



COUNCIL CHAMBERS UPGRADE

DATE:
May 25, 2017

Prepared for:

CITY OF BLAINE

Presented by:

Mike Pouh
Steven Westra



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Eden Prairie, MN 55434



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Introduction

Alpha Video and Audio Inc. is pleased to present this proposal for the upgrade of the presentation and production system in the City of Blaine Council Chambers. This statement of work document outlines the equipment and services that Alpha Video will deliver and the responsibilities of the City of Blaine for a successful implementation.

Council Chambers Presentation System

Alpha Video will provide and install a new presentation system in the City of Blaine Council Chambers. The sources for the presentation system will include 2 HDMI and 1 VGA with audio inputs at the staff table, a ceiling recessed document camera above the staff table, a dedicated computer input (HDMI) in the control room, a Blu-Ray player/recorder in the control room, and a feed from the Cloverleaf Farm (CLF) Room presentation system. These sources will be routed to an 8x8 matrix switcher in the control room and distributed to the various destinations. The destinations for the presentation system will include the two existing audience displays in the chambers, the eight monitors on the dais, and a feed to the production system. The feeds to the dais monitors will be scaled to their native resolution. The video feed to the production system will be scaled in the production switcher to provide a constant resolution from the presentation system. New 19-inch dais monitors will be provided for dais monitoring and will be fed from a new HDMI distribution amplifier in the dais. A USB audio-video interface is included to allow for Skype or other UC based applications to be integrated to the system.

Council Chambers and Cloverleaf Farms Production System

Alpha Video will provide and install a new production system that will support video production and broadcast from both the Council Chambers and Cloverleaf Farm conference room. The Council Chambers will receive five new Ross PTZ HD cameras which will replace the existing SD cameras and be mounted in the same locations. The Cloverleaf Farm room will receive three new Ross PTZ HD cameras which will be located throughout the room. All the cameras as well as the video feeds from both presentation systems will connect to Ross Carbonite Multimedia switcher frame. The Carbonite frame includes 18 inputs with four flexible inputs that can accept analog or digital signals. The Ross switcher will be controlled by the Ross Lightning Control System (LCS). The output of the Ross switcher will run to an audio embedder which will embed the room audio with the video for distribution. The video will then be distributed to several destinations. These destinations include a new Aja Ki Pro recorder, chambers presentation switcher, new Granicus server, and a live broadcast feed which will be available to send to North Metro TV. An Epiphan Pearl encoder will be another destination for the system to allow direct streaming to YouTube, Facebook Live, or other public CDNs. A rackmount monitor with two displays is included to monitor the signal at the outputs of the switcher and recorder. It has built-in waveform, vectorscope, and audio monitoring for camera setup and audio level verification. An All-in-One computer will be provided that includes the LCS, Xpression CG, and Dashboard software will provide one of the touch screen interfaces. The other interface will be 23-inch touch screen display that will be connected to a city provided computer to run the Dashboard ViewControl software. An Aja FS3 is provided to accommodate any signal conversion needed to send the production video and audio to the local distribution.

Professional commission and training will be provided by Ross Video for the LCS system, switcher, and graphics operations. The travel cost for the Ross commissioning and training is not included in this proposal and will be billed at actual cost at the end of the project.

Council Chambers and Cloverleaf Farm Audio System

Alpha Video will provide and install new gooseneck microphones and bases with mute buttons and LED rings. The mute buttons will perform the same feature as the mute buttons on the control system. Five wireless microphone receivers with three handheld and two lavalier transmitters. The microphones will be able to be used in either room when the Cloverleaf Farm room is being used as overflow. When the Cloverleaf Farm room is not being used as overflow, the wireless microphones can only be used in the council chambers. A new Biamp Tesira Server audio processor will be installed to handle all the audio processing and control for both rooms. The audio volume and muting will be controlled through the Crestron touch panels. The touch panel will be able to override the push button mutes in the Council Chambers. A new 4-channel audio amplifier will replace the existing amplifiers and a new assisted listening system will be installed that can cover both rooms simultaneously. Two wall mounted speakers will be installed in the control room for audio reinforcement. The existing speakers in the Cloverleaf Farm room and Council Chambers will remain in place. Four ceiling microphones will be installed in the Cloverleaf Farm room to be able to pick up audience questions for when the room is being used as overflow.

