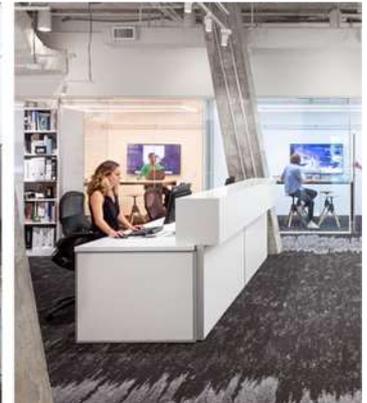
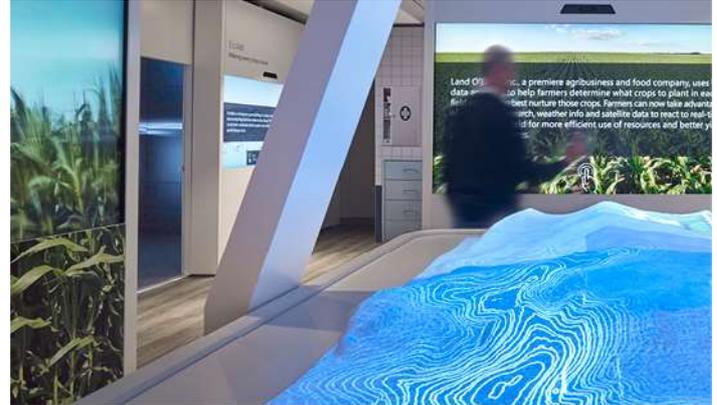


Proposal Prepared For

City of Doral Legacy Park AV Refresh



2501 SW 160th Ave
Suite 500
Miramar, FL 33027
(954) 938-9382
Fax: (954) 776-4772
www.avispl.com

Prepared by: Zoran Visnjic
Zoran.Visnjic@avispl.com
Proposal no: 422161-3

Thank you for the opportunity to provide this proposal.

We value our partnership with you.

At AVI-SPL, our goal is to build partnerships with our clients, and we appreciate our continued partnership with you.

We are dedicated to providing you with solutions that will enable your organization to perform at the highest level and be in a position to meet the challenges you face today and in the future.

You can count on the AVI-SPL team to deliver exceptional service and solutions to help you improve the user experience of your collaboration systems – anywhere in the world.

Our vision is to help your teams work smarter and live better.



At AVI-SPL, our goal is to empower meaningful communication and collaboration.

We take your investment in collaborative solutions as seriously as you do.

That's why we're with you every step of the way, making sure you have the support to keep your business running smoothly and you get the return on investment you expect.

The hallmark of AVI-SPL's client success is our ability to keep pace with the technology trends that drive the way organizations operate, and to innovate and improve upon them so that we can offer customers a standard of quality that no other company can match.



When you partner with us as your trusted guide, you will experience:



Commitment

A partner **committed** to your success and making a positive impact on your organization and our world



Expertise

Expertise you can trust to guide your digital transformation and realize your business objectives



Proven Record

A **proven** track record of supporting deployment and managed services in-country, wherever needed



Global Reach

Optimized **global deployment** teams with in-country support teams to deliver localized solutions and service – anywhere in the world



Customer Experience

World-class **customer experience** with a continual improvement mindset informed by the ITIL methodology



Analytics

Focus on **actionable** business intelligence with routine reporting on key success metrics and usage analytics powered by our patented Symphony application

AVI-SPL Project Integration Process



How we define your needs and follow through with consistent execution. AVI-SPL ensures high quality project delivery that is on time and on budget.

- **Define** and document each step
- **Determine** an effective, standardized communication and reporting style
- **Develop** a comprehensive training and adoption program
- **Dedicate** regular oversight to the project, even after completion

AVI-SPL uses a five-phase process to integrate solutions seamlessly and focus on the end-user experience:

Phase I **Initiate**

We will host a kickoff meeting and work with your key team members to determine the best approach to making your project a success. Our team will review the scope of the project, the schedule, the communication strategy, and all other relevant matters to ensure a smooth start.

Phase II **Plan**

The planning phase begins with development of the project schedule including detailed work breakdown tasks identifying key deliverables, dependencies and both internal and external milestones required to successfully execute the project.

Phase III **Execute**

AVI-SPL will complete all engineering, programming, fabrication, and on-site installation activities. When the installation is complete, testing is executed prior to the final inspection and acceptance of the deployed solutions.

