



**County of Solano  
Standard Contract**

*For County Use Only*  
CONTRACT NUMBER:  
(Dept., Division, FY, #)

BUDGET ACCOUNT:

SUBJECT ACCOUNT:

1. This Contract is entered into between the County of Solano and the Contractor named below:

Signal Perfection Limited (a wholly owned subsidiary of AVI-SPL, Inc.)  
CONTRACTOR'S NAME

2. The Term of this Contract is:  
November 14, 2017 through December 31, 2018

3. The maximum amount of this Contract is:  
\$411,286.00

4. The parties agree to comply with the terms and conditions of the following exhibits which are by this reference made a part of this Contract:

Exhibit A – Scope of Work

Exhibit B – Budget Detail and Payment Provision

Exhibit C – General Terms and Conditions

This Contract is made on November 14, 2017.

CONTRACTOR	COUNTY OF SOLANO
CONTRACTOR'S NAME	AUTHORIZED SIGNATURE
	<u>County Administrator</u>
	TITLE
SIGNATURE	<u>675 Texas Street</u>
	ADDRESS
PRINTED NAME AND TITLE	<u>Fairfield</u> <u>CA</u> <u>94533</u>
	CITY STATE ZIP CODE
<u>6301 Benjamin Road</u>	Approved as to Content: <u>[Signature]</u>
ADDRESS	DEPARTMENT HEAD OR DESIGNEE
<u>Tampa</u> <u>FL</u> <u>33634</u>	Approved as to Form: <u>[Signature]</u>
CITY STATE ZIP CODE	COUNTY COUNSEL

**CONTRACT MUST BE EXECUTED BEFORE WORK CAN COMMENCE**

**EXHIBIT A**  
**SCOPE OF WORK**

**CONTRACTOR SHALL BE RESPONSIBLE FOR THE FOLLOWING DUTIES:**

Contractor shall be responsible for all duties, tasks, services and equipment specified in Contractor's proposal #274054-4, which is fully incorporated herein as attachment 1.

- Contractor has authorization to proceed immediately with work outlined in above referenced proposal as Phase One "Base System" and "Production System".
- Prior to the implementation of work outlined as "Options" within Phase One, or as Phase Two, the County and Contractor shall execute a Work Release Authorization authorizing Contractor to perform a specific task with scope as defined therein.
- Work Release Authorizations may be authorized for the County by the Chief Information Officer.

Work shall be performed according to the schedule below for all deliverables outlined in Phase One, including "Options" as may be authorized by the County. The work schedule for Phase Two shall be mutually agreed upon by the County and Contractor at a later date.

11/16/17	Equipment order date
12/13/17 – 1/2/18	Physical Install
1/3/18 – 1/5/18	Commissioning, Test, Punch
1/5/18	Work with Clerk on Meeting Editor setup
1/5/18	Production Training
1/8/18	Formal System Training
1/9/18	First Meeting – Engineer/Programmer on site

**EXHIBIT B**  
**BUDGET DETAIL AND PAYMENT PROVISIONS**

**1. COMPENSATION**

Total compensation to Contractor for all work performed under this agreement shall not exceed \$411,286.00 without formal written change-order approved by the County Administrator, in accordance with Contractor's cost proposal included in Attachment 1.

**2. METHOD OF PAYMENT**

Payment shall be made in accordance with work performed, and with equipment received at the County's facility. Upon submission of an invoice by Contractor, and upon approval of County's representative, County shall, within thirty days of receipt, pay Contractor for fees and expenses incurred the prior month, up to the maximum amount provided for in the Agreement. Each invoice must specify services rendered, date of service, equipment bill of materials, and the total accrued charges.

**EXHIBIT C**  
**GENERAL TERMS AND CONDITIONS**

**1. CLOSING OUT**

A. County will pay Contractor's final request for payment providing Contractor has paid all financial obligations undertaken pursuant to this Contract or any other contract and/or obligation that Contractor may have with the County. If Contractor has failed to pay all obligations outstanding, County will withhold from Contractor's final request for payment the amount of such outstanding financial obligations owed by Contractor. Contractor is responsible for County's receipt of a final request for payment 30 days after termination of this Contract.

B. A final undisputed invoice shall be submitted for payment no later than ninety (90) calendar days following the expiration or termination of this Contract, unless a later or alternate deadline is agreed to in writing by the County. The final invoice must be clearly marked "FINAL INVOICE", thus indicating that all payment obligations of the County under this Contract have ceased and that no further payments are due or outstanding.