Council Chambers Control System

Alpha Video will provide and install a new Crestron control system in the Council Chambers. This system includes a 7-inch touch panel at the staff table and a 10-inch touch panel in the control room. The 7-inch panel will allow users to have local presentation meetings by being able to control the audience display power, audio system volume, source selection, document camera zoom, and recording. The 10-inch touch panel in the control room will allow the operator to control the same items as the dais touch panel but also independent microphone volume, control room Blu-Ray player/recorder. Once the project has started, Alpha Video will provide touch panel layouts and functional specifications for approval by the City of Blaine before installation. A rackmount UPS will be provided to condition the power for the equipment and to provide up to 10 minutes of online use to properly shut down the computer equipment in the control room.

Additional Installation Information or Requirements

This proposal assumes that all existing equipment required for the functionality of the system is in proper operating condition and without defect. If any of the required existing equipment is not in proper operating condition, a change order may be required for the functionality outlined in this proposal. This proposal also assumes that work can be carried out continuously throughout the day with limited to no interruptions. If daily interruptions do occur during on site work, change orders may be required based on installation inefficiencies related to these interruptions.

Standards of Integration

General

- System and components will be installed in a neat and professional manner.
- All equipment will be new and blemish free unless otherwise noted in this document.
- Any above ceiling components shall be installed with trim rings and/or grommets when necessary.
- All rack equipment will be installed using proper manufacture supplied mounting hardware.
- All rack blank spaces will be filled with either a blank or vent panel depending on need.
- All racks will have proper ventilation to prevent heat buildup and increase equipment life expectance.

Wiring and Cables

- All rack cabling will be bundled neatly with cable ties or hook & loop depending on requirements.
- Low and high voltage cabling will be separated in according with NFPA 70 (National Electric Code) 2014 specifications.
- All cabling in conduit will comply with the conduit fill specifications in NFPA 70 (National Electric Code) 2014.
- Proper strain relief at connections and joints will be used.
- Sufficient service loops shall be provided for all above ceiling elements, above racks, in racks or in cable trays so that components may be minimally moved or serviced without cable strain.
- All connectors are sized to fit the specific cabling and are installed in accordance with manufacture specifications.
- All permanently installed cabling will be labeled with permanent CAD generated labels.

Installer Testing and Adjustments

- Proper grounding will be verified on all equipment.
- Video displays shall be properly aligned and free from distortion.
- Cabling and loudspeakers shall be tested for proper polarity.
- Audio shall be free of distortion, hums, buzzes or pops.
- Loudspeaker systems shall be tested and equalized to provide uniform frequency response.
- Control system program shall be tested for proper system operation and shall be free of glitches. Any issues will be brought to the attention of the programmer for correction.

Training

Alpha Video will provide up to 3 hours of system training to no more than three key users on basic system operation and troubleshooting. This training will cover the Crestron touch panels and the presentation system. One day of on-site switcher training and three days of XPression CG training are being provided by Ross Video. The training will be provided once the system is fully functional and will be continuous during one day unless otherwise noted above.

Documentation

Alpha Video will provide shop drawings that reflect the final system design. Upon project completion, a full set of "D" size as-built drawings will be provided, which will include components of the video, audio and control systems and any architectural documentation used during the installation. Those drawings will become property of the City of Blaine upon receipt of final payment for this project.

Project Management

Alpha Video will appoint a project manager that will be the main point of contact for the City of Blaine regarding this project. The project manager will manage the installation timeline and coordinate work with any additional trades involved in this installation.

Installation can only begin when the project manager has been notified that construction progress has reached a point that electronic equipment can be installed in a secure and clean job site.

Change Requests

When the scope of work is agreed upon, any changes to that scope must be requested as a change order. Change requests shall be submitted in written form so that both parties fully understand the request. Any costs resulting from change orders shall be the responsibility of the City of Blaine.