Phase IV **Monitor**

This phase is focused on consistent review of project work activities to ensure alignment with the approved project plan. Our team delivers quality assurance through checks and balances along with consistent testing at specified intervals in the project lifecycle. We will review risk management plans and deploy risk mitigation strategies to ensure scope, schedule and budget remain on track.

Phase V **Close**

The final phase is centered on completion of all contractual and operational activities to ensure your complete satisfaction and readiness to sign-off on the completed project. This includes demonstration and training on using your new technology along with all final project documentation for service onboarding.

You will receive automated Customer Satisfaction Score (CSAT) and Net Promoter Score (NPS) surveys to provide feedback. We closely analyze the data to ensure we are providing outstanding customer service.

Investment Summary

Prepared For:	Mario Leon
	City of Doral 11400 NW 82ND STREET Doral, FL 33178-3452

Prepared By:	Zoran Visnjic
Date Prepared:	04/30/2024
Proposal #:	422161-3
Valid Until:	05/31/2024

Total Equipment Cost	\$111,223.33
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Includes cable, connectors, hardware, switches, relays, terminal blocks, panels, etc., to ensure complete and operational system

Professional Integration Services	\$99,405.00
--	--------------------

Includes engineering, project management, CAD, on-site installation and wiring, coordination and supervision, testing, checkout, owner training, etc. performed on the Owner's premises. Also includes all fabrication, modification, assembly, rack wiring, programming, warranties, etc., some performed at AVI-SPL

Direct Costs	\$3,470.00
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Includes non equipment or labor costs, such as travel expenses, per diem, lift and vehicle rentals

General & Administrative	\$7,404.87
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Includes all G & A expenses: vehicle mileage, shipping and insurance, as applicable

Subtotal	\$221,503.20
Tax	Exempt (*)
Total	\$221,503.20

* Exemption from sales tax will be recognized only after a valid sales tax exemption certificate or other appropriate documentation of exemption has been provided to and approved by AVI-SPL; otherwise all applicable sales taxes will apply.

Purchase orders should be addressed to AVI-SPL LLC

Due to global semiconductor ("chip") shortages and supply chain disruptions pricing quoted in this proposal may change. Installation schedules are subject to current (daily) product availability and may be delayed or postponed.

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Terms and Conditions

This Proposal together with AVI-SPL’s General Terms and Conditions and the applicable Addendum(a) located here and incorporated herein by this reference (collectively the “Agreement”) constitutes the entire agreement between AVI-SPL LLC (“Seller”, “AVI-SPL”, “we”, “us”, “our”) and the buyer/customer identified in the Proposal (“Buyer”, “Customer”, “Client”, “you”, “your”) with respect to its subject matter and supersedes all prior and contemporaneous agreements, representations and understandings of the Parties, written or oral. By signing below, issuing a valid purchase order for the Services and/or Products specified herein or receiving the Products and/or Services specified herein, whichever occurs first, Buyer acknowledges it has read and agrees to the terms of this Agreement. This Agreement shall not be binding upon Seller until accepted by Buyer as set forth in this Agreement and the earlier of Seller’s confirmation in writing of Buyer’s order and Seller’s performance under the applicable Proposal. Any terms and conditions contained in Buyer’s purchase order or any other Buyer-provided documents related to this transaction shall have no effect and are hereby rejected. Notwithstanding anything herein to the contrary, if a master services agreement signed by both Parties is in effect covering the sale of the Services and/or Products that are the subject of this Proposal, the terms and conditions of said agreement shall prevail to the extent they conflict or are inconsistent with this Agreement.

Billing and Payment Terms

Unless otherwise agreed in writing by Buyer and Seller in the Proposal, the total Proposal price, excluding the price for Stand-alone Services (as defined in this section), shall be billed as follows, subject to continuing credit approval: 50% down payment at time of order, 40% upon delivery at Seller; 10% upon project completion and Buyer sign-off or first beneficial use, whichever occurs first, payable net 30 from Buyer’s receipt of invoice. For purposes of this Agreement, “Stand-alone Services” means any Services not attached to an installation project. Billing and payment terms for Stand-alone Services are set forth in the applicable Service Addendum(a). Unless otherwise specified in the Proposal, Products are sold F.O.B. origin-Buyer to pay all shipping charges. If this Proposal covers Products or Services for more than one system, room, suite, or location, for purposes of payment in accordance with payment terms stated on the face hereof each room, suite, or location shall be treated as if the subject of a separate sale and payment made accordingly. Unless otherwise specified in the Proposal, all pricing and amounts are in US Dollars and all billing and payment shall be made in US Dollars.

