

**AMENDMENT No. 1 TO STANDARD AGREEMENT BY AND BETWEEN
COUNTY OF MONTEREY, THROUGH ITS INFORMATION TECHNOLOGY
DEPARTMENT & SPINITAR**

THIS AMENDMENT is made to the STANDARD AGREEMENT (“AGREEMENT”) dated September 16, 2022 for the Board Chamber Audio Visual & Broadcast System Upgrade set forth in Request for Proposal (RFP) Number 10776 by and between SPINITAR, hereinafter “CONTRACTOR,” and the County of Monterey, a political subdivision of the State of California, hereinafter referred to as “COUNTY.”

WHEREAS, the County and CONTRACTOR wish to amend the AGREEMENT to increase the contract by \$201,625; and

NOW THEREFORE, the COUNTY and CONTRACTOR hereby agree to amend the AGREEMENT in the following manner:

1. **2.0, “PAYMENT PROVISIONS”, shall be amended by removing** “The total amount payable by County to CONTRACTOR under this Agreement shall not exceed the sum of \$2,016,247.00” **and replacing it with** “The total amount payable by County to CONTRACTOR under this Agreement shall not exceed the sum of \$2,217,872.00.”
2. Except as provided herein, all remaining terms, conditions and provisions of the AGREEMENT are unchanged and unaffected by this AMENDMENT No. 1 and shall continue in full force and effect as set forth in the AGREEMENT.
3. A copy of this AMENDMENT No. 1 shall be attached to the original AGREEMENT.

This space left blank intentionally.

IN WITNESS WHEREOF, the parties have executed this AMENDMENT No. 1 on the day and year written below.

MONTEREY COUNTY

CONTRACTOR DocuSigned by:

Bryce Bolling

641FCA8761F14C3

By: Bryce Bolling, President

Contracts/Purchasing Officer

Signature of Chair, President, or Vice-President

Dated: _____

Dated: 11/13/2023 | 9:25 AM PST
DocuSigned by:

David Taccone

E850888AEB69460...

By: David Taccone, Executive VP / Finance
Signature of Secretary, Asst. Secretary, CFO, Treasurer or Asst. Treasurer*

Approved as to Fiscal Provisions:

Deputy Auditor/Controller

Dated: 11/13/2023 | 8:19 AM PST

Dated: _____

Approved as to Liability Provisions:

Risk Management

Dated: _____

Approved as to Form:

Deputy COUNTY Counsel

Dated: _____

*INSTRUCTIONS: If CONTRACTOR is a corporation, including limited liability and non-profit corporations, the full legal name of the corporation shall be set forth above together with the signatures of two specified officers. If CONTRACTOR is a partnership, the name of the partnership shall be set forth above together with the signature of a partner who has authority to execute this AGREEMENT on behalf of the partnership. If CONTRACTOR is contracting in an individual capacity, the individual shall set forth the name of the business, if any, and shall personally sign the AGREEMENT.

COUNTY OF MONTEREY STANDARD AGREEMENT

This **Agreement** is made by and between the County of Monterey, a political subdivision of the State of California (hereinafter "County") and:
Spinitar _____,
(hereinafter "CONTRACTOR").

In consideration of the mutual covenants and conditions set forth in this Agreement, the parties agree as follows:

1.0 GENERAL DESCRIPTION:

The County hereby engages CONTRACTOR to perform, and CONTRACTOR hereby agrees to perform, the services described in **Exhibit A** in conformity with the terms of this Agreement. The goods and/or services are generally described as follows:

Provide:

Board Chamber Audio Visual & Broadcast System Upgrade set forth in Request for Proposal (RFP) Number 10776 and in this AGREEMENT on the terms and conditions contained herein.

2.0 PAYMENT PROVISIONS:

County shall pay the CONTRACTOR in accordance with the payment provisions set forth in **Exhibit A**, subject to the limitations set forth in this Agreement. The total amount payable by County to CONTRACTOR under this Agreement shall not exceed the sum of: \$ 2,016,247.00

3.0 TERM OF AGREEMENT:

3.01 The term of this Agreement is from October 1, 2022 to October 30, 2025, unless sooner terminated pursuant to the terms of this Agreement. This Agreement is of no force or effect until signed by both CONTRACTOR and County and with County signing last, and **CONTRACTOR may not commence work before County signs this Agreement.**

3.02 The County reserves the right to cancel this Agreement, or any extension of this Agreement, without cause, with a thirty day (30) written notice, or with cause immediately.

4.0 SCOPE OF SERVICES AND ADDITIONAL PROVISIONS:

The following attached exhibits are incorporated herein by reference and constitute a part of this Agreement:

Exhibit A Scope of Services/Payment Provisions

Exhibit B Other: General Project Conditions A-1, Billing Plan Exhibit B, Labor Plan Exhibit C
Pricing Summary Exhibit D, Bonding Requirement Exhibit E,
Bond Insurance Sample Exhibit E-1, Pricing Detail-Quote Exhibit F



Spinitar
Term: October 1 2022 - October 30,
Agreement ID: 2025



5.0 PERFORMANCE STANDARDS:

- 5.01 CONTRACTOR warrants that CONTRACTOR and CONTRACTOR's agents, employees, and subcontractors performing services under this Agreement are specially trained, experienced, competent, and appropriately licensed to perform the work and deliver the services required under this Agreement and are not employees of the County, or immediate family of an employee of the County.
- 5.02 CONTRACTOR, its agents, employees, and subcontractors shall perform all work in a safe and skillful manner and in compliance with all applicable laws and regulations. All work performed under this Agreement that is required by law to be performed or supervised by licensed personnel shall be performed in accordance with such licensing requirements.
- 5.03 CONTRACTOR shall furnish, at its own expense, all materials, equipment, and personnel necessary to carry out the terms of this Agreement, except as otherwise specified in this Agreement. CONTRACTOR shall not use County premises, property (including equipment, instruments, or supplies) or personnel for any purpose other than in the performance of its obligations under this Agreement.

6.0 PAYMENT CONDITIONS:

- 6.01 Prices shall remain firm for the initial term of the Agreement and, thereafter, may be adjusted annually as provided in this paragraph. The County does not guarantee any minimum or maximum amount of dollars to be spent under this Agreement.
- 6.02 Negotiations for rate changes shall be commenced, by CONTRACTOR, a minimum of ninety days (90) prior to the expiration of the Agreement. Rate changes are not binding unless mutually agreed upon in writing by the County and the CONTRACTOR.
- 6.03 Invoice amounts shall be billed directly to the ordering department.
- 6.04 CONTRACTOR shall submit such invoice periodically or at the completion of services, but in any event, not later than 30 days after completion of services. The invoice shall set forth the amounts claimed by CONTRACTOR for the previous period, together with an itemized basis for the amounts claimed, and such other information pertinent to the invoice. The County shall certify the invoice, either in the requested amount or in such other amount as the County approves in conformity with this Agreement and shall promptly submit such invoice to the County Auditor-Controller for payment. The County Auditor-Controller shall pay the amount certified within 30 days of receiving the certified invoice.

7.0 TERMINATION:

- 7.01 During the term of this Agreement, the County may terminate the Agreement for any reason by giving written notice of termination to the CONTRACTOR at least thirty (30) days prior to the effective date of termination. Such notice shall set forth the effective date of termination. In the event of such termination, the amount payable under this Agreement shall be reduced in proportion to the services provided prior to the date of termination.

7.02 The County may cancel and terminate this Agreement for good cause effective immediately upon written notice to CONTRACTOR. "Good cause" includes the failure of CONTRACTOR to perform the required services at the time and in the manner provided under this Agreement. If County terminates this Agreement for good cause, the County may be relieved of the payment of any consideration to CONTRACTOR, and the County may proceed with the work in any manner, which County deems proper. The cost to the County shall be deducted from any sum due the CONTRACTOR under this Agreement.

7.03 The County's payments to CONTRACTOR under this Agreement are funded by local, state and federal governments. If funds from local, state and federal sources are not obtained and continued at a level sufficient to allow for the County's purchase of the indicated quantity of services, then the County may give written notice of this fact to CONTRACTOR, and the obligations of the parties under this Agreement shall terminate immediately, or on such date thereafter, as the County may specify in its notice, unless in the meanwhile the parties enter into a written amendment modifying this Agreement.

8.0 INDEMNIFICATION:

CONTRACTOR shall indemnify, defend, and hold harmless the County, its officers, agents, and employees, from and against any and all claims, liabilities, and losses whatsoever (including damages to property and injuries to or death of persons, court costs, and reasonable attorneys' fees) occurring or resulting to any and all persons, firms or corporations furnishing or supplying work, services, materials, or supplies in connection with the performance of this Agreement, and from any and all claims, liabilities, and losses occurring or resulting to any person, firm, or corporation for damage, injury, or death arising out of or connected with the CONTRACTOR's performance of this Agreement, unless such claims, liabilities, or losses arise out of the sole negligence or willful misconduct of the County. "CONTRACTOR's performance" includes CONTRACTOR's action or inaction and the action or inaction of CONTRACTOR's officers, employees, agents and subcontractors.

9.0 INSURANCE REQUIREMENTS:

9.01 **Evidence of Coverage:** Prior to commencement of this Agreement, the Contractor shall provide a "Certificate of Insurance" certifying that coverage as required herein has been obtained. Individual endorsements executed by the insurance carrier shall accompany the certificate. In addition, the Contractor upon request shall provide a certified copy of the policy or policies.

This verification of coverage shall be sent to the County's Contracts/Purchasing Department, unless otherwise directed. The Contractor shall not receive a "Notice to Proceed" with the work under this Agreement until it has obtained all insurance required and the County has approved such insurance. This approval of insurance shall neither relieve nor decrease the liability of the Contractor.

9.02 **Qualifying Insurers:** All coverage's, except surety, shall be issued by companies which hold a current policy holder's alphabetic and financial size category rating of not less than A- VII, according to

the current Best's Key Rating Guide or a company of equal financial stability that is approved by the County's Purchasing Manager.

9.03 **Insurance Coverage Requirements:** Without limiting CONTRACTOR's duty to indemnify, CONTRACTOR shall maintain in effect throughout the term of this Agreement a policy or policies of insurance with the following minimum limits of liability:

Commercial General Liability Insurance: including but not limited to premises and operations, including coverage for Bodily Injury and Property Damage, Personal Injury, Contractual Liability, Broad form Property Damage, Independent Contractors, Products and Completed Operations, with a combined single limit for Bodily Injury and Property Damage of not less than \$1,000,000 per occurrence.

(Note: any proposed modifications to these general liability insurance requirements shall be attached as an Exhibit hereto, and the section(s) above that are proposed as not applicable shall be lined out in blue ink. All proposed modifications are subject to County approval.)

Requestor must check the appropriate Automobile Insurance Threshold:

Requestor must check the appropriate box.

Agreement Under \$100,000 Business Automobile Liability Insurance: covering all motor vehicles, including owned, leased, non-owned, and hired vehicles, used in providing services under this Agreement, with a combined single limit for Bodily Injury and Property Damage of not less than \$500,000 per occurrence.

Agreement Over \$100,000 Business Automobile Liability Insurance: covering all motor vehicles, including owned, leased, non-owned, and hired vehicles, used in providing services under this Agreement, with a combined single limit for Bodily Injury and Property Damage of not less than \$1,000,000 per occurrence.

(Note: any proposed modifications to these auto insurance requirements shall be attached as an Exhibit hereto, and the section(s) above that are proposed as not applicable shall be lined out in blue ink. All proposed modifications are subject to County approval.)

Workers' Compensation Insurance: if CONTRACTOR employs others in the performance of this Agreement, in accordance with California Labor Code section 3700 and with Employer's Liability limits not less than \$1,000,000 each person, \$1,000,000 each accident and \$1,000,000 each disease.

(Note: any proposed modifications to these workers' compensation insurance requirements shall be attached as an Exhibit hereto, and the section(s) above that are proposed as not applicable shall be lined out in blue ink. All proposed modifications are subject to County approval.)

Professional Liability Insurance: if required for the professional services being provided, (e.g., those persons authorized by a license to engage in a business or profession regulated by the California Business and Professions Code), in the amount of not less than \$1,000,000 per claim and \$2,000,000 in the aggregate, to cover liability for malpractice or

errors or omissions made in the course of rendering professional services. If professional liability insurance is written on a "claims-made" basis rather than an occurrence basis, the CONTRACTOR shall, upon the expiration or earlier termination of this Agreement, obtain extended reporting coverage ("tail coverage") with the same liability limits. Any such tail coverage shall continue for at least three years following the expiration or earlier termination of this Agreement.

(Note: any proposed modifications to these insurance requirements shall be attached as an Exhibit hereto, and the section(s) above that are proposed as not applicable shall be lined out in blue ink. All proposed modifications are subject to County approval.)

9.04 **Other Requirements:**

All insurance required by this Agreement shall be with a company acceptable to the County and issued and executed by an admitted insurer authorized to transact Insurance business in the State of California. Unless otherwise specified by this Agreement, all such insurance shall be written on an occurrence basis, or, if the policy is not written on an occurrence basis, such policy with the coverage required herein shall continue in effect for a period of three years following the date CONTRACTOR completes its performance of services under this Agreement.

Each liability policy shall provide that the County shall be given notice in writing at least thirty days in advance of any endorsed reduction in coverage or limit, cancellation, or intended non-renewal thereof. Each policy shall provide coverage for Contractor and additional insureds with respect to claims arising from each subcontractor, if any, performing work under this Agreement, or be accompanied by a certificate of insurance from each subcontractor showing each subcontractor has identical insurance coverage to the above requirements.

Commercial general liability and automobile liability policies shall provide an endorsement naming the County of Monterey, its officers, agents, and employees as Additional Insureds with respect to liability arising out of the CONTRACTOR'S work, including ongoing and completed operations, and shall further provide that such insurance is primary insurance to any insurance or self-insurance maintained by the County and that the insurance of the Additional Insureds shall not be called upon to contribute to a loss covered by the CONTRACTOR'S insurance. The required endorsement form for Commercial General Liability Additional Insured is ISO Form CG 20 10 11-85 or CG 20 10 10 01 in tandem with CG 20 37 10 01 (2000). The required endorsement form for Automobile Additional Insured endorsement is ISO Form CA 20 48 02 99.

Prior to the execution of this Agreement by the County, CONTRACTOR shall file certificates of insurance with the County's contract administrator and County's Contracts/Purchasing Division, showing that the CONTRACTOR has in effect the insurance required by this Agreement. The CONTRACTOR shall file a new or amended certificate of insurance within five calendar days after any change is made in any insurance policy, which would alter the information on the certificate then on file. Acceptance or approval of insurance shall in no way modify or change the indemnification clause in this Agreement, which shall continue in full force and effect.

CONTRACTOR shall always during the term of this Agreement maintain in force the insurance coverage required under this Agreement and shall send, without demand by County, annual certificates to County's Contract Administrator and County's Contracts/Purchasing Division. If the certificate is not received by the expiration date, County shall notify CONTRACTOR and CONTRACTOR shall have five calendar days to send in the certificate, evidencing no lapse in coverage during the interim. Failure by CONTRACTOR to maintain such insurance is a default of this Agreement, which entitles County, at its sole discretion, to terminate this Agreement immediately.

10.0 **RECORDS AND CONFIDENTIALITY:**

- 10.1 **Confidentiality:** CONTRACTOR and its officers, employees, agents, and subcontractors shall comply with any and all federal, state, and local laws, which provide for the confidentiality of records and other information. CONTRACTOR shall not disclose any confidential records or other confidential information received from the County or prepared in connection with the performance of this Agreement, unless County specifically permits CONTRACTOR to disclose such records or information. CONTRACTOR shall promptly transmit to County any and all requests for disclosure of any such confidential records or information. CONTRACTOR shall not use any confidential information gained by CONTRACTOR in the performance of this Agreement except for the sole purpose of carrying out CONTRACTOR's obligations under this Agreement.
- 10.2 **County Records:** When this Agreement expires or terminates, CONTRACTOR shall return to County any County records which CONTRACTOR used or received from County to perform services under this Agreement.
- 10.3 **Maintenance of Records:** CONTRACTOR shall prepare, maintain, and preserve all reports and records that may be required by federal, state, and County rules and regulations related to services performed under this Agreement. CONTRACTOR shall maintain such records for a period of at least three years after receipt of final payment under this Agreement. If any litigation, claim, negotiation, audit exception, or other action relating to this Agreement is pending at the end of the three-year period, then CONTRACTOR shall retain said records until such action is resolved.
- 10.4 **Access to and Audit of Records:** The County shall have the right to examine, monitor and audit all records, documents, conditions, and activities of the CONTRACTOR and its subcontractors related to services provided under this Agreement. Pursuant to Government Code section 8546.7, if this Agreement involves the expenditure of public funds in excess of \$10,000, the parties to this Agreement may be subject, at the request of the County or as part of any audit of the County, to the examination and audit of the State Auditor pertaining to matters connected with the performance of this Agreement for a period of three years after final payment under the Agreement.
- 10.5 **Royalties and Inventions:** County shall have a royalty-free, exclusive and irrevocable license to reproduce, publish, and use, and authorize others to do so, all original computer programs, writings, sound recordings, pictorial reproductions, drawings, and other works of similar nature produced in the course of or under this Agreement. CONTRACTOR shall not publish any such material without the prior written approval of County.

11.0 NON-DISCRIMINATION:

11.01 During the performance of this Agreement, CONTRACTOR, and its subcontractors, shall not unlawfully discriminate against any person because of race, religious creed, color, sex, national origin, ancestry, physical disability, mental disability, medical condition, marital status, age (over 40), or sexual orientation, either in CONTRACTOR's employment practices or in the furnishing of services to recipients. CONTRACTOR shall ensure that the evaluation and treatment of its employees and applicants for employment and all persons receiving and requesting services are free of such discrimination. CONTRACTOR and any subcontractor shall, in the performance of this Agreement, fully comply with all federal, state, and local laws and regulations which prohibit discrimination. The provision of services primarily or exclusively to such target population as may be designated in this Agreement shall not be deemed to be prohibited discrimination.

12.0 COMPLIANCE WITH TERMS OF STATE OR FEDERAL GRANTS:

If this Agreement has been or will be funded with monies received by the County pursuant to a contract with the state or federal government in which the County is the grantee, CONTRACTOR will comply with all the provisions of said contract, to the extent applicable to CONTRACTOR as a subgrantee under said contract, and said provisions shall be deemed a part of this Agreement, as though fully set forth herein. Upon request, County will deliver a copy of said contract to CONTRACTOR, at no cost to CONTRACTOR.

13.0 INDEPENDENT CONTRACTOR:

In the performance of work, duties, and obligations under this Agreement, CONTRACTOR is always acting and performing as an independent contractor and not as an employee of the County. No offer or obligation of permanent employment with the County or County department or agency is intended in any manner, and CONTRACTOR shall not become entitled by virtue of this Agreement to receive from County any form of employee benefits including but not limited to sick leave, vacation, retirement benefits, workers' compensation coverage, insurance or disability benefits. CONTRACTOR shall be solely liable for and obligated to pay directly all applicable taxes, including federal and state income taxes and social security, arising out of CONTRACTOR's performance of this Agreement. In connection therewith, CONTRACTOR shall defend, indemnify, and hold County harmless from any and all liability which County may incur because of CONTRACTOR's failure to pay such taxes.

14.0 NOTICES:

Notices required under this Agreement shall be delivered personally or by first-class, postage pre-paid mail to the County and CONTRACTOR'S contract administrators at the addresses listed below:

| FOR COUNTY: | FOR CONTRACTOR: |
|---|---|
| Mike Perez, IT Manager mperez1@co.monterey.ca.us | Rebecca Haines, Contract Administrator rebecca.haines@spinitar.com |
| Name and Title | Name and Title |
| 1590 Moffett Street Salinas, CA 93905 | 16751 Knott Avenue La Mirada CA 90638 |
| Address | Address |
| (831) 759-6908 | (714) 367-2947 |
| Phone: | Phone: |

15.0 MISCELLANEOUS PROVISIONS.

- 15.01 **Conflict of Interest:** CONTRACTOR represents that it presently has no interest and agrees not to acquire any interest during the term of this Agreement, which would directly, or indirectly conflict in any manner or to any degree with the full and complete performance of the services required to be rendered under this Agreement.
- 15.02 **Amendment:** This Agreement may be amended or modified only by an instrument in writing signed by the County and the CONTRACTOR.
- 15.03 **Waiver:** Any waiver of any terms and conditions of this Agreement must be in writing and signed by the County and the CONTRACTOR. A waiver of any of the terms and conditions of this Agreement shall not be construed as a waiver of any other terms or conditions in this Agreement.
- 15.04 **Contractor:** The term "CONTRACTOR" as used in this Agreement includes CONTRACTOR's officers, agents, and employees acting on CONTRACTOR's behalf in the performance of this Agreement.
- 15.05 **Disputes:** CONTRACTOR shall continue to perform under this Agreement during any dispute.
- 15.06 **Assignment and Subcontracting:** The CONTRACTOR shall not assign, sell, or otherwise transfer its interest or obligations in this Agreement without the prior written consent of the County. None of the services covered by this Agreement shall be subcontracted without the prior written approval of the County. Notwithstanding any such subcontract, CONTRACTOR shall continue to be liable for the performance of all requirements of this Agreement.

- 15.07 **Successors and Assigns:** This Agreement and the rights, privileges, duties, and obligations of the County and CONTRACTOR under this Agreement, to the extent assignable or delegable, shall be binding upon and inure to the benefit of the parties and their respective successors, permitted assigns, and heirs.
- 15.08 **Compliance with Applicable Law:** The parties shall comply with all applicable federal, state, and local laws and regulations in performing this Agreement.
- 15.09 **Headings:** The headings are for convenience only and shall not be used to interpret the terms of this Agreement.
- 15.10 **Time is of the Essence:** Time is of the essence in each and all of the provisions of this Agreement.
- 15.11 **Governing Law:** This Agreement shall be governed by and interpreted under the laws of the State of California; venue shall be Monterey County.
- 15.12 **Non-exclusive Agreement:** This Agreement is non-exclusive and both County and CONTRACTOR expressly reserve the right to contract with other entities for the same or similar services.
- 15.13 **Construction of Agreement:** The County and CONTRACTOR agree that each party has fully participated in the review and revision of this Agreement and that any rule of construction to the effect that ambiguities are to be resolved against the drafting party shall not apply in the interpretation of this Agreement or any amendment to this Agreement.
- 15.14 **Counterparts:** This Agreement may be executed in two or more counterparts, each of which shall be deemed an original, but all of which together shall constitute one and the same Agreement.
- 15.15 **Authority:** Any individual executing this Agreement on behalf of the County or the CONTRACTOR represents and warrants hereby that he or she has the requisite authority to enter into this Agreement on behalf of such party and bind the party to the terms and conditions of this Agreement.
- 15.16 **Integration:** This Agreement, including the exhibits, represent the entire Agreement between the County and the CONTRACTOR with respect to the subject matter of this Agreement and shall supersede all prior negotiations, representations, or agreements, either written or oral, between the County and the CONTRACTOR as of the effective date of this Agreement, which is the date that the County signs the Agreement.
- 15.17 **Interpretation of Conflicting Provisions:** In the event of any conflict or inconsistency between the provisions of this Agreement and the Provisions of any exhibit or other attachment to this Agreement, the provisions of this Agreement shall prevail and control.

16.0 SIGNATURE PAGE.

IN WITNESS WHEREOF, County and CONTRACTOR have executed this Agreement as of the day and year written below.

| COUNTY OF MONTEREY | CONTRACTOR |
|--|--|
| By: _____ Contracts/Purchasing Officer | _____ Spinitar |
| Date: _____ <i>Eric Heatham</i> | _____ Contractor's Business Name* |
| By: _____ 747D862C7BD04AE... | By: _____ |
| Date: _____ Department Head (if applicable) 9/16/2022 12:01 PM PDT | By: _____ (Signature of Chair, President, or Vice-President) * |
| By: _____ | <i>Joseph J. Keira Principal/CEO</i> |
| Date: _____ Board of Supervisors (if applicable) | Name and Title |
| By: _____ | Date: <i>Sept 9, 2022</i> |
| Approved as to Form ¹ | By: _____ |
| By: _____ DocuSigned by: <i>Samuel Biderwell</i> | (Signature of Secretary, Asst. Secretary, CFO, Treasurer or Asst. Treasurer) * |
| Date: _____ 61542069561440E... County Counsel | Name and Title |
| Date: _____ 9/15/2022 4:42 PM PDT | Date: _____ |
| Approved as to Fiscal Provisions ² | By: _____ |
| By: _____ DocuSigned by: <i>Jennifer Forsyth</i> | Name and Title |
| Date: _____ 4E7E657875454AE... Auditor/Controller | Date: _____ |
| Date: _____ 9/16/2022 11:49 AM PDT | By: _____ |
| Approved as to Liability Provisions ³ | Name and Title |
| By: _____ | Date: _____ |
| Date: _____ Risk Management | By: _____ |
| By: _____ | Name and Title |
| Date: _____ | Date: _____ |

County Board of Supervisors' Agreement Number: _____, approved on (date): _____

*INSTRUCTIONS: IF CONTRACTOR is a corporation, including non-profit corporations, the full legal name of the corporation shall be set forth above together with the signatures of two (2) specified officers per California Corporations Code Section 313. If CONTRACTOR is a Limited Liability Corporation (LLC), the full legal name of the LLC shall be set forth above together with the signatures of two (2) managers. If CONTRACTOR is a partnership, the full legal name of the partnership shall be set forth above together with the signature of a partner who has authority to execute this Agreement on behalf of the partnership. If CONTRACTOR is contracting in an individual capacity, the individual shall set forth the name of the business, if any, and shall personally sign the Agreement or Amendment to said Agreement.

¹Approval by County Counsel is required

²Approval by Auditor-Controller is required

³Approval by Risk Management is necessary only if changes are made in paragraphs 8 or 9





Monterey County Board of Supervisors

168 West Alisal Street,
1st Floor
Salinas, CA 93901
831.755.5066
www.co.monterey.ca.us

Board Order

A motion was made by Supervisor Chris Lopez, seconded by Supervisor John M. Phillips to:

Adopt Resolution No.: 22-353; Agreement No.: A-16033

- a. Authorize the Chief Information Officer to execute a non-standard Agreement with Spinitar for Board Chamber Audio Visual & Broadcast System Upgrade project services, set forth in Request for Proposal (RFP) Number 10776, in the amount of \$2,016,247 for the term of October 3, 2022 through October 3, 2025; and
- b. Authorize the Chief Information Officer the option to execute up to three (3) additional amendments to this Agreement, each extending the term by one year, where the additional costs per year do not exceed ten percent (10%) of the cost of the prior year, subject to County Counsel review, and provided that the terms and conditions of the agreement remain substantially the same.
- c. Consider adopting a resolution to:
 - i. Authorize and direct the Auditor-Controller to amend the FY 2022-23 Adopted Budget to increase appropriations in the Information Technology Department (ITD) 1930, Appropriation INF002 by \$2,016,247, where the funding source is PEG Fee Restricted Fund Balance (Fund 001-3042, Sub-BSA 193-P), for funding the Board Chamber Audio Visual and Broadcast System Upgrade (RFP 10776) (4/5ths vote required).

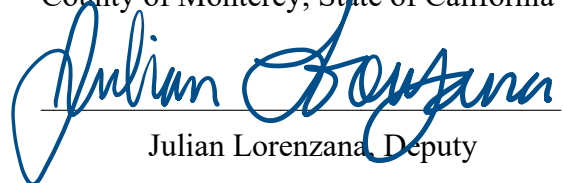
PASSED AND ADOPTED on this 13th day of September 2022, by roll call vote:

AYES: Supervisors Alejo, Phillips, Lopez, Askew, and Adams
NOES: None
ABSENT: None
(Government Code 54953)

I, Valerie Ralph, Clerk of the Board of Supervisors of the County of Monterey, State of California, hereby certify that the foregoing is a true copy of an original order of said Board of Supervisors duly made and entered in the minutes thereof of Minute Book 82 for the meeting September 13, 2022.

Dated: September 15, 2022
File ID: A 22-491
Agenda Item No.: 46

Valerie Ralph, Clerk of the Board of Supervisors
County of Monterey, State of California


Julian Lorenzana, Deputy

Audiovisual Proposal for: The County of Monterey Chamber, Broadcast, & Digital Signage Systems



Prepared by:
John Neal



Spinitar

August 26, 2022



This Proposal – Scope of Work EXHIBIT A is between the County of Monterey, a political subdivision of the State of California, (hereinafter referred to as "COUNTY" OR "YOU"), and Spinitar (hereinafter "CONTRACTOR" or "WE").

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❑ **Executive Summary**

This proposal addresses the following systems and services

- Chamber & Production (168 W Alisal Street Rd.)
- Broadcast Headend (1590 Moffett Rd.)
- Digital Signage/Kiosks (Alisal & Schilling Lobbies)
- Portable Systems – Ad Hoc and in conjunction with Sea Cave Rm
- Sea Cave Room – Communications Production Facility
- Monterey Room – Zoom Room & Backup Meeting facility
- Post Install:
 - Spares
 - Systems Monitoring & Management
 - Warranty & Support Services

Spinitar will provide AV Systems in areas listed above and as listed in the System Descriptions below to allow for in-Chamber speech reinforcement and AV Presentation, HD Recording, Community Broadcast and online Streaming of Chamber proceedings. All existing equipment that is old or does not provide required performance or features will be replaced. As listed in this proposal, very few components will be reused.

A portable package of audio and video components and subsystems is included to allow for capture and immediate or future broadcast of Press Conferences or other events involving up to two people outside of the Chamber.

We have a proposal to upgrade the Monterey Room for use as a limited functionality Backup Boardroom system. It can be switched back to the existing Zoom Room mode with a push of a button.

The Sea Cave Room will be turned into a Communications Production Room for the capture of Zoom Conferences, Public Address, and Interviews.

Due to the importance that the County places on continued operation of the Chamber AV and Broadcast System, we have planned extensively for a resilient design, inclusion of critical spare components to allow for restoration of service using on-site parts, and rapid remote and on-site services to implement repairs.

❑ **System Descriptions & Scope of Work**

○ **Chamber**

Video Display System

The Display System for the audience in the Chamber will be handled by (2) 130" LED Walls behind the Dais and (2) 85" Displays to support the back rows.

The Display System for the members, Clerks, and other staff at the front of the room will be handled by 22" LCD Displays for every seat.

Video Walls

We will install (2) Samsung 130" diagonal (9.5'w x 5.3'h) LED Video Wall on the wall behind the Dais. The 1.5mm pitch of the LEDs will result in 1920 pixels across by 1080 high. This will allow what is known as 1080p or Full HD resolution. This is the standard resolution standard that will be used for all video capture and distribution.

The cabinetry on the back wall will be cut down to approximately 54" above the raised Dais Floor. A border board, much like a fireplace mantle, will be placed at that elevation and the video wall will be above that with approximately a 9" upper and lower border to allow for easy air movement behind the walls to keep them cooled.

Each wall may have different video sources routed to it if desired. Installation will be by Samsung.

85" LCDs at back of Room

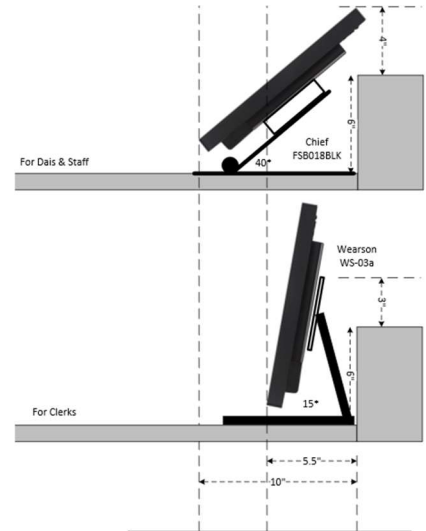
We will mount (2) Samsung 85" LCD Displays from the ceiling in the back half of the room. They will be mounted off to the sides pointing diagonally in to minimize obstructing camera views from the back wall.

22" Monitors

A 22" Crestron Touch Monitor will be placed in front of each of the 14 Dais members, 2 Clerks, and 2 Staff members. Each Touch Monitor can provide a combination of Control Functions, Video Window, and access to PCs.

The Dais and Staff monitors will be mounted on Chief mounts that can fold back fairly flat to minimize obstruction of cameras viewing member faces.

The Clerk Monitors will be mounted with Wearson WS-03 mounts that can articulate more upright for better viewing by the Clerks.



- Board members will be able to:
 - Log into their seat so the System knows who is sitting where (for use with Camera Presets and automatic Name Titles)
 - Have basic controls such as Microphone Mute and Video Mode selection
 - View Presentation Content
 - Video window with controls on the side or toggling full/partial screen video by touching the image.
 - View Broadcast
- Staff Members will have the same capabilities.
 - We do have a PC allocated to each seat to allow, at the least, viewing of the agenda via Votecast or perhaps PDF version of the Agenda if you do not wish to make VoteCast available to them
- The Clerk's Panel will have:
 - Full control of the system within the limits we agree on during the Design Phase.
 - Ability to preview any video signal
 - Ability to send the AirMedia Access Code to the Lectern
- The Clerk will have three monitors (Clerk 2 will have two) that may view and control either of the two Clerks' PCs, the Presentation PC, Zoom VTC PC and an extra VTC that will not be distributed to others or broadcast but will be used strictly by the Clerk to administer Zoom Calls.

Video Presentation Sources

Video Presentation Sources will include:

- Lectern Laptop
- ADA Laptop Input/OFE Document Camera
- Staff 1 Laptop
- Staff 2 Laptop
- Clerk1 Laptop
- Clerk2 Laptop
- AirMedia (Wireless Presentation) (County Network)
- AirMedia (Wireless Presentation) (Public Network)
- Presentation PC
- Incoming Videoconference PC
- Vote Results

We will provide a Presentation PC in the AV Racks that may be viewed and controlled by either Clerk. Control may be also assigned to either Staff member, or someone at the Lectern. A Logitech Spotlight presentation tool (sometimes called a Clicker) will be available for use at the Lectern to advance slides. The County is responsible for loading PowerPoint or other applications on this PC. Each Clerk and Staff member will have a Logitech Wireless Keyboard and Mouse that may be used for this or other PCs to be described later.