System Warranty and Support

Alpha Video offers a standard 90-day warranty on all systems installations. During the 90 days, Alpha Video will facilitate system service, phone support or repair at no charge for labor, travel, and/or shipping on any Alpha Video installed system or component. All system hardware is covered under the terms and conditions of each manufacturer's warranty. Alpha Video, at its option, may repair or replace any product or part of the products, which proves defective because of failure, under normal use, for the length of the 90-day warranty period. An optional extension for a full 1-year support agreement is available for purchase during the 90-day warranty period.

Phone support is available Monday through Friday during regular business hours of 8:00 a.m. to 5:00 p.m. Alpha Video's office number is 952-896-9898. Calls will be returned within a four-hour period. If the issue cannot be rectified over the phone a technician will be on site within 24 – 48 hours. Alpha Video will not be open on various holidays that occur during a Monday - Friday work week. The City of Blaine agrees that prompt and full access to the

system will be granted to Alpha Video at any time Alpha Video is on-site to service the system.

Products not provided by Alpha Video but included in this installation will not be covered by this warranty. Alpha Video is not responsible for any failure of equipment that is connected to or caused by Client furnished equipment. The warranty coverage will commence on date the Certificate of Completion form is signed by both Alpha Video and the City of Blaine. Service issues after the 90-day period will be handled as time, materials and travel, plus fees associated with such work unless a warranty extension has been purchased. This warranty does not cover system misuse, reconfiguration or negligence on the part of the City of Blaine.

Client Responsibilities

This statement of work indicates the responsibilities of Alpha Video and Audio Inc. As in any system installation, this project contains a number of customer responsibilities. They include, but are not limited to:

- Any High Voltage AC necessary.
- One dedicated computer for the ViewControl software.
- Any necessary conduits, back boxes, or structural supports for mounted equipment.
- One key point of contact for control system design verification.
- Owner furnished equipment described above (PC, PC monitor, laptops, etc.).
- Provide access to the job site during normal business hours (7am to 5pm M-F).
- Coordination with Client staff for training times.
- Disposal of existing equipment, cabling, and racks.

Client Sign-Off

As an appointed representative of the City of Blaine, I hereby agree with and approve the above statement of work including all outlined Client Responsibilities. A purchase order for this project, in verbal or written form indicates acceptance of this statement of work.

Date: _____

Company: _____

Name: _____

Signature: _____



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Quotation

Date	Quote #	Cust #
06/20/17	AAAQ33687-03	N/A

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Prepared For:	Sales Representative:
Roark Haver City of Blaine 10801 Town Square Drive Blaine, MN 55449-8101 USA Phone: (763)785-6192 Fax: (763)785-6156 Terms: NET 30 Ship via: Best Way	Mike Pouh Sales Executive 952-841-3365 mike.pouh@alphavideo.com

ID #	Item	Description	Qty	Unit Price	Ext. Price
Presentation System					
1	999-3028-000	Vaddio CeilingVIEW HD-18 Document Camera with DVI/HDMI Output	1	\$3,691.11	\$3,691.11
2	DM-TX-4K-100-C-1G-B-T	Crestron 4K Digital Media 8G+ Wall Plate Transmitter	1	\$350.00	\$350.00
3	DM-TX-4K-302-C	Crestron 4K Digital Media Transmitter with 2 HDMI & 1 VGA Input	1	\$1,111.11	\$1,111.11
4	DM-MD8X8	Crestron Digital Media 8x8 Switcher Frame	1	\$2,150.00	\$2,150.00
5	DMC-4K-C-HDCP2	Crestron 4K Digital Media 8G+ Input Card	2	\$550.00	\$1,100.00
6	DMC-4K-HD-HDCP2	Crestron 4K Digital Media HDMI Input Card	3	\$400.00	\$1,200.00
7	DMC-SDI	Crestron Digital Media 3G SDI Input Card	1	\$600.00	\$600.00
8	DMC-4K-CO-HD-HDCP2	Crestron 4K Digital Media 2-Channel 8G+ Output Card	2	\$650.00	\$1,300.00
9	DMC-4K-HDO	Crestron 4K Digital Media 2-Channel HDMI Output Card	1	\$900.00	\$900.00
10	DM-RMC-4K-SCALER-C	Crestron 4K Digital Media 8G+ Scaling Receiver	1	\$900.00	\$900.00
11	DM-RMC-4K-100-C	Crestron 4K Digital Media 8G+ Receiver	2	\$450.00	\$900.00
12	DM-RMC-4K-100-C-1G-B-T	Crestron 4k Digital Media 8G+ Wall Plate Receiver	1	\$350.00	\$350.00
13	DM-PSU-8	Crestron 8-Channel PoDM Injector for Digital Media System	1	\$600.00	\$600.00
14	HD-DA8-4K-E	Crestron 1x8 HDMI Distribution Amplifier	1	\$500.00	\$500.00
15	VE198T	Asus 19-Inch Monitor with HDCP and Tilt Mount	8	\$100.27	\$802.16
16	999-8215-000	Vaddio AVBridge Conference USB Interface	1	\$1,935.56	\$1,935.56
17	INTEGRATION LABOR	Alpha Video Integration Labor	1	\$6,730.00	\$6,730.00
18	MATERIALS	Alpha Video Integration Materials	1	\$1,570.00	\$1,570.00
SubTotal					\$26,689.94