Link to AVI-SPL Terms and Conditions: <https://avispl.com/terms-of-use/>

Buyer Acceptance

Buyer Legal Entity

Buyer Authorized Signature

Buyer Authorized Signatory Title

Buyer Authorized Signatory Name

Date

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LABOR BREAKDOWN:

Project Manager Level 1: 11 hours @ \$100 per hour (\$1100)

Project Manager Level 3: 120 hours @ \$115 per hour (\$13800)

Design and Project Engineer (Commissioner): 291 hours @ \$115 per hour (\$33465)

Senior Programmer: 120 hours @ \$115 per hour (\$13800)

CAD: 64 hours @ \$70 per hour (\$4480)

Installation Tech Level 2: 364 hours @ \$90 per hour (\$32760)

Room List Pricing Summary

Legacy Park AV Refresh	\$180,145.05
Outdoor Digital Signage	\$41,358.15

Pricing does not include applicable state sales tax.

Room Summary - Legacy Park AV Refresh

Equipment List

Mfg	Model	Description	Qty	Unit Price	Extended Price
		*** Legacy Park Event Hall 123 ***			
		AV/IT RACKS CLOSET			
APPLE	OFE	IPAD W/QSYS AND CRESTRON CONTROL APPS PREINSTALLED (OWNER FURNISHED EQUIPMENT) (Owner Furnished Equipment)	1	OFE	OFE
CHATSWORTH	OFE	45RU FLOOR STANDING RACK W/ACCESSORIES (OWNER FURNISHED EQUIPMENT) (Owner Furnished Equipment)	2	OFE	OFE
CISCO	OFE	48-PORT POE NETWORK SWITCH (OWNER FURNISHED EQUIPMENT) (Owner Furnished Equipment)	1	OFE	OFE
CISCO	OFE	28-PORT POE NETWORK SWITCH (OWNER FURNISHED EQUIPMENT) (Owner Furnished Equipment)	1	OFE	OFE
COMPREHENSIVE	COMMCAT610PROBLK	CABLE, 10' MICROFLEX CAT6 SNAGLESS PATCH (MSRP \$14.99 - 20% DISCOUNT)	3	\$10.99	\$32.97
COMPREHENSIVE	COMMCAT67PROBLK	CABLE, 7' MICROFLEX CAT6 SNAGLESS PATCH (MSRP \$10.99 - 29% DISCOUNT)	5	\$8.05	\$40.25
COMPREHENSIVE	COMNFHD18G3PROBLK	CABLE, 3' NANOFLEX 4K 18G HIGH-SPEED HDMI (MSRP \$20.99 - 20% DISCOUNT)	7	\$15.39	\$107.73
COMPREHENSIVE	COMNFHD18G6PROBLK	CABLE, 6' NANOFLEX 4K 18G HIGH-SPEED HDMI (MSRP \$25.99 - 20% DISCOUNT)	4	\$19.05	\$76.20
COMMUNITY	COMALC1604D	4-CHANNEL POWER AMPLIFIER W/DANTE, 1RU (MSRP \$5700 - 25% DISCOUNT)	1	\$3,653.85	\$3,653.85
CRESTRON	CREAM3111KIT	AIRMEDIA WIRELESS PRESENTATION SYSTEM W/USB-C DONGLE (MSRP \$2450 - MAP PRICING APPLIED)	1	\$1,347.47	\$1,347.47
CRESTRON	CRECP4N	CONTROL SYSTEM, 4 SERIES (MSRP \$3080 - 45% DISCOUNT)	1	\$1,694.00	\$1,694.00
CRESTRON	CREHDPS622	8X2 HDMI/DMLITE PRESENTATION MATRIX SWITCHER (MSRP \$5280 - 45% DISCOUNT)	1	\$2,904.00	\$2,904.00
CRESTRON	CREHDX4KZ101	HDMI HDBASET RECEIVER (MSRP \$400 - 45% DISCOUNT)	1	\$220.00	\$220.00