We will provide (6) locations to connect Laptops to the system via HDMI Cable.

At each of the two Clerk's stations, we will provide an HDMI Input plate on the backsplash. The plate will also include a USB 2.0 link to whatever PC the Clerk's Keyboard is actively assigned to. Primary intent is for connection of Thumb Drives.

At the Staff and Lectern locations, we will replace the existing Altinex Pop'n'Plug Jr Table Boxes.

These are similar to the ones that are already in these locations except that the VGA Jack has been replaced with an HDMI jack, and they will be new so you do not need to hold the spring loaded top open by hand. Your existing Document Camera may be connected to the Pop'n'Plug at the ADA Lectern location.



If the Clerk assigns Wireless Keyboard & Mouse control of the Presentation OC to the Staff or Lectern, their USB jack will also be available as a USB 2.0 link to the Presentation PC. At all other times, the Staff's Keyboard, Mouse, and USB jack will be assigned to their own PC (typically used for reading the Agenda).

We will also provide a Crestron AirMedia 3200. This device will allow connection and presentation of laptops and personal devices via WiFi. The appliance has (2) Network connections so that it can be connected to via the County or Guest WiFi Networks. The 4-digit pin code shall be privately distributed to Dais, Clerk, & Staff Monitors as well as the Lectern Touch Panel without being seen on the Room Displays.

Logo Player

The system includes a Digital Media Player to play still or motion graphics. The intent is to allow a logo to be displayed when presentation content is not being presented and it is not desired to display the Broadcast signal. It is an alternative to a blank screen. We will load and provide for playback of a still or motion file for each Meeting Group provided by the County.

Vote Results Display

The County shall provide a Granicus PC that will be used to display the results of the Granicus Votecast application.

Audio System

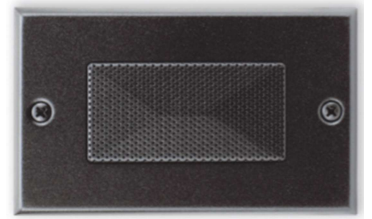
The Audio System design will be converted to nearly all digital. We will be using Dante Transporter modules under the Dais, Staff Table, and Lectern to convert all microphone to Dante digital audio for transport over the network. This also gives us a very simple means of turning the Mute Status LED on the Mic Mount on and off by issuing commands over the network. There will be far fewer cables in the new system.

We will be providing 27" Clock Audio Gooseneck Microphones (the longest size) at all positions except the Staff Tables. Because their Worksurface is shorter than the Dais and Clerk Tables, a 23" microphone will provide a similar reach.

Any length microphone may be plugged in or removed from the Clock Audio Mic Base with integrated Mute Switch and Tri-Color LED.



At the Dais and Clerk Tables, the audio will be reinforced through small RDL Speakers mounted in the backslash in front of each member. Each speaker will get a unique mix tailored to that location to minimize the potential for feedback.



At the Staff Table and at the Lectern, the cabinetry is not being modified, and we will mount (2) small speakers on the Staff desktop, and (1) each on the upper and lower (ADA) Lectern surface.



We will be installing new ceiling speakers in the Chamber Ceiling, dividing the space into smaller more controllable zones and adding amplification so each speaker need be no louder than necessary rather than just as loud as loudest speaker needs to be. There will be virtually no chance of feedback with a properly design audio system. The front row of speakers appears to have been added more recently and will probably not need to be changed. A decision will be made after detailed on-site analysis during the Engineering Phase.



We will refresh your Listen Technologies Assistive Listening System (ALS). It provides RF directly to your existing digital receivers. We will replace your existing Transmitter and Antenna in the Production Room. A new WiFi Transmitter also provides a Network feed which you can connect to your Guest WiFi (if you wish) to allow people to listen using their existing Phone

and earbuds. Per ADA (Americans with Disabilities Act), you need to have at least (10) receivers. You have many more than this (with chargers) and do not need more.

Translation System

We will add a second Assistive Listening Transmitter which will be used to distribute Spanish audio (when translation is available) (Transmitter already sold and installed in Triage Phase). We will also provide a PC dedicated for Spanish Translation via Zoom. The incoming audio on this PC will be routed to the 2nd ALS Transmitter.

Mode 2 – Selected by Clerk or Producer

When the person speaking at the Lectern is speaking Spanish (or another language that needs to be translated), the remote Translator will translate the Lectern Microphone audio to English and responses from the Board to Spanish. When in this mode, both the incoming English and Translated Audio will be amplified through the Speaker System. (Exact details of operation to be finalized during the design phase.)

Speaker Distribution/Overflow

During a meeting the active audio may be distributed to existing speakers in Overflow spaces including:

- Closed session conf room 1032 – 2 speakers
- Breakout room 1034 – 1 speaker
- Constituent conf room 1035 – 2 speakers
- Interview Rm 1036 – 2 speakers
- Breakout room 1037 – 2 speakers
- Open office 1069 – 3 speakers
- Monterey Room 2092 – 8 speakers

The existing speaker in each of these rooms will be reused. New amplification will be added and the volume controls on the wall in each room will be reused. The exception is the Monterey Room. In this room, we will add an NVX Receiver and a new HDMI input for the Matrix so that room can select to view the Chamber Broadcast.

Control System

Overview

The Chamber AV System will be primarily controlled by one of the 22" Panels at either Clerk position, with duplicate controls available to the Producer at the Production Console. Each Board member can control their own Mic Mute from their Touch Monitor or the pushbutton on the Mic Jack. Board members can also select Presentation or Broadcast video, although Presentation will automatically override and appear on their screen at the start of any presentation. And the Chair can control the Lectern Microphone and Speaker Timer (as can the Clerk and Producer.) The Producer will have extensive additional controls for Production that will be described later in this proposal.

Clerk Station

The Clerk will have (4) Touch Monitors. The left monitor is intended to always show the Control Panel with Video Preview capability. The other three monitors can each be assigned to any PC. The Clerk may touch any of these monitors to select what PC is displayed on that monitor. The Clerk will have a Wireless Keyboard and Mouse which they can assign to any of the three monitors by Touching the Monitor and selecting Kybd/Mouse Control button. The second Clerk position will work the same except they will only have (3) Touch Monitors.

- MON 1 – Touch Control and Video Preview (PC not controllable)
 - MON 2 – Clerk PC (or any PC)
 - MON 3 Agenda (Legistar) (or any PC)
 - [2 instances of Legistar (1 current, 1 old for copying)
 - MON 4 Presentation, Zoom, Clerk's Zoom PC (or other PC)
 - Need to be able to Route Clerk Zoom to CHAIR's MON
- The Clerk will always have access to a "Public On/Off" button to enable and disable any audio or video from leaving the room. You can still keep phone and VTC enabled if you choose, but the Public button will be Yellow rather than Green or Red to confirm that some signal is enabled. Audio to remote rooms and Assistive listening would be cut off with Public Off.

Lighting Control

Adjacent to the Clerk are existing Dimmers and Switches to control the Chamber Lighting and Shades.

We will eliminate the switches in the Clerks area and provide an integrated Dimming System that will be installed in the Electrical Room (just behind the Chamber). We will provide a Crestron CAEN Lighting Control Frame, Dimmer modules, and interface devices for the Fluorescent Ballasts.

Simple Lighting Presets will be available at the Clerk and Production Touch Panels. Also, we will provide (2) 2-button On/Off controls that will be

installed near the Production Room Door and the Door to the back hallway NE of the Dais.

We will move the Shade Controls to the Crestron Relay controller, and provide Blackout & Sun Shade controls on the Clerk and Production Touch Panels.

Chamber Chairs

We will provide new chairs for the Dais, Clerk and Staff.

The Dais will get (14) La-Z-Boy black Aberdeen high-back Executive Chairs. These leather chairs have adjustable seat height and tilt. The maximum width is 29". The maximum height at the top of the back is 49".

The Clerks and Staff will get (6) of the La-Z-Boy black Arcadian series chairs. These leather chairs also have adjustable seat height and tilt. The maximum width is 23". The maximum height at the top of the back is 46". These are slightly shorter to help reduce obstruction of audience view.

- **Chamber Production**

The Production System is responsible for combining the Microphone, Presentation, and Conference audio with Camera, Video Conference, and Presentation signals into a signal ready to broadcast. This signal will be sent to the Broadcast System at the Moffitt ITD building.

We will also be combining the incoming Spanish Translation Audio from the Spanish Zoom PC with the active Broadcast Video to create a second stream to be sent to the Broadcast facility for the new "Spanish Channel". See details in the Broadcast section.

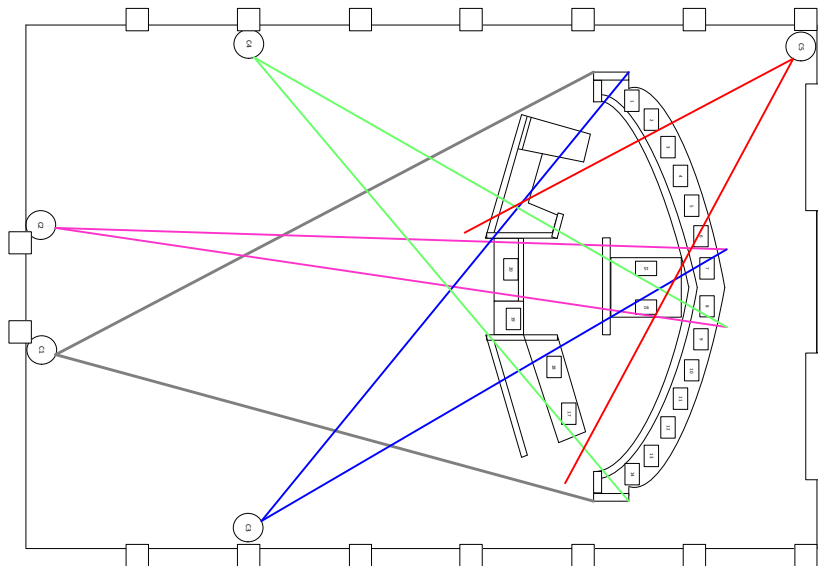
Production Equipment

Cameras

We will be providing (5) Vaddio RoboShot 40 UHD for the Chamber. These are equipped with Vaddio's "Tri-Sync" technology that allows presets to be recalled with simultaneous Pan, Tilt and Zoom. It is easy to not think about this being a feature we expect, since human camera operators have been doing this for almost a hundred years. But it is relatively new to automated cameras. The 3840x2160 UHD (think 4K) image sensor is important in its ability to zoom in 20x from the back of the Chamber. And, if needed, it can continue zooming using the extra UHD pixels while still continuing to output 1080HD.

We will place:

- C1) One camera on the back wall for the "Wide Shot"
- C2) A second Camera at the back for the "Center Dais Closeups"
- C3) A Camera on the Chamber Right for "Dais Left Closeups"
- C4) A Camera on the Chamber Left for "Dais Right Closeups"
- C5) A Camera on the Front Side Wall for the Staff Table and Lectern Areas

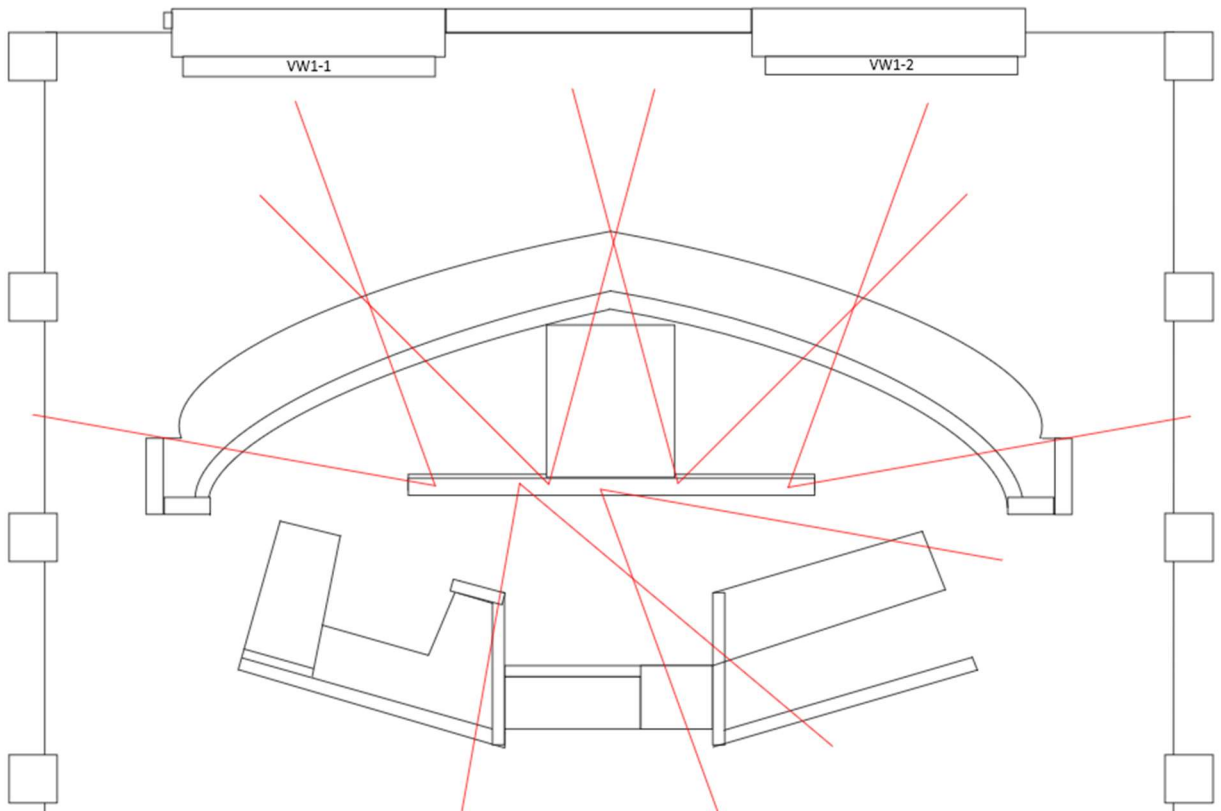


Broadcast Lighting

In order to provide better lighting for the Dais, Staff & Lectern, we will provide and install (6) LitePanels Gemini 1x1. These fixtures will be controlled via DMX 512 from the Touch Panel and have the ability to color match other room lighting.

We have included 60* honeycomb louvers to keep the light off of the Video Walls.

The fixtures will be suspended from the ceiling in a line that is just in front of the current projector position. With the fixtures suspended from a mounting bar above the ceiling line, Four will be pointed at the Dais, one at the Staff Table and one at the Lectern Area.

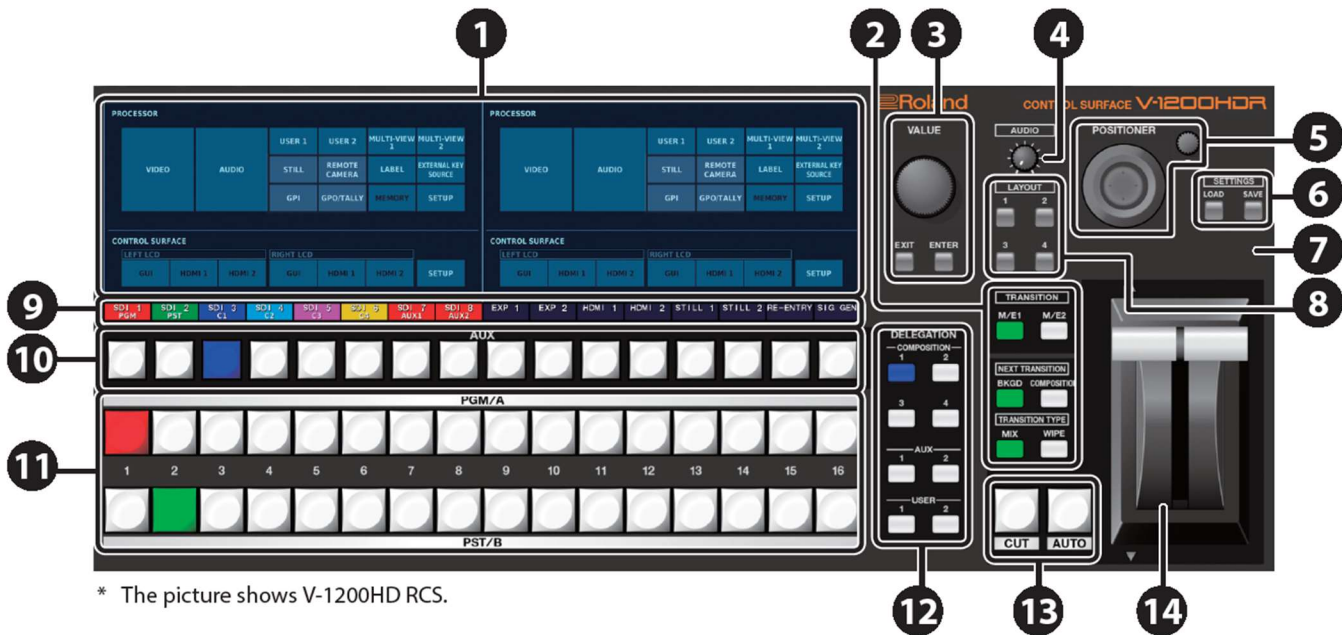


Production Switcher

The heart of the Production System is the Production Switcher. We will be providing the Roland V1200HD. This unit is unique in its ability to offer all of the standard switching features of any Production Switcher, but be completely remote controlled by the Crestron System. This device accepts up to (6) SDI Inputs (more with expansion module), and (2) HDMI Inputs. We will be using it for (5) Cameras and (2) HDMI inputs for active Presentation and Video Conference. Note that the signals flow through the electronics module which will reside in the Equipment Rack. The Controller simply connects with a single Ethernet Cable and sits on the Production Console.



Using Crestron Programming, we have made the Switcher very easy to use – even in manual mode, by being able to recall single and multi-window layouts.



* The picture shows V-1200HD RCS.

Brief Technical explanation of Switcher usage overview

Row 9 shows the names we have electronically labeled each source (Wide Cam, Dais Left, Presentation, VTC, etc.).

The top of row 11 shows the current source highlighted in red.

The bottom of Row 11 allows selection of the "next" source highlighted in green. In Power Assist Automation mode, the system will select this source for you. As a producer, you simply press the "TAKE" button on the Touch Panel or "CUT" or "AUTO" dissolve button in area 13 and the switch

executes. In manual mode, the process is the same except you figure out who is talking and pick the next shot.

Row 10 (AUX BUS) will be used to select the signal being sent as the outgoing signal on a Video Conference. It will generally be the same as you are broadcasting, except when someone on the videoconference is talking, You would not want to send a delayed version of their own image back to them. It could be very disconcerting. So the automation will automatically select the best source – usually just a wide shot of the Chamber.

Character Generator

We are taking a slightly non-traditional approach to the Character Generator. I would rather not get too deep in this proposal. But, for any Video geeks reading this, suffice to say that we are laying the graphics on the Switcher Output, not on a Downstream Key. This is to simplify operation and allow an extra feature of the Switcher to be used for Video Conferencing. Rather than using the Row 10 source for keying graphics, we will use that row for Video Conference as described above and simply place layers of graphics on top as desired.

We will be using the ChyTV HD Pro. This was created by the same engineers that developed the Chyron CODI and so many other Broadcast Standard Character Generators. There are many features of this unit that offer unique capabilities. But the most important at the moment, is the fact that it can draw on data from files to layer on the broadcast signal. We will use this for taking Member Names and Agenda Titles from a common file (one per Meeting Group).

Matrix Switcher

As with the Broadcast Headend System, the Production System will have a KUMO 16x16 SDI Matrix Switcher to allow routing as needed. It will be intelligently controlled by Crestron. And, it will also have a Kumo button Controller for emergency backup or alternate usage as desired.

Backup Recorder

We will install the SPARE Cablecast VIO4 Video Server in the Production Room Rack. It will be able to record an extra copy of any video sent to the Broadcast facility.

We will also be providing one KiPro Go Multichannel HD Recorder in your Portable Kit. This could be used if there is ever need. We will also provide one year of Adobe Premier for use in case it is necessary to modify and/or export files from the VIO4 or KiPro.

Captioning

The VIO4 includes internal captioning ability when paired with their AI-based captioning Service. This can be applied in real-time as signals are broadcast, or onto any video files deposited onto the Server in non-real-time. Since the captions will not survive transport across the VBrick link to

the Broadcast Center at the ITD, we will not apply captioning at the backup VIO4 in the Production Room Rack. Captioning will be addressed again in the "Broadcast" section of this proposal.

Transport to the ITD Broadcast facility

The VBrick Encoder and Decoder current being used to send audio and video to the ITD cannot be upgraded from Standard Definition to High Definition. So we will provide a new Encoder & Decoder pair to send the video and English audio. We will provide a second pair to send the video and Spanish audio to the ITD as well.

Racks

We will install all production equipment into two new racks that will replace the two racks currently in the Production Room. A new 8' production console will be provided as shown in the Production Room section. The rack equipment necessary to process video for the console displays will be located in the 11RU rack shown under the console, as will two micro PCs for the CG (Character Generator) System and the Miscellaneous functions PC.

Production Console

We will provide a freestanding console that will support two 43" 4K displays and a 32" Program/Test Monitor. Two monitoring speakers will also be on stands.

On the Desktop will be the Roland Video Switcher Controller, a 22" Touch Monitor (with Video Preview), a Camera Controller, and a wireless Keyboard & Mouse to allow control of any PC.

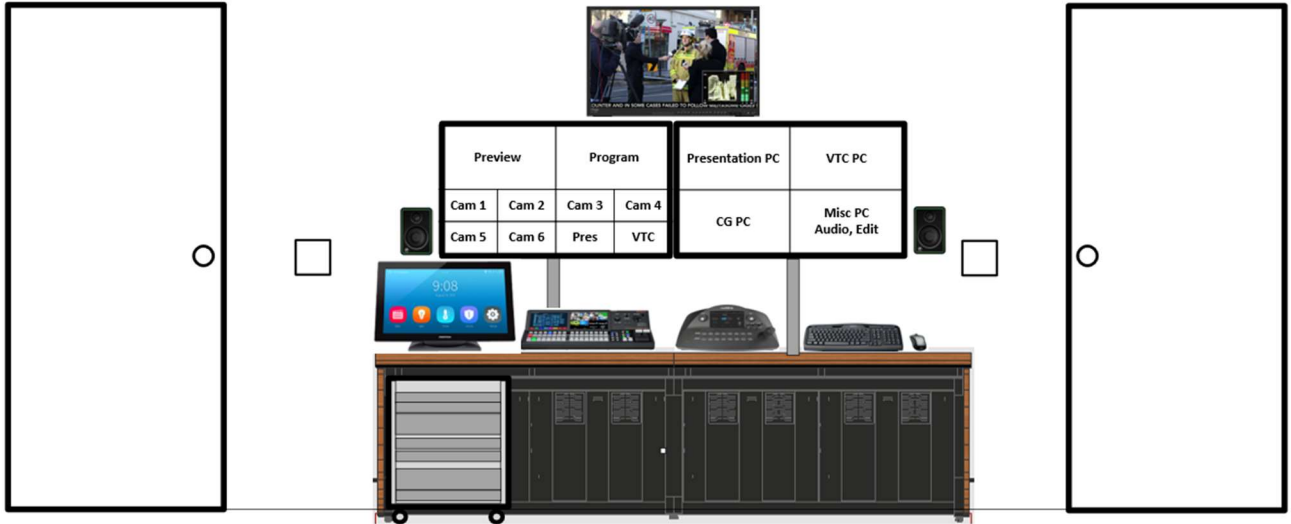
The left 43" Monitor will show the Multi-Viewer from the Roland Switcher. We will configure it to show the 5 cameras, the active Presentation, and the VTC PC.

The right monitor will actually show (4) 1080p signals on the one UHD Screen from:

- 1) The Presentation PC
- 2) The VTC PC
- 3) The CG Control PC
- 4) A Multi-purpose PC for Production Staff.
 - This PC can be used to show the Biamp DSP Audio Interface for diagnostic or administrative purposes.
 - This PC can be used for firmware updates, or remote access to any applicable equipment with remote access such as the Chamber Cameras or the Cablecast Billboard and Scheduling System.

A 32" Monitor will be above the 43" Monitors. HDMI sources may be assigned to this monitor via the Production Touch Panel. The Monitor will have Audio Metering capability that is enabled by default.

We will reinstall an existing Standard Definition TV on the wall to allow for confidence monitoring of the CATV signal being received from Comcast. A 11RU Rack is shown under the left side. This houses the interface equipment between the Console equipment and the two Main Equipment Racks on the on the opposite corner of the room.



- **Broadcast Automation**

- Camera Locations and Presets

For the Board Meetings, there will be one camera at the back that always has a wide shot. This may be full width to capture the entire room, or zoomed in to capture all applicable Board members. There will also be three “Closeup” Cameras for Left, Center and Right. If a camera needs to move to another preset for the same camera, the wide shot will always appear between the two shots so the camera image will never be seen while moving. If two people at the Dais are going back and forth in a discussion (more than once in x seconds), the system will pull out to a preset that encompasses both members. There is also a camera pointing at the Staff and Lectern Area that will utilize presets triggered by those microphones.

- Camera Switching

The automation software operates in your choice of three modes:

- Full Automation – All cameras and position/zoom presets are selected and switched automatically based on microphone data, selected modes, and selected operational options
- Power Assist - All cameras and position/zoom presets are selected based on microphone data, selected modes, and selected operational options. However, the proposed Board shot is placed in Preview rather than program. The operator may use this suggestion or select another and then “Take” when ready.
- Full Manual – The Multi-window Layouts are automatically selected based on selected parameters. However, Board Camera/VTC selection is fully handled by the Production Operator.

Logo Player

Logos are prepared for every meeting group that will be using the room (County Board, Sanitation board, etc.). This is part of the Meeting Editor function (see Parliamentary System) This logo appears on the Touch Panels when there is no Presentation, Broadcast, or other video present. In "Full Automation" mode, the date and time will be placed over the appropriate group logo and this image will be broadcast for "xx" amount of time until the meeting starts and the applicable local or remote image is selected.

Agenda Titling

The Agenda Titles may be copied or typed into a Character Generator file that is prepared for each Meeting Group in the Meeting Editor. When the Clerk selects and starts a given meeting, the Agenda Title List appears on their Touch Panel (and the Production Touch Panel). As the Meeting proceeds, the Clerk or Producer may scroll through the list and select a new Agenda item. This title is then able to appear on the Broadcast Graphics. You can choose to list the items with or without an Agenda Item #.

Member Titling

Member Names may automatically be available to appear. All member names are entered into the Character Generator Spreadsheet file. When a member "logs in" to a seat using their Touch Panel, the system knows where they are located and how to place their title on the screen when they speak.



- **Parliamentary System**

We know you will be using the Granicus Legistar and VoteCast for most functions: Motion handling, Voting, Agenda review.

iPads and Charge Stations

We will provide (14) iPads each mounted on an iPort Luxe Charging Station.



Vote Results

We will interface to the Owner Furnished Granicus Vote Results PC to display Vote Results.

Meeting Editor

We do propose using a couple of elements from our Parliamentary System. The first is the Meeting Editor. As described in various sections above, it will allow us to link specific members to particular microphones for use in Automatic Camera recall, and Automatic member name titling. Using a Web Interface, the Clerk or any designated Admin will enter the name of the Meeting Group (such as "County Board", "Planning Commission", or "Regional Sanitation". They will fill in the Board Members' names, Chairman/Vice Chairman status. Chairman Touch Panels have the ability to control the Timer and Mute the lectern microphone.

The Clerk will start the meeting prior to users entering the room. Users log in to a specific seat and microphone by selecting their names from the on-screen list. This will allow the system to associate a specific Touch Panel and Microphone with a specific name. If desired, it is also possible to overlay titles with the members name during close-ups because the system knows where everybody is sitting.

Speaker Timer

As described above, we will also integrate a Speaker Timer function. This will appear at the bottom all Touch Panels and Room Displays. The Clerk, producer, or Chair (or Vice-chair in chair's absence) may set, start & stop the timer. It will count down in Green numbers from the set starting allowance. At a second defined time (e.g. :20 seconds) it turns yellow. At 0:00 it turns red, starts flashing, and begins counting up to indicate how far over the limit the speaker has proceeded.

The Speaker Timer will also appear on two 5" LED Display/Touch Panels at the upper and Lower ADA Lectern.

The Speaker Timer can also appear on the "Lower Third" graphic of the Broadcast signal if desired.

Inter-Touch Panel Messaging

We will provide the ability to send messages between Chair, County Counsel, Administrative Officer (CAO) and the Clerk.

o **Broadcast Headend**

The Broadcast Headend receives the English and Spanish Broadcast signals from the Production Room and allows for live playout and scheduled replays to the Broadcast Distribution destinations. The Video Server also includes a Video Billboard System that can generate Community Messaging and upcoming Meeting Playback Schedule in between live and recorded meeting playback.

Matrix Switcher

We will use an AJA KUMO1616 Matrix (same model as the one used in the Production System) to act as a Patch Bay to route signals as needed through the Headend System.

The control of the Matrix Routing is critical. We included a standard Kumo Button Controller to use for selecting an Input and Output in an emergency. However, in general, an operator may not want to find a system diagram in order to understand the signal flow they are about to create. For this reason, we have planned for an "intelligent" alternative. We will provide a rack mounted Touch Panel that will be programmed with logical names for each Input and Output, and it will have intelligent suggested choices of destination for each output on the main screen. Unusual choices will require accessing the Advanced control page or using the Kumo button controller.

FS-2 Audio Video Processor

We will use an AJA FS-2 to receive the English and Spanish streams (received by new VBrick 9000 Decoders) and combine the English and Spanish audio with the Chamber master Production Video to create a single SDI signal with the English and Spanish audio digitized into (4) embedded audio channels of the resulting HD-SDI 1080p signal.

Video Server

We will replace your existing Leightronix Nexus Video Server with a Cablecast VIO4 Video Server. This Server will take in the 1080p signal and process it to create three different signals that may be distributed to destinations:

- 4:3 Standard Definition Video with English Audio (480i)
 - o English Subtitles
- 16:9 High Definition Video with English Audio (1080p)
 - o English Subtitles
- 16:9 High Definition Video with Spanish Audio (1080p)
 - o English Subtitles initially may be replaced with Spanish subtitles once available by the Cablecast AI-Captioning software later this year.
 - o Note: we have included a bundle of 1000 Hours of

Cablecast AI-based Captioning which may be used for English and Spanish (if available).

The Video Server will also be able to receive 1080p HD streams from remote sites (via the Portable System encoder) and record and/or stream these to the Broadcast Distribution just as though they were wired inputs to the Server.

- Note: we have included a one year bundle of 100GB/Month (approximately 80 Hours/month) of Cablecast RTMP Stream Service to allow receipt of streams from the Portable System, or direct from Zoom.

Broadcast Distribution

The Broadcast System will distribute the audio and video to the following destinations:

- Comcast Ch 28 (Standard Definition English)
 - We will reuse the existing VBrick 9000 Encoder
- U-Verse (assumed to be Standard Definition English)
 - We will reuse the Inlet Technologies Encoder
- Granicus Video Encoder (720p English with Agenda)
- YouTube (English)
 - We will provide a CableCast Live 350 Encoder
- YouTube (Spanish)
 - We will provide a second Live 350 Encoder
 - Note that the LIVE 350 may be started and stopped via schedule running on the VIO4

Temporary Virtual Broadcasts

In order to allow for meetings to continue during the Implementation of the Production Room and Chamber, we will build out the Broadcast Headend first and, as noted above, you may use the RTMP service to archive and rebroadcast the Zoom Meetings just as if they had been recorded live in the Chamber.

Test Monitor

We will provide a dual 9" Rack Monitor from TV Logic that is capable of viewing both the 1080i and 480i signal, showing Waveform & Vectorscope images, displaying the Closed Caption, and amplifying the embedded audio through its speaker.

Equipment Rack

We will provide a new equipment rack for the new equipment and existing Broadcast interfaces. The system will be programmed and tested in our shop prior to "Turnover Day" (less the Comcast and AT&T interfaces).

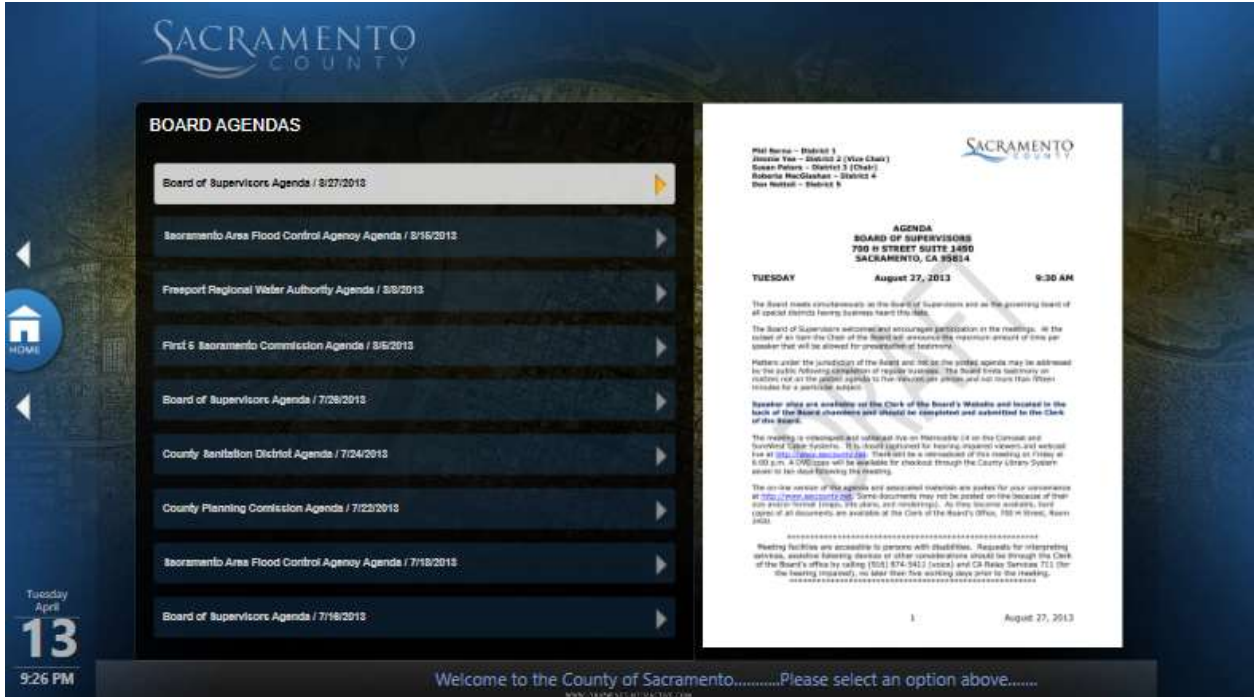
We will identify the best rack, cable management, and turnover procedure during the Engineering Phase.