Audio System					
19	GMB 35 S	Beyerdynamic Microphone Base with Push Button and LED	15	\$174.44	\$2,616.60
20	CLASSIS GM 315	Beyerdynamic Gooseneck Microphone with LED Ring , 20-Inch	15	\$264.44	\$3,966.60
21	ULXS24/BETA58-G3	Shure ULX-S Wireless System with BETA58 Handheld Transmitter	3	\$636.97	\$1,910.91
22	ULXS14/85-G3	Shure ULX-S Wireless System with WL185 Lavalier and Belt Pack	2	\$616.49	\$1,232.98



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ID #	Item	Description	Qty	Unit Price	Ext. Price
23	UA507	Shure Dual Rack Kit for ULX-S Receivers	2	\$18.32	\$36.64
24	UA506	Shure Single Rack Kit for ULX-S Receivers	1	\$22.63	\$22.63
25	UA844+SWB	Shure Wideband UHF 5-Way Active Antenna Distribution	1	\$408.48	\$408.48
26	UA221	Shure Passive Antenna Combiner Kit	1	\$108.86	\$108.86
27	UA8-470-530	Shure 1/2 wave RF Antenna (470-530 Mhz)	4	\$22.63	\$90.52
28	UA505	Shure Antenna Mounting Bracket	4	\$16.17	\$64.68
29	M40W6	Audix Miniature High Output Ceiling Microphone	4	\$0.00	\$0.00
30	TESIRA SERVER-IO AVB	Biamp Tesira Server I/O Chassis with AVB Transport	1	\$4,083.33	\$4,083.33
31	TESIRA SEC-4	Biamp Tesira 4-Channel Input Card with AEC	6	\$406.67	\$2,440.02
32	TESIRA SEC-4	Biamp Tesira 4-Channel Input Card with AEC	1	\$0.00	\$0.00
33	TESIRA SIC-4	Biamp Tesira 4-Channel Input Card	1	\$196.67	\$196.67
34	TESIRA SOC-4	Biamp Tesira 4-Channel Output Card	4	\$173.33	\$693.32
35	TESIRA EX-LOGIC	Biamp 16-Channel Logic I/O Expander	2	\$348.89	\$697.78
36	TESIRA UTMK-1	Biamp Under Desk Mount	2	\$38.89	\$77.78
37	990691411	Lab Gruppen LUCIA 60/2 2-Channel Audio Amplifier	1	\$215.97	\$215.97
38	990692002	Lab Gruppen LUCIA Rack Mount Kit	1	\$27.28	\$27.28
39	CONTROL 25AV-WH	JBL 2-Way Surface Mount Speaker (Pair)	1	\$150.50	\$150.50
40	992267011	Lab Gruppen E 5:4 4-Channel Audio Amplifier	1	\$761.57	\$761.57
41	PPA 458 PRO	Williams Sound FM Based Assisted Listening System. Includes: (1) FM Transmitter with accessories (4) R38 Receivers (2) Neck Loops (4) Surround Headphones	1	\$948.19	\$948.19
42	DN-700R	Denon Professional Solid State Recorder with Network Control	1	\$466.67	\$466.67
43	RU-ADA4D	RDL Audio Distribution Amplifier 2x4 or 1x8 Configurable	1	\$219.81	\$219.81
44	PS-24AS	RDL 24V DC Power Supply	1	\$19.78	\$19.78
45	RU-RA3R	RDL Rack Mount for RU Series Products	1	\$47.58	\$47.58
46	RU-FP1R	RDL Blank Filler Panel for RU Series Mount	2	\$8.80	\$17.60
47	INTEGRATION LABOR	Alpha Video Integration Labor	1	\$5,435.00	\$5,435.00
48	MATERIALS	Alpha Video Integration Materials	1	\$1,165.00	\$1,165.00
SubTotal					\$28,122.75