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Mfg	Model	Description	Qty	Unit Price	Extended Price
CRESTRON	CREHDXC4KZ101	HDMI W/RS232C HDBASET TRANSMITTER (MSRP \$470 - 45% DISCOUNT)	1	\$258.50	\$258.50
CRESTRON	CRETSW1070BS	TOUCH SCREEN, 10.1" RACK MOUNTED, BLACK (MSRP \$3388 - 45% DISCOUNT)	1	\$1,863.40	\$1,863.40
CRESTRON	CRETSW1070RMK2	RACK MOUNT KIT FOR 10" TOUCH SCREEN (MSRP \$220 - 45% DISCOUNT)	1	\$121.00	\$121.00
CROWN	OFE	4-CHANNEL POWER AMPLIFIER DCI4600, 2RU (OWNER FURNISHED EQUIPMENT) (Owner Furnished Equipment)	1	OFE	OFE
CROWN	OFE	4-CHANNEL POWER AMPLIFIER DCI4300, 2RU (OWNER FURNISHED EQUIPMENT) (Owner Furnished Equipment)	2	OFE	OFE
CROWN	OFE	2-CHANNEL POWER AMPLIFIER CDI2600, 2RU (OWNER FURNISHED EQUIPMENT) (Owner Furnished Equipment)	1	OFE	OFE
CYBER POWER	CYBOR2200LCDRT2U	UPS, LCD SERIES 1.32KW-2000VA (MSRP \$694.95 - 5% DISCOUNT)	2	\$620.94	\$1,241.88
MIDDLE ATLANTIC	OFE	LCD MONITOR, KEYBOARD AND TOUCHPAD, 1RU, RM-KB-LCD17HD (OWNER FURNISHED EQUIPMENT) (Owner Furnished Equipment)	1	OFE	OFE
PROX	AVIPROCASEC	ROADCASE W/CASTERS FOR YAMAHA AUDIO MIXER TF1 (MSRP \$799 - 5% DISCOUNT)	1	\$584.98	\$584.98
QSC	QSCCORE110FV2	AEC DSP W/DANTE 8+8+8 (MSRP \$4210 - 20% DISCOUNT)	2	\$3,368.00	\$6,736.00
QSC	QSCCORE8FLEX	AEC DSP W/DANTE 8+8 (MSRP \$2930 - 20% DISCOUNT)	1	\$2,344.00	\$2,344.00
SHURE	OFE	4-CHANNEL DIGITAL DANTE WIRELESS MICROPHONE RECEIVER, ULXD4Q (OWNER FURNISHED EQUIPMENT) (Owner Furnished Equipment)	2	OFE	OFE
SHURE	OFE	ANTENNA COMBINER, UA844+SWB (OWNER FURNISHED EQUIPMENT) (Owner Furnished Equipment)	1	OFE	OFE
SHURE	OFE	WIRELESS MICROPHONE RECEIVER W/RACK MOUNT, SLX4 (OWNER FURNISHED EQUIPMENT) (Owner Furnished Equipment)	1	OFE	OFE
SHURE	SHUSBC250US	2-BAY NETWORKED DOCKING STATION W/POWER SUPPLY (MSRP \$607 - 25% DISCOUNT)	1	\$405.79	\$405.79
YAMAHA	OFE	DANTE 16IN/8OUT STAGEBOX, TIO1608-D, 2RU (OWNER FURNISHED EQUIPMENT) (Owner Furnished Equipment)	2	OFE	OFE
YAMAHA	OFE	16-CHANNEL AUDIO MIXER W/DANTE, TF1	1	OFE	OFE