- **Digital Signage/Kiosks**
Signage Software

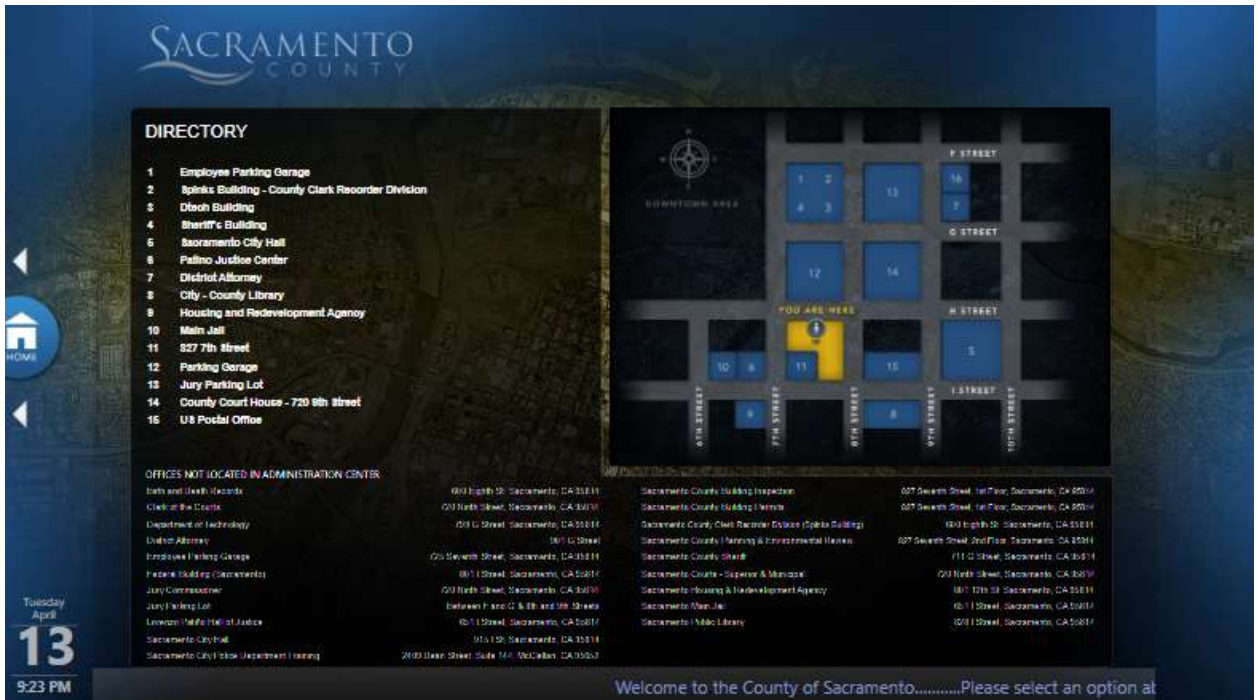
Four Winds Interactive (FWI) will provide the signage software and some custom content templates. They prepared the following examples from Sacramento County. We have budgeted sufficient custom services for development of similar for you, Examples are shown below.



As requested, note that we have included a sample Agenda layout.



Directory layout



Kiosk at Schilling & Alisal Lobby

We will be working with a custom fabricator, Fabcon, that specializes in digital signage kiosks.

We have included budget for the "Manta" landscape oriented Kiosk. The displays will be 43" ELO Touch Monitors.

The pages can be laid out in a way that puts the interactive elements at the bottom within reach of someone in a wheelchair.

We have included the budget for the Electrical work to provide power to these Kiosks.

In addition, and as requested, we will place a matching 43" interactive Signage Display w/PC on the wall across from the Room 1070 Counter. That PC will be able to send pages to a County furnished Network Printer behind the counter.



o **Portable System**

We understand that you want the portable system to be able to:

- Record and/or Transmit to the Broadcast Center a press announcement or presentation by one or two people.
- You would like to be able to have the two people join a Zoom Call which is part of the produced recording or Broadcast.
- The system will also be used in the Sea Cave Room to support recording and Zoom Live Interface.

Subsystems and equipment will include:

- Two Wireless Receivers with 2 Handheld & 2 Lavalier Microphones
- 2 portable speakers on stands
- Audio Processor/Mixer with Echo Cancellation
- 2 Camcorders with Cases, Tripods, Shotgun Mics,
- Video Recording Hardware w/Headphones & Timecode Gen
- 2 Litepanels Gemini Lights (same model as Sea Cave) on Stands with Softboxes
- Streaming Encoder

We will provide a Dolly Case (similar to luggage on wheels) with racked equipment and a smaller cases for Microphones, Cameras, Tripods, Cables. There will also be a PC in the case for connection to Zoom or other VTC software.

The case will also have an AJA KI PRO GO multi-channel video recorder for later editing and distribution.

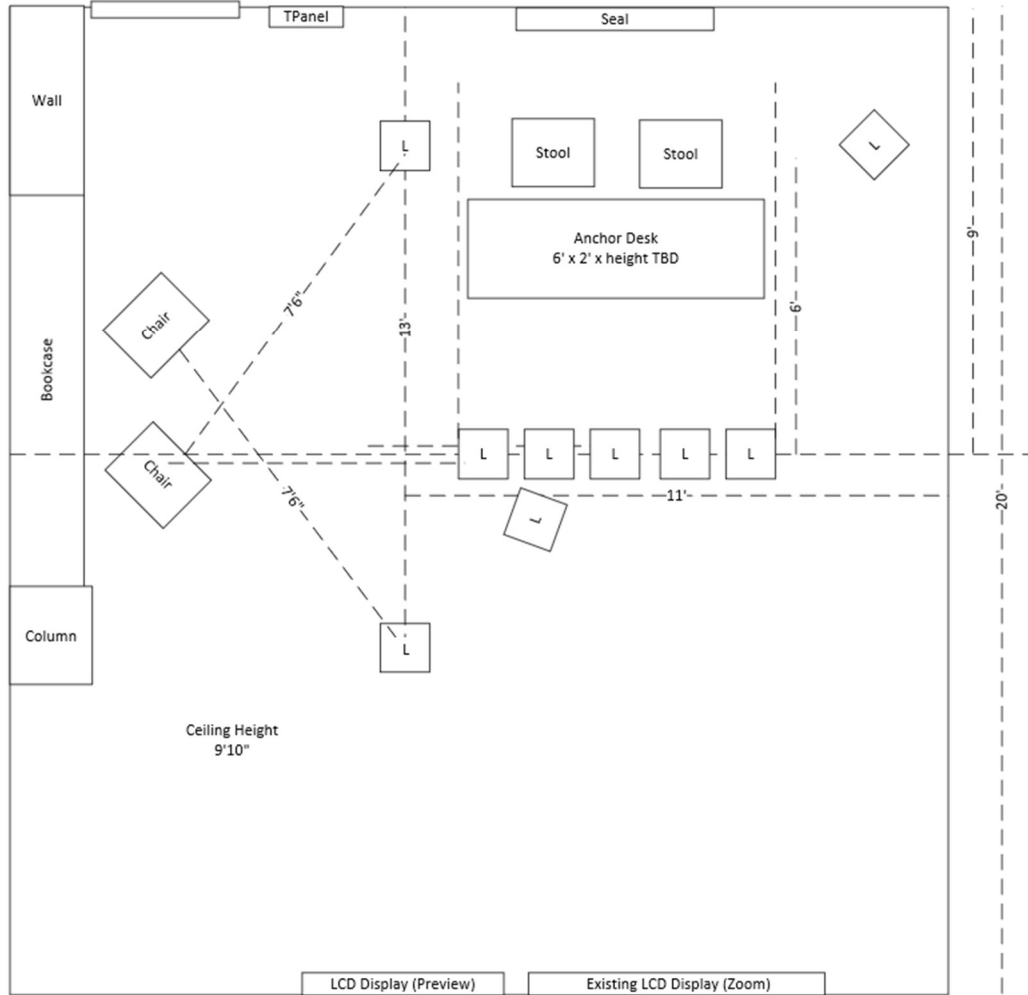


We will provide a Blackmagic Design Web Presenter 4K to send the signal to the Broadcast Center. The CableCast RTMP service will receive, record, and forward the H.264 RTMP signal.

- **Sea Cave Rm (Video Production Room)**

The Sea Cave Room will be used for Video Capture of Interviews, Press Announcements, and Remote Interviews at the Anchor Desk via Zoom. Permanent facilities will include Controlled Lighting, two video displays, and a Sound Bar. The Portable System has been upgraded (as described above) to provide functions appropriate for the room.

Proposed Layout



Lighting System

We will install 9 LitePanels Gemini 1x1 fixtures. Five will be pointed at the County provided "Anchor Desk." Four more will be mounted on Manfrotto Top 2C Pantographs that may be lowered as desired.



We will install a Master Processor and Ethernet to DMX512 converter in the nearest IDF. A white 10" Touch Panel will be installed on the wall to allow setting levels and color of each panel and saving as a preset. Also, combinations of preset fixtures may be saved as Scenes for instant recall.

Video System

The existing LCD will be used for connection to the Zoom PC in the Portable System Case. A Sony Sound Bar will be mounted underneath.



A second display will be mounted adjacent so the presenters at the Anchor Desk and the Production staff can see the Outgoing Zoom feed.

Two Canon XA-55 Cameras can be used as camcorders recording directly to internal memory when appropriate. For multi-camera shoots, up to 3 cameras and a feed from the Zoom PC can feed an AJA KI PRO GO multi-channel recorder with an outboard Timecode Generator which will feed LTC Timecode to the recorder to simplify editing.

Studio Furniture

We will provide the following Studio furniture:

TV Set Designs – Medium Curved Desk

With County Logo on the front

Finish colors and logo files will be coordinated in the Engineering Phase of the Project.

Zuri Furniture – Coveteur Stool

Qty 2 - In Gray

Soma - Isaac Upholstered Armchair

Qty 2 - In Indigo

Fabric: Sunbrella® Performance Chenille

17-Stories – Round Nesting Tables

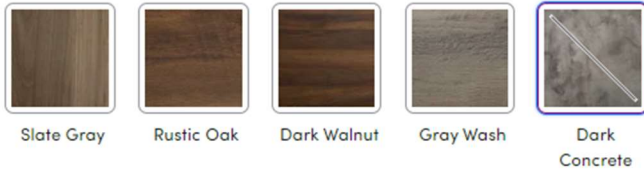
Qty 1 - Walnut top as shown

Laurel Foundry – Paramus 22" Tall Cross Legs End Table

Qty 1 – Dark Concrete top as shown

(verify finish prior to order)

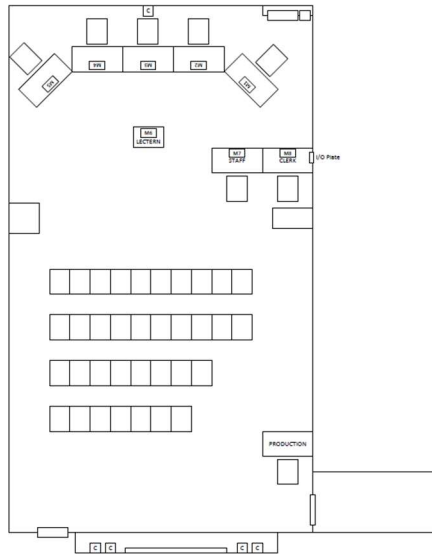
Select Color: Dark Concrete



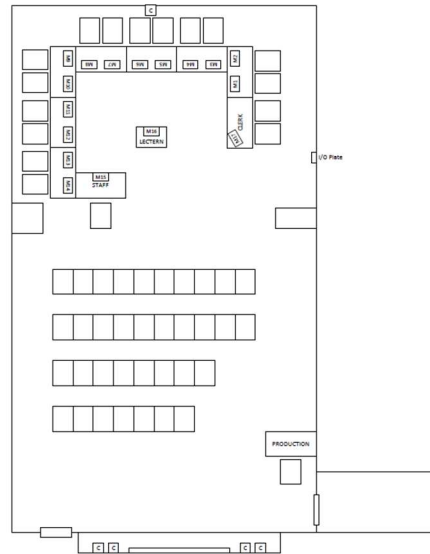
○ **Monterey Room - Backup Board System**

The basic concept will be to continue to let the room be used as a Zoom Room as it is currently configured, but add equipment to allow for the Board to use the room for meetings while the Chamber is shut down for upgrades. The room will be able to switch modes with the press of a button.

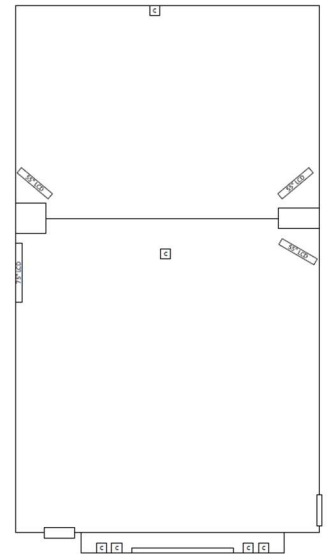
Proposed Layout



FLOOR PLAN FOR COUNTY BOARD



FLOOR PLAN FOR PLANNING COMMISSION



REFLECTED CEILING PLAN

Display System

We will add an 85" LCD Display on the left wall to supplement the existing ceiling mounted 55" display on the right to support audience viewing of Presentation content. The two other 55" displays will be used for the Board. The Video Wall may be used if desired or left dark.

Presentation Inputs

The existing Zoom PC in the rack will be reused. There is one existing HDMI Input on the right side and we will add one more for connection by the Clerk or Production Desk.

Audio System

We will use the Shure MCXW Microflex Complete Wireless Conference System to support Dais microphones and speakers. We will provide 17 Microphone Stations as shown on the proposed layout above. Each station is wireless with rechargeable batteries and includes a Speaker so they can hear each other without having the ceiling speakers turned up loud. We have included three 8-port charging stations and 17 spare batteries. We have included a portable shelving unit to place in the closet for storage for the Mics and Battery Charging Stations (48"x18"x76" on casters)



The existing QSC Core510 DSP will be reused. We have budgeted for additional "soft" Dante I/O to support the new channels of ceiling MXA and Desk mounted MXWC microphones.

We will plan to reuse the existing ceiling speakers. We will rezone them as necessary. The existing Listen Technologies Assistive Listening System will be reused.

Camera System

Unlike the Chamber, the MXWC System cannot tell us **exactly** who is talking in order to create closeup presets for each person. So we will install 2 more Shure MXA 910 microphones in the ceiling, much like they are in the ceiling at the other end of the room for the 1 beyond System. We will utilize the 4 existing cameras to assign presets for each area where the active speaker is located.

We will add one camera on the back wall (if you consider the Video Wall the Front Wall) to allow capture of someone speaking at a Lectern (County furnished). We will upgrade the WireCast Switcher Software inside the 1Beyond Server to allow for use of NDI inputs so we can input the video from the sixth camera.

The video system will not be "produced" with additional camera manipulation or the addition of graphics. The goal will be to create a Zoom

meeting that can be received by the new upgraded Broadcast Headend using the CableCast RTMP service. Once received into the CableCast VIO4, the signal will be recorded and distributed as planned to the Cable and Web destinations. The "Spanish Channel" will not be online until the Chamber is completed.

Control System

We will provide two 22" Touch Panels so the Clerk and Production operator may control all necessary aspects of the system. These will have electronic components permanently attached under the Table and tethered to the wall to be moved into place when needed for Board Meetings. Both Touch monitors will have Video Preview capability. The existing keyboard and Mouse will be reused to control the Zoom PC as needed.

Rack

We will add a new equipment rack as the existing rack is packed quite tightly and fairly unserviceable. We will move all components into a new rack. We will add a KVM and rack mount keyboard & monitor.

□ Post Installation

○ Training

After commissioning with your technical representatives, we will provide User Training, Clerk Training, Production training, and Administrative level Training (each progressively more technical and detailed). We will provide Training Manuals for each primary system. We will collaborate on the exact Training Program during the Engineering Phase.

○ Documentation

Once the system is complete and we are 100% done making changes, we will turn in the current marked up plans to CAD and have a full documentation package prepared. This will include:

- All manufacturer's owner's manuals
- Final Drawing Set
- Final IP Chart
- Final Programming Device Control Code
- Final DSP Configuration Files
- A System Operations Manual with a layout of the GUI and a description of the function of every button. Additional conceptual instructions necessary for the operation of the system and broadcast will be included in that manual as well.

○ Spares

It is desired that virtually any Service issue be able to be resolved within 24 hours. To make this possible, we have included spare components to allow restoration of every mission critical system. See equipment detail for the complete list of proposed spares.

○ Systems Management and Monitoring

The following software is included as part of this proposal

- Crestron XIO Cloud
 - We will include the following Software licensed monthly for 3 Rooms (Chamber, Production Room, and Broadcast Headend) for 5 years.
 - Note: 12 months x 5 years x 3 Rooms = Qty 180 of each of these 2 packages
 - The budget for the Monterey Room also includes 5 years of XIO Cloud.
 - SW-XIOC-EM
 - Provision users within the XIO Cloud Interface
 - Claim single devices using MAC address and Serial # pairs
 - Claim devices in bulk using MAC address and Serial # pairs (CSV)
 - Organize devices by group, subgroup, and room
 - Configure settings of groups of devices
 - Update firmware on devices
 - Schedule actions such as reboot on devices
 - Load and manage custom control system programs and projects
 - View a log of all changes made to devices via XIO Cloud

- SW-XIOC-S
 - View Live Device Status
 - Configure e-mail and SMS alerts
 - View and control touch screens remotely
 - View device functionality dashboards
- Four Winds Digital Signage
 - Monitor Player Status – 1 Year
 - Budget included in Digital Signage Section
- VBrick Admin & SNMP
 - Monitor Link Status – 1 Year
 - Budget included in Production System Section
- Solar Winds
 - We will assist in adding non-Crestron components into the existing Solar Winds platform for basic IP status monitoring.

- **Service & Warranty**

The System will be protected by a Custom on-site Support Contract for a period of one year, renewable at 10 months.

We will diagnose and repair all systems as necessary and process all manufacturer Warranties including shipping.

We will respond to requests for Service via Phone or e-mail with 4 hours and be on site within 8 business hours.

We will also be available for remote support via VPN if you allow and configure. This allows for the fastest level of support.

And, as requested, we will provide on-site support for the first 8 County Board Meetings in the renovated Chamber.

Spinitar regular Business hours are 8a- 5p M-F. In the event there is a defect in the Spinitar installed system(s) performance (materials or workmanship), you may contact us directly at (800) 722-6444 or support@spinitar.com.

- **Manufacturer Warranty Support**

The following Extended Warranties are included in this proposal:

 - Biamp Components – 5 Years
 - Crestron Components – 5 Years
 - Samsung Video Walls – 5 Years

❑ **Project Approach**

This section will describe a number of elements of our plan and approach to this project.

Labor Plan

We have detailed our proposed schedule and tasking on the attached Labor Plan. This document exposes many elements of our process and collaborative approach. There are a number of key milestones and points where we will be interacting with you (see the column to the far right labeled "County".)

The first phase will include significant review of existing workflows, discussions on proposed transitions, leading to agreement on final design. The design will drive the Engineering documents, programming, Network planning, logistical planning, and development of Training and Service Plans.

As the Engineering details are published, we will review with the Monterey County Project Team to make sure we are still all in agreement.

Phased Approach

There are quite a number of long lead items that will cause the Chamber and Production System installation to wait for approximately 6-7 months after order. We will use this time to complete Engineering and other systems as equipment arrives, including preparation of the Sea Scape and Portable System, and implementation of the Digital Signage System. As soon as we can see that we have the equipment necessary for the Monterey Room, we will implement those upgrades. Then we will install the new Broadcast Headend racks which will allow for the Board Meetings to be handled in the Monterey Room and broadcast to YouTube, Comcast & AT&T as well as recorded for rebroadcast. With the alternate Board system in place, the Chamber may be shut down and the new Integration started.

- 1) System Engineering
- 2) Portable System
- 3) Sea Scape Room
- 4) Digital Signage System
- 5) Monterey Room
- 6) Broadcast Headend
- 7) Chamber and Production System
- 8) Post Install Services
 - a. Training
 - b. Management Software
 - c. Spare Parts
 - d. Warranty & Support Services

Design & Engineering

The bulk of the Design has been assumed to be completed as part of the process leading to the preparation of this proposal. The key goal of the Design Phase is to explain options to you in such a way that you can understand the positive and negative impacts, and reach a decision on all open issues. Those decisions have now been made and we can proceed with the Engineering tasks that lead to implementation of all Design elements.

Subcontracts

We will be using subcontracted services for the following:

- Samsung
 - Samsung will provide Video Wall Installation and Commissioning Support.
- Four Winds Interactive
 - Four winds will work with Spinitar and the County assigned Digital Signage representatives on the development of appropriate content based on initial discussions as described in the Scope.
- Johnson Electronics
 - We will be using Johnson Electronics to coordinate and subcontract Electrical and Millwork infrastructure preparation. This includes:
 - Video Wall
 - Dais Backsplash
 - Dais under-counter
 - Dais – Clerk Desk
 - Press Feed Electrical and LV
 - Electrical for Audience Seating
 - Power and LV Conduit for new Ceiling mounted Displays in Rear of Chamber
 - Clear old Lighting Control Conduits from Clerk/Dais area for AV usage
 - Power & Mounting structure for new Broadcast Lighting
 - Install New Lighting Control System for Architectural Lights
 - Rack Power rework
 - Digital Signage locations - Power Outlets and Conduit for Network cables
- BT&S Audio Visual Systems
 - Onsite AV Installation under Spinitar direction

Coordination

- Project Kickoff

Once the design has been finalized and a Contract has been provided or funding otherwise authorized, we will have an internal and then Customer Kickoff. We will use this opportunity to clarify the key members of our team and yours and define a communication strategy – e.g. who is point of contact for various needs and who else needs to be cc'd.

- Owner Furnished Equipment
 - Based on comments in the RFP and made during the site visits, we understand that the County will be responsible for all Network Switches.
 - We will reinstall one small 4:3 Standard Definition Television with CATV input somewhere near the console.
 - Document Camera
 - We will reuse one MX418D/C Microphone for the ADA side of the Lectern
 - We will reuse Ceiling Speakers in Overflow Rooms
 - Comcast & AT&T Encoders in the Headend

- Network Coordination

Once we have finalized the design and identified every device which will be on the Network, we will work with County IT on Network Architecture and prepare an IP Chart ready to be populated with static addresses or a range such that we may populate it. We will also provide a VOIP configuration form so that we may configure the audio system to properly connect and authenticate with your Call Manager. We will support VLAN design as well as general discussions on requirements for dual WiFi access, and access outside of the County LAN to the Internet.

- GUI Review

Once we have the proposed Graphical User Interfaces (GUI) laid out, we will have a conference call to review with you and discuss the operations that the GUI drives. Any suggested alterations will be updated into the submittal, resubmitted for approval before being incorporated into the production version.

- Commissioning

Once we have completed testing and debugging the system, we will demonstrate the operation of all subsystems with you. Anything that does not meet the design criteria or quality standard will be placed on a Punch List and generally handled within 24 hours.

❑ Invoicing

Equipment & Labor Billing

We will bill for Equipment and Labor per the proposed Billing Plan (see attached.) This is intended to ensure that payments for invoices submitted arrive in sync with our bills for equipment ordered and received.

Invoicing

We will submit a progress invoice for Equipment and Labor in line with the schedule on the attached Billing Plan. Note that this includes a 10% retainage paid after satisfactory completion and our support of (4) meetings.

Owner shall review the invoice within 10 days and either approve or return to Contractor for revision. Approved invoices shall be paid within 60 days of receipt. Final Payment shall be released within 35 days of date of Notice of Completion.

Bond

As requested, we have included budget for a Performance and Payment Bond at 1.2% of the Project Total. 100% of this will be included in our first Invoice after receipt of our Contract.

❑ Detailed Breakout & Cost Proposal

- Includes
 - Detailed Equipment & Labor Quote
 - All Cable and Materials
 - inbound (taxable) Freight Charges
 - Lift Rental Charges (if needed)
 - Hotel, per Diem & all travel related expenses
 - First Year Support
- Note regarding Pricing Summary
 - This sheet is designed to provide an overview of the project budget and includes columns for Equipment (including freight and lift rentals), Sales Tax, Spinitar Labor, Subcontract Labor, Service Contract, and annual service contracts (first year only except Crestron XIO Cloud). In order to provide a simple view, it was not possible to account for Sales Tax on Subcontractor Materials, and taxable Labor including Shop Labor and Documentation. Thus we added a cell at the bottom which lists an adjustment amount and the actual Sales Tax.
- Note: All of the following are bundled into our "Cost of doing business" and are not itemized:
 - Travel time, parking, printing, communications, reimbursables, allowances, insurance

General Project Conditions

Project Success Criteria

Table 1. Project Success Criteria

| ID # | Weighted Value | Category | Description |
|-------------|-----------------------|--------------------------|--|
| 1 | 1st Tier | Methodology | Design meets all requirements defined herein with additional Contractor value-added feedback |
| 2 | 1 Tier | Technology | Improved Audio, Video, Presentation, and Recording capabilities |
| 3 | 1st Tier | Technology/Functionality | Satisfied customers – internal, external and public pleased with overall design and functionality i.e. Systematically draw user experience expectations from the stakeholders, synthesize these across multiple generations and then make these perspectives the key “specifications” that influence adoption. Focus on workflows and try to eliminate places in the users’ workflows, where they make decisions about using technology. Contractor communicates to the County their understanding of the workflow and tasks to operate and maintain the system which is the basis for their design. Contractor clearly communicates how requirements/requests impacts workflow of customers |
| 4 | 1st Tier | Methodology | Knowledge transfer, trained staff, and documentation |
| 5 | 1st Tier | Methodology | Project completed on-time and planned project tasks are completed during outage windows defined by the project schedule |
| 6 | 1st Tier | Cost | Capital Expenditure (CapEx) Cost effectiveness – initial setup |
| 7 | 1st Tier | Cost | Operational Expenditure (OpEx) Cost effectiveness - ongoing maintenance and support |
| 8 | 1st Tier | Cost | Project completed within budget |
| 9 | 1st Tier | Methodology | No unexpected outages during the project implementation |
| 10 | 1st Tier | Technology/Functionality | Highly redundant and improved reliability |
| 11 | 1st Tier | Methodology | Staff buy-in for project implementation approach and methods |
| 12 | 1st Tier | Technology/Functionality | Sustainable technology and ease of overall maintenance |

| ID # | Weighted Value | Category | Description |
|------|----------------|--------------------------|---|
| 13 | 2nd Tier | Technology/Functionality | Solution meets County Security standards for example: compliant with Microsoft security vulnerability patching, passes network security audits, network penetration test, and integration with Zoom or MS Teams |
| 14 | 2nd Tier | Methodology | Transparency with IT groups and customers |
| 15 | 2nd Tier | Methodology | Positive perception by County internal, external, and public: adoption requires a strong focus on the experience that is provided when the technology is consumed. That includes quantifying user expectations and then providing system designs that meet these expectations. Listen for more than specifications about “what” the user expects the system to do. Listen to the “why” and “how” they expect to accomplish tasks. |

Project General Requirements

- A. Contractor shall furnish all equipment, materials, labor, transportation, and storage facilities which are necessary to complete the specified work, and which are required for a fully functional audio visual and broadcast system meeting all requirements of this project, as described in this agreement and as represented in the Table 2 below:

Table 2. Scope Overview

| | 14-Dias Microphones | 7-Dias Video Monitors | 2-Handled Wireless Microphones | AV Controls Systems | Speech Reinforcement | Program Audio Reinforcement | Overflow Audio | Speaker timer | Assisted Listening Devices | Language Interpretation | Real-Time Transcription | Comm. Access Real Time Translation | Sound Masking System | 5-HD PTZ Broadcast Cameras | 1-HD Broadcast Camera | Automatic PDE Camera (Dias View) | Video Multiple Camera PTZ Framing System | Individual Distribution System | AV Video Recording | AV Broadcast / Streaming with Controls | Remote Broadcasting and Programming | Audio Teleconferencing | Videconferencing | Integration with Zoom and other soft-cores | Digital Signage | Kiosk - Digital Calendar/Agenda/Signage | Remote Monitoring Capabilities of AV Systems | Enviro. Improvement - Acoustic | Enviro. Improvement - Lighting |
|---|--|-----------------------|--------------------------------|---------------------|----------------------|-----------------------------|----------------|---------------|----------------------------|-------------------------|-------------------------|------------------------------------|----------------------|----------------------------|-----------------------|----------------------------------|--|--------------------------------|--------------------|--|-------------------------------------|------------------------|------------------|--|-----------------|---|--|--------------------------------|--------------------------------|
| Board of Supervisors' (BOS) Chambers | X | X | X | X | X | - | X | X | X | F | F | O | X | X | X | X | X | X | X | X | X | X | X | X | X | X | X | X | |
| BOS Broadcast Control Room 1072 | - | - | - | X | - | X | X | O | X | X | - | F | O | - | - | X | X | X | X | - | X | X | X | O | O | X | - | - | |
| Monterey Conf Room 2092 (BOS Overflow) | - | - | - | - | - | T | X | O | X | X | F | O | - | O | - | T | T | X | X | O | T | T | - | X | X | - | - | O | |
| BOS Closed Session Conf Room 1032 | - | - | - | - | - | X | X | O | X | X | - | - | O | - | - | O | X | - | - | - | X | X | X | - | - | - | - | - | |
| BOS Breakout Room 1034 | - | - | - | - | - | X | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | |
| BOS Constituent Conf Room 1035 | - | - | - | - | - | X | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | |
| Interview Room 1036 | - | - | - | - | - | X | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | |
| Breakout Room 1037 | - | - | - | - | - | X | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | |
| Clerk of the Board Open Offices 1069 | - | - | - | - | - | X | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | - | |
| ITD Data Center | - | - | - | X | O | - | - | - | - | - | - | - | - | - | - | O | X | X | X | T | T | - | - | - | X | - | - | | |
| X = Minimum Requirement | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| I = Minimum Infrastructure Requirement | <i>(Includes conduit(s), pull-rope, rough-in, and ability to scale / provide future functionality)</i> | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| T = Integrate Existing Components Into New System | <i>(Includes integrating existing tv monitors, speakers, etc.. Into new system - does not include device/hardware replacement, but may require some minor recabling and termination)</i> | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| O = Optional Requirement | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| F= Desired Feature | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

B. Contractor shall plan, design, install, test, and provide training for all required equipment and parts required.

C. Contractor shall conduct and operate broadcast system during actual County meetings, while working alongside County vendors and staff for 2 months (8 meetings) after installation is completed

D. Contractor shall verify audio visual system connectivity, electrical requirements, conduits, heat load data, and interior design considerations unique to the audiovisual system which have been incorporated in the functional specification and equipment design.

E. Contractor shall conduct stakeholder interviews and preliminary design planning to consider, accommodate, and if necessary, modify existing workflow to function with new system features and functionality. Contractor shall confirm and evaluate current workflow and ensure that features and functionality of the new system that result in a change of workflow are clearly documented. Contractor shall advise/train staff (both technical and users) to become accustomed to new methods.

F. Contractor shall coordinate with the County to develop a phased rollout of new features, functionality, and align training of all impacted staff.

G. Contractor shall be responsible for providing the following project components:

- Complete system planning, engineering, design, and installation

- Equipment coordination and supply
- Construction coordination
- System production
- Control/Broadcast system configuration and programming
- Factory acceptance testing
- Complete system installation/integration
- Technical training
- Site acceptance testing
- User training
- Documentation
 - Technical Documentation and diagrams
 - Training material printed and digital
 - Operational Procedures and Documentation
 - Operational Code
 - System and component programming
 - Label cables, interfaces and technology
- Preventive maintenance and system warranty
- Reoccurring cost software, hardware, support, programming and any other features associated with overall solution

H. All work shall be planned, coordinated, and conducted with minimal interruption of service to existing mission critical systems. All required outages shall be scheduled one week in advance with the County.

I. All outages or system resource reduction from current system operations require a detailed plan of action with contingencies identified and approved by the County prior to implementation. 1 week in advance

Infrastructure Assumptions

A. All equipment proposed (i.e. speech reinforcement components, AV, broadcast equipment), controls, parts and accessories shall be new. Contractor will be required to identify existing equipment, parts, or accessories that can be reused.

- B. Existing conduits are in place. If new conduits or pathways are needed, Contractor will be responsible for installing new pathways.
- C. The County will provide AC power unless additional power is required. Contractor will be responsible for installing new power.
- D. The County will provide sufficient heating, ventilating and air conditioning (HVAC) capacity to ensure that all equipment operates within the specified temperature range. Contractor is required to identify if existing plus additional loads will require additional HVAC work.
- E. Contract shall inform County of intrusive work prior to commencing and adhere to minimizing operational impact
- F. Contractor will provide photos of every fire rated wall penetration made. All penetration should be sealed in accordance with fire prevention

Existing Conditions

Following are existing conditions that Contractor will be responsible for upgrading, replacing, integrating, and/or migrating into the new systems. All existing AV equipment is expected to be replaced with the corresponding new elements and/or systems as included in Contractor provided Equipment List. Contractor will inventory all existing equipment and, if to be decommissioned, dispose of it through appropriate e-waste recycling processes or identify it as an item to be replaced/upgraded.

