CTi CONFERENCE TECHNOLOGIES, INC
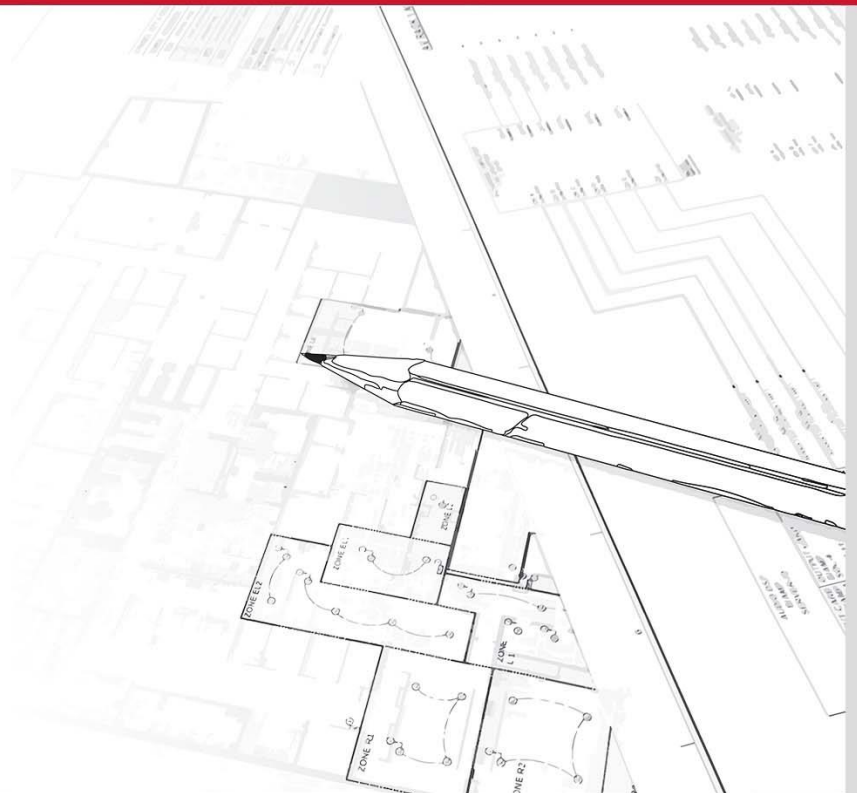
PROPOSAL

Town of McCordsville

AV upgrade

DATE

Monday, 13 June 2022

PREPARED BY

Mark Fox
Design Consultant

Overview and Goals

At Conference Technologies, Inc., we ensure our technology, processes, and people are the most knowledgeable and efficient resource to serve you as your solutions partner.

Dear Tim Gropp,

It was a pleasure to speak with you regarding your upcoming project. Thank you for the time to review your needs and identify your requirements. Based on our needs analysis we have developed a recommended solution for you. Conference Technologies, Inc. has the industry experience to create customized solutions to meet today's technology challenges. These solutions include consulting, design, implementation, and service.

Enclosed is a project proposal for your review and consideration that outlines scope, timelines, deliverables, and our support plan to care for your investment. After review I will contact you to discuss any questions you or your team may have about this solution. Our team is excited about the opportunity to provide you with a fantastic experience and making your project a success.

Sincerely,

Mark Fox
Design Specialist
Conference Technologies, Inc.

Mark.Fox@cti.com

Scope of Work

Proposal Number: J22240072

Proposal Date: 6/13/2022

Prepared for: Town of McCordsville

Attn: Tim Gropp

Phone: 3173359120

Email: tgropp@mccordsville.org

Prepared by: Mark Fox

Phone:

Email: Mark.Fox@cti.com

Bill to: Town of McCordsville
6280 W. 800 N.
McCordsville, In 46055

Ship to: Town of McCordsville
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Flex Room 113:

Display Systems:
Owner Furnished Equipment (OFE) – 65" Samsung display.

Video System:
The base of the system will be a Logitech Tap base system, 10" user touch screen interface, NUC Compute. Video sound bar with camera, mic, and speaker. Re-use the OFE Crestron Airmedia wireless connection.