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Mfg	Model	Description	Qty	Unit Price	Extended Price
		(OWNER FURNISHED EQUIPMENT) (Owner Furnished Equipment)			
		<u>CEILING EQUIPMENT</u>			
BOSE PRO	BOS8114350210	ARENAMATCH UTILITY AMU206 SPEAKER W/U-BRACKET, WHITE (MSRP \$1502 - DISCOUNT 21%)	2	\$993.97	\$1,987.94
BOSE PRO	BOS8296790210	6" IN-CEILING SPEAKER, DESIGNMAX DM6C, WHITE, PAIR (MSRP \$848 - DISCOUNT 21%)	4	\$561.18	\$2,244.72
CHIEF	CHICMS003W	FIXED EXTENSION COLUMN 3", WHITE (MSRP \$24 - DISCOUNT 40%)	1	\$14.40	\$14.40
CHIEF	OFE	UPPER AND LOWER PROJECTOR MOUNT, WHITE (OWNER FURNISHED EQUIPMENT) (Owner Furnished Equipment)	1	OFE	OFE
COMPREHENSIVE	COMNFHD18G3PROBLK	CABLE, 3' NANOFLEX 4K 18G HIGH-SPEED HDMI (MSRP \$20.99 - 20% DISCOUNT)	1	\$15.39	\$15.39
CRESTRON	CREHDRXC4KZ101	HDMI W/RS232C HDBASET RECEIVER (MSRP \$470 - 45% DISCOUNT)	1	\$258.50	\$258.50
DRAPER	DRA300286	CEILING FINISH KIT FOR ELECTRIC LIFT, WHITE (MSRP \$1426 - 22% DISCOUNT)	1	\$1,112.28	\$1,112.28
DRAPER	OFE	PROJECTOR SCISSOR LIFT (OWNER FURNISHED EQUIPMENT) (Owner Furnished Equipment)	1	OFE	OFE
DRAPER	OFE	CONCEAL REVEAL ELECTRIC PROJECTION SCREEN W/LVC (OWNER FURNISHED EQUIPMENT) (Owner Furnished Equipment)	1	OFE	OFE
EPSON	EPSV11HA33920	8500 LUMENS NATIVE WUXGA PROJECTOR, WHITE, NO LENS (MSRP \$10593 - 25% DISCOUNT)	1	\$7,944.75	\$7,944.75
EPSON	OFE	MID THROW PROJECTOR LENS (OWNER FURNISHED EQUIPMENT) (Owner Furnished Equipment)	1	OFE	OFE
SHURE	OFE	UHF WIRELESS MICROPHONE ANTENNA W/AMPLIFIER (OWNER FURNISHED EQUIPMENT) (Owner Furnished Equipment)	2	OFE	OFE
		<u>WALL EQUIPMENT</u>			
CHIEF	OFE	ARTICULATING WALL MOUNT FOR LARGE DISPLAY (OWNER FURNISHED EQUIPMENT) (Owner Furnished Equipment)	2	OFE	OFE

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Mfg	Model	Description	Qty	Unit Price	Extended Price
COMPREHENSIVE	COMNFHD18G6PROBLK	CABLE, 6' NANOFLEX 4K 18G HIGH-SPEED HDMI (MSRP \$25.99 - 20% DISCOUNT)	2	\$19.05	\$38.10
CRESTRON	CREHDRXC4KZ101	HDMI W/RS232C HDBASET RECEIVER (MSRP \$470 - 45% DISCOUNT)	2	\$258.50	\$517.00
CRESTRON	CREHDTX4KZ2112GW	HDMI/USB-C AUTO SWITCHING WALL PLATE, WHITE, 2-GANG (MSRP \$550 - 45% DISCOUNT)	3	\$605.00	\$1,815.00
CRESTRON	CRETW1070WS	TOUCH SCREEN, 10.1" WALL MOUNTED, WHITE (MSRP \$3388 - 45% DISCOUNT)	1	\$1,863.40	\$1,863.40
CRESTRON	CREDMNAXBTO1G	BLUETOOTH AUDIO OVER IP W/DANTE WALL PLATE, BLACK (MSRP \$950 - 45% DISCOUNT)	1	\$522.50	\$522.50
SONY	SONFW85BZ30L	85" 4K COMMERCIAL GRADE DISPLAY W/RS232C CONTROL (MSRP \$6656.40 - 20% DISCOUNT)	2	\$3,210.27	\$6,420.54
STI	AVISTI-7520	TOUCH SCREEN SECURITY COVER BOX FOR DRYWALL W/LOCK (MSRP \$299 - 20% DISCOUNT)	1	\$239.20	\$239.20
		PODIUM EQUIPMENT			
SHURE	SHUMX415LPDFC	15" GOOSENECK CARDIOID MICROPHONE FOR WIRELESS BASE (MSRP \$352 - 25% DISCOUNT)	1	\$238.86	\$238.86
SHURE	SHUSB900B	RECHARGEABLE BATTERY (MSRP \$126 - 25% DISCOUNT)	1	\$94.50	\$94.50
SHURE	SHUULXD8H50	WIRELESS MICROPHONE BASE FOR ULX-D SYSTEM (MSRP \$774 - 25% DISCOUNT)	1	\$525.21	\$525.21
		*** Gymnasium ***			
		GYM CEILING EQUIPMENT			
ADAPTIVE	ADASBC712CA20	BEAM CLAMP MOUNTING HARDWARE FOR SPEAKER (MSRP \$720 - 25% DISCOUNT)	10	\$540.00	\$5,400.00
COMMUNITY	COMR599Z	SPEAKER, 12" 2-WAY FULL-RANGE, 90x90 GREY (MSRP \$1486 - 25% DISCOUNT)	4	\$1,061.43	\$4,245.72
COMMUNITY	COMR353896	SPEAKER, 8" 3-WAY FULL RANGE, 90X60 GREY (MSRP \$1050 - 25% DISCOUNT)	6	\$750.00	\$4,500.00
SHURE	OFE	UHF WIRELESS MICROPHONE ANTENNA W/AMPLIFIER (OWNER FURNISHED EQUIPMENT) (Owner Furnished Equipment)	2	OFE	OFE