- A. Currently, the control room in the Board Chamber contains the racks, power, and some cabling necessary to support digital transmission.
- B. It is anticipated that some carpentry or construction will be required to accommodate the new equipment which may be sized differently than the existing equipment.
- C. Most of the AV, electrical, and low voltage data cabling will require replacement to support the new equipment and additional cabling may need to be installed where no cables currently exist. All cabling will be replaced with new cabling. Cables shall be terminated and certified to comply with proper technology or components

Project Management

Project Management Plan

- A. Contractor shall provide a Project Management (PM) Plan, which includes the following sections:
1. Project scope, including a detailed work breakdown structure (WBS), or labor and deliverables
 2. Schedule
 3. Communications
 4. Document Quality assurance (QA)/Quality control (QC)
 5. QA/QC processes shall be defined that address all project stages, requirements, and deliverables
 6. All Contractor deliverables shall go through an internal QA/QC process before being submitted to the County. Contractor shall not rely on the County to perform any QA/QC functions for the project.
 7. Change management
 8. Risk management

The Plan shall describe how Contractor intends to monitor and control the implemented systems and mitigate risk to ensure that the system meets the requirements of this SOW and is delivered on time.

Contractor shall develop and submit the PM Plan to the County within 30 days of contract award.

- B. Contractor shall develop and maintain a project schedule using Microsoft Project, or any other application to reflect tasks, milestones, task durations, and start and end dates based on a County-approved WBS.
- C. The schedule shall include all tasks required to complete all work identified in the WBS.
- D. Contractor shall update the project schedule with actual dates as tasks are completed.

- E. Contractor shall provide the updated schedule as an agenda item for all weekly status calls with the County.

Project Meetings

- A. All project meetings shall be held at a County facility in Salinas, California, or virtually via video conference as coordinated.
- B. Contractor is responsible for scheduling, agenda, and minutes for all calls and meetings. Contractor is responsible for providing minutes after each meeting and keeping an accurate account of all tasks, deliverables, dates, and resources
- C. Contractor shall use a collaboration platform, Microsoft Teams to keep project files, schedule, invoices and contact list.
- D. A project kickoff meeting shall take place prior to beginning project work that includes a project overview, and discussion of the PM Plan and schedule.
- E. Weekly project status calls shall be scheduled following the Kickoff Meeting, to include:
- Schedule review
 - Status of deliverables, project work and action items
 - Issues for discussion
 - Project risks
 - Proposed changes if any
 - Plans for the next period
- F. An onsite meeting shall be held at a County facility once a month, instead of the weekly status call.

Action Item List

- A. Contractor shall establish and maintain an action item list documenting items that require resolution.
- B. The action item list shall be updated weekly and shall include the following items:
- C. Sequential item number
- D. Date identified

- E. Item description
- F. The party responsible for resolution
- G. Status
- H. Expected resolution date
- I. Actual resolution date
- J. Detail about how each item was resolved and tested
- K. Notes

Project Staffing

- A. Contractor shall manage project staffing based on workload and the required level of effort throughout the project; however, Contractor shall provide a full-time Project Manager and a full-time Project Engineer as staff for the entire duration of the project.
- B. The County has the right to accept or reject any proposed staffing changes by Contractor, and to require Contractor to replace project staff.
- C. The Contractor shall have on staff CTS: Certified Technology Specialist: General AV Certification, CTS-I: Installation specialist certification, CTS-D: Design Specialist certification.

Contractor's Project Manager shall:

- A. Be the primary point of contact for the County
- B. Be Project Management Professional (PMP) certified
- C. Have managed and successfully completed (system was accepted) at least one audio visual and broadcast project
- D. Have at least 10 years' experience managing technology projects
- E. Have worked as a PM for Contractor for at least 1 year
- F. Be authorized to make business decisions that are legally binding on Contractor; written documentation of the PM's authority shall be provided to County before project initiation
- G. Bear full responsibility for supervising and coordinating the design, installation, and deployment of the audio visual and broadcast system

- H. Manage the execution of the project against the PM Plan
- I. Contractor's Project Engineer shall be responsible for implementation of the system design and ensuring that the installation is done in accordance with the approved system design. The Project Engineer shall have the following minimum qualifications:
 - J. 10 years' experience designing and implementing digital audio visual and broadcast systems
 - K. Employment as a lead engineer for Contractor for at least 3 years

System Engineering and Design

Contractor shall provide all detailed engineering of final systems configuration, calculations, and other supporting documentation. Contractor shall perform systems engineering and design to meet the general and functional criteria identified herein.

Product Information

Contractor shall submit specification sheets for all equipment and parts specified herein, that show standard and optional product features, as well as all performance data and specifications.

System Inventory List (Equipment List)

- A. Contractor shall submit an inventory list for all equipment, parts, materials, software, documentation, spare parts, and test equipment. The inventory list shall include, but not be limited to, the following information:
 - B. Manufacturer's name, part number, and serial number
 - C. Quantity of units supplied
 - D. Network information, such as: IP address and MAC address of each component
 - E. Applicable site, cabinet, rack number or slot.
 - F. Software configuration such as DSP, audio and video settings
- G. The inventory list shall be subdivided by site, hardware, software, test equipment, and spares, and by documentation and training courses. Each of these major divisions shall be further subdivided to the individual deliverable item.

- H. A preliminary version of the System Inventory List that demonstrates the form and content to be provided shall be submitted for County review within 30 days of Contract Award.
- I. A completed System Inventory list shall be submitted no later than 30 days prior to the start of the Factory Acceptance Test (FAT). The FAT shall not start until the System Inventory List has been approved by the County.
- J. The final project documents shall include an updated System Inventory List, reflecting any additions or changes made during system installation.

Site Survey Reports

- A. Contractor shall produce a report for the sites that have AV and broadcast equipment, including, at a minimum:
 - Photographs (submitted in .jpeg format using the naming convention “site name photo description date.jpg”) of:
 - Overall site / floor plans, showing location of all equipment
 - Cable pathways
 - Rack location and position(s) where new equipment will be installed
 - Electrical power panel indicating breakers to be used if new are proposed
 - Areas/items of concern
 - Area/items of good condition that can possibly be salvaged and/or reused
 - A description of the work to be completed for system implementation and the method to complete the work.
 - Issues encountered or identified and a proposed solution.
 - Potential obstructions
 - Recommended site upgrades, including, but not limited to equipment room, equipment racks, power systems, site access and physical site security.
 - A list of existing County equipment (i.e. equipment racks, cable trays, podiums, etc..) that can be reused for the new system.
 - A list of systems, devices, functions, operations for existing systems that will be affected by the system upgrade.

Design Package

General

- A. Contractor shall submit a Draft Design Package within 30 calendar days of Contract Award
- B. The Design Package shall address all requirements of this SOW.
- C. After receiving review comments from the County on the Draft Design Package, Contractor will have 90 days to complete the Final Design Package.
- D. Contractor shall submit a soft copy (via County SharePoint, Microsoft Teams or Email in pdf format, MS Excel, etc..) of the Draft Design Packages.
- E. Contractor shall provide soft copy (via County SharePoint or Email in pdf format, MS Excel, etc..) of the Final Design Packages. In addition, provide CAD, DWG files for County records
- F. The Final Design Package must be approved by the County before Contractor can proceed with equipment orders and system implementation.

Design Documentation

The design package shall include the following documentation:

System Overview

A detailed description of the new audio visual and broadcast system, including the function of all equipment and how it interacts to meet the requirements of this SOW.

Migration Plan

A detailed description of the methodology that Contractor will use to migrate from the existing to a new system, while minimizing disruption of existing systems.

The Migration Plan shall:

- A. Be logical and consider every facet of the existing and new systems
- B. Identify temporary alternate routing of critical functionality
- C. Identify fallback, recovery, and contingency plans to mitigate risk during migration
- D. Maintain reliable and stable communications and functionality

- E. Lead to the timely deployment of a complete and functional system
- F. Identify physical and technical constraints that must be considered for successful implementation planning such as site ownership, spatial, site access/availability, electrical load limitations, etc.
- G. Successfully integrate all legacy systems.
- H. Minimize operational impact for user agencies during migration of interconnections
- I. Clearly define roles and responsibilities between Contractor and the County

The Migration Plan shall demonstrate that it meets the following requirements:

- Supports the operational requirements of the County including but not limited to administrative use, day-to-day operations, emergency response and catastrophic incidents
- Ensures users and technical staff are prepared for the migration to the new system
- Mitigates risk
- Does not exceed outage thresholds established by the County.
- Considers site access issues, such as sites that are inaccessible during “blackout” time frames

System Architecture

Contractor shall provide:

- A description of the recommended system architecture
- System Architecture Diagram – A drawing showing the physical relationship, interconnectivity, and all devices.
- Functional Block Diagrams
- Block diagrams for each site, showing the interconnection of major equipment at each site.

Drawings

Drawings shall be drafted in AutoCAD®. Both AutoCAD and PDF versions shall be furnished for reproduction. Drawings shall clearly show detailed system fabrication, interface details, rack elevations, and cabling drawings will be prepared in AutoCAD format. PDF files will also be provided of the overall design for ease of review.

Rack Layout Drawings

- A. Contractor shall submit rack and cabinet layout drawings that shall show the physical arrangement and mounting of all components in or on communications racks and cabinets.
- B. Rack layout drawings shall include a bill of materials, and front, back, and section views, with power and wire management. Drawing shall include dimensions and minimum clearances shall be shown for all equipment with the racks surroundings
- C. The County must approve rack layout drawings before rack or cabinet fabrication begins.

Equipment Connection Diagrams

- A. Contractor shall submit connection diagrams for all racks that show the wiring and cabling of components within equipment racks. Components shall be shown arranged in the physical layout (not necessarily to scale) as they would appear to a person servicing the equipment. Connection diagrams shall clearly show:
 - B. All field wiring termination points
 - C. Conductor labels and equipment and device ratings
 - D. Wires as a continuous line between their termination points
 - E. The direction of entry to a wire bundle
 - F. Each wire label designation and color. The wire label designations on each end of a single wire must be identical, and must clearly identify the connections to be made (e.g. power, control, video, audio, monitoring, etc.)
 - G. All wire termination point numbers
 - H. Signal polarities
 - I. All jumpers, shielding and grounding details
 - J. Wire pairs
 - K. Spare wires and termination points
- L. The County must approve connection diagrams prior to the start of rack or cabinet assembly.

Site Interconnection Diagrams

- A. Contractor shall submit site interconnection diagrams showing the interconnection of all site equipment, including all field interconnecting cable termination points, and wiring terminal blocks of all communications and power distribution. Diagrams shall illustrate connectivity between BOS, ITD, and any other secondary broadcast sites.
- B. Diagrams shall clearly depict all cable tags. Cable tagging shall conform to County standards.
- C. The County must approve Interconnection diagrams before equipment installation.

Installation Drawings

- A. Contractor shall submit installation drawings that show installation arrangements for all provided equipment, mounting and anchoring details, and location of conduit entries and access plates into cabinets. Method of anchoring for all equipment shall be shown, including anchoring hardware details.
- B. Installation drawings shall be submitted for all equipment installed.
- C. The County must approve the installation drawings before Contractor begins field installation.

As-Built Drawings

- A. Throughout the project, Contractor shall maintain a set of redlined Contract drawings, indicating all drawing changes.
- B. Prior to system acceptance, Contractor shall update all drawings to incorporate all changes made during implementation (“As-Built Drawings”).
- C. Contractor shall assure the final installation agrees with the As-Built Drawings.
- D. The County must approve all As-Built Drawings prior to final system acceptance.

Test Documentation

Test Plans

- A. Contractor shall provide test plans for all acceptance testing specified herein: Factory Acceptance Test, Acceptance Testing, and 30-Day Operational Burn-in Test.
- B. All Test Plans shall include:
 - Make and model of all test equipment to be used
 - A description of the tests to be performed
 - A detailed procedure for each test activity, including identifying the ports utilized in each test
 - Program compatibility, between all technology and components
 - The expected results
 - Contractor shall submit a Test Plan to the County for review and approval at least 2 weeks prior to the scheduled start date for each of the tests specified in this SOW.
 - The County must approve Test Plans before Contractor begins testing. If necessary, Contractor shall reschedule the test, at no additional cost to the County.

Test Reports

- A. Contractor shall provide test plans for all acceptance testing specified herein: Factory Acceptance Test, Acceptance Testing, and 30-Day Operational Burn-in Test
- B. Each Test Report shall include:
 - Test procedure
 - Make and model of all test equipment used, including most recent calibration date
 - Test results
 - Conclusions or recommendations resulting from the tests performed
 - Contractor shall submit a test report for approval within two weeks after the completion of each test.

- The County reserves the right to delay or suspend follow-on project activities pending its approval of each test report. The County will provide review status (approve or reject) within one week of receipt of the test report from Contractor.

Training Documents

Training Plan / Training Manuals

- A. Contractor shall submit a complete description of all training classes, training outlines, a preliminary training schedule, a list of all proposed instructors and their resumes, examples of proposed training manuals, and a description of any special training tools available (simulators, self-paced modules, personal computer-based training)
- B. Contractor shall submit the Training Plan for County approval at least 90 days prior to the schedule start of the course
- C. Contractor shall submit training manuals for each training course at least 60 days prior to the scheduled start of the course.

Equipment Manuals

General Requirements

- A. Contractor shall supply application, provisioning, operation instruction, and maintenance (preventative and corrective) manuals for all the equipment and software provided.
- B. The manuals shall be developed for personnel at the level of electronic technician.
- C. Manuals shall be provided on USB flash drive in text-searchable PDF format.

Manual Delivery Requirements:

- A. Contractor shall submit all manuals to the County for review at least 90 days prior to the start of the FAT.
- B. The County must approve all manuals before the start of the FAT

Manual Sections

- A. The Application section shall provide a detailed description of the proper applications for which the equipment is designed and how to properly install the equipment.

The Provisioning section shall describe how to provision the equipment to perform all the functions the equipment is designed to perform, including a full library of all commands and the command language syntax for each command.

The Operation Instruction section shall be written and illustrated in detail to the component level. It shall contain a detailed description of each major component so that maintenance personnel can effectively inspect, maintain, adjust, troubleshoot, and repair the equipment. This section shall include:

- Introduction – The purpose of the section, special tools and equipment required, and safety precautions
- General Information and Specifications – A general description of the equipment item, and specifications of its major components
- Theory of Operation – The relationship of subassemblies and components, and an explanation of their functions
- Software & Programming – Explanation of all software and firmware
- Operation Procedures

The Preventative Maintenance section shall include:

- All applicable visual examinations, periodic maintenance procedures, hardware testing, and diagnostic hardware/software routines
- Instructions on how to load and use any testing and diagnostic programs
- Any special or standard test equipment that is required to perform these procedures

The Corrective Maintenance section shall include:

- Guidelines for locating malfunctions down to card-replacement level
- Adequate detail for quickly locating the cause of an equipment malfunction
- The probable source(s) of trouble, the symptoms and probable cause
- Instructions for remedying the malfunction

- An explanation on how to use on-line testing and diagnostic programs for all devices and any special test equipment, if applicable
- A list of test equipment and special tools required
- A parts catalog enumerating every part of a piece of equipment to the lowest of card replaceable components

Functional System Specifications

This section describes the general, functional, and operational requirements of the desired system. While not a design, this section specifies requirements for system architecture and performance including redundancy, capacity, and operations.

Standards and Guidelines

- A. If the requirements of these specifications conflict with those of the governing codes and regulations, then the more stringent of the two shall be applicable. If Contractor cannot meet any of the standards or guidelines listed here, Contractor shall document and submit all deviations for approval by the County.
- B. Contractor shall comply with all environmental regulations established and imposed by federal, state, and local government agencies.

General System Requirements

- A. The new audio visual and broadcast system shall:
 - Consist of equipment in current production and be based on hardware and software platforms anticipated to be supported for a minimum of 5 to 7 years. Contractor shall not propose any equipment at or near end of life.
 - Reduce overall system and configuration complexity. The video production system shall produce programming that is more user-friendly while being functional and meeting all requirements
 - Ability to accommodate future technology development or being future proof
 - Be standardized and scalable to support operations (additional broadcast locations) at multiple County conference room locations anywhere on the County network
 - Allow for County Agents to remotely manage system from outside of Board Chambers
- B. All components utilized in the solution shall be fully tested in the field, with a proven service history of over 3 years in audio visual and broadcast systems.
- C. Manufacturers that supply components for the system must have a proven and known supply chain to serve the County for the anticipated ten (10) year lifecycle of the network.

- D. Software and firmware updates must be thoroughly regression tested prior to release and implementation. Software updates must include release information identifying the changes made, either to repair a problem or to make enhancements.
- E. The Board Chamber and related control systems will be upgraded to utilize current, reliable and supportable technology to allow the County to conduct Board and Committee meetings and other presentations requiring AV support.
- F. The new Board Chamber AV system will include new auto tracking cameras that integrate microphone audio system, local sound reinforcement, audio and video recording, integration of multiple cameras and presentation distribution to cable broadcast and online streaming.
- G. An integrated control system will be used to allow easy and intuitive user control of the system. The control system is to provide full system control, including selection and control of source devices, presentation switching, lighting and audio control. The control system should be managed onsite or remotely from a different County location
- H. The overflow locations at Closed Session room and Monterey Room will support live audio and IP video feed
- I. Facility electronics, electrical, millwork, structural and infrastructural design, engineering and modification are required to support the intended upgrade and are included as a part of this work.
- J. All existing equipment and associated racks will be removed except where identified to be reused.
- K. All wiring will be dressed and terminated properly. Cable wiring management will be put in place for easy access, testing and replacement of cables as needed.
- L. All Cables/cords will be labeled as well as all outlets and connections.

Detailed System Requirements

The Board Chamber has a fourteen (14) positions dais at the front of the room. Each seated location will have a mounted gooseneck microphone, mute switch, speaker, and confidence monitor(s)/ display. The microphones will be used for local sound reinforcement, audio conferencing, recording, and distribution to broadcast and will have a LED color ring indicator of status (mute or unmute). The speakers at the dais will support mix-minus local reinforcement for greater intelligibility of speech and presentation audio.

The display will support confidence monitoring of content that is being displayed on the large format displays in the room. The mute switch will be used to mute and unmute the microphone and shall have a LED status indicator that mirrors the ring LED status indicator on the microphone. The Clerk of the Board's position will have two additional mute buttons, one for muting all microphones and the other for controlling the mute/unmute of the podium microphone. The Clerk's position will also have a touch panel capable of controlling all room functionality described below.

The existing panel, displays, microphones, speakers and toggle switches are to be removed, millwork modifications made, and new devices installed.

Monitors at the dais locations shall be touchscreen and be capable of toggling between agenda (Granicus) and presentation views as needed.

Microphones quantities and placement should be appropriate to the use and size of room. Wireless lapel and handheld microphones should be included in solution

Chamber's Staff Positions

The Board Chamber has staff positions located near the dais. The County Clerk to board position will have a microphone, speaker (optional), computer, PC Display, and mute switch. The County Clerk will have a single confidence monitor display if needed for a total of two displays. The County Clerk will have an Owner Furnished Equipment (OFE) PC that is not integrated into the AV system but must be installed in the dais.

Additionally, there will be a touch panel located at the County Clerk to board workstation. The touch panel will be the primary in-chamber presentation control point for use during meetings to control the AV presentation systems and will be used to select and control the presentation media to be displayed in the Chamber, audio volume, audio conferencing, microphone control, and video.

A redundant secondary fully functional County Clerk to board station shall be installed to facilitate joint meetings.

Chamber's Lectern (Public Podium)

The existing podium can be reused in place, but the design should not be restricted by the podium. An adjustable gooseneck microphone will replace the existing microphone. The microphone should be placed in the proper location on the podium for speakers convenience. Control of the podium mute will be provided on any of the touch panels as well as from the Clerk's position via a button. Microphone should have the ability to extend.

A new speaker timing system shall be introduced. The display of the speaker timer can be creatively considered as part of the design of the podium display. The podium will have a small form factor desktop and monitor. A panel will be installed on the podium to provide a HDMI input to the system. Timer solution shall also be integrated virtual meetings, such as Zoom. Attendees via Zoom or other video conferencing solution, should be able to see the timer virtually

Presentation capabilities shall be IP based and support wireless / wired devices. The solution shall support Staff and Public bring your own device "BYOD", flash drive, etc... and various forms of presentation using any software application. The presenter should be able to control their own presentation. The system shall support the existing podium document projector and County owned laptop for public use that is secured to the furniture.

Video Display

The presentation system video display should provide clear viewing from all areas of the Board Chambers. This will include the audience seating, dais positions, County Clerk workstation, and the directors seating areas.

The solution shall include high-definition video touch screen monitors to display presentation at the dais, staff locations, clerk of the board, interpreters, and security.

The solution shall support high-definition video inputs/outputs and shall be integrated with existing projector screen system

Camera system upgrade

The solution shall include an upgrade of all cameras (x5) to broadcast professional grade, high definition, and capable of pan, tilt, zoom systems. The solution shall include upgrade to all camera video processing and control devices.

Audio Reinforcement and Audio Conferencing

Gooseneck microphones, wireless microphones, and wireless handheld microphones will be used for voice reinforcement and presentation support. Refer to inventory for full quantity and existing conditions for placement.

Solution shall be a complete high-definition audio solution to include replacement, if necessary, addition as required, of all existing microphones, speakers, signal processors, amplifiers, controls/mixing console, and other ancillary equipment to distribute and optimize audio experience for users, staff, and public. Solution shall include the dais

stations, podium, staff areas, clerk stations, media access, and interpreter locations. Charging stations shall be provided and readily accessible for wireless microphones, lapels, as necessary. Clerk of the Board stations shall have full control of all microphones/speakers.

The video and computer sources are to provide media audio. A multi-zone distributed loudspeaker system will be employed for mixed media, audio conferencing, and voice audio reinforcement in the Board Chamber and the secondary Broadcast location. Volume level control for the Board Chamber will be available via the control system and is to be controlled remotely from any touch panel.

Assistive Listening

An assistive listening system is to be supplied to support additional audio reinforcement in the Chamber. The solution shall provide a new hearing system and interpreter devices. Contractor shall provide the appropriate assistive listening technology and devices per the specification of room size and use. System shall be compatible to integrate with interpreter and audio should flow to both the broadcasting and the interpreter systems (quantity of). Close caption feature should be integrated with monitors to aide attendees with disabilities. The County is leaning on Contractor expertise to follow all applicable local and state laws that apply to listening, visual and audio aides for disabled participants

Audio Recording Redundancy

Contractors proposed solution must incorporate audio recording redundancy. The solution may be battery operated to meet the requirements Audio Gating with Manual Override for Broadcast

The solution shall be capable of audio gating with the ability to manually override controls for Broadcast purposes.

Audio Multi-Media Integration Box

Solution shall include implementation of integrated media multi-box to provide direct audio feed for media attendees in the Board Chambers at areas to be identified during site walk.

Audio Integration of Existing Conference Rooms

Integrate existing audio speakers, wires, and controls with upgraded system. Contractor shall verify existing speakers and cables to determine if existing infrastructure is useable. If existing infrastructure is not to standard or can support new system, Contractor shall

replace existing cabling, speakers, volume controllers and other associated components with new See Table 2 above for reference.

Audio Visual Control System (Creston)

Touch Control Panels are to allow the operator to have access to Board Chamber presentation, system controls for system power, display source selection, and video preview of any source.

The control system will sufficiently control all devices necessary to allow, upon source selection, seamless and automatic distribution of a selected Board Chamber presentation source device to the video displays and to the production system in hi-definition video. Additionally, audio from the selected source device shall be automatically selected and routed to the audio mixer while all unselected source devices are muted.

Control pages, panels or buttons will be laid out logically and symmetrically with a minimum of page flips, pop-ups or button changes for standard control functions. Background colors, button colors and layout shall be coordinated with the County and approved by County prior to site installation.

- A. Mute Buttons - Muting of all microphones will be controlled by the mute button as described above. Additionally, control of all microphones shall be made available on all touch panels.

Solution shall include replacement/upgrade of the existing Creston system to a new future proof Creston control system. The new control center shall be capable of being mobile, (similar to an iPad) and move more seamlessly and efficiently between commands for AV equipment, projection screens, and microphones

Dais Millwork Modifications

The Board Chamber dais tabletop millwork is to be retrofitted, modified and updated to accommodate the new AV and control components as needed. Modifications are to be coordinated with County staff and detailed designs and specifications are to be documented and approved by the County.

Accommodations

Solution shall be fully ADA compliant (Hearing/Visual impaired). Contractor shall differentiate what is a legal requirement and an accommodation.

Closed Captioning

Solution shall support and include implementation of closed captioning.

Overflow – Monterey Conference Room 2092

Integrate broadcast system with existing video conferencing presentation devices.

Broadcast – Content Format

Solution shall be flexible and able to support multiple formats to enable current and future high-definition broadcast formats.

Broadcast Distribution at ITD Data Center

Solution shall include the upgrade and integration of audio visual and broadcast distribution equipment located at 1590 Moffett Street. Contractor shall ensure new system is compatible and cutover to existing broadcast carrier demarcation points (Network VBrick Encoder/Decoders). The Contractor will be responsible for replacing the existing VBricks which will support both existing standard definition and future high definition to the carriers. Contractor will be responsible for identifying broadcast performance characteristics/parameters for each carrier to ensure smooth transition.

Broadcast – Graphics Fonts Character Generator

Solution shall include the upgrade and replacement of the broadcast graphics system

Controls and Monitoring from Media Control Room

Upgrade AV and broadcast controls at broadcast operators' console station. Upgrade to include replacement of fixed Creston AV controls and to provide monitoring capabilities of what is being sent to the carriers for broadcast, to reduce troubleshooting. Additionally, operator shall be able to monitor what carriers are broadcasting. Currently, only Comcast is being monitored in media control room. Solution shall enable monitoring of AT&T, Charter, and Internet feeds. Solution shall include replacement of existing wall mount monitor with a screen capable of displaying all feeds simultaneously or one at a time.

Video Conferencing Compatibility

The system shall be capable of integration with the County's existing Zoom-based video conferencing solution that is running on Polycom hardware, to support remote attendance. County intends to adopt Teams as a video conferencing solution in the future.

Granicus Compatibility & Upgrades

Contractor to ensure new system is fully compatible with the existing Granicus broadcast services and system hardware. Contractor shall provide recommendations where existing services/hardware can be optimized/upgraded to increase functionality and make user experience better with respect to the requirements herein. Solution shall include:

- A. Implementation, training, and phased rollout of the ability to vote electronically via Granicus Votecast
- B. Implementation of Granicus Speak-Up to support interactive meetings where the public can make comments via the internet. Contractor shall develop workflow and procedures in coordination with County project stakeholders to integrate this solution into proposed system
- C. Implementation of a Staging/Development instance for training and testing, etc. prior to deploying changes to the production system
- D. Provide Board Members training to use iLegislate/iPads and charging stations for iPads at the dais
- E. Legistar Media / Archiving Workflow: Solution shall streamline operational workflow where possible. After reviewing process, Contractor proposed solution should reduce the number of steps for publishing archived videos for public consumption. Currently, the Clerk of the Board access several applications to accomplish this task. Contractor shall evaluate the current process and work with project stakeholders to accomplish a new streamline process with video archiving
- F. Granicus Agenda/Meeting Minutes Workflow: Reduce duplicate efforts for developing agenda and meeting minutes. Enable electronic documents.
- G. Training: Identification of user needs for training, using the Granicus product line. Set up training schedule and coordinate with Granicus account manager on behalf of the County to provide onsite training for County Staff users.

Digital Signatures

System shall support County Enterprise solution “DocuSign” for digital signatures and shall integrate these capabilities to the Granicus Legistar product to enable users to digitally sign documents where required.

Virtualization and Cloud Solutions

System shall support virtualization or in the "Cloud" solutions as much as possible and provide redundancy for critical components where possible.

- Remote Management
- System shall have the ability to be controlled and operated remotely from another County location, such the Information Technology department.
- Video Conferencing Integration
- Tracking Cameras

Digital Signage

Contractor shall install and integrate a digitized signage system that can be scaled to include additional locations. The system shall be easy to use, programmable, networkable and capable of integrating to the broadcast system to display agendas and announcements for public consumption in lieu of paper postings. Solution should be easy to manage, remotely from County network and workstations. Locations outside shall be weatherproof and hardened to prevent damage from vandalism. The following locations shall be equipped with digital signage:

- A. Inside the BOS Chamber lobby
- B. Schilling Place
- C. Clerk Public Counter

1441 Schillings Place Public Kiosk

Contractor shall install and integrate a public kiosk system that can be scaled to include additional locations. The system shall be easy to use, programmable, equipped with touch screen, and capable of integrating to the broadcast system to display agendas and announcements for public consumption in lieu of paper. Kiosk shall be hardened to prevent damage from vandalism. Kiosk shall be used for checking in, electronic comment cards in lieu of paper, agenda viewing, and printing. The following locations shall be equipped with a Kiosk:

- A) At public counter in front of Clerk of the Board's office with print capabilities. Kiosk shall be synced with printer located inside Clerk's office distribution (networked)
- B) in the BOS chambers lobby for view only

Remote Broadcasts

- A. Contractor should provide a solution for remote meetings. This solution will tie into the overall broadcasting system seamlessly and will allow County staff or its agents to record video and audio from outside the board chambers in remote locations. The solution shall be mobile and easy to setup.

Board Chamber's Environmental Upgrades

Sound Intelligibility

- A. Contractor shall provide a solution to enhance sound intelligibility to all seats in the board chambers. Contractor shall review and adjust board chamber acoustic if necessary.

Lighting Optimization

- A. Room lighting, both natural and ambient, shall be optimized to reduced discoloring, glares, shadows, and other poor lighting conditions that may affect the visual of presentations with new solution.
- B. Existing conditions include large windows along one side of the Board Chambers which present lighting challenges. On sunny days, board members nearest the windows can seem 'hot' on one side of their face or top of their heads. If light is strong from the windows, speakers at the public podium can seem a little dark. Optimize internal building lighting near/behind/on top of the projector screens which seem to washout the project screens.

System Monitoring

- A. Solution shall be SNMP V2 compatible with remote monitoring capabilities or equipped with software systems that can provide monitoring capability for each component of the AV and Broadcast system where possible. Contractor shall provide a list of all hardware that is capable of being monitored.

Network Security

- A. Any network port or device interface that is not used at the time of system implementation shall be software-configured to be disabled. A list of all disabled ports, by site, equipment designation, and port designation, shall be delivered to County as part of the system documentation package and will meet the following requirements:

- A. County may require all network connectivity to be configured and connected to County network standards configurations and hardware. Contractor should work with the County representatives in clearly outlining all network connections, software, and configurations such as VLANs and QoS
- B. Once equipment is configured, Contractor will work with County IT representatives to conduct device vulnerability security scans. To prevent system impacts in the future, these scans should take place during commissioning. Contractor will provide a detail report outlining each device's vulnerability and the effected service/application
- C. The proposed system shall be designed for secure management of the devices and other required equipment as specified by the County of Monterey
- D. The proposed network shall be compliant with ITU-T x.805 Security Architecture.
- E. Network devices shall support the following security dimensions:
 - Access control
 - Authentication
 - Non-repudiation
 - Data confidentiality
 - Communication security
 - Data integrity
 - Availability
 - Privacy
- F. The network architecture shall be designed to prevent the following security threats:
 - Corruption or modification of data
 - Destruction of data and network resources
 - Disclosure of data
 - Interruption of system services
 - Removal or theft of data and network resources

Equipment Specifications

- A. Contractor shall furnish and install all new equipment, as required to meet all requirements of this SOW.

Spares

- A. Provide sufficient spares to resort system from critical or severe failures, using onsite spare components, as defined in Warranty Section of this agreement

Parts Availability

- A. Contractor shall certify that replacement parts for all delivered equipment shall be available for a period of at least 10 years after the equipment is no longer in production.
- B. In the event Contractor plans to discontinue the manufacture of any product line or stocking any part required for maintenance on the County system, Contractor shall send written notice to the County at least 24 months prior to the date of discontinuance to allow for last time buys and spares replenishment.

Additional Broadcast Room (Schilling Place)

- A. Contractor shall provide an option for a turnkey solution, including design and integration (of technology only) and for the purpose of broadcasting

Video Wall

- A. Contractor shall provide option to replace existing BOS Chamber projector system and screens with video wall that is appropriately sized to room and space. Options shall include pricing to retrofit the existing wall/cabinets to support new video wall system. All engineering, architectural, permitting considerations shall be included for turnkey delivery.

Management System

- A. Management System equipped with alarm, control, and tracking capabilities for the proposed AV and Broadcast system. The system shall where possible:
 - Be capable of remotely monitoring both Contractor furnished and other County equipment status and performance from all sites.
 - Have sufficient alarm, control, and monitoring capabilities to allow technicians to identify failing or failed components, to initiate the repair of

defective or failing components, and to remotely monitor system status and performance for all system devices.

- Be capable of monitoring, controlling, and tracking different alarm types (i.e., dry contact, sensor, environmental, etc.)
- Be configured to monitor all Contractor-furnished equipment.
- Support multiple levels of operator access allowing remote operation via secure VPN connection to laptop computer
- Be capable of replication, so that if the County installs primary and backup NMS', and if the primary server fails, the backup server will have the most up-to-date configuration data and can provide monitoring and diagnostic capabilities for the AV and Broadcast System.
- Perform automated backups of all device configurations and include a change log of all changes made to a device over time.
- Support a hierarchical user authorization mechanism allowing assignment of various roles to particular users and enabling those users to act on a specific subset of devices.
- Support a web-based interface and support Hypertext Transfer Protocol Secure (HTTPS) for access from any point on the IP network.
- Be capable of monitoring the proposed AV and Broadcast system and be capable of expanding to monitor future components of the system.
- Be capable of querying device status and performance information as well as receiving alarm/fault information from devices via SNMP and similar standards-based protocols.
- Provide a fault/alert list, performance graphs, and a topology map that indicates device status via color code. Access to the NMS shall be available via Web Browser from anywhere on the network.