Audio System:
Audio for the system will come from the sound bar and sound bar mic.

Control System:
Control for the room will sit on the credenza, this is the TAP system touch screen.

Rack System:
No rack for this system, product to mount behind the monitor.

We will need network and power at the located in the room at the rack and monitor location.

Council Chamber:

Display Systems:
The existing monitors in the chamber room and overflow room will be used. We are adding 10" displays as part of the delegate system for each council member. The information on the large

screens will also show on each of these screens.

Video System:
The Video system will have availability of guests to present as well as the council members via an input at one end of the dais. A room pc to be provided by owner will allow for that pc to also be an input and can host Teams/Zoom for those calls. All of the video signals in/out will run through the Televic system. We will also install and integrate 2 HD PTZ cameras. These cameras can be set up to audio track an open mic. The 10" touch screen controller at on of the positions can be set up to override the automation and can control manually. On the output side of the system, we are providing a streaming and storage device. That device can also connect to the network for additional storage.

Audio System:
The rooms audio system will be Zoned for the council chamber, overflow, and lobby. Microphones for each council member will be a Televic system, it has a push to talk gooseneck mic and a speaker. The unit also has a 10" monitor as described above and the ability to use a s a voting system. We will replace existing ceiling speakers with 2 in the council chamber ceiling, 4 in the overflow room and 2 in the lobby.

Control System:
Control for the room will sit on the table. We will connect a wired touch screen from the table to the equipment rack. The control system will be used to control the monitors, volume, switching of the video inputs.

Rack System:
We will reuse the existing rack, or if a remote location is preferred we can work out this details.

We will need network and power at the located in the room at the rack and monitor location.

Timeframe

To complete the work outlined in the project scope, we will need approximately 18 weeks from proposal acceptance. A project manager will be assigned to communicate with you at critical milestones. Upon notice to proceed, we will begin your project plan immediately.

Phase	Week
Notice to Proceed & Project Kickoff	1
Engineering	2
Procurement	3-13
Programming & Rack Fabrication	14
Onsite Installation	15-17
Commissioning & Training	18

Your Investment

Below is the cost of this solution based on the outlined scope of work. If you have questions about the complete solution, please let us know how we can help align this investment with additional needs or changes in scope.

Proposal Summary

Description	Price
Equipment	$108,751.37
Implementation Services	$36,800.23
IMaterials	$6,317.47
Freight	$5,981.33
Subtotal	$157,850.40
Tax	$0.00
Grand Total	**$157,850.40**

Recommended

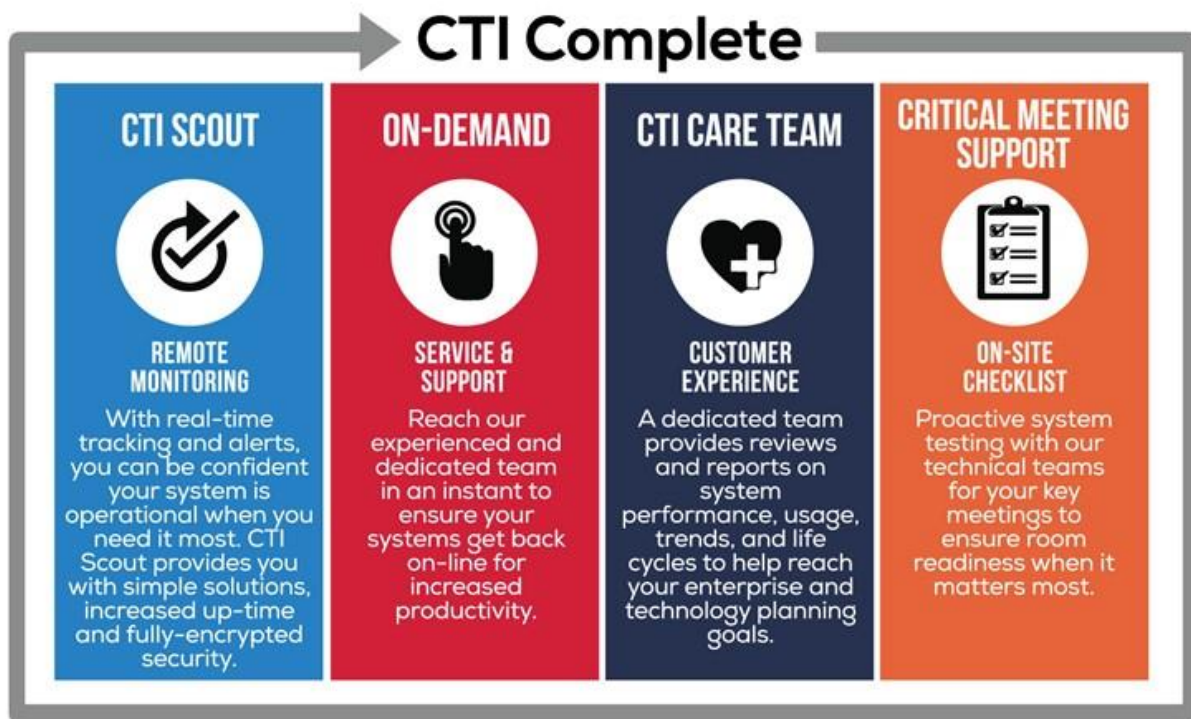| Description	Price
2 Additional Years CTI Complete Service Agreement	$13,412.46
4 Additional Years CTI Complete Service Agreement	$26,824.92