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Mfg	Model	Description	Qty	Unit Price	Extended Price
		<u>GYM WALL EQUIPMENT</u>			
AVISPL	AVIBBC1G	TOUCH SCREEN MOUNTING BOX FOR CONCRETE WALL W/LOCK (MSRP \$99 - 20% DISCOUNT)	2	\$79.20	\$158.40
QSC	QSCTSC50G3	5" IN-WALL TOUCH PANEL CONTROLLER, POE (MSRP \$1500 - 20% DISCOUNT)	2	\$1,200.00	\$2,400.00
STI	AVISTI-7510D	LOCKING COVER OVER 5" TOUCH SCREEN (MSRP \$179 - 20% DISCOUNT)	2	\$143.20	\$286.40
		<u>GYM IDF RACK EQUIPMENT</u>			
SHURE	OFE	4-CHANNEL DIGITAL DANTE WIRELESS MICROPHONE RECEIVER, ULXD4Q (OWNER FURNISHED EQUIPMENT) (Owner Furnished Equipment)	2	OFE	OFE
SHURE	OFE	ANTENNA COMBINER, UA844+SWB (OWNER FURNISHED EQUIPMENT) (Owner Furnished Equipment)	1	OFE	OFE
		<u>*** Reception ***</u>			
		<u>RECEPTION DESK PAGING EQUIPMENT</u>			
QSC	QSCZIP43G	4-ZONE DANTE PAGING STATION (MSRP \$1670 - 20% DISCOUNT)	1	\$1,336.00	\$1,336.00
SHURE	SHUMX412C	12" GOOSENECK PAGING MICROPHONE (MSRP \$376 - 25% DISCOUNT)	1	\$255.14	\$255.14
		<u>*** Field ***</u>			
		<u>CONCESSION STAND PAGING EQUIPMENT</u>			
CROWN	CRODCI4X1250UUSFX	AMPLIFIER, DRIVECORE INSTALL SERIES 4 X 1250W (MSRP \$6674 - 20% DISCOUNT)	1	\$3,567.86	\$3,567.86
MIDDLE ATLANTIC	OFE	16RU WALL MOUNTED AV RACK (OWNER FURNISHED EQUIPMENT) (Owner Furnished Equipment)	1	OFE	OFE
QSC	QSCCORE8FLEX	AEC DSP W/DANTE 8+8 (MSRP \$2930 - 20% DISCOUNT)	1	\$2,344.00	\$2,344.00
QSC	QSCZIP43G	4-ZONE DANTE PAGING STATION	1	\$1,336.00	\$1,336.00