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ID #	Item	Description	Qty	Unit Price	Ext. Price
		Production System			
49	DB-LCS-001	Ross Video Dashboard GUI Layout for Lightning Control System. DashBoard GUI Layout for Legislative Control System -DashBoard GUI Layout for Legislative Control -Customized Layout to Specific Legislature Layout -Accepts XML Legislature Members Data -Controls Carbonite Series Production Switchers -Recalls XPression Graphics System Templates -Accepts TCP/IP Input from Legislature Request System	1	\$12,265.90	\$12,265.90



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50	CF-116MM	<p>Ross Video Carbonite MultiMedia 18 Input 1M/E Frame. 18 HD-SDI Input 1 M/E Frame with 1 PSU. For use with Carbonite Panels ONLY!</p> <p>Standard System Includes:</p> <p>Multi-Definition support for any of the following formats: 525, 625, 1080i 50, 1080i 59.94, 720P 50, 720P 59.94, 1080pSF 25, 1080pSF 29.97 and 1080pSF 23.98</p> <p>Dual MultiViewer with up to 16 Internal/External Source Display each, over 30 Layouts with Tally and Label controls</p> <p>MultiViewer offers 29 additional layouts for HD output when system is operating in and SD format</p> <p>Robotic Camera Control (VISCA, Canon BU, Ross CamBot Shot Recall)</p> <p>Video Server Control (AMP) with Ross Video Exclusive Roll Clip function</p> <p>Graphics System Control (RossTalkTM)</p> <p>Audio Mixer Control (Yamaha 01V96 and DM1000)</p> <p>Serial Tally Output (TSL 3.1)</p> <p>DashBoard intuitive network menu system(LiveAssist, Status, Configuration and ViewControl)</p> <p>Custom Control Macros</p> <p>MediaWipeTM Transitions</p> <p>Standard Mnemonics for Crosspoint Source and Keyer Source display</p> <p>18 Multi-Definition Serial Digital Inputs (expandable to 24)</p> <p>3 SDI Shared with Analog/HDMI inputs (expandable to 4)</p> <p>1 Reference input with 2 independently adjustable reference outputs</p> <p>1 LTC BNC input for use with Ross Video Exclusive LiveEDLTM</p> <p>Up to 2 MultiLevel Effects System (M/E)</p> <p>4 Keyers with Luma/Linear/Chroma or DVE Keying abilities per M/E</p> <p>2 Floating UltraChromeTM Chroma Keyers with Super Fine Keying Quality</p> <p>4 Channel Animation Store with 8 GB of Memory and MediaManager WebUI</p> <p>Format Scalar and Frame Sync on every input, Shared inputs (6/12/18/24) support de-interlacing and I-P conversion</p> <p>Color Correction and Proc Amp on every input</p> <p>8 Channel Floating 2D DVE for 2D Picture in Picture Boxes or 2D DVE Transitions</p> <p>1 Powerful Pattern Generator and 1 Complex Wash Generator per M/E</p> <p>Wipes and Masks with soft edge borders</p> <p>10 Outputs: 9 Assignable HD/SD-SDI(1-8 and PV), 1 PGM HD/SD-SDI</p> <p>100 Event Memory System with MemoryAITM and Effects Dissolve Recall modes</p> <p>FlexiCleanTM assignable Clean Feed output per M/E. available on Assignable Outputs</p> <p>USB Media Drive for storing/loading of switcher configuration, memories, custom controls and media files</p> <p>34 GPIO connections each assignable to GPI or GPO function</p> <p>34 Tally connections</p> <p>2RU Chassis</p> <p>Full 10-Bit Processing in both HD and SD modes</p> <p>4:3/16:9 Switchable</p>	1	\$15,410.00	\$15,410.00