Down Payment Requirements

Terms are 60/30/10 with approved credit. For orders that exceed ten thousand dollars; 60% to initiate order, 40% NET 30, or progress billing based on purchase agreement at time of order. Payments made by credit card are subject to a 2.5% fee.

Why Us?

Our CTI Complete service is there for you 24/7 through our dedicated CTI Care customer experience team. Through on-site technical service, recommended programming upgrades, and quarterly reliability checks, your system is covered for the unexpected, as well as planned maintenance. Your teams will be trained to operate equipment with confidence. When critical meetings arise, we help ensure system performance with proactive system testing and an on-site checklist so your systems will be ready when it matters most. Our managed services staff does more than diagnose and repair failures, they help plan for system life cycles.

Flex room113 Summary

Description	Price
Equipment	$4,034.54
Implementation Services	$2,851.26
IMaterials	$298.87
Freight	$221.90
Subtotal	$7,406.57
Tax	$0.00
Grand Total	**$7,406.57**

Bill of Materials

Flex room113

Manufacturer	Description	Qty
Display Systems Equipment: $0.00		
Samsung	Owner Furnished Flat screen	1
Crestron	Crestron Wireless presentation device	1
Video Systems Equipment: $3,426.80		
Polycom	STUDIO: AUDIO/VIDEO USB SOUNDBAR, WITH AUTO-TRACK 120 FOV 4K CAMERA, USB STEREO	1
Logitech	Teams base system	1
Inogeni	INOGENI 4KXUSB3 HDMI to USB3.0 Converter	1
Control Systems Equipment: $607.74		
Logitech	Tap Scheduler - White	1

Council Chamber Summary

Description	Price
Equipment	$104,716.83
Implementation Services	$33,948.97
IMaterials	$6,018.60
Freight	$5,759.43
Subtotal	$150,443.82
Tax	$0.00
Grand Total	**$150,443.82**