The County will furnish the servers on which the management system will be hosted. Contractor shall provide the County with the hardware requirements for the management system with sufficient time for the County to make the equipment purchase and ship the servers to Contractor.

Monitoring System Manuals

- A. Contractor shall furnish NMS Operator's Manuals that describe the configuration and all functions related to the systems and equipment provided

B. The manuals shall be organized for quick access to the description of each procedure.

C. The manuals shall describe:

- The operator interfaces and operator procedures
- Presentation of data on displays
- How the system and equipment react to situations such as heavy alarming, loss of communication links, heavy operator interaction, and loss of power and restoration of power
- How the systems and equipment react to system failures such as loss of CPU, loss of mass storage, loss of operator/machine display capabilities, and loss of communication
- The hardware configuration and device switching capabilities
- Every message and alarm that the system and equipment are capable of outputting and an explanation of what the message indicates and what action the system operator should take

Additional Spare Parts

A. Provide per unit pricing for each replaceable module furnished by Contractor. Modules include, but are not limited to, amplifiers, microphones, etc.

Engineering and Technician Services

A. Provide an hourly rate for each engineering and technician classification necessary to provide additional services that are beyond the length of this contract.

Test Equipment

A. Contractor shall make recommendation for a full set of test equipment, including make and model, which the County should possess to effectively monitor, diagnose, repair, and test the equipment furnished pursuant to this Scope of Work. Contractor shall also provide per unit pricing for the recommended test equipment, to allow the County to purchase as needed.

Post-Warranty Services

- A. Hourly rate for each service tier for all supplied equipment, including top tier of 24 hours a day, 7 days a week, 365 days a year on-site support for annual increments following expiration of warranty.

Software Support and Upgrades

- A. Software support and upgrades for all supplied equipment, assuming Contractor can accomplish this task remotely.

Extended Warranty

- A. Extend the warranty for all supplied equipment for up to an additional 5 years, in 1-year increments.

Lifecycle Requirements

- A. The expected lifecycle for the audio visual and broadcast system is 10 years.
- B. Contractor shall not provide products that are scheduled for discontinuation without a replacement product from the same product platform or family scheduled for production.
- C. Contractor shall certify that each product is a model currently in production and not scheduled for discontinuation of manufacture for a minimum of 7 years from the date of installation.
- D. Contractor shall commit to support each product for a minimum of 15 years from final system acceptance.

Real Time Transcription

- A. Contractor shall recommend an automated software solution that integrated with overall technology proposed technology specification for Real Time transcription for documentation of discussions verbatim

Back-up and Restoral

- A. Solution shall include a secondary audio back-up recording in lieu of DVD recording by operator. Contractor shall confirm existing workflow and provide alternate automated options.

Message Board

- A. Solution shall utilize new Board Chambers video displays to provide the public audience an introduction message to a board meeting in Spanish and English. An ongoing instructions/glossary terms shall be displayed in regard to upcoming agenda / meeting.

Communications Access Real Time Translation (CART)

- A. Solution shall be capable to support and enable CART capabilities.

Additional Monitors in Chamber for Rear Sitting

- A. Solution shall be capable to support additional monitors. Placement of monitors shall accommodate audience member sitting at the back half of the Chambers.

Implementation

- A. Contractor shall be responsible for planning, coordinating, and implementing the system specified herein.
- B. Contractor shall be responsible for ensuring that implementation of the new system will not cause major disruption to the operations of the existing system or the services it supports. Implementation of project should be done without
- C. Site work shall be accomplished to minimize downtime of the existing system. All required network interruptions shall be coordinated and approved by the County.
- D. Contractor shall complete the installation and testing of all equipment specified herein using qualified technicians. All equipment installers and technicians shall be thoroughly trained and experienced in the configuration, installation, testing and startup of all Contractor furnished equipment, as applicable to the work being performed.
- E. Contractor shall utilize certified installers for all work. Certifications must be available at the site for verification.
- F. For all low voltage work, contractor shall use County approved vendors
- G. Contractor shall adhere to all state, local requirements for COVID 19

Infrastructure Construction and Coordination

- A. Contractor will provide all supporting infrastructure and construction to interconnect and install the proposed equipment for use. County will be responsible for all LAN provisioning, network connectivity and supply of Cable TV devices and incoming building Cable TV signal.
- B.** Contractor will review the site and confirm completion of the construction site work by related trades managed by Contractor prior to the delivery of equipment. As much construction, configuration, and assembly of the proposed equipment will be completed prior to on-site installation. Prior to installation, in the timeframe when the Board Chambers is scheduled to be closed (if necessary), Contractor will complete all necessary demolition, structural construction, wet work, and leave an environment free of dust and debris before equipment is moved into place.

Site Surveys

Contractor shall visit all sites to:

- Assess site, safety, and access conditions
- Verify work to be completed, including location of equipment and installation requirements
- Assess the condition of existing equipment, cabling, power systems, standby power systems, earthquake bracing, grounding, and all other installation practices, to assure that they adhere to industry standards and will support the installation of all equipment specified herein. Include recommended site upgrades in the Site Survey Report herein.
- Take photographs (at a minimum: overall site, equipment cabinets/racks, site grounding and lightning protection)

System Migration

- A. Contractor shall follow the Migration Plan delivered as part of the design package, to ensure a smooth transition from the County's existing system to the new system specified in this SOW. Any modifications to the plan shall be proposed to and approved by the County at least 2 weeks prior to implementation.
- B. Contractor shall have each path migrated within one day. It is Contractor's responsibility to notify the County prior to Contract Award if this is not achievable.
- C. Contractor shall provide 7 days advance notice for required outages of the existing system during the migration. Planned outages require written approval of the County.

Factory Acceptance Testing (FAT)

- A. Fourteen days prior to the FAT, Contractor shall submit a Test Plan to the County documenting all tests to be performed.
- B. Contractor shall provide all necessary technical personnel and test equipment to conduct the FAT. Contractor shall resolve all deviations, anomalies, and test failures at Contractor's own expense.
- C. Contractor shall perform a successful unwitnessed Pre-FAT, using the approved Test Plan, prior to the FAT.
- D. Both Contractor and a County representative shall sign the FAT Test Plan following successful completion of all tests. All tests in the FAT Test Plan shall be marked as either pass or fail.

- E. Documentation shall include identification of any equipment or component that failed the FAT. Contractor shall repair or replace and retest any such failed equipment or component. The County reserves the right to require repetition of all or any portion of the FAT after repair or replacement of any failed equipment or component.
- F. The County will travel to Contractor's test facility (within the Continental United States) to witness and verify the operating parameters of the AV and Broadcast system. The County reserves the right to test at random various aspects of the AV and Broadcast system while staged on Contractor's factory floor.
- G. Contractor may begin the installation phase after receiving approval from the County that the equipment meets the requirements set forth in this SOW. Approval to ship the equipment does not provide nor indicate final acceptance of the system in any manner.
- H. Contractor shall bear the cost to replace any equipment or system that does not meet the requirements set forth in this SOW prior to starting the installation phase.
- I. Each individual assembly or equipment unit shall undergo factory testing prior to shipment.
- J. Contractor shall submit a FAT Test Report to the County for review and approval, documenting the test results and indicating successful completion of the tests.

Equipment Coordination and Supply

- A. Supply of all required equipment to provide turnkey system, including all primary equipment components listed in the Primary Equipment List provided.
- B. Supply of interface and mounting components - Contractor will supply interface and mounting components and cabling, connectors and installation materials.
- C. Coordination and storage of procured equipment - Contractor will coordinate receipt and storage of all procured equipment at Contractor's facility for pre-assembly and fabrication prior to site installation.
- D. Contractor shall ship and warehouse all equipment and materials at its own expense. The County will not store equipment.
- E. Contractor maintains all liability and risk for all equipment until it has been installed at the site and accepted after commissioning by County

System Installation

- A. All subcontractors shall be preapproved by the County. Any change in subcontractor or its staff shall be preapproved by the County.
- B. Contractor shall be responsible for the configuration of all equipment.
- C. Installation shall consist of a complete system to include placement of associated cabling, appropriate system layout, and terminal connections. Contractor shall provide associated power supplies and any other hardware, adapters and/or connections to deliver a complete operable system to the County at the time of field acceptance.
- D. Contractor shall provide and pay for all materials necessary for the execution and completion of all work. Unless otherwise specified, all materials incorporated into the permanent work shall be new and shall meet the requirements of this SOW. All materials furnished, and work completed shall be subject to inspection by a County authorized representative.
- E. All cables for rack-mounted and wall-mounted equipment shall be cut to length and include a 96-inch service loop neatly fastened to rack cable standoffs or ceiling trays as appropriate. Excess cabling is not acceptable.
- F. Industry standard cable management shall be used for the installation of all cabling.
- G. All cabling shall be labeled with an identifier on each end that clearly indicates where the cable is terminated at both ends.
- H. All equipment and devices shall be clean internally and externally, and all damaged finishes repaired.
- I. Workers shall leave worksites neat and broom swept upon completion of work each day. Prior to final field acceptance, all shelter floors shall be thoroughly cleaned, and all scuff marks and abrasions removed. All trash shall be removed daily.
- J. Contractor shall install all equipment, antennas and associated materials described herein in strict conformance to the manufacturer's recommendations and shall use good craftsmanship.

- K. Contractor shall be responsible for preparing and submitting the necessary applications for site permissions/access to install equipment at non-County owned sites.

Equipment Racks

- A. Earthquake bracing shall conform to Telcordia GR-63-CORE Network Equipment Building System (NEBS) requirements for installation in Monterey County, California.
- B. Equipment positioning in racks or cabinets shall be in a manner that places heavier items lower in the racks and lighter items higher in the racks to minimize the effect of centrifugal forces.
- C. Bracing shall also be applied to equipment during unattended periods of construction.
- D. Prior to permanently bolting down racks, County must approval of final placement

Inspection

- A. A County representative and Contractor's Project Engineer shall conduct an inspection of each site upon substantial completion of installation. This inspection shall document any deficiencies on a single punch list provided to Contractor for resolution.
- B. Final field acceptance testing at any site shall not commence until all punch list items are resolved for that site and for any other site involved with the testing, unless otherwise approved by the County.

Acceptance Testing

- A. After all AV systems are installed, final testing and adjustments will be made to ensure compliance with the established performance criteria. County will be present to observe and sign off on the testing completion.

Factory Acceptance Testing

- A. After all systems are assembled and programming installed, pre-installation factory acceptance testing (FAT) will be performed in Contractor's facility and shall provide the County with the results.

System Installation

- A. Once the site is verified as completely prepared and acceptable for receipt of the systems, the AV components and equipment will be transported to the site and installed. Complete system installation to supporting infrastructure (conduit, electrical, and cabling) will be performed by Contractor during the timeframe designated for Board Chambers closure, recess and other days identified as open for such work to be performed. Contractor shall plan on working outside of normal business hours if needed to complete project deliverables in an effort to not interrupt or impact day to day operations.

System Production

- A. Upon receipt of equipment, Contractor will provide the County with proof of delivery and begin the construction and assembly of approved systems. This work will be done in Contractor's facility. Systems will be fully assembled, wired, programmed and tested prior to delivery to the County's site.

Control System Configuration and Programming

- A. Contractor will configure and develop control system programming code and touch panel graphical user interface (GUI) code and pages to provide efficient and intuitive system operation. The control system manufacturer's standard application development environment will be used for all programming and configuration. Complete operating code will be loaded and tested in Contractor's facility prior to system installation.

General Requirements

- A. Prior to Acceptance Testing, Contractor shall:
 - Verify and document that all equipment, hardware, and software are upgraded to the latest factory revision. Multiple revision levels among same equipment types are not acceptable.
 - Provide 2 weeks written notice to the County that the system is ready
 - Submit a Test Plan for review and approval by the County
- B. Contractor shall provide all test equipment and miscellaneous cables, adapters and parts required to perform all testing specified in this SOW.
- C. Contractor shall calibrate all test equipment prior to testing.

- D. Performance of all tests must be in the presence of County or a County-approved representative.
- E. Testing requires the utilization of quality instruments in proper condition for all testing. Calibration records for all instruments shall be available at the site during all testing.
- F. Both a County representative and Contractor shall sign the Acceptance Testing Test Plan following successful completion of all tests. All tests in the Acceptance Testing Test Plan shall be marked as either pass or fail.
- G. Contractor shall submit all test schedules to the County for pre-testing approval.
- H. Contractor shall provide all necessary technical personnel and test equipment to conduct Acceptance Testing. All deviations, anomalies, and test failures shall be resolved at Contractor's expense.
- I. Contractor shall document, repair, replace and retest any equipment that fails any test. Contractor shall replace and retest all defective components.
- J. The County reserves the right to require retesting of any equipment that fails any test, after repair or replacement.

System Acceptance

- A. The integrated operation of the network shall be demonstrated.
- B. The test shall demonstrate the reliability, long-term stability, and maintainability of the system including all components implemented at that point.
- C. System Acceptance will occur after successful completion and approval of the following:
 - Final Detailed Design
 - Factory Acceptance Test
 - System installation and testing
 - Final inspection and punch list resolution
 - As-built documentation
- D. System Acceptance shall not occur based on any other factor, including the assertion of beneficial use.

Decommissioning, Removal and Disposal of Existing Equipment

- A. After acceptance of the new system by the County, Contractor shall remove existing AV and Broadcast system equipment that is not being reused in the new system and transport it to a location specified by the County.
- B. Contractor shall create a detailed inventory of the removed equipment, listing the following, at a minimum:
 - The owning agency
 - Model numbers
 - Serial numbers
 - Asset numbers
 - Former Location
- C. Unless otherwise agreed to by Contractor and the County, disposal of equipment will be the responsibility of the County. Contractor may offer to dispose of equipment.

Cutover of Existing Devices

- A. Contractor shall identify all existing devices to be migrated / integrated into the new system and coordinate and supply a plan to the County.

Training

- A. Once all systems are installed and final testing and adjustments have been completed, County staff operational training will be performed and provided by Contractor.
- B. Following the User Training, County will perform a complete mock meeting run-through. If successful, a System Acceptance Certificate will be executed.
- C. Failure of any component during the System Acceptance will result in withholding of payment and may invoke Liquidated Damages if the system cannot be used for the next scheduled public

Technical Training & User Training

- A. The County's technical support staff will be trained both as the system is being installed and in a dedicated training/overview session on site.

General Requirements

- A. All training sessions shall be conducted at a County-approved facility in Monterey County, California.
- B. Contractor shall submit a Training Plan and Training Manuals for review and approval by the County, as described under Design Submittals herein.
- C. Contractor shall provide all instructional material required to conduct each training session, including, but not limited to, test equipment, training manuals, video projectors, interactive self-paced personal computer programs, and complete equipment operating instructions.
- D. All training sessions shall utilize County spare equipment for training purposes.
- E. Contractor shall provide two training sessions for each type of training. Each session shall support eight individuals.
- F. Contractor shall coordinate with the County to schedule each session.
- G. Contractor shall have at least one representative at all training classes to answer County questions.

Training Courses

Contractor shall provide training for all new equipment, including, but not limited to, the speech reinforcement system, broadcast graphics and broadcast systems and all associated equipment. Contractors produce all training material in softcopy Contractor shall provide training onsite and in person. Training session must be coordinated in advance to ensure all stakeholders participate and attend. Contract must hold several training sessions to meet participants schedules. Training shall include:

- Basic theory
- System maintenance, configuration, and troubleshooting
- Monitoring system, maintenance, configuration, troubleshooting and report generation
- Basic users training and functionality
- Written training materials

System Warranty, Maintenance, and Support

All equipment provided shall be new and covered by a full manufacturer's warranty for 1 year, commencing with the County's final acceptance of the system.

During the warranty period, service and repair shall be performed 24 hours a day, 7 days a week, 365 days a year. There shall be no additional charges for work outside of normal Contractor business hours.

System performance, installation, and all hardware, parts, software, and materials (including third-party equipment) shall be warranted for a period of 1 year.

Warranty coverage shall include all related return and delivery fees.

Contractor shall provide a service telephone number for standard business hours, holidays excluded.

Contractor shall provide a separate service support quote with a complete and comprehensive program of preventive maintenance, service and warranty support for a period of five years from the date of acceptance of each project phase. Response is expected within four hours of service request during normal business hours. Requests received after hours will be responded to next business day.

Contractor shall provide remote diagnostic and technical support. After hours support must also be provided at a specified hourly rate. The support shall cover removal, reinstallation, configuration, testing and alignment of repaired equipment, and shall include four (4) preventive maintenance visits per year per room on a quarterly basis.

Contractor shall cover all required parts and repair costs for equipment breakdown. Such support will be billed on an annual basis subject to cancellation without reason.

All System Source Code, millwork shop drawings and inventory of any old equipment in use at the close of the project with an inspection status from Contractor which shall be used as an attachment to the "Preventative Maintenance and System Warranty" contract.

The County shall have the right to perform any maintenance and/or repairs required during the warranty period without voiding or affecting Contractor's warranty.

Day One Support

Contractor will provide one system engineer on-site for the first live County Board meeting that will utilize the new system.

1. Contractor shall contact the County within 30 minutes of telephone notification of an issue
2. Contractor's qualified service representative and the County's representative shall attempt to resolve the issue over the phone or via remote network management
3. If Contractor's qualified service representative and the County's representative cannot resolve the issue remotely or over the phone, then the County will determine the criticality of the service issue, as follows:
 - Critical – a system failure or outage that creates total system unavailability of one or more sites
 - Severe - a system failure or outage that affects or reduces system availability by 50% or more to one or more sites
 - Minor - a system failure or outage that affects or reduces the full operational availability of one or more sites but does not affect overall system availability
4. Contractor shall provide on-site repair for the following outage classification levels as follows:
 - Critical – onsite within 24 hours, with a maximum restoration time after arrival onsite of 4 hours
 - Severe - onsite within 48 hours, with a maximum restoration time after arrival onsite of 4 hours
 - Minor - onsite within 72 hours, with a maximum restoration time after arrival onsite of 4 hours

Contractor shall repair all equipment, hardware, and software throughout the implementation and warranty periods.

A. Contractor shall provide the County with written documentation indicating:

- The cause of the service outage
- The resolution
- All post-repair testing procedures to ensure proper operation

If Contractor uses County-owned spares to complete a repair, the documentation shall include the model and serial number of both the defective unit and the spare.

Hardware:

- For all equipment needing factory or depot repairs, Contractor shall maintain a comprehensive tracking system to track units enroute to and from the factory/depot
- Replacement parts shall be new or original repaired parts only
- Fixed equipment mail-in board repair shall be completed within seven calendar days of receipt
- Equipment must be returned to the County via second-day shipping, with tracking number provided to the County
- Serialized units sent in for depot repair must not be exchanged unless specifically authorized by the County
- The original unit must be repaired and returned unless specifically authorized by the County

Software and Firmware:

- Contractor shall warranty all software and firmware.
- During the installation, warranty, and extended warranty periods (if applicable), Contractor shall provide, at no additional cost, commercially available upgrades of all software and firmware originally sold to the County.
- The frequency and timing of installation of upgrades during this period shall be at the sole discretion of the County based on availability as provided by Contractor.
- Contractor shall provide all back-up media and revised software manuals to the County at the time of any software revisions at no cost.
- Contractor shall update all devices to the same and latest release level prior to the conclusion of the warranty period at no additional cost to the County.

Recurring Failures and Manufacturer Defects:

- Any fixed equipment or fixed equipment module that fails twice during the acceptance test or twice during the first 12 months after System Acceptance shall be indicative of a recurring or systemic failure or defect that warrants further investigation by Contractor and County
- If the County deems the defect to be systemic after the investigation is completed, Contractor shall then be responsible for replacing at no

additional cost to the County all equipment and/or equipment modules related to the recurring or systemic failure, not only the specific equipment affected.

- Contractor, at no additional cost to the County, shall correct latent design defects or recurring problems relating to software, firmware, hardware, or overall system design, during the warranty period.
- During the warranty period, Contractor shall correct all system malfunctions due to software at no additional cost to the County.
- If, during the first 5 years after System Acceptance, 25% of any type of Contractor-supplied equipment or material fails, Contractor shall replace this equipment or material at no additional cost to the County.

County of Monterey

Billing Plan Exhibit B

8/4/2022

| | Billed | Estimated Actual | Equip, Tax, Bond | Labor | Subcontract | Licenses, Warr | Complete by Paid Date | | |
|-------------|----------------|------------------|------------------------|------------------------|------------------------|----------------------|-----------------------|---------------------|---|
| | Invoice | Paid | \$ 2,016,246.33 | \$ 2,016,246.33 | \$ 1,036,094.65 | \$ 401,890.00 | \$ 518,347.52 | \$ 59,914.16 | |
| 25% | Sept | Nov | \$ 504,061.58 | \$ 511,300.00 | \$ 300,000.00 | \$ 185,000.00 | \$ 26,300.00 | \$ - | Portable, HE & Chamber Racks |
| 20% | Oct | Dec | \$ 403,249.27 | \$ 385,313.13 | \$ 330,000.00 | \$ 22,000.00 | \$ 32,470.00 | \$ 843.13 | Dig Signage, Mont Rm Rack |
| 10% | Nov | Jan | \$ 201,624.63 | \$ 241,538.00 | \$ 150,000.00 | \$ 48,000.00 | \$ 33,538.00 | \$ 10,000.00 | Sea Cave, Monterey Rm, HE Turnover |
| 10% | Dec | Feb | \$ 201,624.63 | \$ 265,319.93 | \$ 152,485.18 | \$ 56,000.00 | \$ 51,834.75 | \$ 5,000.00 | Chamber Shop Tests |
| 15% | Jan | Mar | \$ 302,436.95 | \$ 275,953.00 | \$ - | \$ 24,000.00 | \$ 251,953.00 | \$ - | Chamber Infrastructure Complete |
| 10% | Feb | Apr | \$ 201,624.63 | \$ 106,259.05 | \$ - | \$ 26,701.00 | \$ 70,417.02 | \$ 9,141.03 | Chamber Substantially Complete |
| 10% | Apr | June | \$ 201,624.63 | \$ 230,563.22 | \$ 103,609.47 | \$ 40,189.00 | \$ 51,834.75 | \$ 34,930.00 | (4 Mtgs & Satisfied Closeout) (10% Retention) |
| 100% | | | \$ 2,016,246.33 | \$ 2,016,246.33 | \$ 1,036,094.65 | \$ 401,890.00 | \$ 518,347.52 | \$ 59,914.16 | |

County of Monterey - Chamber Systems
Labor Plan Updated 8/4/22

Exhibit C

| Milestone | Start | End | Task | Design | | | | Project | | | Shop | | Sub | | | County | | |
|-----------|----------|----------|--|--------|-----|-----|-----|-----------|-----|--------|------|------|-------------------|--------|--------|--------|--------|---|
| | | | | Eng | Eng | CAD | PRG | Field Eng | Mgt | Sub PM | Tech | Tech | Spinitar Delivery | Tech 1 | Tech 2 | | Tech 3 | |
| 1 | 9/1/21 | | Tentative Award | | | | | | | | | | | | | | | X |
| | | | Design Review and Updates | | | | | | | | | | | | | | | X |
| | 9/7/21 | 9/29/21 | Prepare open issues document | 8 | | | | | | | | | | | | | | |
| 2 | 9/29/21 | 9/29/21 | Customer Preliminary System Design Review @site | 12 | 12 | | | | | | | | | | | | | X |
| | 9/30/21 | 10/6/21 | Prepare Report on initial review | 8 | | | | | | | | | | | | | | |
| | 9/30/21 | 2/13/22 | Design Updates per Customer Requests | 40 | | | | | | | | | | | | | | |
| | 10/21/21 | 10/21/21 | Online review of 9/29 Meeting report | 2 | | | | | | | | | | | | | | X |
| 3 | 10/29/22 | 11/29/22 | Project On Hold for Protest | | | | | | | | | | | | | | | X |
| | 12/10/21 | 12/10/21 | Site Review for Millwork & Workflow Review | 12 | | | | | | | | | | | | | | X |
| | 12/14/21 | 12/15/21 | Prepare Report with design mods from interviews | 8 | | | | | | | | | | | | | | X |
| | 12/15/21 | 12/16/21 | Prepare Infrastructure RFQ | 8 | | | | | | | | | | | | | | |
| | 1/3/22 | 1/3/22 | Site Review with Electrical to get Lighting load data | 8 | | | | | | | | | | | | | | X |
| | 2/14/22 | 3/9/22 | Updated Scope & System Description | 16 | | | | | | | | | | | | | | |
| 4 | 3/9/22 | | Updated Proposal (March) | | | | | | | | | | | | | | | X |
| | 3/29/22 | 3/29/22 | Site Meeting to add Monterey Rm as backup, Sea Cave, and Schilling Updates (non-backup) | 8 | | | | | | | | | | | | | | |
| | 3/29/22 | 4/22/22 | System Design - Monterey, Sea Cave, Schilling | 8 | | | | | | | | | | | | | | |
| 5 | 4/28/22 | 5/4/22 | Updated Proposal (May 4) | | | | | | | | | | | | | | | X |
| 5a | 7/6/22 | 7/8/22 | Updated Proposal (July 7) | | | | | | | | | | | | | | | X |
| | Aug | | Network Design | 2 | | | 2 | | | | | | | | | | | |
| | Aug | | Network Design Review with CoM | 1 | | | 1 | | | | | | | | | | | X |
| 6 | Aug | | County Order Network Switches | | | | | | | | | | | | | | | X |
| 7 | Aug | | Customer Request Board Approval for Equipment Purchase | | | | | | | | | | | | | | | X |
| 8 | 9/13/22 | | Approval to Proceed (Board Approval) | | | | | | | | | | | | | | | X |
| | 9/14/22 | 10/1/22 | Execute/Process Contract | | | | | | | | | | | | | | | X |
| | Sept | | Internal Review & Kickoff | 2 | 2 | | 2 | | 2 | 2 | | | | | | | | |
| 9 | Oct | | Release Critical Equipment Orders & Track | | | | | | 8 | | | | | | | | | |
| 10 | Oct | | Project Kickoff and Site Visits | | | | | | | | | | | | | | | |
| | Oct | | Customer Project Kickoff (Management Plan, Coordination, Meetings, review open issues and schedule action items) | 1 | 1 | | 1 | | 1 | | | | | | | | | X |
| | Oct | | Site Review Planning & Discussion | 1 | 1 | | 1 | | 1 | 1 | | | | | | | | X |
| | Oct | | Final System Design Review @ all three sites | 4 | 4 | | 4 | | 4 | 4 | | | | | | | | X |
| | Oct | | Alisal - Chamber, DS, OFlow, Mont. Rm, Sea Cave | 2 | 2 | | 2 | | 2 | 2 | | | | | | | | X |
| | Oct | | Moffit - Headend Rack Plan inc Transition | 1 | 1 | | 1 | | 1 | 1 | | | | | | | | X |
| | Oct | | Schilling - Lobby DS, Cayenne | 1 | 1 | | 1 | | 1 | 1 | | | | | | | | X |
| | Oct | | Infrastructure Planning Meeting (@site) | | | | | | | | | | | | | | | X |
| | Oct | | Front Wall Cabinetry & Electrical Sequencing | 1 | 1 | | | | | | | | | | | | | X |
| | Oct | | Dais Cabinet & Electrical Sequencing | 0.5 | 0.5 | | | | | | | | | | | | | X |
| | Oct | | Lighting Control Electrical Sequencing | 0.5 | 0.5 | | | | | | | | | | | | | X |
| | Oct | | Broadcast Lighting Electrical Sequencing | 0.5 | 0.5 | | | | | | | | | | | | | X |
| | Oct | | Review & Plan Chamber Audience, Mon, DS Electrical | 0.5 | 0.5 | | | | | | | | | | | | | X |
| | Oct | | Develop QC Plan | | | | | | 4 | | | | | | | | | |
| | | | System Engineering | | | | | | | | | | | | | | | |
| | Oct | | Digital Signage content & criteria discussion | 2 | | | | | | | | | | | | | | X |
| 11 | Oct | | Finalize Equipment List, Release, Track | 2 | 2 | | | | 16 | | | | | | | | | |
| | Oct | | Headend Eng & Rack Plan inc Transition | | 8 | | | | 2 | | | | | | | | | |

| Milestone | Start | End | Task | Design | Project | Project | | | | Shop | Sub | Shop | Spinitar | Tech | | | County |
|-----------|-------|-----|---|------------|------------|------------|------------|-----------|------------|-----------|----------|----------|----------|----------|----------|----------|----------|
| | | | | Eng | Eng | CAD | PRG | Field Eng | Mgt | Sub PM | Tech | Tech | Delivery | Tech 1 | Tech 2 | Tech 3 | |
| | Oct | | Monterey Rm System Eng - CAD Prep | | 8 | | | | | | | | | | | | |
| | Oct | | Sea Cave Rm System Eng - CAD Prep | | 8 | | | | | | | | | | | | |
| | Oct | | Portable System Eng (inc Case Spec & Layouts) | | 16 | | | | | | | | | | | | |
| | Oct | | Kiosk Design inc discussion w/customer | | 1 | | | | | | | | | | | | X |
| | Oct | | Kiosk Design Review | | 1 | | | | 1 | | | | | | | | X |
| | Oct | | Prep Instance ID Chart | | 4 | | | | | | | | | | | | |
| | Oct | | Finalize under-Dais details | | 8 | | | | | | | | | | | | |
| | Oct | | Chamber Front Wall Engineering | | 4 | | | | | | | | | | | | |
| | Oct | | Press Plate (Custom Engraving Layout) | | 1 | | | | | | | | | | | | |
| | Oct | | Lighting System Engineering | | 8 | | | | | | | | | | | | |
| | Oct | | Rack Layouts - Prod, HE | | 16 | | | | | | | | | | | | |
| | Oct | Nov | Chamber - Equipment Plans & Detail - CAD Prep | 2 | 32 | | | | 2 | | | | | | | | |
| | Oct | Nov | Cable Pull Lists | 2 | 16 | | | | 2 | | | | | | | | |
| | Oct | Nov | Materials Mtg & Final Materials List for Order | | 8 | | | | 8 | 2 | | | | | | | |
| | Oct | Nov | Preliminary Control System Planning | 4 | 4 | | 4 | | | | | | | | | | |
| | Oct | Nov | Programming Specifications - Monterey Rm | | 4 | | | | | | | | | | | | |
| | Oct | Nov | Programming Specifications - Sea Cave | | 4 | | | | | | | | | | | | |
| | Oct | Nov | Programming Specifications - Chamber | 8 | 16 | | 8 | | | | | | | | | | |
| | Oct | Nov | Algorithm Specifications | 4 | | | 10 | | | | | | | | | | |
| | Oct | Nov | GUI Development - Start Initial Proposed Layouts - Monterey, Sea Cave | | | | 24 | | | | | | | | | | |
| 12 | Oct | Nov | Crestron GUI Review & Updates - Monterey Rm, Sea Cave | | | | 16 | | | | | | | | | | X |
| | Nov | Dec | Crestron Programming - Monterey | | | | 40 | | | | | | | | | | |
| | Nov | Dec | Crestron Programming - Sea Cave | | | | 16 | | | | | | | | | | |
| | Nov | Dec | GUI Development - Start Initial Proposed Layouts - Chamber, Production, Broadcast | 4 | 4 | | 80 | | | | | | | | | | |
| | Oct | Dec | Weekly Status Calls | 24 | 24 | | 24 | | 24 | 8 | | | | | | | X |
| | Nov | Nov | CAD Sheet Numbering Plan | 1 | | | | | 1 | | | | | | | | |
| | Nov | | CAD Construction Drawings - Monterey, Sea Cave, Portable | | | | 80 | | | | | | | | | | |
| | Nov | | Drawing Review - Monterey, Sea Cave, Portable | 4 | 4 | 8 | 4 | | 4 | | | | | | | | |
| 13 | Dec | | Preliminary Engineering & Chamber GUI Review w/Customer (Online) | 2 | 2 | | 2 | | 2 | | | | | | | | X |
| 14 | Dec | | Customer Review - Proposed final Production Workflow inc Production GUI Review | 1 | 1 | | 1 | | 2 | | | | | | | | X |
| 15 | Dec | | Crestron GUI updates - Chamber, HE, DS | 2 | 2 | | 16 | | 2 | | | | | | | | X |
| | Dec | | IP Chart - Monterey, Sea Cave, Portable | 1 | 4 | | 2 | | | | | | | | | | X |
| | Dec | | IP Chart - Chamber, HE, Lighting | 1 | 4 | | 1 | | | | | | | | | | X |
| | Dec | | CAD Construction Drawings - Chamber, HE, DS | | | | 104 | | | | | | | | | | |
| | Dec | | Drawing Review - Markup, Update - Chamber, HE, DS, | | 8 | 8 | 4 | | 4 | | | | | | | | X |
| 16 | Dec | Dec | CAD Complete | | | | | | | | | | | | | | |
| | Dec | Jan | Config & Training Manuals (Prelim) | | 80 | | | 40 | 16 | | | | | | | | |
| | Dec | Jan | Crestron Programming - Headend | | | | 40 | | | | | | | | | | |
| | Dec | Jan | Develop Commissioning Plan - Headend System | | 8 | | | | 1 | | | | | | | | |
| | Dec | Jan | Develop Headend Cutover Plan | | 4 | | | | 1 | | | | | | | | |
| | Dec | Jan | Chamber DSP Layout & DSP GUI | | 4 | | | 40 | | | | | | | | | |
| | Jan | Feb | Crestron Programming - Chamber/Production | | | | 200 | | | | | | | | | | |
| | Jan | Feb | Develop Commissioning Plan - Production System | | 8 | | | | 1 | | | | | | | | |
| | Jan | Feb | Develop Commissioning Plan - Chamber AV System | | 8 | | | | 1 | | | | | | | | |
| | Jan | Feb | Develop Commissioning Plan - Chamber Lighting System | | 4 | | | | 1 | | | | | | | | |
| 17 | Jan | Feb | Customer Training Plan Review Conference | | 2 | | 2 | | 2 | | | | | | | | X |
| | Jan | Feb | Cable Pull Lists - Finalize inc/ Wire #s | | 4 | | | | | | | | | | | | |
| | | | Design & Eng TOTAL HOURS | 220 | 371 | 200 | 511 | 80 | 117 | 21 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |

| Milestone | Start | End | Task | Design Eng | Project Eng | CAD | PRG | Field Eng | Project Mgt | Sub PM | Shop Tech | Sub Shop Tech | Spinitar Delivery | Tech 1 | Tech 2 | Tech 3 | County |
|-----------|-------|-----|--|------------|-------------|-----|-----|-----------|-------------|--------|-----------|---------------|-------------------|--------|--------|--------|--------|
| | Oct | Nov | Materials Order | | 8 | | | | 8 | | | | | | | | |
| | Oct | Dec | Customer Rack/Install Coordination Conferences | 8 | 8 | | | | 8 | 8 | | | | | | | |
| | | | RACK BUILD | | | | | | | | | | | | | | |
| | Dec | Dec | Headend Equipment Received | | | | | | 2 | | | | | | | | |
| | Dec | Dec | Mount & Interconnect all equipment in Shop Rack | | 8 | 16 | | | 12 | | | 32 | | | | | |
| | Dec | Dec | Configure and Test headend Systems (Concord) | 8 | 24 | | 16 | 8 | 2 | | 8 | | | | | | |
| 18 | Dec | Dec | Prepare Equipment & Rack for Transport | | | | | | 4 | 4 | | 7 | | | | | |
| | Dec | Dec | Portable Equipment Received | | | | | | 4 | | | | | | | | |
| | Dec | Dec | Mount & Interconnect all Portable Racks in Shop | | 4 | | | | 2 | 2 | | 24 | | | | | |
| | Dec | Dec | Configure and Test Portable Systems (Concord) | 6 | 8 | | | | 2 | | | | | | | | |
| 19 | Dec | Dec | Prepare Portable Equipment & Racks for Transport | | | | | | 2 | | | 8 | | | | | |
| | Dec | Dec | Sea Cave & Chamber Lighting | | | | | | | | | | | | | | |
| | Dec | Dec | Address (DMX) All Lighting Fixtures (Concord) | | | | | 8 | 2 | | | | | | | | |
| | Dec | Jan | Monterey Rm Equipment Received | | | | | | 4 | | | | | | | | |
| | Dec | Jan | Mount & Interconnect Rack Equip in Shop | | 4 | | | | 4 | | | 24 | | | | | |
| | Dec | Jan | Configure and Test Systems (Concord) | 6 | 8 | | | | 2 | | | | | | | | |
| 20 | Dec | Jan | Prepare Equipment & Rack for Transport | | | | | | 2 | | | 8 | | | | | |
| | Jan | Jan | Production Racks Equip Received | | | | | | | | | | | | | | |
| | Jan | Jan | Mount & Interconnect all Rack equipment in Shop | | 8 | 12 | 11 | | 8 | | 8 | 96 | | | | | |
| | Feb | Feb | Configure and Test Production Systems (Concord) | | 20 | | | 80 | 4 | | | 16 | | | | | |
| 21 | Feb | Feb | Factory Acceptance Tests | 24 | 20 | | | 36 | 4 | | | 8 | | | | | X |
| | Feb | Feb | Prepare Equipment & Rack for Transport | | | | | | 4 | 4 | | 8 | | | | | |

| Milestone | Start | End | Task | Project | | | | | Project | | Shop | | Spinitar | | Tech 1 | Tech 2 | Tech 3 | County |
|-----------|-------|-----|---|------------|-------------|-----|-----|-----------|---------|--------|------|-----------|----------|----|--------|--------|--------|--------|
| | | | | Design Eng | Project Eng | CAD | PRG | Field Eng | Mgt | Sub PM | Tech | Shop Tech | Delivery | | | | | |
| | | | SITE INSTALL | | | | | | | | | | | | | | | |
| | | | Digital Signage, Kiosk, Distribution Systems | | | | | | | | | | | | | | | |
| | Jan | Jan | DS Equipment Received | | | | | | 6 | | | | | | | | | |
| | Jan | Jan | Start of Digital Signage Install - Int Mtg | 1 | 1 | | | | 1 | | | | | 1 | | | | |
| | Jan | Jan | JE11 - Digital Signage Electrical | | | | | | | | | | | | | | | |
| | Jan | Jan | Site Install | | 16 | | | | | 4 | | | | 24 | 24 | | | |
| | Jan | Jan | FWI - Remote Setup | | | | | | | | | | | | | | | |
| 22 | Jan | Jan | Commission/Test | 8 | 16 | | | | 1 | | | | | | | | | X |
| | | | Monterey Rm Install | | | | | | 4 | 3 | | | | | | | | |
| | Jan | Jan | JE14 - Monterey Rm Electrical | | | | | | 1 | | | | | | | | | |
| | Jan | Jan | Deliver Rack & All Equipment to Monterey Rm | | | | | | | | | | 8 | | | | | |
| | Jan | Jan | Cable Pull - (1) 85" Display, (2) Mics, 1 MXWC AP (1) Cam (1) Plate | | | | | | | | | | | 4 | 4 | | | |
| | Jan | Jan | Rack Terminations | | | | | | | | | | | 14 | | | | |
| | Jan | Jan | Field Term - (1) 85" Display, (2) Mics, 1 MXWC AP (1) Cam (1) Plate | | | | | | | | | | | | | 8 | | |
| | Jan | Jan | 2-man Install - (1) 85" Display | | | | | | | | | | | 2 | 4 | | | |
| | Jan | Jan | 1-man Install - (2) Mics, 1 MXWC AP (1) Cam (1) Plate | | | | | | | 6 | | | | | | 4 | | |
| | Jan | Jan | Cleanup & Loadout | | | | | | | | | | | | | 4 | | |
| | Jan | Jan | Commission/Test | | 4 | | | 14 | | | | | | 8 | | | | |
| | Jan | Jan | Testing with Customer | | 2 | | | 2 | | | | | | | | | | X |
| | Jan | Jan | Punch List Work | | 6 | | | 6 | | | | | | | | | | |
| 23 | Jan | Jan | Final Customer Review | | 2 | | | 2 | | | | | | | | | | X |
| | Jan | Jan | Headend Install | | | | | | | | | | | | | | | |
| | Dec | | Site Visit for Phase 1 Planning | 8 | 8 | | | | 8 | | | | | | | | | X |
| | Dec | | Start of Headend Install - Int Mtg | 1 | 1 | | | | 1 | | | 1 | | | | | | |
| | Jan | | CableCast Install Support | | | | | | | | | | | | | | | |
| 24 | Jan | Jan | Headend Install/Cutover | 12 | 12 | | | 16 | | | | | | 32 | 32 | | | X |
| | | | Sea Cave Rm Install | | | | | | 4 | 8 | | | | | | | | |
| | Jan | Jan | JE13 - Sea Cave Rm Electrical | | | | | | 1 | | | | | | | | | |
| | Jan | Jan | Deliver all Equipment & Furn to Sea Cave Rm | | | | | | | | | | 8 | 2 | 2 | | | |
| | Jan | Jan | Cable Pull - (1) 55" Display, (1) TP ,(1) Plate (1) DMX | | | | | | | | | | | 4 | 4 | | | |
| | Jan | Jan | Install RMC4 Master in IDF | | | | | | | | | | | 2 | | | | |
| | Jan | Jan | Field Term - (1) 55" Display, (1) TP ,(1) Plate (1) DMX | | | | | | | | | | | | | 2 | | |
| | Jan | Jan | 1-man Install - Lighting Support Structure, TP, Plate | | | | | | | | | | | 8 | 8 | | | |
| | Jan | Jan | Hang Lights & Pantographs, daisy chain DMX512 | | | | | | | | | | | 4 | | | | |
| | Jan | Jan | Setup Furniture | | | | | | | | | | | | 4 | | | |
| | Jan | Jan | Cleanup & Loadout | | | | | | | | | | | | | 2 | | |
| | Jan | Jan | Commission/Test | | 4 | | | 4 | | | | | | 4 | | | | |
| | Jan | Jan | Testing with Customer | | 4 | | | 4 | | 2 | | | | | | | | X |
| | Jan | Jan | Punch List Work | | 2 | | | 2 | | | | | | | | 2 | | |
| 25 | Jan | Jan | Final Customer Review | | 2 | | | 2 | | | | | | | | | | X |
| | | | Portable System Site Testing | | | | | | | | | | | | | | | |
| | Jan | Jan | Start of Portable System Test - Int Mtg | 2 | 2 | | | | 1 | 1 | | | | 2 | | | | |
| | Jan | Jan | Site Setup - For Remote Site Use | | 4 | | | | 1 | 1 | | | | 8 | 8 | | | |
| 26 | Jan | Jan | On-Site Training | | 4 | | | | | | | | | | | | | X |
| | Jan | Jan | Site repack | | 4 | | | | | | | | | 8 | 8 | | | |

| Milestone | Start | End | Task | Project | | | | | Project | | Shop | | Spinitar | | Tech | | | County |
|-----------|----------|---|---|------------|-------------|------------|------------|------------|------------|------------|-----------|------------|-----------|------------|------------|------------|----|--------|
| | | | | Design Eng | Project Eng | CAD | PRG | Field Eng | Mgt | Sub PM | Tech | Tech | Delivery | Tech 1 | Tech 2 | Tech 3 | | |
| 27 | February | April | CHAMBER SHUTDOWN | | | | | | | | | | | | | | | |
| | | | Start of Infrastructure | | | | | | | | | | | | | | | |
| | Jan | Jan | Customer & Subcontractor Coordination | | | | | | 8 | | | | | | | | | X |
| | Feb | Feb | Chamber Equip & Cable De-install | | 12 | | | | | | | | | | | 16 | 16 | X |
| | Feb | Feb | Production Rm De-install | | 12 | | | | | | | | 24 | 8 | 8 | | | X |
| | Feb | Feb | JE1 - Chamber Front Wall Cabinetry & Electrical | | | | | | 1 | | | | | | | | | |
| | Feb | Feb | JE2 - Under Dais Cabinetry & Electrical | | | | | | 1 | | | | | | | | | |
| | Feb | Feb | JE3 - Dais Backsplash Cabinetry & Electrical | | | | | | 1 | | | | | | | | | |
| | Feb | Feb | JE4 - Clear Clerk & Light Control Conduits | | | | | | 1 | | | | | | | | | |
| | Feb | Feb | JE5 - Clerk Station Cabinetry & Electrical | | | | | | 1 | | | | | | | | | |
| | Feb | Feb | JE6 - Lighting Control Electrical | | | | | | 1 | | | | | | | | | |
| | Feb | Feb | JE7 - Broadcast Lighting Pipe & Electrical | | | | | | 1 | | | | | | | | | |
| | Feb | Feb | JE8 - Ceiling Monitor Electrical | | | | | | 1 | | | | | | | | | |
| | Feb | Feb | JE9 - Press Plate | | | | | | 1 | | | | | | | | | |
| Feb | Feb | JE10 - Audience Electrical | | | | | | 1 | | | | | | | | | | |
| Feb | Feb | JE12 - Rack Electrical | | | | | | 1 | | | | | | | | | | |
| 28 | Feb | Feb | Infrastructure Complete | | | | | | | | | | | | | | | |
| | | | Start of Chamber & Production AV Install | | | | | | 4 | | | | | | | | | X |
| Jan | | Start of Chamber AV Install - Int Mtg | 1 | 1 | | | | 1 | | | | | | 1 | | | | |
| 29 | March | March | Deinstall | 8 | | | | | | 8 | | | | 16 | 16 | 16 | | |
| | March | March | Cable Pull | 8 | | | | | | 8 | | | | 24 | 24 | 24 | | |
| | March | March | Equipment & Rack Delivery | | | | | | 2 | | | | 8 | 8 | 8 | 8 | | |
| | March | March | Rack Terminations | | 8 | | | | 8 | 8 | | | | 137 | | | | |
| | March | March | Video Wall Install - Spinitar | | 4 | | 8 | | 8 | | | | | | 8 | 8 | | |
| | March | March | Video Wall Install - Samsung | | | | | | | | | | | | | | | |
| | March | March | Clg - Spkrs, Shades, 85", Brdcst Lites | | 8 | | | | 8 | | | | | | 40 | 40 | | |
| | March | March | Floor - Dais, Staff, Lect, Press | | 8 | | | | | 8 | | | | | 80 | 80 | | |
| | March | March | Console Assembly, Cable, Equip install & Term | | 8 | | | | | 8 | | | | 40 | 24 | 24 | | |
| | March | March | Cleanup & Loadout | | | | | | | | | | | | 16 | 16 | | |
| | April | April | Commission/Test | 16 | 16 | | | 88 | | | | | | 16 | | | | |
| | April | April | Config & Training Manuals (Updates) | 4 | 16 | | 8 | | 8 | | | | | | | | | |
| | April | April | Testing with Customer | 8 | 8 | | | 8 | | | | | | | | | | X |
| | April | April | Punch List Work | | 16 | | | 16 | 2 | 4 | | | | 8 | | | | |
| April | April | Final Customer Review | | 8 | | | 8 | 8 | | | | | | | | | | |
| 31 | April | April | Broadcast Test with Customer | 4 | 4 | | | 4 | | | | | | | | | | X |
| | | | End Physical Install | | | | | | | | | | | | | | | |
| | April | April | On-Site Training | 4 | 40 | | | 48 | 8 | | | | | | | | | |
| April | April | Training Manual Updates Review Conference | 1 | 1 | | 1 | | 1 | | | | | | | | | X | |
| 32 | May | May | Site Support for first 4 Meetings | 8 | 52 | | | 96 | 24 | | | | | | | | | X |
| | | | | | | | | | | | | | | | | | | |
| 33 | May | May | Closeout | | | | | | | | | | | | | | | |
| | May | | Prepare Final Documentation | 4 | 4 | 40 | 4 | | 8 | | | | | | | | | |
| | May | | Documentation (Docs Department - Taxable) | | | | | | | | | | | | | | | |
| | May | May | Sign-Off | | | | | | | | | | | | | | | X |
| | | | TOTAL HOURS | 370 | 811 | 268 | 559 | 532 | 335 | 108 | 16 | 232 | 24 | 401 | 360 | 240 | | |

Spinitar

County of Monterey - Board Chambers - AV & Broadcast Systems - Exhibit D

PRICING SUMMARY

Quote 141669

Note: "Tax Adjust" recovers tax not assigned to Labor Categories "Shop Labor", "Documentation", and Subcontract Materials

Final - 7/11/2022

| Description | Total Value | Equip | Sales Tax | Labor | e-Waste | Subcontract | Recurring Svcs Spinitar | Recurring Licenses |
|-------------------------------------|-----------------------|---------------------|------------------------|---------------------|-----------------|---------------------|----------------------------|-----------------------|
| Design & Engineerinn | \$202,720.00 | \$0.00 | \$0.00 | \$202,720.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |
| Broadcast Headend | \$83,103.36 | \$47,135.34 | \$4,360.02 | \$15,550.00 | \$8.00 | \$13,800.00 | \$0.00 | \$2,250.00 |
| Production Room | \$336,428.13 | \$206,944.12 | \$19,142.33 | \$50,700.00 | \$25.00 | \$49,617.65 | \$0.00 | \$9,999.03 |
| Spanish Channel (Closed Caption) | \$24,190.97 | \$14,945.39 | \$1,382.45 | \$7,020.00 | \$0.00 | \$0.00 | \$0.00 | \$843.13 |
| Chamber | \$415,564.28 | \$176,890.49 | \$16,362.37 | \$12,830.00 | \$132.00 | \$209,349.42 | \$0.00 | \$0.00 |
| Video Walls | \$240,638.78 | \$145,922.70 | \$13,497.85 | \$3,840.00 | \$0.00 | \$77,378.23 | \$0.00 | \$0.00 |
| Lighting Control System | \$47,348.40 | \$5,528.75 | \$511.41 | \$9,640.00 | \$0.00 | \$31,668.24 | \$0.00 | \$0.00 |
| Broadcast Lighting | \$54,886.50 | \$24,913.75 | \$2,304.52 | \$8,020.00 | \$0.00 | \$19,648.23 | \$0.00 | \$0.00 |
| Digital Signage | \$105,801.96 | \$24,665.47 | \$2,281.56 | \$7,330.00 | \$18.00 | \$61,596.93 | \$0.00 | \$9,910.00 |
| Portable System | \$69,437.78 | \$45,965.93 | \$4,251.85 | \$10,920.00 | \$0.00 | \$8,300.00 | \$0.00 | \$0.00 |
| Sea Cave Room | \$87,614.80 | \$51,284.94 | \$4,743.86 | \$7,300.00 | \$6.00 | \$24,280.00 | \$0.00 | \$0.00 |
| Monterey Room | \$123,275.09 | \$80,219.93 | \$7,420.34 | \$12,490.00 | \$16.00 | \$22,708.82 | \$0.00 | \$420.00 |
| Spare Parts | \$95,100.70 | \$87,023.98 | \$8,049.72 | \$0.00 | \$27.00 | \$0.00 | \$0.00 | \$0.00 |
| Management Software/Services | \$10,674.06 | \$3,125.00 | \$289.06 | \$6,000.00 | \$0.00 | \$0.00 | \$0.00 | \$1,260.00 |
| Training and 4 Meetings Support | \$47,530.00 | \$0.00 | \$0.00 | \$47,530.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |
| First Year Support - Spinitar | \$35,000.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$35,000.00 | \$0.00 |
| Bond | \$24,194.96 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |
| GRAND TOTAL | \$2,003,509.77 | \$914,565.79 | \$84,597.34 | \$401,890.00 | \$232.00 | \$518,347.52 | \$35,000.00 | \$24,682.16 |
| Grand Total with correct Tax | \$2,016,246.33 | | Tax Adjust \$12,736.56 | | | | | |
| | | | Final Tax \$97,333.90 | | | | | |

Mike's email 4.22.22 vendor wants this to be added to contract.

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Items to be added to the contract in order for the bond to be approved

- 1) Bonding Requirement:
 - a. Recommended Language:

Bonding of Subcontractor

Within 10 days of the signing the subcontract by both parties, the subcontractor will provide to Monterey County a performance and payment bond, each in an amount equal to one hundred percent (100%) of the Subcontract amount. Said bonds shall be executed by a corporate surety acceptable to Monterey County. The Surety Company forms will be acceptable to Monterey County. The bond premium should be included in the bid proposal.

- 2) Force Majeure Provision
 - a. Spinitar's Force Majeure

Presentation Products, Inc. dba Spinitar shall be excused from performance hereunder during the time and to the extent that it is prevented from performing by Acts of God, terrorism, war, pandemics, epidemics, medical emergencies, supply line interruptions, acts of government or administrative suspension, limitation or shut-down, and shall not be held liable for any impacts, delays, defaults or damages related to the work arising out of the foregoing, or from the direct or indirect consequences or aftermath of any of the foregoing; further, in case of such delay, Presentation Products, Inc. dba Spinitar shall be entitled to equitable relief, including but not limited to extension of the Contract Time at least equal to the duration of the delay.

- 3) Bond Guaranty
 - a. Recommended Language

NOW, THEREFORE, the condition of this obligation is such that if Principal shall deliver the equipment and supplies, build and install the systems as described in the Presentation Products, Inc. dba Spinitar Proposal of April 20, 2022, attached RFQ, and under the Agreement dated _____, all being part of the Agreement, then this obligation shall be null and void; otherwise to remain in full force and effect. Surety's obligations hereunder shall not arise unless Principal is in default under the Agreement for failing to perform, and has been declared by Obligee to be in default under the Agreement; and Obligee has performed its obligations under the Agreement. With the exception of the one-year warranty period, upon completion of the project, covered

under the bond, for delivery of the equipment and supplies, and the building and installation of the systems, no additional warranty is covered under the bond.

**QUOTATION: 144961**

SPINITAR
5159 Commercial Circle. Unit A
Concord, CA 94520

| BILL TO: | | JOB LOCATION: | |
|----------|----------------------------|---------------|-------------------------------|
| COMPANY | County of Monterey | COMPANY | County of Monterey |
| ADDRESS | 1590 Moffett Street | ADDRESS | 1590 Moffett Street |
| | Telecommunications | | Telecommunications |
| | Salinas, CA 93905 | | Salinas, CA 93905 |
| CONTACT | Mike Perez | CONTACT | |
| PHONE | 8317596908 | PHONE | 8317596908 |
| | | DATE | July 10, 2022 |
| | | EXPIRY DATE | Jul 20, 2022 |
| | | SALES REP | John Neal |
| | | PHONE | (916)835-0226 |
| | | EMAIL | John.Neal@spinitar.com |

TITLE:
County of Monterey - Board Chamber - Final no Schilling Cayenne

SCOPE OF WORK:

| MANUFACTURER | PART NUMBER | PART DESCRIPTION | QTY | UNIT PRICE | TOTAL PRICE |
|-----------------|------------------|--|--------|-------------|---------------------|
| | | Sub-Heading | | | |
| | | DESIGN | | | |
| SPINITAR | DESIGN_M | System Design | 603.00 | \$150.00 | \$90,450.00 |
| SPINITAR | CADD_M | CAD Drawing | 200.00 | \$75.00 | \$15,000.00 |
| SPINITAR | PROGRAM_M | Programming | 543.00 | \$150.00 | \$81,450.00 |
| SPINITAR | PROJMGMT_M | Project Management | 117.00 | \$110.00 | \$12,870.00 |
| SPINITAR | DOCUMENT_M | Documentation | 8.00 | \$80.00 | \$640.00 |
| BT&S | SUBCONTRACTOR | Subcontract PM | 21.00 | \$110.00 | \$2,310.00 |
| | | DESIGN SUB-TOTAL | | | \$202,720.00 |
| | | HEADEND - ITD DATA CENTER | | | |
| AJA | KUMO 16x16 | 16x16 SDI Router | 1.00 | \$2,704.71 | \$2,704.71 |
| AJA | KUMO CP | Control Panel for KUMO 1616 | 1.00 | \$940.00 | \$940.00 |
| TIGHTROPE | CBL-VIO4-600 | CABLECAST VIDEO SERVER - 4 port | 1.00 | \$22,031.25 | \$22,031.25 |
| TIGHTROPE | CBL-CGPLAYER-LIC | Cablecast CG bulletin board software for VIO4 | 1.00 | \$1,406.25 | \$1,406.25 |
| TIGHTROPE | CBL-LIVE-350 | Single channel H.264 Streaming Server | 1.00 | \$3,300.00 | \$3,300.00 |
| AJA | FS-2 | Dual channel universal 3g/HD/sd av frame sync/converter, | 1.00 | \$5,623.75 | \$5,623.75 |
| TV LOGIC | RKM-290A | Dual 9" Rack Mount SDI Monitor | 1.00 | \$4,831.25 | \$4,831.25 |
| Crestron | TSW-1070-B-S | 10.1 in. Wall Mount Touch Screen, Black Smooth | 1.00 | \$1,750.00 | \$1,750.00 |
| Crestron | TSW-1070-RMK-2 | Rack Mount Kit for TSW-1070 Series | 1.00 | \$125.00 | \$125.00 |
| Crestron | RMC4 | Control Processor (Automation) | 1.00 | \$625.00 | \$625.00 |
| CRESTRON | RMK-IFE-1U | IFE Rack Mount Kit. | 1.00 | \$81.25 | \$81.25 |
| MIDDLE ATLANTIC | RK-BG4127LRD | Middle Atlantic BGR Rk,41RU,27in.D,no do | 1.00 | \$839.91 | \$839.91 |
| MIDDLE ATLANTIC | RIB-1-BGR-27 | 1 BAY27DRISER BASE | 1.00 | \$125.14 | \$125.14 |
| MIDDLE ATLANTIC | BSPN-41-27 | 41SP 27DP BGR SIDE PANELS | 1.00 | \$328.15 | \$328.15 |
| MIDDLE ATLANTIC | BGR-LVT9 | 9SPLARGE VENTED TOP PNL | 1.00 | \$37.38 | \$37.38 |
| MIDDLE ATLANTIC | PDT-1615C-NS | PD THIN1-15A16 OUTCORD | 2.00 | \$128.65 | \$257.30 |
| FURMAN SOUND | M-8X2 | 15A Standard Power Conditioner, 9 Outlets, 1RU, 6Ft Cord | 2.00 | \$64.50 | \$129.00 |
| SPINITAR | INSTALL_MATERIAL | Misc cables, connectors, plates and hardware | 1.00 | \$800.00 | \$800.00 |
| | FREIGHT | Freight charges | 1.00 | \$1,200.00 | \$1,200.00 |
| SPINITAR | DESIGN_M | System Design | 24.00 | \$150.00 | \$3,600.00 |
| SPINITAR | CADD_M | CAD Drawing | 16.00 | \$75.00 | \$1,200.00 |

**QUOTATION: 144961**

SPINITAR
5159 Commercial Circle. Unit A
Concord, CA 94520

| MANUFACTURER | PART NUMBER | PART DESCRIPTION | QTY | UNIT PRICE | TOTAL PRICE |
|-----------------|---------------------------|---|-------|-------------|--------------------|
| SPINITAR | PROGRAM_M | Programming | 16.00 | \$150.00 | \$2,400.00 |
| SPINITAR | TESTING_M | Testing & Commissioning | 24.00 | \$150.00 | \$3,600.00 |
| SPINITAR | SHOPINSTALL_M | Shop Installation | 8.00 | \$100.00 | \$800.00 |
| SPINITAR | FIELDINSTALL_PW | Field Installation | 0.00 | \$120.00 | \$0.00 |
| SPINITAR | PROJMGMT_M | Project Management | 21.00 | \$110.00 | \$2,310.00 |
| SPINITAR | DOCUMENT_M | Documentation | 8.00 | \$80.00 | \$640.00 |
| SPINITAR | MISC-TRAVEL | Misc Travel | 1.00 | \$1,000.00 | \$1,000.00 |
| | | SUBCONTRACTOR | | | |
| TIGHTROPE | SUBCONTRACTOR | One hour Install Assistance | 4.00 | \$100.00 | \$400.00 |
| BT&S | SUBCONTRACTOR | Subcontract PM | 12.00 | \$110.00 | \$1,320.00 |
| BT&S | SUBCONTRACTOR_TA XABLE | Subcontract Shop Labor | 40.00 | \$110.00 | \$4,400.00 |
| BT&S | SUBCONTRACTOR | Subcontract FIELD LABOR | 64.00 | \$120.00 | \$7,680.00 |
| | | RECURRING SERVICES | | | |
| TIGHTROPE | CBL-RTMP-100 | Annual RTMP stream delivery;100GB/month; approx 40 hours/month | 2.00 | \$1,125.00 | \$2,250.00 |
| | | HEADEND SUBTOTAL | | | \$78,735.34 |
| | | PRODUCTION ROOM | | | |
| | | PRODUCTION CONSOLE | | | |
| SAMSUNG | QM43R-A | 43inch/LCD/3840x2160/500nits/8ms | 2.00 | \$790.50 | \$1,581.00 |
| TVLogic | LVM-328W | 32" Confidence Monitor | 1.00 | \$5,878.85 | \$5,878.85 |
| CRESTRON | TSD-2220-B | 21.5" HD Touch Screen Display, Black | 1.00 | \$1,250.00 | \$1,250.00 |
| WEARSON | WS-03A | Adjustable LCD Monitor Stand Mount Folding VESA Monitor Desk Stand | 1.00 | \$51.27 | \$51.27 |
| CRESTRON | DGE-100 | Digital Graphics Engine 100 | 1.00 | \$1,250.00 | \$1,250.00 |
| DELL | 3090 Custom | Optiplex 3090 Micro - i5, 2.3GHz, 8G, 512 SSD, 2 DP, 5yr | 2.00 | \$1,352.89 | \$2,705.78 |
| NTI | SPLITMUX-USB4K- 4RT-R | Rack Mount KVM with Quad Output to 4K Monitor | 1.00 | \$2,603.29 | \$2,603.29 |
| CRESTRON | HD-DA2-4KZ-E | 1:2 HDMI® Distribution Amplifier w/4K60 4:4:4 & HDR Support | 1.00 | \$250.00 | \$250.00 |
| CRESTRON | DMF-CI-8 | DigitalMedia? Card Chassis for DM-NVX-C & DMCF, 8 Slots | 1.00 | \$1,250.00 | \$1,250.00 |
| Crestron | DM-NVX-360C | DM NVX® 4K60 4:4:4 HDR Network AV Encoder/Decoder Card | 4.00 | \$1,125.00 | \$4,500.00 |
| CRESTRON | DM-NVX-D30C | DM NVX® 4K60 4:4:4 HDR Network AV Decoder Card | 1.00 | \$812.50 | \$812.50 |
| MACKIE | CR5BT (PAIR) | 5" Multimedia Monitor with Bluetooth® (Pair) | 1.00 | \$207.56 | \$207.56 |
| Winsted | W6408 | Control Console | 1.00 | \$12,214.38 | \$12,214.38 |
| MIDDLE ATLANTIC | CHAIR-ADV1-B | CHAIRADVANTAGE1BLK | 2.00 | \$671.29 | \$1,342.58 |
| Logitech | MK540 | Keyboard & Mouse | 1.00 | \$56.86 | \$56.86 |
| | | MAIN 2-GANG RACKS | | | |
| AJA | KUMO 16x16 | 16x16 SDI Router | 1.00 | \$2,704.71 | \$2,704.71 |
| AJA | KUMO CP | Control Panel for KUMO 1616 | 1.00 | \$940.00 | \$940.00 |
| ROLAND | V-1200HD | Multi-Format Video Switcher | 1.00 | \$11,125.00 | \$11,125.00 |
| ROLAND | V-1200HDR | Control Surface for V-1200HD | 1.00 | \$6,437.50 | \$6,437.50 |
| DIGIT | 7A00500-RK | CHY TV HD Pro - CG/Scheduled Playout | 1.00 | \$8,006.41 | \$8,006.41 |

**QUOTATION: 144961**

SPINITAR
5159 Commercial Circle. Unit A
Concord, CA 94520

| MANUFACTURER | PART NUMBER | PART DESCRIPTION | QTY | UNIT PRICE | TOTAL PRICE |
|-------------------|-----------------------|--|-------|-------------|-------------|
| DIGIT | CUSTOM-EXT | Custom Table Interface Extension for CHY TV | 1.00 | \$480.77 | \$480.77 |
| TIGHTROPE | CBL-VIO4-600 | CABLECAST VIDEO SERVER - 4 port | 1.00 | \$22,031.25 | \$22,031.25 |
| TIGHTROPE | CBL-CGPLAYER-LIC | Cablecast CG bulletin board software for VIO4 | 1.00 | \$1,406.25 | \$1,406.25 |
| DELL | 3090 Custom | Optiplex 3090 Micro - i5, 2.3GHz, 8G, 512 SSD, 2 DP, 5yr | 8.00 | \$1,352.89 | \$10,823.12 |
| CRESTRON | AM-3200 | AirMedia® Series 3 Receiver 200 | 1.00 | \$1,062.50 | \$1,062.50 |
| VADDIO | 999-8240-000 | AV Bridge Mini N/A | 1.00 | \$1,752.63 | \$1,752.63 |
| EXTRON | 60-1306-01 | H.264/Media Player/Decoder | 1.00 | \$1,737.50 | \$1,737.50 |
| CRESTRON | DMF-CI-8 | Card Chassis for DM-NVX-C & DMCF, 8 Slots | 4.00 | \$1,250.00 | \$5,000.00 |
| Crestron | DM-NVX-360C | DM NVX® 4K60 4:4:4 HDR Network AV Encoder/Decoder Card | 14.00 | \$1,125.00 | \$15,750.00 |
| CRESTRON | DM-NVX-E30C | DM NVX® 4K60 4:4:4 HDR Network AV Encoder Card | 7.00 | \$812.50 | \$5,687.50 |
| CRESTRON | DM-NVX-D30C | DM NVX® 4K60 4:4:4 HDR Network AV Decoder Card | 8.00 | \$812.50 | \$6,500.00 |
| CRESTRON | DM-NVX-D30 | DM NVX® 4K60 4:4:4 HDR Network AV Decoder Monterey Room | 0.00 | \$812.50 | \$0.00 |
| CRESTRON | DMC-4KZ-HD | HDMI® 4K60 4:4:4 HDR Input Card for DM® Switchers | 0.00 | \$500.00 | \$0.00 |
| CRESTRON | HD-TX-301-C-E | DM Lite® Transmitter and 3x1 Auto-Switcher for HDMI®, VGA, and Analog Audio Signal Extension over CA | 1.00 | \$550.00 | \$550.00 |
| CRESTRON | HD-RX-201-C-E | DM Lite ? HDMI® over CATx Receiver, Room Controller, 2x1 Auto-Switcher, HD Scaler, Surface Mount | 1.00 | \$500.00 | \$500.00 |
| DECIMATOR | DEC-MDHX | Decimator HDMI/SDI Cross Converter | 3.00 | \$368.75 | \$1,106.25 |
| AJA | FS-2 | Dual channel universal 3g/HD/sd av frame sync/converter, | 1.00 | \$5,623.75 | \$5,623.75 |
| CRESTRON | DGE-100 | Digital Graphics Engine 100 | 1.00 | \$1,250.00 | \$1,250.00 |
| CRESTRON | HD-DA-2 | 1-to-2 HDMI® Distribution Amplifier & Audio Converter | 2.00 | \$312.50 | \$625.00 |
| BLACKMAGIC DESIGN | BMD-HDL-MULTIP3G/04HD | Blackmagic MultiView 4 HD | 1.00 | \$250.00 | \$250.00 |
| AJA | 3GDA | 1x6 SDI DA | 1.00 | \$465.33 | \$465.33 |
| TV LOGIC | RKM-290A | Dual 9" Rack Mount SDI Monitor | 1.00 | \$4,831.25 | \$4,831.25 |
| VBrick | 9311-1100-000 | H.264 Encoder | 1.00 | \$5,996.25 | \$5,996.25 |
| VBrick | 9311-0051-000 | H.264 Decoder | 1.00 | \$4,121.25 | \$4,121.25 |
| SHURE | ULXD4--G50 | Single Digital Wireless Receiver with PS41US Power Supply, 1/2 Wave Antenna and Rack Mounting Hardwa | 2.00 | \$974.67 | \$1,949.34 |
| SHURE | ULXD2/SM58--G50 | Handheld Transmitter with SM58® Microphone | 2.00 | \$505.13 | \$1,010.26 |
| AUDINATE | ADP-DAI-AU-2X0 | Dante AVIO 2 Ch Input Adapter | 4.00 | \$255.13 | \$1,020.52 |
| SHURE | SB900B | RECHARGEABLE BATTERY | 2.00 | \$102.56 | \$205.12 |
| SHURE | SBC200-US | Dual Docking Charger with PS45US Power Supply | 1.00 | \$235.90 | \$235.90 |
| BIAMP | TESIRA SERVER-IO AVB | Configurable I/O DSP with up to 48 channels of I/O, 1 DSP-2 card (2 additional DSP-2 cards can be ad | 1.00 | \$3,839.74 | \$3,839.74 |
| BIAMP | TESIRA DSP-2 | Tesira DSP card with two DSPs | 2.00 | \$543.59 | \$1,087.18 |
| BIAMP | TESIRA SIC-4 | Tesira 4 channel mic/line input card | 2.00 | \$233.33 | \$466.66 |
| BIAMP | TESIRA SEC-4 | Tesira 4 channel mic/line input card with acoustic echo cancellation per channel | 7.00 | \$475.64 | \$3,329.48 |
| BIAMP | TESIRA SOC-4 | Tesira 4 channel mic/line output card | 2.00 | \$206.41 | \$412.82 |
| BIAMP | TESIRA SVC-2 | Tesira 2 line VoIP telephone interface card | 1.00 | \$408.97 | \$408.97 |