C. The County may, at its discretion, choose not to honor any delinquent final invoice if the Contractor fails to obtain prior written approval of an alternate final invoice submission deadline. Written County approval shall be sought from the County prior to the expiration or termination of this Contract.

**2. TIME**

Time is of the essence in all terms and conditions of this Contract.

**3. TIME OF PERFORMANCE**

Work will not begin, nor claims paid for services under this Contract until all Certificates of Insurance, business and professional licenses/certificates, IRS ID number, signed W-9 form, or other applicable licenses or certificates are on file with the County's Contract Manager.

**4. TERMINATION**

A. This Contract may be terminated by County or Contractor, at any time, with or without cause, upon 30 days written notice from one to the other.

B. County may terminate this Contract immediately upon notice of Contractor's malfeasance.

C. Following termination, County will pay Contractor for all work satisfactorily performed under this Contract up to the effective date of termination, less any amounts already paid, plus reimburse Contractor for all third-party restocking/cancellation fees that cannot be reasonably mitigated, with the total amount not to exceed the maximum amount payable under this Contract unless Contractor is in default of this Contract.

**5. SIGNATURE AUTHORITY**

The parties executing this Contract certify that they have the proper authority to bind their respective entities to all terms and conditions set forth in this Contract.

**6. REPRESENTATIONS**

A. County relies upon Contractor's professional ability and training as a material inducement to enter into this Contract. Contractor represents that Contractor will perform the work according to generally accepted professional practices and standards and the requirements of applicable federal, state and local laws. County's acceptance of Contractor's work shall not constitute a waiver or release of Contractor from professional responsibility.

B. Contractor further represents that Contractor possesses current valid appropriate licensure, including, but not limited to, driver's license, professional license, certificate of tax-exempt status, or permits, required to perform the work under this Contract.

## 7. INSURANCE

A. Without limiting Contractor's obligation to indemnify County, Contractor must procure and maintain for the duration of the Contract insurance against claims for injuries to persons or damages to property which may arise from or in connection with the performance of the work under this Contract and the results of that work by Contractor, Contractor's agents, representatives, employees or subcontractors.

B. Minimum Scope of Insurance  
Coverage must be at least as broad as:

- (1) Insurance Services Office Commercial General Liability coverage (occurrence Form CG 00 01).
- (2) Insurance Services Office Form Number CA 00 01 covering Automobile Liability, code1 (any auto).
- (3) Workers' Compensation insurance as required by the State of California and Employer's Liability Insurance.

C. Minimum Limits of Insurance  
Contractor must maintain limits no less than:

- |   |   |   |
|---|---|---|
| (1) General Liability:<br>(Including operations, products<br>and completed operations.) | <b>\$1,000,000</b>                      | per occurrence for bodily injury, personal injury and property damage, or the full per occurrence limits of the policy, whichever is greater. If Commercial General Liability insurance or other form with a general aggregate limit is used, either the general aggregate limit shall apply separately to this project/location or the general aggregate limit shall be twice the required occurrence limit. |
| (2) Automobile Liability:   | <b>\$1,000,000</b>                      | per accident for bodily injury and property damage.   |
| (3) Workers' Compensation:  | As required by the State of California. |   |
| (4) Employer's Liability:   | <b>\$1,000,000</b>                      | per accident for bodily injury or disease.  |

D. Additional Insurance Coverage

To the extent coverage is applicable to Contractor's services under this Contract, Contractor must maintain the following insurance coverage:

- |                             |                    |   |
|-----------------------------|--------------------|---|
| (1) Cyber Liability:        | <b>\$1,000,000</b> | per incident with the aggregate limit twice the required limit.   |
| (2) Professional Liability: | <b>\$1,000,000</b> | combined single limit per claim and in the aggregate. The policy shall remain in full force and effect for no less than 3 years following the completion of work under this Contract. |

E. If Contractor maintains higher limits than the minimums shown above, County is entitled to coverage for the higher limits maintained by Contractor.

F. Deductibles and Self-Insured Retentions

Any deductibles or self-insured retentions must be declared to and approved by County. At the option of County, either:

- (1) The insurer will reduce or eliminate such deductibles or self-insured retentions with respect to County, its officers, officials, agents, employees and volunteers; or
- (2) Contractor must provide a financial guarantee satisfactory to County guaranteeing payment of losses and related investigations, claim administration, and defense expenses.