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Mfg	Model	Description	Qty	Unit Price	Extended Price
		(MSRP \$1670 - 20% DISCOUNT)			
SHURE	SHUMX412C	12" GOOSENECK PAGING MICROPHONE (MSRP \$269 - 25% DISCOUNT)	1	\$201.75	\$201.75
		<u>OUTDOOR SPEAKERS</u>			
BIAMP	BIADXS8W	8" POLE-MOUNTED OUTDOOR SPEAKER ASSEMBLY (MSRP \$410 - 25% DISCOUNT)	10	\$292.86	\$2,928.60
BIAMP	BIASPAUBDX200W	U-BRACKET SPEAKER MOUNTING KIT, WHITE (MSRP \$100 - 25% DISCOUNT)	10	\$71.43	\$714.30
		<u>BULK CABLES AND CONNECTORS</u>			
LIBERTY	LIB1202CPBLK	12/2 PLENUM SPEAKER CABLING, WHITE (MSRP \$1402 - 20% DISCOUNT)	2000	\$1.08	\$2,160.00
LIBERTY	LIB244PPL6SHBLK	26/4P CAT6 CABLE SPOOL, PLENUM RATED (MSRP \$1402 - 20% DISCOUNT)	500	\$1.02	\$510.00
LIBERTY	LIBRJ45STPL6	CAT6 F/UTP RJ45 INSTALL KIT CONNECTOR (MSRP \$182 - 20% DISCOUNT)	1	\$144.37	\$144.37
		<u>DSP LICENSING</u>			
QSC	QSCSLDAN32P	SOFTWARE LICENSE, Q-SYS DANTE 32x32 CHANNEL, PERPETUAL (MSRP \$920 - 20% DISCOUNT)	2	\$736.00	\$1,472.00
QSC	QSCSLQUD110P	SOFTWARE LICENSE, Q-SYS CORE 110 UCI DEPLOYMENT, PERPETUAL (MSRP \$235 - 20% DISCOUNT)	4	\$188.00	\$752.00
		<u>*** PRICING IS BASED ON OMNIA Contract # 2019.001535</u>			
				Subtotal	\$84,196.85

Room Support and Maintenance

Warranty; 3-months

\$0.00

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Equipment Total	\$84,196.85
Installation Materials	\$6,055.36
Professional Services	\$82,350.00
Direct Costs	\$3,470.00
General & Administrative	\$4,072.84
Subtotal	\$180,145.05

For informational purposes only – all Purchase Orders must match Investment Summary details.

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Room Summary - Outdoor Digital Signage

Equipment List

Mfg	Model	Description	Qty	Unit Price	Extended Price
		*** OUTDOOR DIGITAL SIGNAGE ***			
BRIGHTSIGN	BRIXT1144	DIGITAL SIGNAGE VIDEO PLAYER (MSRP \$730 - 5% DISCOUNT)	1	\$677.86	\$677.86
BRIGHTSIGN	BRISDHC64C101M	64GB CLASS 10 MICRO SD CARD (MSRP \$43 - 5% DISCOUNT)	1	\$40.85	\$40.85
COMPREHENSIVE	COMCAT67PROBLK	CABLE, 7' PRO AV/IT CAT6 HEAVY DUTY SNAGLESS PATCH (MSRP \$37.99 - 20% DISCOUNT)	1	\$30.39	\$30.39
COMPREHENSIVE	COMHD18G6PROBLK	CABLE, 6' 4K HIGH SPEED HDMI W/PROGRIP (MSRP \$26.99 - 20% DISCOUNT)	1	\$21.59	\$21.59
PENSAR	PENSMD2727	IP-66 OUTDOOR 6.67MM LED DISPLAY W/CUSTOM MOUNT (MSRP \$30207 - 35% DISCOUNT)	1	\$18,589.23	\$18,589.23
		*** PRICING BASED ON OMNIA Contract # 2019.001535			
				Subtotal	\$19,359.92

Room Support and Maintenance

Warranty; 3-months **\$0.00**

Equipment Total	\$19,359.92
Installation Materials	\$1,611.20
Professional Services	\$17,055.00
Direct Costs	\$0.00
General & Administrative	\$3,332.03

Subtotal **\$41,358.15**

For informational purposes only – all Purchase Orders must match Investment Summary details.

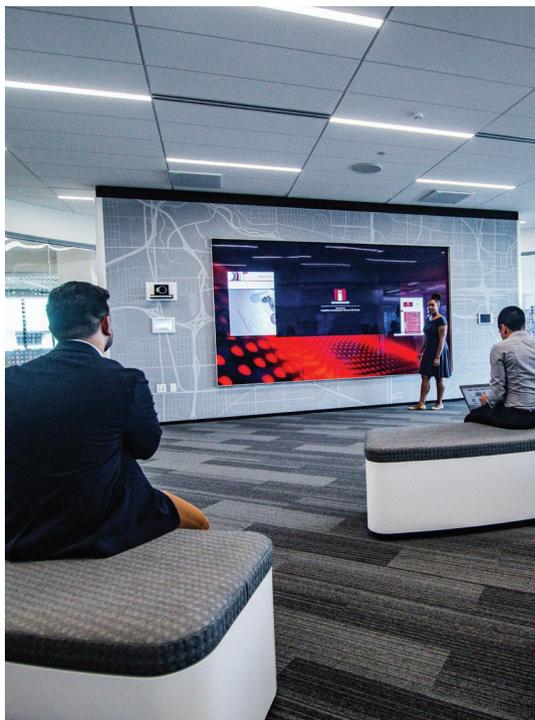
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Integration Inclusions and Exclusions