**QUOTATION: 144961**

SPINITAR
5159 Commercial Circle. Unit A
Concord, CA 94520

| MANUFACTURER | PART NUMBER | PART DESCRIPTION | QTY | UNIT PRICE | TOTAL PRICE |
|---------------------|-----------------------|--|--------|------------|-------------|
| BIAMP | TESIRA DAN-1 | Tesira 64x64 Dante? module for use in SERVER or SERVER-IO chassis | 1.00 | \$947.44 | \$947.44 |
| BIAMP | TesiraXEL 1200.1 | Tesira 4-channel, 1200W asymmetric amplifier, single power bank | 2.00 | \$1,923.08 | \$3,846.16 |
| BIAMP | TESIRA AMP-450P | 4 channel PoE+ conferencing amplifier | 2.00 | \$498.75 | \$997.50 |
| BIAMP | TesiraCONNECT TC-5D | 5-port expansion device with AVB to Dante Bridging | 3.00 | \$1,025.64 | \$3,076.92 |
| LISTEN TECHNOLOGIES | LT-800-072-01 | Stationary RF Transmitter (72 MHz) | 1.00 | \$676.81 | \$676.81 |
| LISTEN TECHNOLOGIES | LW-100P-02-01 | Listen EVERYWHERE 2 Channel Server | 1.00 | \$730.93 | \$730.93 |
| LISTEN TECHNOLOGIES | LA-326 | Universal Rack Mounting Kit | 1.00 | \$59.20 | \$59.20 |
| EXTRON | 60-804-01 | Passive Audio Summing Adapter with RCA Inputs and Balanced/Unbalanced Output | 2.00 | \$51.25 | \$102.50 |
| Crestron | RMC4 | Control Processor (Automation) | 1.00 | \$625.00 | \$625.00 |
| CRESTRON | RMK-IFE-1U | IFE Rack Mount Kit. | 1.00 | \$81.25 | \$81.25 |
| CRESTRON | CP4 | 4-Series Control System | 1.00 | \$1,250.00 | \$1,250.00 |
| LEGRAND | 802-3303 | LTPoE++ 60W Midspan Power Injector | 2.00 | \$148.41 | \$296.82 |
| MIDDLE ATLANTIC | BGR-4527LRD | 45SP/27D MULTIBAY BGR LRD | 2.00 | \$905.77 | \$1,811.54 |
| MIDDLE ATLANTIC | BSPN-45-27 | 45SP 27DP BGR SIDE PANELS | 1.00 | \$426.92 | \$426.92 |
| MIDDLE ATLANTIC | BGR-LVT9 | 9SP LARGE VENTED TOP PNL | 2.00 | \$37.38 | \$74.76 |
| MIDDLE ATLANTIC | FEB2 | 2SP FLAT ECONO BLANK | 8.00 | \$8.79 | \$70.32 |
| MIDDLE ATLANTIC | EVT1-CP12 | 12PC. EVT1 CONTRACT PACK | 2.00 | \$101.38 | \$202.76 |
| MIDDLE ATLANTIC | UTR1 | 1SP UNIVERSAL HALF-RACK T | 9.00 | \$27.41 | \$246.69 |
| MIDDLE ATLANTIC | PDT-1615C-NS | PD THIN1-15A16 OUTCORD | 4.00 | \$128.65 | \$514.60 |
| FURMAN SOUND | PL-PLUS DMC | 15A Advanced Power Cond/Lights W/SMP & Digital Volt/Amp Meter, 9 Outlets, 1RU, 10Ft Cord | 6.00 | \$259.88 | \$1,559.28 |
| FURMAN SOUND | M-8X2 | 15A Standard Power Conditioner, 9 Outlets, 1RU, 6Ft Cord | 4.00 | \$64.50 | \$258.00 |
| MIDDLE ATLANTIC | VRS | VERTICAL RACKMOUNT SYSTEM | 3.00 | \$147.69 | \$443.07 |
| MIDDLE ATLANTIC | PD-815SC-PBSH | SHLF MT 8OUT 15A PWR STRP | 1.00 | \$103.85 | \$103.85 |
| SABRENT | HB-MCRM | 4-port USB Hub | 12.00 | \$8.96 | \$107.52 |
| SPINITAR | INSTALL_MATERIAL | Misc cables, connectors, plates and hardware | 1.00 | \$2,750.00 | \$2,750.00 |
| | FREIGHT | Freight charges | 1.00 | \$9,000.00 | \$9,000.00 |
| SPINITAR | DESIGN_M | System Design | 138.00 | \$150.00 | \$20,700.00 |
| SPINITAR | CADD_M | CAD Drawing | 8.00 | \$75.00 | \$600.00 |
| SPINITAR | TESTING_M | Testing & Commissioning | 120.00 | \$150.00 | \$18,000.00 |
| SPINITAR | SHOPINSTALL_M | Shop Installation | 8.00 | \$100.00 | \$800.00 |
| SPINITAR | FIELDINSTALL_PW | Field Installation | 0.00 | \$120.00 | \$0.00 |
| SPINITAR | PROJMGMT_M | Project Management | 80.00 | \$110.00 | \$8,800.00 |
| SPINITAR | DOCUMENT_M | Documentation | 10.00 | \$80.00 | \$800.00 |
| | | Allowance - Lift Rental | 1.00 | \$1,000.00 | \$1,000.00 |
| | | SUBCONTRACTOR | | | |
| JOHNSON | SUBCONTRACTOR | Production Room - Rack Electrical and Cable Ladder | 1.00 | \$3,010.59 | \$3,010.59 |
| JOHNSON | SUBCONTRACTOR_TAXABLE | Prod Rm Elec - Subcontract Materials | 1.00 | \$1,107.06 | \$1,107.06 |
| BT&S | SUBCONTRACTOR | Subcontract PM | 12.00 | \$110.00 | \$1,320.00 |
| BT&S | SUBCONTRACTOR_TAXABLE | Subcontract Shop Labor | 112.00 | \$110.00 | \$12,320.00 |
| BT&S | SUBCONTRACTOR | Subcontract FIELD LABOR | 240.00 | \$120.00 | \$28,800.00 |

**QUOTATION: 144961**

SPINITAR
5159 Commercial Circle. Unit A
Concord, CA 94520

| MANUFACTURER | PART NUMBER | PART DESCRIPTION | QTY | UNIT PRICE | TOTAL PRICE |
|--------------|-------------------|--|---------|------------|---------------------|
| BT&S | SUBCONTRACTOR | Subcontract Travel Expenses | 1.00 | \$3,060.00 | \$3,060.00 |
| | | RECURRING SERVICES | | | |
| TIGHTROPE | CBL-CAPTIONING-HR | Closed Caption - English - Average 83 hrs/month | 1000.00 | \$7.75 | \$7,750.00 |
| ADOBE | Premier Pro | Premier Pro - Annual Plan | 5.00 | \$281.18 | \$1,405.90 |
| VBRICK | VCARE PLATINUM | HARDWARE/SOFTWARE SUPPORT | 1.00 | \$843.13 | \$843.13 |
| | | PRODUCTION SYSTEM SUBTOTAL | | | \$317,260.80 |
| | | SPANISH CHANNEL - Closed Caption | | | |
| VBrick | 9311-1100-000 | H.264 Encoder | 1.00 | \$5,996.25 | \$5,996.25 |
| VBrick | 9311-0051-000 | H.264 Decoder | 1.00 | \$4,121.25 | \$4,121.25 |
| DELL | 3090 Custom | Optiplex 3090 Micro - i5, 2.3GHz, 8G, 512 SSD, 2 DP, 5yr | 1.00 | \$1,352.89 | \$1,352.89 |
| TIGHTROPE | CBL-LIVE-350 | Single channel H.264 Streaming Server | 1.00 | \$3,300.00 | \$3,300.00 |
| | FREIGHT | Freight charges | 1.00 | \$175.00 | \$175.00 |
| SPINITAR | DESIGN_M | System Design | 8.00 | \$150.00 | \$1,200.00 |
| SPINITAR | CADD_M | CAD Drawing | 4.00 | \$75.00 | \$300.00 |
| SPINITAR | PROGRAM_M | Programming | 0.00 | \$150.00 | \$0.00 |
| SPINITAR | TESTING_M | Testing & Commissioning | 16.00 | \$150.00 | \$2,400.00 |
| SPINITAR | FIELDINSTALL_PW | Field Installation | 16.00 | \$120.00 | \$1,920.00 |
| SPINITAR | PROJMGMT_M | Project Management | 8.00 | \$110.00 | \$880.00 |
| SPINITAR | DOCUMENT_M | Documentation | 4.00 | \$80.00 | \$320.00 |
| VBRICK | VCARE PLATINUM | HARDWARE/SOFTWARE SUPPORT | 1.00 | \$843.13 | \$843.13 |
| | | SPANISH CH - SUB-TOTAL | | | \$22,808.52 |
| | | CHAMBER | | | |
| SAMSUNG | QB85R | 85" 4K Display, 3 YR Site Warr | 2.00 | \$3,281.25 | \$6,562.50 |
| CHIEF | XCM1U | XL SINGLE COLUMN CEILING MOUNT | 2.00 | \$421.65 | \$843.30 |
| CHIEF | CMA110 | CMA-110 FLAT CEILING PLATE | 2.00 | \$69.00 | \$138.00 |
| CHIEF | CMS0608W | ADJ. PIPE 72" TO 96" WHITE | 2.00 | \$189.00 | \$378.00 |
| CHIEF | CMA640W | SHIELD RING WHITE | 2.00 | \$10.96 | \$21.92 |
| ACER | UT241Y | 24" Touch Monitor | 4.00 | \$336.59 | \$1,346.36 |
| CRESTRON | TSD-2220-B | 21.5" HD Touch Screen Display, Black | 23.00 | \$1,250.00 | \$28,750.00 |
| CRESTRON | DGE-100 | Digital Graphics Engine 100 | 23.00 | \$1,250.00 | \$28,750.00 |
| CHIEF | FSB018BLK | FLAT SCREEN TABLE STAND -BLACK | 16.00 | \$240.11 | \$3,841.76 |
| WEARSON | WS-03A | Adjustable LCD Monitor Stand Mount Folding VESA Monitor Desk Stand | 7.00 | \$48.74 | \$341.18 |
| APPLE | iPad 10.2-inch | iPad (Latest Model 8th/9th Gen) with Wi-Fi - 32GB - Space Gray | 14.00 | \$396.39 | \$5,549.46 |
| iPORT | 71000 | LUXE Base Station for iPad, Black | 14.00 | \$600.00 | \$8,400.00 |
| iPORT | 71015 | LUXE Case for 8th/9th Gen 10.2" iPad, Black | 14.00 | \$466.67 | \$6,533.38 |
| iPORT | 71021 | USB Power Supply for LUXE | 14.00 | \$53.33 | \$746.62 |
| Logitech | MK540 | Keyboard & Mouse | 19.00 | \$56.86 | \$1,080.34 |
| Crestron | DM-NVX-360 | DM NVX® 4K60 4:4:4 HDR Network AV Encoder/Decoder | 4.00 | \$1,125.00 | \$4,500.00 |
| CRESTRON | DM-NVX-E30 | DM NVX® 4K60 4:4:4 HDR Network AV Encoder | 6.00 | \$812.50 | \$4,875.00 |
| CRESTRON | DM-NVX-D30 | DM NVX® 4K60 4:4:4 HDR Network AV Decoder | 21.00 | \$812.50 | \$17,062.50 |

**QUOTATION: 144961**

SPINITAR
5159 Commercial Circle. Unit A
Concord, CA 94520

| MANUFACTURER | PART NUMBER | PART DESCRIPTION | QTY | UNIT PRICE | TOTAL PRICE |
|-------------------|-------------------------|--|-------|-------------|-------------|
| ALTINEX | TNP125 | TILT N PLUG JR. DIGITAL. HDMI, USB, NETWORK RJ45, POWER BLACK BRUSHED ALUMINUM FINISH | 4.00 | \$325.00 | \$1,300.00 |
| C2G | CG41045 | HDMI Decora Passthrough WP Black | 2.00 | \$27.56 | \$55.12 |
| CLOCK AUDIO | SM80SPTT | Shock absorbing base mount with flap, 3 pin female XLR, LED, Momentary(PTT) switch.For Black order S | 18.00 | \$271.54 | \$4,887.72 |
| CLOCK AUDIO | SM80 BLACK | Shock absorbing base mount with flap, 3 Pin Female XLR BLK | 2.00 | \$184.62 | \$369.24 |
| CLOCK AUDIO | C36E-SR-RF | Semi rigid shaft, XLR with RF Filter. | 17.00 | \$423.00 | \$7,191.00 |
| CLOCK AUDIO | C35E-SR-RF | Semi rigid shaft, XLR with RF Filter. | 2.00 | \$395.00 | \$790.00 |
| CLOCK AUDIO | CDT100MK3-PSU-UDP | Dante Transporter with PSU | 6.00 | \$1,119.23 | \$6,715.38 |
| SOUNDTUBE | CM62-EZ-II | 6.5" Coax - In-Ceiling Speaker Accessories: AC-CMEZ6/8-PCB, AC-CMEZ6/8-TB, AC-CM-EZ-JBOX | 18.00 | \$124.36 | \$2,238.48 |
| BIAMP | TESIRA AMP-450P | 4 channel PoE+ conferencing amplifier | 2.00 | \$511.54 | \$1,023.08 |
| QSC | AD-S.SAT-BK | 2.75" Satellite surface speaker, 16O, 150° conical coverage, includes mounting bracket for surface i | 4.00 | \$70.51 | \$282.04 |
| RADIO DESIGN LABS | RDL-DBPSP1AF | Decora-Style Active Loudspeaker - Format-A | 16.00 | \$196.37 | \$3,141.92 |
| RADIO DESIGN LABS | RDL-RUNFDP | RDL Network- Format-A Interface/Dist,PoE | 6.00 | \$589.87 | \$3,539.22 |
| RADIO DESIGN LABS | PS-24AS | 24 vdc switching power supply, north american ac plug, 500 ma, dc plug | 6.00 | \$25.15 | \$150.90 |
| RADIO DESIGN LABS | RDL-DXLR2M | RDL Dual XLR3Pin(m)Jacks D Plate,wht | 1.00 | \$19.11 | \$19.11 |
| RADIO DESIGN LABS | RDL-DD2 | RDL 2Plate for Stnd&Spec Cnctrs,wht | 1.00 | \$18.28 | \$18.28 |
| RADIO DESIGN LABS | RDL-AMSBNC | RDL BNC Jack Assy-fits all AMS Mounts | 2.00 | \$10.35 | \$20.70 |
| CRESTRON | TSW-570-B-S | 5 in. Wall Mount Touch Screen, Black Smooth | 2.00 | \$812.50 | \$1,625.00 |
| CRESTRON | DM-NUX-R2 | DM NUX USB over Network with Routing, Remote | 1.00 | \$412.50 | \$412.50 |
| Logitech | 910-004654 | Spotlight Presenter | 1.00 | \$115.45 | \$115.45 |
| HORIZON | PB-8 | 8 channel press bridge | 1.00 | \$268.09 | \$268.09 |
| La-Z-Boy | 24450635 | Aberdeen High-Back Chair | 14.00 | \$310.99 | \$4,353.86 |
| La-Z-Boy | 24398915 | Arcadian - Executive Chair | 6.00 | \$299.99 | \$1,799.94 |
| LIBERTY | 24-4P-P-L6-EN-BLK500 | CAT6 550 23/4P UTP CMP BLACK | 22.00 | \$189.66 | \$4,172.52 |
| LIBERTY | 18-CMP-VID-COAX-BLK-500 | SDI COAX RG6 HD CMP BLACK, 500' | 1.00 | \$386.21 | \$386.21 |
| LIBERTY | 16-2C-P-BLK-500 | COMMERCIAL 16/2 CMP BLACK | 1.00 | \$245.79 | \$245.79 |
| LIBERTY | LLINX-U-P-500 | Grey OEM systems universal control 22 AWG 1 pair shielded and 18 AWG 2 conductor composite plenum | 1.00 | \$248.62 | \$248.62 |
| SPINITAR | INSTALL_MATERIAL | Misc cables, connectors, plates and hardware | 1.00 | \$4,000.00 | \$4,000.00 |
| | FREIGHT | Freight charges | 1.00 | \$7,800.00 | \$7,800.00 |
| SPINITAR | DESIGN_M | System Design | 39.00 | \$150.00 | \$5,850.00 |
| SPINITAR | CADD_M | CAD Drawing | 0.00 | \$75.00 | \$0.00 |
| SPINITAR | PROGRAM_M | Programming | 0.00 | \$150.00 | \$0.00 |
| SPINITAR | TESTING_M | Testing & Commissioning | 40.00 | \$150.00 | \$6,000.00 |
| SPINITAR | SHOPINSTALL_M | Shop Installation | 0.00 | \$100.00 | \$0.00 |
| SPINITAR | FIELDINSTALL_PW | Field Installation | 0.00 | \$120.00 | \$0.00 |
| SPINITAR | PROJMGMT_M | Project Management | 6.00 | \$110.00 | \$660.00 |
| SPINITAR | DOCUMENT_M | Documentation | 4.00 | \$80.00 | \$320.00 |
| | | SUBCONTRACTOR | | | |
| JOHNSON | SUBCONTRACTOR | Dais - Under Counter - Electrical, Millwork | 1.00 | \$28,770.59 | \$28,770.59 |

**QUOTATION: 144961**

SPINITAR
5159 Commercial Circle. Unit A
Concord, CA 94520

| MANUFACTURER | PART NUMBER | PART DESCRIPTION | QTY | UNIT PRICE | TOTAL PRICE |
|--------------------------------|---------------------------|---|--------|-------------|---------------------|
| JOHNSON | SUBCONTRACTOR_TA XABLE | Dais Under Counter - Subcontract Materials | 1.00 | \$16,078.82 | \$16,078.82 |
| JOHNSON | SUBCONTRACTOR | Dais - Backsplash - Electrical, Millwork | 1.00 | \$16,389.41 | \$16,389.41 |
| JOHNSON | SUBCONTRACTOR_TA XABLE | Dais Backsplash - Subcontract Materials | 1.00 | \$11,187.06 | \$11,187.06 |
| JOHNSON | SUBCONTRACTOR | Clerk Station - Millwork, Electrical | 1.00 | \$28,721.18 | \$28,721.18 |
| JOHNSON | SUBCONTRACTOR_TA XABLE | Clerk Station - Subcontract Materials | 1.00 | \$10,925.88 | \$10,925.88 |
| JOHNSON | SUBCONTRACTOR | Rear Monitors - Electrical | 1.00 | \$9,271.76 | \$9,271.76 |
| JOHNSON | SUBCONTRACTOR_TA XABLE | Monitors - Subcontract Materials | 1.00 | \$3,257.65 | \$3,257.65 |
| JOHNSON | SUBCONTRACTOR | Press Table - Electrical | 1.00 | \$3,870.59 | \$3,870.59 |
| JOHNSON | SUBCONTRACTOR_TA XABLE | Press Table - Subcontract Materials | 1.00 | \$247.06 | \$247.06 |
| JOHNSON | SUBCONTRACTOR | Audience outlets & Charging - Electrical | 1.00 | \$18,788.24 | \$18,788.24 |
| JOHNSON | SUBCONTRACTOR_TA XABLE | Audience - Subcontract Materials | 1.00 | \$8,841.18 | \$8,841.18 |
| BT&S | SUBCONTRACTOR | Subcontract PM | 30.00 | \$110.00 | \$3,300.00 |
| BT&S | SUBCONTRACTOR | Subcontract FIELD LABOR | 360.00 | \$120.00 | \$43,200.00 |
| BT&S | SUBCONTRACTOR | Subcontract Travel Expenses | 1.00 | \$6,000.00 | \$6,000.00 |
| BT&S | SUBCONTRACTOR_TA XABLE | Subcontract Materials | 1.00 | \$500.00 | \$500.00 |
| CHAMBER SUBTOTAL | | | | | \$399,069.91 |
| 130" Video Walls | | | | | |
| SAMSUNG | IE015R | 1.5mm - 3 Yr Parts Warranty | 20.00 | \$5,283.50 | \$105,670.00 |
| SAMSUNG | P-LE-2PXX25SS | Tile - 2Yr Extended Warranty (5 yr Total) | 18.00 | \$360.00 | \$6,480.00 |
| SAMSUNG | VG-LFR33FWL | IFR IER Framekit 3x3 | 2.00 | \$1,550.00 | \$3,100.00 |
| SAMSUNG | SNOW-JMU | S-Box - Controller | 2.00 | \$2,218.75 | \$4,437.50 |
| SAMSUNG | P-LM-2NXXSBB | S-Box 2 Yr Extended Warranty | 2.00 | \$87.50 | \$175.00 |
| SAMSUNG | P-LE-BPWX25S | 5 Years Next Day - On-Site Support | 18.00 | \$1,175.00 | \$21,150.00 |
| SAMSUNG | CY-LJRNLS | Jig for Tile Swap | 2.00 | \$255.10 | \$510.20 |
| SPINITAR | INSTALL_MATERIAL | Misc cables, connectors, plates and hardware | 1.00 | \$1,200.00 | \$1,200.00 |
| | FREIGHT | Freight charges | 1.00 | \$3,200.00 | \$3,200.00 |
| SPINITAR | DESIGN_M | System Design | 4.00 | \$150.00 | \$600.00 |
| SPINITAR | CADD_M | CAD Drawing | 6.00 | \$75.00 | \$450.00 |
| SPINITAR | TESTING_M | Testing & Commissioning | 8.00 | \$150.00 | \$1,200.00 |
| SPINITAR | PROJMGMT_M | Project Management | 5.00 | \$110.00 | \$550.00 |
| SPINITAR | DOCUMENT_M | Documentation | 4.00 | \$80.00 | \$320.00 |
| SPINITAR | MISC-TRAVEL | Misc Travel | 1.00 | \$720.00 | \$720.00 |
| SUBCONTRACTOR | | | | | |
| SAMSUNG | SUBCONTRACTOR | New Installation SKU for LED and The WALL | 24.00 | \$831.25 | \$19,950.00 |
| JOHNSON | SUBCONTRACTOR | Video Wall - Cabinetry, Electrical, Patch & Paint | 1.00 | \$41,349.41 | \$41,349.41 |
| JOHNSON | SUBCONTRACTOR_TA XABLE | Video Wall - Subcontract Materials | 1.00 | \$16,078.82 | \$16,078.82 |
| VIDEO WALL SUBTOTAL | | | | | \$227,140.93 |
| LIGHTING CONTROL SYSTEM | | | | | |

**QUOTATION: 144961**

SPINITAR
5159 Commercial Circle, Unit A
Concord, CA 94520

| MANUFACTURER | PART NUMBER | PART DESCRIPTION | QTY | UNIT PRICE | TOTAL PRICE |
|--------------|-----------------------|--|-------|-------------|--------------------|
| CRESTRON | CAEN-2X1 | Automation Enclosure, 2 modules high x 1 module wide | 1.00 | \$150.00 | \$150.00 |
| CRESTRON | CLX-2DIM8 | 8 Channel Dimmer Module, 2 Feeds, 120V | 1.00 | \$625.00 | \$625.00 |
| CRESTRON | CLT-2DIM8 | Terminal Block for CLX-2DIM8 3-wire Interface not yet ordered | 1.00 | \$43.75 | \$43.75 |
| CRESTRON | GL-EXP-DIMFDB-CN | Crestron Green Light® 3-Wire Fluorescent Dimmer Expansion Module, Cresnet® | 5.00 | \$312.50 | \$1,562.50 |
| CRESTRON | DIN-EN-2X18 | Enclosure for DIN Rail Devices, 2 DIN Rails, 18 M Wide | 1.00 | \$175.00 | \$175.00 |
| CRESTRON | DIN-PWS60 | DIN Rail 60 Watt Cresnet® Power Supply | 1.00 | \$210.00 | \$210.00 |
| CRESTRON | DIN-AP4 | 4-Series DIN Rail Control System | 1.00 | \$937.50 | \$937.50 |
| CRESTRON | C2N-CBD-P-W-T | Cameo® Keypad, Standard Mount, White Textured | 2.00 | \$225.00 | \$450.00 |
| CRESTRON | CB2-BTNW-T_ENGRAVED | Large Backlit Engravable Button Cap for Cameo Keypads, White Textured, Includes Custom Engraving | 4.00 | \$6.25 | \$25.00 |
| SPINITAR | INSTALL_MATERIAL | Misc cables, connectors (for Control) | 1.00 | \$600.00 | \$600.00 |
| | FREIGHT | Freight charges | 1.00 | \$750.00 | \$750.00 |
| SPINITAR | DESIGN_M | System Design | 12.00 | \$150.00 | \$1,800.00 |
| SPINITAR | CADD_M | CAD Drawing | 8.00 | \$75.00 | \$600.00 |
| SPINITAR | PROGRAM_M | Programming | 16.00 | \$150.00 | \$2,400.00 |
| SPINITAR | TESTING_M | Testing & Commissioning | 16.00 | \$150.00 | \$2,400.00 |
| SPINITAR | FIELDINSTALL_PW | Field Installation | 8.00 | \$120.00 | \$960.00 |
| SPINITAR | PROJMGMT_M | Project Management | 12.00 | \$110.00 | \$1,320.00 |
| SPINITAR | DOCUMENT_M | Documentation | 2.00 | \$80.00 | \$160.00 |
| | | SUBCONTRACTOR | | | |
| JOHNSON | SUBCONTRACTOR | Dais - Clear old Lighting Conduits - Electrical | 1.00 | \$10,197.65 | \$10,197.65 |
| JOHNSON | SUBCONTRACTOR_TAXABLE | Dais - Lighting Conduits - Subcontract Materials | 1.00 | \$1,390.59 | \$1,390.59 |
| JOHNSON | SUBCONTRACTOR | New Dimming System - Electrical | 1.00 | \$13,315.29 | \$13,315.29 |
| JOHNSON | SUBCONTRACTOR_TAXABLE | Dimming System - Subcontract Materials | 1.00 | \$1,684.71 | \$1,684.71 |
| BT&S | SUBCONTRACTOR | Subcontract PM | 4.00 | \$110.00 | \$440.00 |
| BT&S | SUBCONTRACTOR | Subcontract FIELD LABOR | 16.00 | \$120.00 | \$1,920.00 |
| BT&S | SUBCONTRACTOR | Subcontract Travel Expenses | 1.00 | \$2,720.00 | \$2,720.00 |
| | | LIGHTING CONTROL UPGRADE Sub-Total | | | \$46,836.99 |
| | | Broadcast Lighting System | | | |
| LITE PANELS | LI9451311 | Gemini 1x1 RGBWW LED Soft Panel (Pole-Operated Yoke, US Power Cord) | 6.00 | \$3,402.19 | \$20,413.14 |
| LITE PANELS | LI9003702 | Honeycomb Grid for Gemini 1x1 (60-Degree) | 6.00 | \$302.81 | \$1,816.86 |
| ENTTEC | ODEMK2 POE | Ethernet to DMX512 with POE | 1.00 | \$433.75 | \$433.75 |
| SPINITAR | INSTALL_MATERIAL | Misc cables, connectors | 1.00 | \$800.00 | \$800.00 |
| | FREIGHT | Freight charges | 1.00 | \$450.00 | \$450.00 |
| | | Allowance - Lift Rental | 1.00 | \$1,000.00 | \$1,000.00 |
| SPINITAR | DESIGN_M | System Design | 8.00 | \$150.00 | \$1,200.00 |
| SPINITAR | CADD_M | CAD Drawing | 8.00 | \$75.00 | \$600.00 |
| SPINITAR | PROGRAM_M | Programming | 16.00 | \$150.00 | \$2,400.00 |
| SPINITAR | TESTING_M | Testing & Commissioning | 16.00 | \$150.00 | \$2,400.00 |

**QUOTATION: 144961**

SPINITAR
5159 Commercial Circle. Unit A
Concord, CA 94520

| MANUFACTURER | PART NUMBER | PART DESCRIPTION | QTY | UNIT PRICE | TOTAL PRICE |
|--------------|---------------------------|---|-------|-------------|---------------------|
| SPINITAR | PROJMGMT_M | Project Management | 10.00 | \$110.00 | \$1,100.00 |
| SPINITAR | DOCUMENT_M | Documentation | 4.00 | \$80.00 | \$320.00 |
| | | SUBCONTRACTOR | | | |
| JOHNSON | SUBCONTRACTOR | Broadcast Lighting - Pipe & Electrical | 1.00 | \$8,458.82 | \$8,458.82 |
| JOHNSON | SUBCONTRACTOR_TA XABLE | Broadcast Lighting - Subcontract Materials | 1.00 | \$3,129.41 | \$3,129.41 |
| BT&S | SUBCONTRACTOR | Subcontract FIELD LABOR | 40.00 | \$120.00 | \$4,800.00 |
| BT&S | SUBCONTRACTOR | Subcontract PM | 2.00 | \$110.00 | \$220.00 |
| BT&S | SUBCONTRACTOR | Subcontract Travel Expenses | 1.00 | \$3,040.00 | \$3,040.00 |
| | | Broadcast Lighting Upgrade Sub-Total | | | \$52,581.98 |
| | | PHASE 4 - DIST, DIG SIGNAGE, KIOSKS | | | |
| Fabcon | BAFFLE | Kiosk with 43" Landscape Touch Monitor | 2.00 | \$7,498.75 | \$14,997.50 |
| ELO | E720629 | 4303L LCD Touch Display with PCAP Touch Surface | 1.00 | \$2,746.24 | \$2,746.24 |
| CHIEF | MTM1U | Micro-Adjust Tilt Wall Mount Medium | 1.00 | \$166.73 | \$166.73 |
| FWI | i5 IA-PLAY | i5 based Player - supports Interactive applications, inc SWAP-IT Warranty | 4.00 | \$1,438.75 | \$5,755.00 |
| SPINITAR | INSTALL_MATERIAL | Misc cables, connectors, plates and hardware | 1.00 | \$250.00 | \$250.00 |
| | FREIGHT | Freight charges | 1.00 | \$750.00 | \$750.00 |
| SPINITAR | DESIGN_M | System Design | 17.00 | \$150.00 | \$2,550.00 |
| SPINITAR | CADD_M | CAD Drawing | 2.00 | \$75.00 | \$150.00 |
| SPINITAR | PROGRAM_M | Programming | 0.00 | \$150.00 | \$0.00 |
| SPINITAR | TESTING_M | Testing & Commissioning | 24.00 | \$120.00 | \$2,880.00 |
| SPINITAR | SHOPINSTALL_M | Shop Installation | 0.00 | \$100.00 | \$0.00 |
| SPINITAR | FIELDINSTALL_PW | Field Installation | 0.00 | \$120.00 | \$0.00 |
| SPINITAR | PROJMGMT_M | Project Management | 8.00 | \$110.00 | \$880.00 |
| SPINITAR | DOCUMENT_M | Documentation | 2.00 | \$80.00 | \$160.00 |
| SPINITAR | MISC-TRAVEL | Misc Travel | 1.00 | \$710.00 | \$710.00 |
| | | SUBCONTRACTOR | | | |
| FWI | SUBCONTRACTOR | Hardware Configuration | 4.00 | \$173.44 | \$693.76 |
| FWI | SUBCONTRACTOR | Initial Software Configuration and Training | 1.00 | \$5,250.00 | \$5,250.00 |
| FWI | SUBCONTRACTOR | Remote Monitoring and Management - Setup | 3.00 | \$31.25 | \$93.75 |
| FWI | SUBCONTRACTOR | Develop County Interactive Application | 1.00 | \$31,450.00 | \$31,450.00 |
| JOHNSON | SUBCONTRACTOR | SIGNAGE ELECTRICAL & LV CONDUIT | 1.00 | \$11,701.18 | \$11,701.18 |
| JOHNSON | SUBCONTRACTOR_TA XABLE | Digital Signage - Subcontract Materials | 1.00 | \$4,328.24 | \$4,328.24 |
| BT&S | SUBCONTRACTOR | Subcontract PM | 4.00 | \$110.00 | \$440.00 |
| BT&S | SUBCONTRACTOR_TA XABLE | Subcontract Shop Labor | 16.00 | \$110.00 | \$1,760.00 |
| BT&S | SUBCONTRACTOR | Subcontract FIELD LABOR | 49.00 | \$120.00 | \$5,880.00 |
| | | RECURRING LICENSES | | | |
| FWI | CP LIC | Cloud Player License | 10.00 | \$853.75 | \$8,537.50 |
| FWI | CC LIC | Cloud Contributor License | 5.00 | \$202.50 | \$1,012.50 |
| FWI | RMM License | Remote Monitoring and Management - 1 Yr | 3.00 | \$120.00 | \$360.00 |
| | | DIGITAL SIGNAGE SUB-TOTAL | | | \$103,502.40 |