G. Other Insurance Provisions

The general liability and automobile liability policies must contain, or be endorsed to contain, the following provisions:

(1) The County of Solano, its officers, officials, agents, employees, and volunteers must be included as additional insureds with respect to liability arising out of automobiles owned, leased, hired or borrowed by or on behalf of Contractor; and with respect to liability arising out of work or operations performed by or on behalf of Contractor including materials, parts or equipment furnished in connection with such work or operations. General Liability coverage shall be provided in the form of an Additional Insured endorsement (CG 20 10 11 85 or both CG 20 10 and CG 20 37 if later ISO revisions are used or the equivalent) to Contractor's insurance policy, or as a separate owner's policy. The insurance afforded to the additional insureds shall be at least as broad as that afforded to the first named insured.

(2) For any claims related to work performed under this Contract, Contractor's insurance coverage must be primary insurance with respect to the County of Solano, its officers, officials, agents, employees, and volunteers. Any insurance maintained by County, its officers, officials, agents, employees, or volunteers is excess of Contractor's insurance and shall not contribute to it.

(3) Should any of the above described policies be cancelled prior to the policies' expiration date, Contractor agrees that notice of cancellation will be delivered in accordance with the policy provisions.

H. Waiver of Subrogation

(1) Contractor agrees to waive subrogation which any insurer of Contractor may acquire from Contractor by virtue of the payment of any loss. Contractor agrees to obtain any endorsement that may be necessary to affect this waiver of subrogation.

(2) The Workers' Compensation policy must be endorsed with a waiver of subrogation in favor of County for all work performed by Contractor, its employees, agents and subcontractors.

I. Acceptability of Insurers

Insurance is to be placed with insurers with a current A.M. Best's rating of no less than A:VII unless otherwise acceptable to County.

J. Verification of Coverage

(1) Contractor must furnish County with original certificates and endorsements effecting coverage required by this Contract.

(2) The endorsements should be on forms provided by County or, if on other than County's forms, must conform to County's requirements and be acceptable to County.

(3) County must receive and approve all certificates and endorsements before work commences.

(4) However, failure to do so shall not operate as a waiver of these insurance requirements.

(5) County reserves the right to require complete, certified copies of all required insurance policies, including endorsements affecting the coverage described above at any time.

## 8. BEST EFFORTS

Contractor represents that Contractor will at all times faithfully, industriously and to the best of its ability, experience and talent, perform to County's reasonable satisfaction.

## 9. DEFAULT

A. If Contractor defaults in Contractor's performance, County shall promptly notify Contractor in writing. If Contractor fails to cure a default within 30 days after notification, or if the default requires more than 30 days to cure and Contractor fails to commence to cure the default within 30 days after notification, then Contractor's failure shall terminate this Contract.

B. If Contractor fails to cure default within the specified period of time, County may elect to cure the default and any expense incurred shall be payable by Contractor to County.

C. If County serves Contractor with a notice of default and Contractor fails to cure the default, Contractor waives any further notice of termination of this Contract.

D. If this Contract is terminated because of Contractor's default, County shall be entitled to recover from Contractor all damages allowed by law.

## 10. INDEMNIFICATION

A. Contractor will indemnify, hold harmless and assume the defense of the County of Solano, its officers, employees, agents and elective and appointive boards from all claims, losses, damages, including property damages, personal injury, death and liability of every kind, directly or indirectly arising from Contractor's operations or from any persons directly or indirectly employed by, or acting as agent for, Contractor, excepting the sole negligence or willful misconduct of the County of Solano. This indemnification shall extend to claims, losses, damages, injury and liability for injuries occurring after completion of Contractor's services, as well as during the progress of rendering such services.

B. Acceptance of insurance required by this Contract does not relieve Contractor from liability under this indemnification clause. This indemnification clause shall apply to all damages or claims for

damages suffered by Contractor's operations regardless if any insurance is applicable or not.

## **11. INDEPENDENT CONTRACTOR**

A. Contractor is an independent contractor and not an agent, officer or employee of County. The parties mutually understand that this Contract is between two independent contractors and is not intended to and shall not be construed to create the relationship of agent, servant, employee, partnership, joint venture or association.

B. Contractor shall have no claim against County for employee rights or benefits including, but not limited to, seniority, vacation time, vacation pay, sick leave, personal time off, overtime, medical, dental or hospital benefits, retirement benefits, Social Security, disability, Workers' Compensation, unemployment insurance benefits, civil service protection, disability retirement benefits, paid holidays or other paid leaves of absence.

