

Clients purchasing SMARTboards: After the installation of the SMARTboard is complete, the SMARTboard USB connection will be tested using the Tierney Brothers installer's laptop. After system functionality is confirmed, the USB connection will be hooked into the client's computer if it is present in the space.

For safety reasons, Tierney Brothers will not modify/cut the trays on existing white boards or chalk boards. A solution for mounting over the existing board will be proposed. Any modifications to the existing board would need to be made by the customer prior to the arrival for Tierney Brothers' installation personnel.

#### **Scheduling**

Installations are typically scheduled six to eight weeks from receipt of the customer's purchase order. Custom ordered product may increase the time needed to complete the proposed services.

Standard service and support is limited to Monday through Friday, 8:00 AM to 5:00 PM central standard time, excluding national holidays. Expanded service hours may be available for an additional charge if determined necessary.

This schedule assumes no delays or obstacles will be encountered in gaining access for the installation.

#### **Site Conditions**

Tierney Brothers cannot enter into work in or otherwise disturb any areas containing asbestos.

Tierney Brothers recommends that each Projector, TV, Plasma, LCD, etc. have a duplex receptacle fed off of a dedicated 20 amp circuit available for use. Systems containing multiple racks of amplifiers or other equipment may require additional circuits.

Please initial to acknowledge and authorize the Responsibilities and Conditions presented here. \_\_\_\_\_



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## Proposal Terms

### Accounting Terms

Tierney Brothers will invoice 30% of the total project cost upon receipt of the Purchase Order. The balance is due net 30 days from the installation completion date, with 2% interest added to unpaid balance. Tierney Brothers reserves the right to bill progressively for equipment and services rendered.

### Sales and Use Taxes

As of January 1st, 2002 Tierney Brothers is required by the Minnesota Streamlined Sales and Use Tax Act to tax all installation hours that involve product that does not become part of real property.

Sales tax is the liability of the supplier (Tierney Brothers, Inc). If we do not have a formal copy of a valid tax exempt certificate for you, your order will be subject to sales tax.

### Proposal Changes

If additional products or services are requested prior to receipt of your signed purchase order or quote proposal, Tierney Brothers will provide an updated quote proposal, including a revised scope. If additional products or services are requested after receipt of your signed purchase order or quote proposal, Tierney Brothers will provide a change order with the requested equipment and scope to detail the requested changes.

Upon receipt of your signed purchase order or quote proposal, Tierney Brothers will proceed with the authorized services and invoice in accordance with the purchase order or quote proposal. Verbal agreements will not be processed until confirmation, in writing, has been received.

There may be a 20% to 30% restocking fee plus freight charges for those items ordered which have to be returned to the Manufacturer due to customer request or by change of order. Custom order products and certain product lines not typically carried by Tierney Brothers may not be returned.

**NOTICE CONFIDENTIAL INFORMATION** - The information in this proposal is proprietary and strictly confidential. It is intended solely for the use of the named parties. If the reader of this proposal is not the intended recipient or the employee or agent responsible to deliver it to the intended recipient, any dissemination, distribution, copying or other use of the information contained in this document is strictly prohibited. If this has been received in error, please notify the responsible party immediately and then delete this proposal from all data storage devices and destroy all hard copies.

Video recording of a Tierney Brothers SMART Certified Trainer or Professional Development session, and copying or distribution of any printed material supplied by Tierney Brothers Inc., is protected content under copyright licensing and can be used only with express permission from Tierney Brothers, Inc. Any video or digital content created during a training session can be used only within the organization paying for such services and cannot be shared online or distributed in any manner.

*This quotation is valid for a period of 90 days.*

Please initial to acknowledge and authorize the Proposal Terms presented here. \_\_\_\_\_

### Other Terms

#### Installation Warranty

See specific warranty coverage program outlined in this proposal.

#### Programming Warranty

The programming warranty is 90 days, starting at the commission of the system. Changes or fixes to the system after this time will be billable at our standard service call rates."

#### Labor Classifications and Assumptions

It is the understanding of both parties that prevailing wage regulations, specifically those contained in 40 U.S.C. 276a-5, or MN Stat § 177.41 – 177.44, do not apply to the work to be performed under this contract.