**QUOTATION: 144961**

SPINITAR
5159 Commercial Circle. Unit A
Concord, CA 94520

| MANUFACTURER | PART NUMBER | PART DESCRIPTION | QTY | UNIT PRICE | TOTAL PRICE |
|------------------------|-------------------|--|------|------------|-------------|
| PORTABLE SYSTEM | | | | | |
| SHURE | ULXD4=G50 | Single Digital Wireless Receiver with PS41US Power Supply, 1/2 Wave Antenna and Rack Mounting Hardwa | 2.00 | \$974.67 | \$1,949.34 |
| SHURE | ULXD2/SM58=G50 | Handheld Transmitter with SM58® Microphone | 2.00 | \$505.13 | \$1,010.26 |
| SHURE | ULXD1=G50 | Digital Wireless Bodypack Transmitter with Miniature 4-Pin Connector | 2.00 | \$471.79 | \$943.58 |
| SHURE | WL183 | Microflex® Omnidirectional Lavalier Microphone | 2.00 | \$115.38 | \$230.76 |
| SHURE | SB900B | RECHARGEABLE BATTERY | 2.00 | \$102.56 | \$205.12 |
| SHURE | SBC200-US | Dual Docking Charger with PS45US Power Supply | 1.00 | \$235.90 | \$235.90 |
| BIAMP | TESIRAFORTE CI | Fixed I/O DSP with 12 analog inputs, 8 analog outputs, 8 channels configurable USB audio, and Acoust | 1.00 | \$2,114.10 | \$2,114.10 |
| EXTRON | 60-1682-01 | 4K/60 HDMI Audio Embedder | 1.00 | \$570.00 | \$570.00 |
| DELL | 3090 Custom | Optiplex 3090 Micro - i5, 2.3GHz, 8G, 512 SSD, 2 DP, 5yr | 1.00 | \$1,352.89 | \$1,352.89 |
| MAGEWELL | 32060 | USB 2.0/3.0 DONGLE, 1-channel HDMI. Plug and Play. Windows/Linux/Mac. | 1.00 | \$299.00 | \$299.00 |
| CRESTRON | HD-DA-2 | 1-to-2 HDMI® Distribution Amplifier & Audio Converter | 1.00 | \$343.75 | \$343.75 |
| CRESTRON | HD-DA4-4KZ-E | 1:4 HDMI® Distribution Amplifier w/4K60 4:4:4 & HDR Support | 1.00 | \$378.75 | \$378.75 |
| AJA | KI PRO GO | Multi-channel Video Recorder | 1.00 | \$5,537.18 | \$5,537.18 |
| SHURE | SRH840A | Headphones | 1.00 | \$191.03 | \$191.03 |
| ATOMOS | ATOMSYON01-US | ULTRASYNCR One Timecode Generator | 1.00 | \$357.69 | \$357.69 |
| TIMECODE SYSTEMS | TCB-50 | DIN 1.0/2.3 to XLR Male Cable for UltraSync ONE | 1.00 | \$77.24 | \$77.24 |
| BLACKMAGIC DESIGN | BDLKWEBPTR4K | Web Pesenter 4K - H.264 Internet Streaming Encoder | 1.00 | \$891.03 | \$891.03 |
| LITE PANELS | LI9451311 | Gemini 1x1 RGBWW LED Soft Panel (Pole-Operated Yoke, US Power Cord) | 2.00 | \$3,402.19 | \$6,804.38 |
| LITE PANELS | LI9003714 | Hard Case for Gemini | 2.00 | \$648.24 | \$1,296.48 |
| LITE PANELS | LINBAG1X1 | Snapbag Softbox | 2.00 | \$371.47 | \$742.94 |
| IMPACT | IMLS96HABI | Impact Heavy-Duty Air-Cushioned Light Stand (Black, 9.5') | 2.00 | \$68.69 | \$137.38 |
| FURMAN SOUND | PL-PLUS DMC | 15A Advanced Power Cond/Lights W/SMP & Digital Volt/Amp Meter, 9 Outlets, 1RU, 10Ft Cord | 1.00 | \$259.88 | \$259.88 |
| MACKIE | DL16S | 16-Channel Wireless Digital Live Sound Mixer | 1.00 | \$704.47 | \$704.47 |
| MACKIE | DL16S BAG | DL16S Digital Mixer Bag | 1.00 | \$60.37 | \$60.37 |
| Sweetwater | SRM450PackA | Speakers (2 Mackie SRM450), Stands, Cables | 1.00 | \$1,769.21 | \$1,769.21 |
| Canon | XA-55 | Camcorder, PS, 1 Battery, Remote | 2.00 | \$3,588.46 | \$7,176.92 |
| Canon | BP-828 | Battery | 2.00 | \$194.87 | \$389.74 |
| Canon | CG-800 | Battery Charger | 1.00 | \$97.44 | \$97.44 |
| Canon | SC-2000 | Soft Case for Canon XA-55 | 2.00 | \$82.05 | \$164.10 |
| RODE | VideoMic Pro Plus | Compact Shotgun Mic | 2.00 | \$386.25 | \$772.50 |
| RODE | VXLR | Adapter for VideoMic Mini-Jack Female to XLR Male | 2.00 | \$12.81 | \$25.62 |
| ON STAGE | MA-100 | 3/8"m o 5/8"f Adapter | 1.00 | \$6.35 | \$6.35 |
| ON STAGE | SMS7650 | BOOM STAND - 40-82" Vert; 82" Boom | 1.00 | \$351.22 | \$351.22 |
| MANFROTTO | 028B | Triman camera tripod without head, black | 2.00 | \$538.31 | \$1,076.62 |
| MANFROTTO | 410 | Junior geared head, black | 2.00 | \$416.51 | \$833.02 |
| Logitech | MK540 | Keyboard & Mouse | 1.00 | \$56.86 | \$56.86 |

**QUOTATION: 144961**

SPINITAR
5159 Commercial Circle. Unit A
Concord, CA 94520

| MANUFACTURER | PART NUMBER | PART DESCRIPTION | QTY | UNIT PRICE | TOTAL PRICE |
|----------------|----------------------------|--|-------|------------|--------------------|
| NETGEAR | GS108 | Netgear prosafe 8-port gigabit ethernet desktop switch | 1.00 | \$70.50 | \$70.50 |
| C2G | CG16303 | 6ft WM 6-OUTLET 120V/15A CENTER UNIT | 3.00 | \$39.03 | \$117.09 |
| C2G | 53410 | 25ft OUTLET SAVER POWER EXT CORD | 6.00 | \$10.87 | \$65.22 |
| | | Allowance - Cases for Portables System | 1.00 | \$4,000.00 | \$4,000.00 |
| SPINITAR | INSTALL_MATERIAL | Misc cables, connectors, plates and hardware | 1.00 | \$1,500.00 | \$1,500.00 |
| | FREIGHT | Freight charges | 1.00 | \$800.00 | \$800.00 |
| SPINITAR | DESIGN_M | System Design | 32.00 | \$150.00 | \$4,800.00 |
| SPINITAR | CADD_M | CAD Drawing | 16.00 | \$75.00 | \$1,200.00 |
| SPINITAR | TESTING_M | Testing & Commissioning | 16.00 | \$150.00 | \$2,400.00 |
| SPINITAR | SHOPINSTALL_M | Shop Installation | 0.00 | \$100.00 | \$0.00 |
| SPINITAR | FIELDINSTALL_PW | Field Installation | 0.00 | \$120.00 | \$0.00 |
| SPINITAR | PROJMGMT_M | Project Management | 20.00 | \$110.00 | \$2,200.00 |
| SPINITAR | DOCUMENT_M | Documentation | 4.00 | \$80.00 | \$320.00 |
| | | SUBCONTRACTOR | | | |
| BT&S | SUBCONTRACTOR | Subcontract PM | 4.00 | \$110.00 | \$440.00 |
| BT&S | SUBCONTRACTOR_TA XABLE | Subcontract Shop Labor | 32.00 | \$110.00 | \$3,520.00 |
| BT&S | SUBCONTRACTOR | Subcontract FIELD LABOR | 32.00 | \$120.00 | \$3,840.00 |
| BT&S | SUBCONTRACTOR_TA XABLE | Subcontract Materials | 1.00 | \$500.00 | \$500.00 |
| | | PORTABLE SYSTEM SUB TOTAL | | | \$65,185.93 |
| | | SEA CAVE ROOM | | | |
| SAMSUNG | QB55R-B | 55-inch Commercial 4K UHD LED LCD Display, 350 NIT | 1.00 | \$1,373.33 | \$1,373.33 |
| CHIEF | LTM1U | Micro-Adjust Tilt Wall Mount Large | 1.00 | \$291.84 | \$291.84 |
| SONY | S100F | Sound Bar with HDMI Input | 1.00 | \$125.64 | \$125.64 |
| LITE PANELS | GEMINI 1x1 | RGBWW LED Soft Panel (Pole-Operated Yoke, US Power Cord) | 9.00 | \$3,402.19 | \$30,619.71 |
| MANFROTTO | 3512N86 | Pantograph - TOP 2C | 4.00 | \$637.03 | \$2,548.12 |
| ENTTEC | ODEMK2 POE | Ethernet to DMX512 with POE | 1.00 | \$433.75 | \$433.75 |
| CRESTRON | TSW-1070-W-S | 10.1 in. Wall Mount Touch Screen, White Smooth | 1.00 | \$1,925.00 | \$1,925.00 |
| CRESTRON | RMC4 | 4-Series Control System | 1.00 | \$687.50 | \$687.50 |
| CRESTRON | RMK-IFE-1U | IFE Rack Mount Kit. | 1.00 | \$81.25 | \$81.25 |
| TV SET DESIGNS | Curve News Desk, Medium | Custom Media Desk | 1.00 | \$4,308.24 | \$4,308.24 |
| TV SET DESIGNS | Graphic Front | Custom Logo on Front of Desk | 1.00 | \$642.35 | \$642.35 |
| Zuri Furniture | COVETEUR - GY | Stool - Gray | 2.00 | \$347.06 | \$694.12 |
| SOMA | ISAAC - INDIGO_S | Isaac Upholstered Armchair - Indigo Sunbrella Performance Chenille | 2.00 | \$1,116.47 | \$2,232.94 |
| 17-STORIES | NESTING TABLES | Set of 2 Nesting Tables | 1.00 | \$238.81 | \$238.81 |
| Laurel Foundry | Paramus | 23" Tall Cross Legs End Table | 1.00 | \$162.34 | \$162.34 |
| SPINITAR | INSTALL_MATERIAL | Misc cables, connectors, plates and hardware | 1.00 | \$4,000.00 | \$4,000.00 |
| | FREIGHT | Freight charges | 1.00 | \$920.00 | \$920.00 |
| SPINITAR | DESIGN_M | System Design | 20.00 | \$150.00 | \$3,000.00 |
| SPINITAR | CADD_M | CAD Drawing | 0.00 | \$75.00 | \$0.00 |
| SPINITAR | PROGRAM_M | Programming | 0.00 | \$150.00 | \$0.00 |

**QUOTATION: 144961**

SPINITAR
5159 Commercial Circle, Unit A
Concord, CA 94520

| MANUFACTURER | PART NUMBER | PART DESCRIPTION | QTY | UNIT PRICE | TOTAL PRICE |
|--------------|----------------------------|---|-------|------------|--------------------|
| SPINITAR | TESTING_M | Testing & Commissioning | 8.00 | \$150.00 | \$1,200.00 |
| SPINITAR | SHOPINSTALL_M | Shop Installation | 0.00 | \$100.00 | \$0.00 |
| SPINITAR | FIELDINSTALL_PW | Field Installation | 8.00 | \$120.00 | \$960.00 |
| SPINITAR | PROJMGMT_M | Project Management | 18.00 | \$110.00 | \$1,980.00 |
| SPINITAR | DOCUMENT_M | Documentation | 2.00 | \$80.00 | \$160.00 |
| | | SUBCONTRACTOR | | | |
| JOHNSON | SUBCONTRACTOR | SEA CAVE ELECTRICAL & LV CONDUIT | 1.00 | \$6,352.94 | \$6,352.94 |
| JOHNSON | SUBCONTRACTOR_TA XABLE | Subcontract Materials | 1.00 | \$1,287.06 | \$1,287.06 |
| BT&S | SUBCONTRACTOR | Subcontract PM | 10.00 | \$110.00 | \$1,100.00 |
| BT&S | SUBCONTRACTOR_TA XABLE | Subcontract Shop Labor | 8.00 | \$110.00 | \$880.00 |
| BT&S | SUBCONTRACTOR | Subcontract FIELD LABOR | 88.00 | \$120.00 | \$10,560.00 |
| BT&S | SUBCONTRACTOR | Subcontract Travel Expenses | 1.00 | \$3,600.00 | \$3,600.00 |
| BT&S | SUBCONTRACTOR_TA XABLE | Subcontract Materials | 1.00 | \$500.00 | \$500.00 |
| | | SEA CAVE SUBTOTAL | | | \$82,864.94 |
| | | MONTEREY ROOM | | | |
| | | DISPLAY & DIST | | | |
| Samsung | QM85R-B | 85" 4K Commercial LED Display | 1.00 | \$4,493.59 | \$4,493.59 |
| CHIEF | XSM1U | Micro-Adjust Fixed Wall Mount X-Large | 1.00 | \$239.69 | \$239.69 |
| CRESTRON | DMC-4KZ-CO-HD | 2-Channel DigitalMedia 8G+@ 4K60 4:4:4 HDR Output Card for DM@ Switchers | 1.00 | \$893.75 | \$893.75 |
| CRESTRON | DM-RMC-4KZ-SCALER- C | DigitalMedia 8G+@ 4K60 4:4:4 HDR Receiver and Room Controller with Scaler | 1.00 | \$1,237.50 | \$1,237.50 |
| | | PRODUCTION | | | |
| 1 Beyond | 1BCAPE-N20 | 1 BEYOND PTZ-IP20 WITH NDI, IP CONTROL | 2.00 | \$2,875.00 | \$5,750.00 |
| Telestream | PRO 14 UPGD | Wirecast Pro 14 Upgrade | 1.00 | \$498.75 | \$498.75 |
| | | PRESENTATION | | | |
| CRESTRON | DM-TX-4KZ-100-C-1G- W-T | DigitalMedia 8G+@ 4K60 4:4:4 HDR Wall Plate Transmitter, White | 1.00 | \$687.50 | \$687.50 |
| CRESTRON | DMC-4KZ-C | DigitalMedia 8G+@ 4K60 4:4:4 HDR Input Card for DM@ Switchers, HDBaseT@ Compatible | 1.00 | \$756.25 | \$756.25 |
| | | AUDIO | | | |
| SHURE | MXC420DF/C | Cardioid Dual-Flex Gooseneck Microphone (20 in/50 cm) with flexible top and bottom sections, bi- colo | 17.00 | \$185.90 | \$3,160.30 |
| SHURE | MXCW640 | Wireless Conference Unit with 4.3 inch color touchscreen for voting, interpretation channel selectio | 17.00 | \$1,280.77 | \$21,773.09 |
| SHURE | SB930 | BATTERY, RECHARGEABLE, FOR MXCW640 | 17.00 | \$147.44 | \$2,506.48 |
| SHURE | MXCWAPT | Access Point Transceiver for US only; manages audio routing, frequency coordination, and system cont | 1.00 | \$3,205.13 | \$3,205.13 |
| SHURE | MXCWNCS | Networked Charging Station with US IEC power cord charges 10 SB930 batteries in 4 hours; includes ha | 3.00 | \$961.54 | \$2,884.62 |
| SHURE | MX910W-A | CEILING ARRAY,WHT,24" | 2.00 | \$3,652.63 | \$7,305.26 |
| QSC | SL-DAN-64-P | Q-SYS Software-based Dante 64x64 Channel License, Perpetual | 1.00 | \$1,025.64 | \$1,025.64 |
| | | CONTROL | | | |

**QUOTATION: 144961**

SPINITAR
5159 Commercial Circle. Unit A
Concord, CA 94520

| MANUFACTURER | PART NUMBER | PART DESCRIPTION | QTY | UNIT PRICE | TOTAL PRICE |
|--------------------|---------------------------|--|-------|------------|-------------|
| CRESTRON | TSD-2220-B | 21.5" HD Touch Screen Display, Black | 2.00 | \$1,250.00 | \$2,500.00 |
| WEARSON | WS-03A | Adjustable LCD Monitor Stand Mount Folding VESA Monitor Desk Stand | 2.00 | \$51.99 | \$103.98 |
| CRESTRON | DMC-4KZ-CO-HD | 2-Channel DigitalMedia 8G+® 4K60 4:4:4 HDR Output Card for DM® Switchers | 2.00 | \$893.75 | \$1,787.50 |
| CRESTRON | DM-RMC-4KZ-SCALER- C | DigitalMedia 8G+® 4K60 4:4:4 HDR Receiver and Room Controller with Scaler | 2.00 | \$1,237.50 | \$2,475.00 |
| CRESTRON | DGE-100 | Digital Graphics Engine 100 | 2.00 | \$1,250.00 | \$2,500.00 |
| Logitech | MK540 | Keyboard & Mouse | 2.00 | \$56.86 | \$113.72 |
| CRESTRON | CP4 | 4-Series Control System | 1.00 | \$1,375.00 | \$1,375.00 |
| RACK AND MATERIALS | | | | | |
| NTI | SPLITMUX-USB4K- 4RT-R | Rack Mount KVM with Quad Output to 4K Monitor | 1.00 | \$2,603.29 | \$2,603.29 |
| CRESTRON | HD-DA2-4KZ-E | 1:2 HDMI® Distribution Amplifier w/4K60 4:4:4 & HDR Support | 1.00 | \$250.00 | \$250.00 |
| | | Rack Mount Kybd/Mon 1080p | 1.00 | \$1,830.00 | \$1,830.00 |
| MIDDLE ATLANTIC | RK-BG4127LRD | Middle Atlantic BGR Rk,41RU,27in.D,no do | 1.00 | \$839.91 | \$839.91 |
| M10 | CBS-BGR | BGR CASTER KIT W/Hardware | 1.00 | \$168.46 | \$168.46 |
| MIDDLE ATLANTIC | BSPN-41-27 | 41SP 27DP BGR SIDE PANELS | 1.00 | \$328.15 | \$328.15 |
| MIDDLE ATLANTIC | BGR-LVT9 | 9SP LARGE VENTED TOP PNL | 1.00 | \$37.38 | \$37.38 |
| MIDDLE ATLANTIC | PDT-1615C-NS | PD THIN1-15A16 OUTCORD | 2.00 | \$128.65 | \$257.30 |
| FURMAN SOUND | M-8X2 | 15A Standard Power Conditioner, 9 Outlets, 1RU, 6Ft Cord | 2.00 | \$64.50 | \$129.00 |
| SPINITAR | INSTALL_MATERIAL | CUSTOM I/O PLATE | 2.00 | \$325.00 | \$650.00 |
| NSF | B00NHGMU98 | Portable Shelving Unit - 48"w x 18"d x 76"t | 1.00 | \$153.69 | \$153.69 |
| SPINITAR | INSTALL_MATERIAL | Misc cables, connectors, plates and hardware | 1.00 | \$4,000.00 | \$4,000.00 |
| | FREIGHT | Freight charges | 1.00 | \$1,700.00 | \$1,700.00 |
| SPINITAR | DESIGN_M | System Design | 24.00 | \$150.00 | \$3,600.00 |
| SPINITAR | CADD_M | CAD Drawing | 0.00 | \$75.00 | \$0.00 |
| SPINITAR | PROGRAM_M | Programming | 0.00 | \$150.00 | \$0.00 |
| SPINITAR | TESTING_M | Testing & Commissioning | 32.00 | \$150.00 | \$4,800.00 |
| SPINITAR | SHOPINSTALL_M | Shop Installation | 0.00 | \$100.00 | \$0.00 |
| SPINITAR | FIELDINSTALL_PW | Field Installation | 8.00 | \$120.00 | \$960.00 |
| SPINITAR | PROJMGMT_M | Project Management | 27.00 | \$110.00 | \$2,970.00 |
| SPINITAR | DOCUMENT_M | Documentation | 2.00 | \$80.00 | \$160.00 |
| SUBCONTRACTOR | | | | | |
| 1BEYOND | SUBCONTRACTOR | MONTEREY RM - SECOND CONFIG PROFILE | 1.00 | \$2,500.00 | \$2,500.00 |
| JOHNSON | SUBCONTRACTOR | MONTEREY RM ELECTRICAL & LV CONDUIT | 1.00 | \$1,211.76 | \$1,211.76 |
| JOHNSON | SUBCONTRACTOR_TA XABLE | Monterey Rm - Subcontract Materials | 1.00 | \$307.06 | \$307.06 |
| BT&S | SUBCONTRACTOR | Subcontract PM | 9.00 | \$110.00 | \$990.00 |
| BT&S | SUBCONTRACTOR_TA XABLE | Subcontract Shop Labor | 24.00 | \$110.00 | \$2,640.00 |
| BT&S | SUBCONTRACTOR | Subcontract FIELD LABOR | 88.00 | \$120.00 | \$10,560.00 |
| BT&S | SUBCONTRACTOR | Subcontract Travel Expenses | 1.00 | \$4,000.00 | \$4,000.00 |
| BT&S | SUBCONTRACTOR_TA XABLE | Subcontract Materials | 1.00 | \$500.00 | \$500.00 |

RECURRING SERVICES

**QUOTATION: 144961**

SPINITAR
5159 Commercial Circle. Unit A
Concord, CA 94520

| MANUFACTURER | PART NUMBER | PART DESCRIPTION | QTY | UNIT PRICE | TOTAL PRICE |
|--------------------------------|----------------------|---|-------|-------------|---------------------|
| CRESTRON | SW-XIOC-EM | XiO Cloud® Provisioning and Management Service, Endpoint Management License for one room per month All pricing for the SW-XIOC-EM license is per room per month. | 60.00 | \$3.00 | \$180.00 |
| CRESTRON | SW-XIOC-S | XiO Cloud® Provisioning and Management Service, Support License for one room per month All pricing for the SW-XIOC-S license is per room per month. | 60.00 | \$4.00 | \$240.00 |
| MONTEREY ROOM SUB-TOTAL | | | | | \$115,838.75 |
| SPARE PARTS | | | | | |
| HEADEND | | | | | |
| AJA | KUMO 16x16 | 16x16 SDI Router | 1.00 | \$2,081.25 | \$2,081.25 |
| Crestron | TSW-1070-B-S | 10.1 in. Wall Mount Touch Screen, Black Smooth | 1.00 | \$1,750.00 | \$1,750.00 |
| PRODUCTION ROOM | | | | | |
| SAMSUNG | QM43R-A | 43inch/LCD/3840x2160/500nits/8ms | 1.00 | \$790.50 | \$790.50 |
| TVLogic | LVM-328W | 32" Confidence Monitor | 1.00 | \$5,878.85 | \$5,878.85 |
| MACKIE | CR5-XBT (PAIR) | 5" Creative Reference Multimedia Monitors with Bluetooth (Pair) | 1.00 | \$273.75 | \$273.75 |
| NTI | SPLITMUX-USB4K-4RT-R | Rack Mount KVM with Quad Output to 4K Monitor | 1.00 | \$2,603.29 | \$2,603.29 |
| CRESTRON | DGE-100 | Digital Graphics Engine 100 | 1.00 | \$1,250.00 | \$1,250.00 |
| CRESTRON | HD-DA2-4KZ-E | 1:2 HDMI® Distribution Amplifier w/4K60 4:4:4 & HDR Support | 1.00 | \$250.00 | \$250.00 |
| CRESTRON | HD-DA-2 | 1-to-2 HDMI® Distribution Amplifier & Audio Converter | 1.00 | \$312.50 | \$312.50 |
| ROLAND | V-1200HD | Multi-Format Video Switcher | 1.00 | \$10,868.75 | \$10,868.75 |
| ROLAND | V-1200HDR | Control Surface for V-1200HD | 1.00 | \$6,243.75 | \$6,243.75 |
| DIGIT | 7A00500-RK | CHY TV HD Pro - CG/Scheduled Playout | 1.00 | \$8,006.41 | \$8,006.41 |
| DIGIT | CUSTOM-EXT | Custom Table Interface Extension for CHY TV | 1.00 | \$480.77 | \$480.77 |
| DELL | 3090 Custom | Optiplex 3090 Micro - i5, 2.3GHz, 8G, 512 SSD, 2 DP, 5yr | 1.00 | \$1,352.89 | \$1,352.89 |
| CRESTRON | DMF-CI-8 | Card Chassis for DM-NVX-C & DMCF, 8 Slots | 1.00 | \$1,250.00 | \$1,250.00 |
| Crestron | DM-NVX-360C | DM NVX® 4K60 4:4:4 HDR Network AV Encoder/Decoder Card | 1.00 | \$1,125.00 | \$1,125.00 |
| CRESTRON | DM-NVX-E30C | DM NVX® 4K60 4:4:4 HDR Network AV Encoder Card | 1.00 | \$812.50 | \$812.50 |
| CRESTRON | DM-NVX-D30C | DM NVX® 4K60 4:4:4 HDR Network AV Decoder Card | 1.00 | \$812.50 | \$812.50 |
| VADDIO | 999-8240-000 | AV Bridge Mini N/A | 1.00 | \$1,752.63 | \$1,752.63 |
| EXTRON | 60-1306-01 | H.264 Player and Decoder | 1.00 | \$1,737.50 | \$1,737.50 |
| DECIMATOR | DEC-MDHX | Decimator HDMI/SDI Cross Converter | 1.00 | \$368.75 | \$368.75 |
| AJA | 3G-AMA | HD-SDI/Audio embedder | 1.00 | \$843.75 | \$843.75 |
| BIAMP | TESIRA SERVER-IO AVB | Configurable I/O DSP with up to 48 channels of I/O, 1 DSP-2 card (2 additional DSP-2 cards can be ad | 1.00 | \$4,711.54 | \$4,711.54 |
| BIAMP | TESIRA DSP-2 | Tesira DSP card with two DSPs | 1.00 | \$543.59 | \$543.59 |
| BIAMP | TESIRA SIC-4 | Tesira 4 channel mic/line input card | 1.00 | \$233.33 | \$233.33 |

**QUOTATION: 144961**

SPINITAR
5159 Commercial Circle. Unit A
Concord, CA 94520

| MANUFACTURER | PART NUMBER | PART DESCRIPTION | QTY | UNIT PRICE | TOTAL PRICE |
|-----------------------------|---------------------|---|--------|------------|--------------------|
| BIAMP | TESIRA SEC-4 | Tesira 4 channel mic/line input card with acoustic echo cancellation per channel | 1.00 | \$475.64 | \$475.64 |
| BIAMP | TESIRA SOC-4 | Tesira 4 channel mic/line output card | 1.00 | \$206.41 | \$206.41 |
| BIAMP | TESIRA SVC-2 | Tesira 2 line VoIP telephone interface card | 1.00 | \$408.97 | \$408.97 |
| BIAMP | TESIRA DAN-1 | Tesira 64x64 Dante? module for use in SERVER or SERVER-IO chassis | 1.00 | \$947.44 | \$947.44 |
| BIAMP | TesiraCONNECT TC-5D | 5-port expansion device with AVB to Dante Bridging | 1.00 | \$1,025.64 | \$1,025.64 |
| BIAMP | TesiraXEL 1200.1 | Tesira 4-channel, 1200W asymmetric amplifier, single power bank | 1.00 | \$1,923.08 | \$1,923.08 |
| CRESTRON | CP4 | 4-Series Control System | 1.00 | \$1,250.00 | \$1,250.00 |
| Crestron | RMC4 | Control Processor (Automation) | 1.00 | \$625.00 | \$625.00 |
| CHAMBER | | | | | |
| VADDIO | 999-9952-000W | ROBOSHOT 40 UHD WHITE | 1.00 | \$5,534.55 | \$5,534.55 |
| CRESTRON | TSD-2220-B | 21.5" HD Touch Screen Display, Black | 2.00 | \$1,250.00 | \$2,500.00 |
| WEARSON | WS-03A | Adjustable LCD Monitor Stand Mount Folding VESA Monitor Desk Stand | 1.00 | \$44.82 | \$44.82 |
| Crestron | DM-NVX-360 | DM NVX@ 4K60 4:4:4 HDR Network AV Encoder/Decoder | 1.00 | \$1,125.00 | \$1,125.00 |
| CRESTRON | DM-NVX-E30 | DM NVX@ 4K60 4:4:4 HDR Network AV Encoder | 1.00 | \$812.50 | \$812.50 |
| CRESTRON | DM-NVX-D30 | DM NVX@ 4K60 4:4:4 HDR Network AV Decoder | 1.00 | \$812.50 | \$812.50 |
| CLOCK AUDIO | SM80SPTT | Shock absorbing base mount with flap, 3 pin female XLR, LED, Momentary(PTT) switch.For Black order S | 2.00 | \$271.54 | \$543.08 |
| CLOCK AUDIO | C36E-SR-RF | Semi rigid shaft, XLR with RF Filter. | 1.00 | \$423.00 | \$423.00 |
| CLOCK AUDIO | C35E-SR-RF | Semi rigid shaft, XLR with RF Filter. | 1.00 | \$395.00 | \$395.00 |
| CLOCK AUDIO | CDT100MK3-PSU-UDP | Dante Transporter with PSU | 1.00 | \$1,119.23 | \$1,119.23 |
| BIAMP | TESIRA AMP-450P | 4 channel PoE+ conferencing amplifier | 1.00 | \$498.75 | \$498.75 |
| QSC | AD-S.SAT-BK | 2.75" Satellite surface speaker, 16O, 150° conical coverage, includes mounting bracket for surface i | 1.00 | \$73.33 | \$73.33 |
| DIGITAL SIGNAGE | | | | | |
| ELO | E720629 | 4303L LCD Touch Display with PCAP Touch Surface | 1.00 | \$2,746.24 | \$2,746.24 |
| | FREIGHT | Freight charges | 1.00 | \$7,200.00 | \$7,200.00 |
| SPARE PARTS SUBTOTAL | | | | | \$87,023.98 |
| MANAGEMENT | | | | | |
| CRESTRON | DM-XIO-DIR-80 | DM XiO Director Virtual Switching Appliance for 80 Endpoints | 1.00 | \$3,125.00 | \$3,125.00 |
| CRESTRON | SW-XIOC-EM | XiO Cloud® Provisioning and Management Service, Endpoint Management License for one room per month All pricing for the SW-XIOC-EM license is per room per month. | 180.00 | \$3.00 | \$540.00 |
| CRESTRON | SW-XIOC-S | XiO Cloud® Provisioning and Management Service, Support License for one room per month All pricing for the SW-XIOC-S license is per room per month. | 180.00 | \$4.00 | \$720.00 |



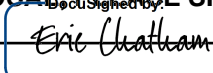
QUOTATION: 144961

SPINITAR
5159 Commercial Circle. Unit A
Concord, CA 94520

| MANUFACTURER | PART NUMBER | PART DESCRIPTION | QTY | UNIT PRICE | TOTAL PRICE |
|---|-------------------|---|--------|-------------|--------------------|
| SPINITAR | DESIGN_M | System Design | 40.00 | \$150.00 | \$6,000.00 |
| Management Sub-Total | | | | | \$10,385.00 |
| TRAINING & First 4 MTGS Site Support | | | | | |
| SPINITAR | DESIGN_M | System Design | 178.00 | \$150.00 | \$26,700.00 |
| SPINITAR | TESTING_M | Testing & Commissioning | 92.00 | \$150.00 | \$13,800.00 |
| SPINITAR | PROJMGMT_M | Project Management | 20.00 | \$110.00 | \$2,200.00 |
| SPINITAR | DOCUMENT_M | Documentation | 5.00 | \$80.00 | \$400.00 |
| SPINITAR | MISC-TRAVEL | Misc Travel | 1.00 | \$4,430.00 | \$4,430.00 |
| TRAINING and 4 MTGS - SUB-TOTAL | | | | | \$47,530.00 |
| SPINITAR | SS-SUPPORT-PG | One Year Performance Guarantee | 1.00 | \$0.00 | \$0.00 |
| SPINITAR | SS-SUPPORT-CUSTOM | Custom Support Agreement ---- For Support please call (800)722-6444 or email support@spinitar.com ---- | 1.00 | \$35,000.00 | \$35,000.00 |
| ADD E-WASTE FEES | | | | | |
| SPINITAR | EWR-FEE | Electronic waste recycling | 7.00 | \$4.00 | \$28.00 |
| SPINITAR | EWR-FEE | Electronic waste recycling | 30.00 | \$5.00 | \$150.00 |
| SPINITAR | EWR-FEE | Electronic waste recycling | 9.00 | \$6.00 | \$54.00 |
| E-WASTE SUBTOTAL | | | | | \$232.00 |
| SPINITAR | BOND | Performance and Payment Bond | 1.00 | \$24,194.96 | \$24,194.96 |

| | |
|---------------|-----------------------|
| SUBTOTAL: | \$1,918,912.43 |
| SALES TAX: | \$97,333.90 |
| TOTAL: | \$2,016,246.33 |

IF YOU WISH TO ACCEPT THIS PROPOSAL, PLEASE SIGN AND RETURN

ACCEPTED BY: Eric Chatham (Print Name) SIGNATURE:  DATE: 9/16/2022 | 12:01 PM PDT

TITLE: Chief Information Officer


- Customer is responsible for structural, electrical & conduit requirements unless otherwise noted. System design is property of Spinitar and is copyrighted and confidential.
- Spinitar retains the right to substitute equivalent product for commercial or technical reasons without affecting the rest of the contract.
- Spinitar guarantees the price as quoted for ten (10) days from the date of quotation, unless otherwise noted.

DocuSigned by:

61542069561440E...

Deputy County Counsel

9/15/2022 | 4:42 PM PDT

DocuSigned by:

4E7E657875454AE...

Auditor-Controller Analyst II

9/16/2022 | 11:49 AM PDT