C. Contractor is solely obligated to pay all applicable taxes, deductions and other obligations including, but not limited to, federal and state income taxes, withholding, Social Security, unemployment, disability insurance, Workers' Compensation and Medicare payments.

D. Contractor shall indemnify and hold County harmless from any liability which County may incur because of Contractor's failure to pay such obligations nor shall County be responsible for any employer-related costs not otherwise agreed to in advance between the County and Contractor.

E. As an independent contractor, Contractor is not subject to the direction and control of County except as to the final result contracted for under this Contract. County may not require Contractor to change Contractor's manner of doing business, but may require redirection of efforts to fulfill this Contract.

F. Contractor may provide services to others during the same period Contractor provides service to County under this Contract.

G. Any third persons employed by Contractor shall be under Contractor's exclusive direction, supervision and control. Contractor shall determine all conditions of employment including hours, wages, working conditions, discipline, hiring and discharging or any other condition of employment.

H. As an independent contractor, Contractor shall indemnify and hold County harmless from any claims that may be made against County based on any contention by a third party that an employer-employee relationship exists under this Contract.

I. Contractor, with full knowledge and understanding of the foregoing, freely, knowingly, willingly and voluntarily waives the right to assert any claim to any right or benefit or term or condition of employment insofar as they may be related to or arise from compensation paid hereunder.

## **12. RESPONSIBILITIES OF CONTRACTOR**

A. The parties understand and agree that Contractor possesses the requisite skills necessary to perform the work under this Contract and County relies upon such skills. Contractor pledges to perform the work skillfully and professionally. County's acceptance of Contractor's work does not constitute a release of Contractor from professional responsibility.

B. Contractor verifies that Contractor has reviewed the scope of work to be performed under this Contract and agrees that in Contractor's professional judgment, the work can and shall be completed for costs within the maximum amount set forth in this Contract.

C. To fully comply with the terms and conditions of this Contract, Contractor shall:

(1) Establish and maintain a system of accounts for budgeted funds that complies with generally accepted accounting principles for government agencies;

(2) Document all costs by maintaining complete and accurate records of all financial



transactions associated with this Contract, including, but not limited to, invoices and other official documentation that sufficiently support all charges under this Contract;

(3) Submit monthly reimbursement claims for expenditures that directly benefit Solano County;

(4) Be liable for repayment of any disallowed costs identified through quarterly reports, audits, monitoring or other sources; and

(5) Retain financial, programmatic, client data and other service records for 3 years from the date of the end of the contract award or for 3 years from the date of termination, whichever is later.

### **13. COMPLIANCE WITH LAW**

A. Contractor shall comply with all federal, state and local laws and regulations applicable to Contractor's performance, including, but not limited to, licensing, employment and purchasing practices, wages, hours and conditions of employment.

B. Contractor represents that it will comply with the applicable cost principles and administrative requirements including claims for payment or reimbursement by County as set forth in 2 CFR 200, as currently enacted or as may be amended throughout the term of this Contract.

### **14. CONFIDENTIALITY**

A. Contractor shall prevent unauthorized disclosure of names and other client-identifying information, except for statistical information not identifying a particular client.

B. Contractor shall not use client specific information for any purpose other than carrying out Contractor's obligations under this Contract.

C. Contractor shall promptly transmit to County all requests for disclosure of confidential information.

D. Except as otherwise permitted by this Contract or authorized by the client, Contractor shall not disclose any confidential information to anyone other than the State of California without prior written authorization from County.

E. For purposes of this section, identity shall include, but not be limited to, name, identifying number, symbol or other client identifying particulars, such as fingerprints, voice print or photograph. Client shall include individuals receiving services pursuant to this Contract.

### **15. CONFLICT OF INTEREST**

A. Contractor represents that Contractor and/or Contractor's employees and/or their immediate families and/or Board of Directors and/or officers have no interest, including, but not limited to, other projects or independent contracts, and shall not acquire any interest, direct or indirect, including separate contracts for the work to be performed hereunder, which conflicts with the rendering of services under this Contract. Contractor shall employ or retain no such person while rendering services under this Contract. Services rendered by Contractor's associates or employees shall not relieve Contractor from personal responsibility under this clause.