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51	DB-TURNKEY-HW	Ross Video DashBoard Turnkey Client. All in One PC for LCS Software, Dashboard, and XPression Live CG. All-in-one client computer with integrated touch screen, articulated screen mount, minimum 23 inch 1920x1080 display, minimum 4GB RAM, minimum 250 GB mass storage. Windows 8 Pro OS. Latest release of DashBoard pre-installed, together with gifts package including example apps videos. DashBoard badged.	1	\$2,944.00	\$2,944.00
52	DB-VCMM-000	Ross Video DashBoard MultiMedia ViewControl. DashBoard Multimedia ViewControl DashBoard ViewControl kit for use with Multimedia Carbonite production switchers. Requires customer-supplied PC. Minimum Contents: Qty 1: 23 inch Monitor with integrated touch. Qty 1: HD-SDI -> DVI-D resampling upconverter Qty 1: DVI-D to HDMI video cable Qty 1: USB cable to connect touch screen to CPU	1	\$1,912.83	\$1,912.83
53	PIVOTCam-20	Ross Video 20x Zoom PTZ Camera. 3G-SDI PTZ Video camera: 20x optical zoom 12x digital zoom 57.4 degree angle of view Video signal output formats - 720P/1080i/1080P 59.94/50/29.97/25 Visca camera control protocol Complete with: Infra red remote control, power supply adapter and RS232 cable. Wall Mounting bracket Ceiling Mounting bracket	8	\$2,108.33	\$16,866.64
54	RVS-TP-MOX-5150A	Ross Moxa 5150A 1-Port Serial to Ethernet Converter	8	\$290.57	\$2,324.56
55	DB-PTZR-001	Ross DashBoard Controller for PIVOTCam PTZ camera	8	\$0.00	\$0.00
56	3G-AMA-R0	Aja 3G SDI Analog Audio Embedder	1	\$596.26	\$596.26
57	GEN10-R0	Aja HD/SD Sync Generator	1	\$258.76	\$258.76
58	3GDA-R0	Aja 1x6 3G SDI Distribution Amplifier	1	\$296.26	\$296.26
59	C10DA-R0	Aja 1x6 Analog Video Distribution Amplifier	1	\$131.26	\$131.26
60	DRM-R0	Aja Mini-Converter Rack Mount Frame	1	\$442.50	\$442.50
61	DRM-FCP-R0	Aja Mini-Converter Rack Mount Frame Front Cover	1	\$75.00	\$75.00
62	KI-PRO-RACK-R0	Aja Rack Mount Ki Pro Recorder	1	\$1,496.26	\$1,496.26
63	KI-SSD512USB-R0	Aja 512GB SSD Storage Module for Ki Pro Recorder	1	\$971.26	\$971.26
64	B203-104	TrippLite USB Extender Pair	1	\$151.11	\$151.11
65	FS3-R0	Aja FS-3 Up/Down/Cross Converter	1	\$2,246.26	\$2,246.26
66	SR-HD1350US	JVC Professional Blu-Ray/DVD Player & Recorder	1	\$1,253.33	\$1,253.33
67	M-LYNX-702W	Marshall Dual 7-Inch Rack Mount Monitor with Waveform/VectorScope	1	\$944.44	\$944.44
68	ESP1000	Epiphan Pearl Rack Mount Encoder	1	\$6,493.06	\$6,493.06