Bill of Materials
Council Chamber

Manufacturer	Description	Qty
Video Systems Equipment: $68,742.39		
Televic	uniBOX	1
Televic	T-CAM Package Camera tracking solution compatible with Plixus, Confidea G3 / G4 and D-Cerno systems. Consists of following items: - 2 full HD IP-CAM50 cameras - Video switcher - Video capture card (Only for preview. If used, desktop PC with PCI slot required!) - Camera tracking software + license for two cameras - IP or serial control - Converter cables for serial control	1
Televic	uniCOS T/MM10	15
Televic	Extension to the T-CAM Package to display the name of the delegate as an overlay on the video stream of the camera tracking solution.	1
Televic	Plixus V-REQ	1
Televic	Plixus V-IN	3
Televic	Plixus V-OUT	3
Epiphan	Pearl Mini - 3yr SupportPlan	1
Epiphan	Pearl Mini NA/JP	1
Audio Systems Equipment: $20,489.08		
Televic	Plixus MME	1
Televic	Plixus NEXT	1
Televic	Plixus AE-R	1
Televic	Plixus PS	1
Atlas	6.5" Coaxial In-Ceiling Speaker with 32-Watt 70V/100V Transformer, Ported Enclosure, and Safety First Mounting System	10
Biamp	TesiraFORTEDAN VT	1
Atlas	4 x 4 Analog/Dante I/O Module	1
Atlas	Dual-Channel, 400-Watt Commercial Power Amplifier	1
Control Systems Equipment: $15,485.36		
Televic	CoCon Discussion CoCon Discussion is a subset of the CoCon Conference Control Software Suite. The server / client based database driven module contains several applications to support the preparation and administrative process before meetings and the control during the meeting: - CoCon Room Server - CoCon Room Configurator - CoCon Meeting Manager - CoCon Operator Application - Microphone activity protocol acting as input for camera tracking integrations.	1

Televic	CoCon Signage Cocon Signage is the display application within the CoCon suite. It is a plugin for CoCon Discussion, so the latter is required to run CoCon Signage. CoCon Signage can be used to display information to the delegates in the room using large screens or projectors.	1
Televic	CoCon Meeting Suite CoCon Meeting Suite Combined discussion, voting, signage	1
Logitech	Tap Scheduler - White	1
Logitech	Tap Scheduler Mounting Kit - White	1
QSC	Q-SYS Core 8 Flex, Core Nano, NV-32-H (Core Capable) license for Microsoft Teams Room software features, enables both Q-SYS Scripting and UCI Deployment, Perpetual	1
QSC	Network Core, 64x64 network I/O channels with 8x8 Software-based Dante license included, USB AV bridging, dual LAN ports, VoIP telephony, 8 AEC processors, Half-size 1RU.	1

Standard Disclaimer

Conference Technologies, Inc. provides for twelve (12) months of **CTI Complete** on all system purchases. Conference Technologies, Inc. warrants the system implemented is free from defects in material and workmanship, in accordance with the contract, drawings, specifications, alterations and additions thereto, for a period of twelve (12) months from the date of commencement of use, substantial completion, or date of notice of completion, whichever occurs first. This coverage does not protect against consumables, severe weather, and acts of God.

Terms

Terms are NET 30 with approved credit. For orders that exceed ten thousand dollars; 60% to initiate order, 40% upon completion, or progress billing based on purchase agreement at time of order. Payments made by credit card are subject to a 3.0% fee.

All applicable taxes are the responsibility of the purchaser and will be added to the final invoice. Any cancelled orders or returns are subject to manufacturer acceptance; shipping and restock fees may apply. This proposal is valid for fourteen (14) days.

Installation Description and Requirements

Provided by Conference Technologies, Inc.: If installation is purchased, Conference Technologies, Inc. will install all A/V components. Conference Technologies, Inc. will also perform all programming, alignments, and end-user training. Conference Technologies, Inc. will provide A/V project management, and provide drawings as required. This install price assumes a Monday through Friday 8:00am to 5:00pm install time. Room availability must be in consecutive 8 hour blocks. Any required changes or rushes may affect the final price.

Provided by Others

Electrical requirements are to be provided by others unless specifically included in Conference Technologies, Inc. Scope of Work.

Statement

This system proposal is the property of Conference Technologies, Inc. and is delivered with the sole intent of being viewed by management of Town of McCordsville for evaluation purposes only. This proposal or any part of this proposal is not to be presented to, or viewed by any other party, vendor or Conference Technologies, Inc. competitor without the written consent of Conference Technologies, Inc. Any effort to do so will be considered a violation of copyright law.

Next Steps

1. Upon Notice to Proceed Conference Technologies, Inc. will begin executing the project plan with an internal handoff of the project to our operations team.

2. If you have questions about the process as we move forward please contact me at Mark.Fox@cti.com or .

3. You will be contacted by a Conference Technologies, Inc. Project Manager to schedule a project kickoff meeting to review the project scope and schedule.

Total
J22240072 - $157,850.40

Customer Signature   CTI Signature

Printed Name   Printed Name

Title   Title

Date   Date