B. Contractor has an affirmative duty to disclose to County in writing the name(s) of any person(s) who have an actual, potential or apparent conflict of interest.

### **16. DRUG FREE WORKPLACE**

Contractor represents that Contractor is knowledgeable of Government Code section 8350 et seq.,

regarding a drug free workplace and shall abide by and implement its statutory requirements.

**17. HEALTH AND SAFETY STANDARDS**

Contractor shall abide by all health and safety standards set forth by the State of California and/or the County of Solano pursuant to the Injury and Illness Prevention Program. If applicable, Contractor must receive all health and safety information and training from County.

**18. CHILD/ADULT ABUSE**

If services pursuant to this Contract will be provided to children and/or elder adults, Contractor represents that Contractor is knowledgeable of the Child Abuse and Neglect Reporting Act (Penal Code section 11164 et seq.) and the Elder Abuse and Dependent Adult Civil Protection Act (Welfare and Institutions Code section 15600 et seq.) requiring reporting of suspected abuse.

**19. INSPECTION**

Authorized representatives of County, the State of California and/or the federal government may inspect and/or audit Contractor's performance, place of business and/or records pertaining to this Contract.

**20. NONDISCRIMINATION**

A. In rendering services under this Contract, Contractor shall comply with all applicable federal, state and local laws, rules and regulations and shall not discriminate based on age, ancestry, color, gender, marital status, medical condition, national origin, physical or mental disability, race, religion, sexual orientation, or other protected status.

B. Further, Contractor shall not discriminate against its employees, which includes, but is not limited to, employment upgrading, demotion or transfer, recruitment or recruitment advertising, layoff or termination, rates of pay or other forms of compensation and selection for training, including apprenticeship.

**21. SUBCONTRACTOR AND ASSIGNMENT**

A. Services under this Contract are deemed to be personal services.

B. Contractor shall not subcontract any work under this Contract nor assign this Contract or monies due without the prior written consent of the County's Contract Manager, the County's applicable Department Head or his or her designee and the County Administrator subject to any required state or federal approval.

C. If County consents to the use of subcontractors, Contractor shall require and verify that its subcontractors maintain insurance meeting all the requirements stated in Section 7 above.

D. Assignment by Contractor of any monies due shall not constitute an assignment of the Contract.

## **22. UNFORESEEN CIRCUMSTANCES**

Contractor is not responsible for any delay caused by natural disaster, war, civil disturbance, labor dispute or other cause beyond Contractor's reasonable control, provided Contractor gives written notice to County of the cause of the delay within 10 days of the start of the delay.

## **23. OWNERSHIP OF DOCUMENTS**

A. County shall be the owner of and shall be entitled to possession of any computations, plans, correspondence or other pertinent data and information gathered by or computed by Contractor in connection with the project prior to termination of this Contract by County or upon completion of the work pursuant to this Contract.

B. No material prepared in connection with the project shall be subject to copyright in the United States or in any other country.

## **24. NOTICE**

A. Any notice necessary to the performance of this Contract shall be given in writing by personal delivery or by prepaid first-class mail addressed as stated on the first page of this Contract.

B. If notice is given by personal delivery, notice is effective as of the date of personal delivery. If notice is given by mail, notice is effective as of the day following the date of mailing or the date of delivery reflected upon a return receipt, whichever occurs first.

## **25. NONRENEWAL**

Contractor acknowledges that there is no guarantee that County will renew Contractor's services under a new contract following expiration or termination of this Contract. Contractor waives all rights to notice of non-renewal of Contractor's services.

## **26. COUNTY'S OBLIGATION SUBJECT TO AVAILABILITY OF FUNDS**

A. The County's obligation under this Contract is subject to the availability of authorized funds. The County may terminate the Contract, or any part of the Contract work, without prejudice to any right or remedy of the County, for lack of appropriation of funds. If expected or actual funding is withdrawn, reduced or limited in any way prior to the expiration date set forth in this Contract, or any subsequent amendment, the County may, upon written Notice to the Contractor, terminate this Contract in whole or in part.

B. Payment shall not exceed the amount allowable for appropriation by the Board of Supervisors. If the Contract is terminated for non-appropriation of funds:

i. The County will be liable only for payment in accordance with the terms of this Contract for services rendered prior to the effective date of termination plus reimbursement at cost for any third party cancellation/restocking fees that cannot be reasonably mitigated; and

ii. The Contractor shall be released from any obligation to provide further services pursuant to this Contract that are affected by the termination.