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69	INTEGRATION LABOR	Alpha Video Integration Labor	1	\$8,175.00	\$8,175.00
70	MATERIALS	Alpha Video Integration Materials	1	\$3,385.00	\$3,385.00
SubTotal					\$78,639.69
Control System					
71	CP3	Crestron 3-Series Control System Processor	1	\$900.00	\$900.00
72	TSW-1060-B-S	Crestron 10.1-Inch Touch Screen, Black Smooth	1	\$1,200.00	\$1,200.00
73	TSW-1060-TTK-B-S	Crestron Table Top Kit for TSW-1060, Black	1	\$125.00	\$125.00
74	TSW-760-B-S	Crestron 7-Inch Touch Screen, Black Smooth	1	\$700.00	\$700.00
75	TSW-760-TTK-B-S	Crestron Table Top Kit for TSW-760, Black	1	\$100.00	\$100.00
76	IRP2	Crestron IR Emitter	2	\$25.00	\$50.00
77	J9984A	HP 1820-48G-PoE+ 48 Port Network Switch with PoE+	1	\$721.51	\$721.51
78	INTEGRATION LABOR	Alpha Video Integration Labor	1	\$6,880.00	\$6,880.00
79	MATERIALS	Alpha Video Integration Materials	1	\$295.00	\$295.00
SubTotal					\$10,971.51
Equipment Racks					
80	BGR-4132LRD	Middle Atlantic 41RU Equipment Rack without Rear Door	2	\$741.11	\$1,482.22
81	BSPN-41-32	Middle Atlantic BGR Series Side Panel Set, 32-inch depth	1	\$406.33	\$406.33
82	CBS-BGR	Middle Atlantic BGR Series Caster Base, 32-inch depth	2	\$113.47	\$226.94
83	LACE-44-OWP	Middle Atlantic Vertical Lacing Bars	1	\$159.98	\$159.98
84	LBP-4A	Middle Atlantic 4-Inch Offset Horizontal Lacing Bars (10 pack)	3	\$47.53	\$142.59
85	D3	Middle Atlantic 3RU Storage Drawer	1	\$121.64	\$121.64
86	PDS-615R	Middle Atlantic Power Conditioner with Outlet Sequencing	1	\$318.42	\$318.42
87	PD-2415SC	Middle Atlantic 24 Outlet 15 Amp Vertical Power Strip with Surge Protection	2	\$110.40	\$220.80
88	SMX3000RMLV2U	APC Smart-UPS X 3000VA Rack Mount UPS	1	\$1,483.33	\$1,483.33
Console					
89	W5606	Winsted 72-Inch Sight-Line Starter Console	1	\$4,724.46	\$4,724.46
90	W5691	Winsted 15-Inch Extension Arm Mount for Sight-Line Console	1	\$420.43	\$420.43
91	10712	Winsted 68-inch 10 Outlet Power Strip	1	\$99.01	\$99.01
92	56032	Winsted 6RU Top Rack for Sight-Line Consoles	1	\$271.91	\$271.91
SubTotal					\$10,078.06



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Quotation

Date	Quote #	Cust #
06/20/17	AAAQ33687-03	N/A

We are an equal opportunity employer

ID #	Item	Description	Qty	Unit Price	Ext. Price
Ross Professional Services					
93	DB-LCS-COM-OFFSITE-1DAY	Ross Video 1 Day of Off-site Commissioning	1	\$1,534.72	\$1,534.72
94	DB-LCS-COM-1DAY	Ross Video 1 Day of On-Site Commissioning	2	\$1,534.72	\$3,069.44
95	DB-LCS-OTT-1DAY	Ross Video 1 Day On-Site Technical Training	1	\$1,534.72	\$1,534.72
96	XPRESSION-OTR-1DAY	Ross Video 1-Day On-Site XPression Operational Training	3	\$1,534.72	\$4,604.16
97	DB-LCS-999	Ross Annual Update Fee Annual fee to provide Custom Layout Updates and Tweaks and Developer Level Configuration Support	1	\$3,065.90	\$3,065.90
SubTotal					\$13,808.94

A 3% convenience will be added for credit card payments.

Sub Total	\$168,310.89
Sales Tax	\$0.00
Shipping	\$0.00
Total	\$168,310.89

Accepted by: _____ Date: _____ PO: _____

All information contained within this quote is valid for the next 30 days. Thereafter, all prices and applicable charges are subject to change.
MINIMUM 15% RESTOCKING FEE WITH ORIGINAL PACKAGING.