Inclusions

The following items are **included** in this proposal unless **specifically noted otherwise** within this proposal document or scope of work statement:

- All equipment, wire, and accessories required for a fully functional audio/visual system per the agreed upon scope of work.
- Non-union labor associated with audio/visual system engineering, installation, programming, and testing.
- Documentation package including complete as-built AV system diagrams, and manufacturer's operation manuals.
- Coordination and cooperation with the construction team in regard to installing the system.
- User demonstration of full AV system operation for final sign-off.



Any additional trips, labor, or materials due to failure of the other workforces to have the audiovisual system rough-in work completed as anticipated and previously confirmed, will be added to the project billing as required.

Unless otherwise agreed in writing by AVI-SPL, all work performed by AVI-SPL will take place between the hours of 8:00 a.m. and 6:00 p.m. local time, Monday through Friday, excluding public and bank holidays. If AVI-SPL is required to perform work outside of these hours, customer will be charged AVI-SPL's standard overtime rates. Any changes in the hours or days of performance must be agreed to in writing by AVI-SPL.

Where applicable, the owner's architect will provide AVI-SPL's engineering department with all required architectural floor, reflected ceiling, building elevation, and section plans in AutoCAD® format at no charge to AVI-SPL.

Exclusions

The following items are **excluded** from this proposal **unless specifically identified otherwise** within this proposal document or scope of work statement.

- All conduits, high voltage wiring panels, breakers, relays, boxes, receptacles, etc. Any related electrical work including, but not limited to, 110VAC, conduit, core drilling, raceway, and boxes.
- Voice/data cabling, IE analogue phone lines, ISDN lines, network ports, etc.
- Network connectivity, routing, switching, and port configuration necessary to support audiovisual equipment.
- Concrete saw cutting and/or core drilling.
- Fire wall, ceiling, roof and floor penetration, patching, removal, or fire stopping.
- Necessary sheet rock replacement, ceiling tile, T-bar replacement, and/or wall/ceiling repair.
- Any and all millwork (moldings, trim, etc.). All millwork or modifications to project millwork/furniture to accommodate the AV equipment is to be provided by others.
- Painting, patching, or finishing, of architectural surfaces.
- Permits (unless specifically provided for elsewhere in this proposal document or scope of work statement).
- Engineered (P.E.) seals and/or stamped structural/system details.
- HVAC and plumbing relocation.
- Rough-in, bracing, framing. or finish trim carpentry for installation.
- Cutting, structural welding, or reinforcement of structural steel members required for support of assemblies, if required.
- Owner furnished equipment or equipment furnished by others that is integrated into the systems (as described above) is assumed to be current, industry acceptable, and in good working order. If it is determined that this equipment is faulty upon installation, additional project charges may be incurred.
- Additional or specific manufacturer’s “User Adoption” training.
- Additional costs for union labor.



Addendum to General Terms and Conditions – Equipment Ordering

Due to global supply chain constraints, Seller is experiencing longer than normal lead times on equipment. As a result, Seller cannot guarantee lead times on equipment and will not be liable for any delays in equipment delivery to the extent caused by such constraints. However, as the supply chain continues to improve, we will not be ordering equipment for jobs that start more than 120 days from when the contracted site is ready unless lead times are greater than 90 days.

In order for Seller to appropriately plan and coordinate its resources, Buyer must commit to a **site readiness for installation date**, (subject to timely delivery of equipment) on or about _____, 20__.

AVI-SPL LLC Initials

Should Buyer elect to purchase equipment immediately upon placement of order or greater than 120 days prior to the above readiness date, to mitigate delays, Buyer agrees to receive the equipment at their designated location and Seller will immediately bill Buyer upon placement of such order. Buyer shall pay for such equipment within the payment terms (e.g. net 30) specified herein, regardless of any other agreed upon billing terms or billing terms specified herein. Warranty on such equipment shall commence upon delivery of the equipment to Buyer’s designated location, notwithstanding any other agreed upon warranty terms or warranty terms specified herein.

By initialing next to this sentence, Buyer elects to purchase equipment immediately upon placement of order in accordance with the terms of this Addendum.

Buyer Initials

Buyer Acceptance

Signed Name

Company Name

Printed Name, Title

Date

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