C. Funding for this Contract beyond the current appropriation year is conditional upon appropriation by the Board of Supervisors of sufficient funds to support the activities described in this Contract. Should such an appropriation not be approved, this Contract will terminate at the close of the current Appropriation Year.

D. This Contract is void and unenforceable if all or parts of federal or state funds applicable to this Contract are not available to County. If applicable funding is reduced, County may either:

- (1) Cancel this Contract; or,
- (2) Offer a contract amendment reflecting the reduced funding.

## **27. CHANGES AND AMENDMENTS**

A. County may request changes in Contractor's scope of services. Any mutually agreed upon changes, including any increase or decrease in the amount of Contractor's compensation, shall be effective when incorporated in written amendments to this Contract.

B. The party desiring the revision shall request amendments to the terms and conditions of this Contract in writing. Any adjustment to this Contract shall be effective only upon the parties' mutual execution of an amendment in writing.

C. No verbal agreements or conversations prior to execution of this Contract or requested amendment shall affect or modify any of the terms or conditions of this Contract unless reduced to writing according to the applicable provisions of this Contract.

## **28. CHOICE OF LAW**

The parties have executed and delivered this Contract in the County of Solano, State of California. The laws of the State of California shall govern the validity, enforceability or interpretation of this Contract. Solano County shall be the venue for any action or proceeding, in law or equity that may be brought in connection with this Contract.

## **29. HEALTH INSURANCE PORTABILITY AND ACCOUNTABILITY ACT**

Contractor represents that it is knowledgeable of the Health Insurance Portability and Accountability Act of 1996 ("HIPAA") and its implementing regulations issued by the U.S. Department of Health and Human Services (45 C.F.R. parts 160-64) regarding the protection of health information obtained, created, or exchanged as a result of this Contract and shall abide by and implement its statutory requirements.

## **30. WAIVER**

Any failure of a party to assert any right under this Contract shall not constitute a waiver or a termination of that right, under this Contract or any of its provisions.

## **31. CONFLICTS IN THE CONTRACT DOCUMENTS**

The Contract documents are intended to be complementary and interpreted in harmony so as to avoid conflict. In the event of conflict in the Contract documents, the parties agree that the document providing the highest quality and level of service to the County shall supersede any inconsistent term in these documents.

## **32. FAITH BASED ORGANIZATIONS**

A. Contractor agrees and acknowledges that County may make funds available for programs or services affiliated with religious organizations under the following conditions: (a) the funds are made

available on an equal basis as for programs or services affiliated with non-religious organizations; (b) the program funded does not have the substantial effect of supporting religious activities; (c) the funding is indirect, remote, or incidental to the religious purpose of the organization; and (d) the organization complies with the terms and conditions of this Contract.

B. Contractor agrees and acknowledges that County may not make funds available for programs or services affiliated with a religious organization (a) that has denied or continues to deny access to services on the basis of race, color, religion, ancestry, national origin, sex, citizenship, or known disability; (b) will use the funds for a religious purpose; (c) will use the funds for a program or service that subjects its participants to religious education.

C. Contractor agrees and acknowledges that all recipients of funding from County must: (a) comply with all legal requirements and restrictions imposed upon government-funded activities set forth in Article IX, section 8 and Article XVI, section 5 of the California Constitution and in the First Amendment to the United States Constitution; and (b) segregate such funding from all funding used for religious purposes.

### **33. PRICING**

Should Contractor, at any time during the term of this Contract, provide the same goods or services under similar quantity, terms and conditions to one or more counties in the State of California at prices below those set forth in this Contract, then the parties agree to amend this Contract so that such lower prices shall be extended immediately to County for all future services.

### **34. USE OF PROVISIONS, TERMS, CONDITIONS AND PRICING BY OTHER PUBLIC AGENCIES**

Contractor and County agree that the terms of this Contract may be extended to any other public agency located in the State of California, as provided for in this section. Another public agency wishing to use the provisions, terms, and pricing of this Contract to contract for equipment and services comparable to that described in this Contract shall be responsible for entering into its own contract with Contractor, as well as providing for its own payment provisions, making all payments, and obtaining any certificates of insurance and bonds that may be required. County is not responsible for providing to any other public agency any documentation relating this Contract or its implementation. Any public agency that uses provisions, terms, or pricing of this Contract shall by virtue of doing so be deemed to indemnify and hold harmless County from all claims, demands, or causes of actions of every kind arising directly or indirectly with the use of this Contract. County makes no guarantee of usage by other users of this Contract nor shall the County incur any financial responsibility in connection with any contracts entered into by another public agency. Such other public agency shall accept sole responsibility for placing orders and making payments to Contractor.