Unless travel charges are specified, this proposal assumes Tierney Brothers, Inc. has local certified, licensed and insured technicians available to complete the integration services. In the event, the job site is located in a geographical area where this does not apply or a specific installation time is requested for which this personnel is not available, additional charges may apply.



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### *Tierney Brothers Premium Warranty Program*

*Designed for:*

*City of Blaine*

Tierney Brothers, Inc. warrants the installation you have purchased from Tierney Brothers, Inc. from defects in materials and workmanship, under normal use, during the One Year Premium Warranty period. Normal use is defined as operating the system within its designed specifications. Included in the One Year Premium Warranty the customer will receive:

- Unlimited Phone Support
- On-site service
- Discounts on Lamps and Accessories
- Preventative Maintenance Check

Preventative Maintenance Check will be completed toward the end of the one year warranty period. The warranty period commences on the date of customer signoff, at the completion of the install by Tierney Brothers, Inc.

During the warranty period, Tierney Brothers, Inc. will first work to resolve any problems by troubleshooting over the phone. If Tierney Brothers, Inc. Support Specialists determine that the issue cannot be resolved over the phone, a Technician will be dispatched to your location(s) within 24 hours (if necessary) of the original call (Monday through Friday 8:00am – 5:00pm, excluding national holidays). Customers outside of a 150 mile radius of Tierney Brothers, Inc. are subject to mileage and trip charges. If service is required after the One Year Premium Warranty period has expired, the customer will be billed at Tierney Brothers, Inc. current labor rates. If the customer has purchased a Tierney Brothers, Inc. Extended Maintenance Agreement, that will commence at the end of the One Year Premium Warranty. If you would like additional information regarding Tierney Brothers, Inc. Extended Maintenance Agreements, please contact your Tierney Brothers, Inc. Sales Representative at 612-331-5500.

#### **Obtaining Warranty Service**

To obtain warranty service, you must contact a Tierney Brothers, Inc. Support Specialist at 612-331-5500 or by email at [techservice@tierneybrothers.com](mailto:techservice@tierneybrothers.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 Brothers, Inc. Support Specialists that the issue can't be resolved over the phone.

#### **Obtaining Your Preventative Maintenance Check**

Schedule your preventative maintenance appointment online by visiting the following page and registering for an available time slot on the right hand side:

<http://www.tierneybrothers.com/training/29213/PreventativeMaintenanceCheck-PremiumWarrantyHolders.aspx>

When scheduling your preventative maintenance check please make sure to follow the requirements for scheduling. If you have any questions or would rather contact a support specialist, please call 612-331-5500, Option 2. You can also email our support specialists at [techservice@tierneybrothers.com](mailto:techservice@tierneybrothers.com) if you have questions.

#### **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. Premium Warranty covers all hardware related failures. Network or software related failures are not covered under Tierney Brothers, Inc. Premium Warranty.
- e. Operational or mechanical failure which is not reported prior to expiration of this contract.





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*Tierney Brothers Premium Warranty Program*  
*Designed for:*  
*City of Blaine*

- 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:  
**New Conference Rooms**  
**2087 R3**

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

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

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



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City of Blaine  
 New Conference Rooms  
 2087 R3

**Proposal Summary**

*Please Initial to Accept or Decline*  
*Please Acknowledge All Proposals*  
 Accept Decline

State Contract Total Job A - Cloverleaf Farm:	\$	14,914.41		
Non Contract Total Job A - Cloverleaf Farm:	\$	2,665.00		
<b>Proposal Total Job A:</b>	<b>\$</b>	<b>17,579.41</b>	_____	_____
<b>Project Total:</b>	<b>\$</b>	<b>17,579.41</b>	*Proposal total if all quotes are accepted.	

The undersigned authorizes Tierney Brothers to proceed in accordance with the proposal including options elected and agrees as a representative of the client to be responsible for payment.

By signing below, the client has read and understands the scope of services and agrees to the client responsibilities and conditions.

Client's Name: \_\_\_\_\_

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

\*Client's Email Address: \_\_\_\_\_

\*Client's Email Address: \_\_\_\_\_

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

\*Please note, one or more items on your quote may include software. Our vendors require two unique email addresses with different domain names to be submitted with software orders. These email addresses will receive the electronic key codes required to download and install your new software. Please include these two email addresses with your purchase order at the time your order is placed.