### **35. DISBARMENT OR SUSPENSION OF CONTRACTOR**

A. Contractor represents that its officers, directors and employees (i) are not currently excluded, debarred, or otherwise ineligible to participate in the federal health programs as defined in 42 USC § 1320a-7b(f) (the "Federal Healthcare Programs") or any state healthcare programs; (ii) have not been convicted of a criminal offense related to the provision of healthcare items or services but or previously excluded, debarred, or otherwise declared ineligible to participate in the Federal Healthcare Programs or any state healthcare programs, and (iii) are not, to the best of its knowledge, under investigation or otherwise aware of any circumstances which may result in Contractor being excluded from participation in the Federal Healthcare Programs or any state healthcare programs.

B. This representation and warranty shall be an ongoing representation and warranty during the term of this Contract and Contractor must immediately notify the County of any change in the status of the representation and warranty set forth in this section.

C. If services pursuant to this Contract involve healthcare programs, Contractor agrees to provide certification of non-suspension with submission of each invoice. Failure to submit certification with invoices will result in a delay in County processing of Contractor's payment.

### **36. EXECUTION IN COUNTERPARTS**

This Contract may be executed in two or more counterparts, each of which together shall be deemed an original, but all of which together shall constitute one and the same instrument, it being understood that all parties need not sign the same counterpart. In the event that any signature is delivered by facsimile or electronic transmission (e.g., by e-mail delivery of a ".pdf" format data file), such signature shall create a valid and binding obligation of the party executing (or on whose behalf such signature is executed) with the same force and effect as if such facsimile or electronic signature page were an original signature.

### **37. LOCAL EMPLOYMENT POLICY**

Solano County desires, whenever possible, to hire qualified local residents to work on County projects. A local resident is defined as a person who resides in, or a business that is located in, Solano County. The County encourages an active outreach program on the part of its contractors, consultants and agents. When local projects require subcontractors, Contractor shall solicit proposals for qualified local residents where possible.

### **38. ENTIRE CONTRACT**

This Contract, including any exhibits referenced, constitutes the entire agreement between the parties and there are no inducements, promises, terms, conditions or obligations made or entered into by County or Contractor other than those contained in it.

# Solano County

## Solano County Chamber AV Upgrades



**AVI**  **SPL**®

An AV and Video  
Communications  
Provider

**AVI**  **SPL**®

Signal Perfection Limited, Inc. - A wholly owned subsidiary of AVI-SPL, Inc.

9332 Tech Center Drive  
Suite 200  
Sacramento, CA 95826

Fax:  
[www.avispl.com](http://www.avispl.com)

**Prepared By:** John Neal  
[John.Neal@avispl.com](mailto:John.Neal@avispl.com)

**Proposal No:** 274054-4



## Executive Summary

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AVI-SPL is pleased to present you with the following audiovisual solutions proposal for your project.

At AVI-SPL, we are experts in applying the industry's most advanced audiovisual technologies. We translate this expertise into value for our clients through highly-customized systems integration solutions, equipment sales and services. We are proud to serve as the industry's largest global integrator, delivering comprehensive AV technology, presentation and collaboration solutions worldwide.

With nearly 40 offices nationwide, as well as international locations in Canada, United Kingdom and Dubai, AVI-SPL's Systems Integration Division is the largest and best trained in the industry, providing custom design and installation services for meeting rooms, boardrooms and collaboration spaces, network operation centers, government commission chambers, computer classrooms and distance learning facilities. We also provide incredible audiovisual enhancements to venues such as sports stadiums, casinos, theme parks, museums and houses of worship. Our portfolio also includes more than 40 professional sports stadiums and arena installations.

As part of our many levels of differentiation when compared to our competitors, large and small, is AVI-SPL's commitment to the professional development of our engineering technical staff. We accomplish this by holding our staff accountable to the highest quality solutions delivery standards that we reinforce through ongoing and consistent training.

In addition, we have established an open feedback loop with our customers and partners to continuously assess and identify the best technology and solutions.

We have applied this experience and expertise to build this custom proposal. This proposal document is based on our understanding of your specific needs and business objectives and includes a summary of the solution elements, installation requirements, investment summary and terms and conditions.

We would like to thank you for considering AVI-SPL for your project.



## The AVI-SPL Process

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AVI-SPL has developed a comprehensive integration process designed to meet our customer expectations. Our process begins with system design and carries through to post-installation training to ensure technology adoption. Our goal at AVI-SPL is to work with you every step of the way to ensure that your project is completed within scope, on schedule and within budget.

### Proposal and Systems Design

AVI-SPL will conduct an initial detailed consultation and needs analysis with key customer stakeholders to gain a thorough understanding of needs, objectives and success criteria. This information is used to develop a proposed system solution for acceptance. This step provides Account Management and applicable Engineering Design support the ability to design a technically sound and functional solution where we will:

- Verify initial design concepts through examination of the desired capabilities, architectural and environmental considerations.
- Define scope of work criteria.
- Select the appropriate equipment, hardware and software to allow system design performance.
- Provide any value engineering and performance enhancement recommendations.

The result of the proposal and systems design phase is a system designed specifically to meet the requirements that are unique to your application.

### AVI-SPL Project Delivery Process Flow

Upon award, the project is turned over to the AVI-SPL Project Integration Team. This phase is critical in ensuring a seamless integration of the specified system. During project delivery, the AVI-SPL System Integration (SIG) Operations Workflow contains distinct process steps start to finish upon award as noted below.

During project delivery AVI-SPL will (as applicable to the specific project):

- Complete internal and external kick off requirements to review:
  - Scope of Work and Design
  - Contract Parameters, including Terms and Conditions
  - Stakeholder Reporting and Communication
  - Schedule (including all WBS project tasks and timelines)
  - Submittal requirements
  - Procurement Plan
  - Risk Identifiers
  - Site Safety and Security
  - Change Management Procedures
  - Acceptance Test Plan Parameters
- Create all final construction/field coordination requirements including:
  - Floor, reflected ceiling, riser diagrams and furniture requirements.
  - AV Design drawings including audio/video/control signal flow and equipment rack elevations.
- Provide a user interface design requiring client sign off; this is a critical project success factor without it additional charges may apply.
- Create the source code for the system based on the design as agreed upon.
- Test and Commission AV systems in AVI-SPL shop, based upon acceptance test plan parameters.

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- Complete all field installation of cable and equipment, based on project scope and schedule requirements.
- Test and Commission the completed system in the field, based upon acceptance test plan parameters.
- Document and address any punch list items, upon client inspection, following final commissioning.
- Demonstrate full operation of the system to the Customer and train the Customer support staff on the proper use, care and basic troubleshooting of the systems provided.
- Provide final close out (as-built) documentation including:
  - As-Built Drawings
  - Final Acceptance Test Plan Document
  - Programming Source Code
  - Project Serial Numbers and Equipment information
- Acquire the applicable sign off on system for final invoicing and start of the applicable service term.

During project delivery the Customer will:

- Adhere to any client required tasks/milestones as noted in the agreed to project schedule.
- Coordinate with AVI-SPL regarding any network requirements and information.
- Provide any and all the Customer logos and specific color requirements for the control system user interface.
- Sign-off on the user interface design.
- Upon completion of the system installation and testing, inspect the system and provide conditional and/or final acceptance of the system, based upon the agreed upon scope of work.
- Provide final sign off of the system upon completion.

## Project Coordination and Site Installation:

AVI-SPL will designate a Project Manager, who will be the main contact for directing and managing all project coordination with all project stakeholders; both externally and internal to the AVI-SPL project team.

The AVI-SPL Project Manager is responsible for attending project calls/ meetings for the project duration and consistent communication. AVI-SPL is committed to keeping you informed from the beginning to the end of your project. Initial communication will include contact information and organization of the AVI-SPL team that will be working with you. Shortly thereafter, you will begin receiving project status reports from the technical project team member responsible for routine contact throughout the entire project.

The onsite installation effort is coordinated by the Project Manager and Lead Installer. The Lead Installer will be on site directing the installation teams. Prior to delivery and installation of pre-assembled systems, AVI-SPL will field verify conformance of installed cabling and other conditions necessary to assure efficient integration of systems and devices. The Project Manager will determine the correct resources required for the specific installation tasks. In cases where AVI-SPL will utilize vetted and approved subcontractors on the project, the Project Manager and Lead Install provides proper supervision to ensure policies and procedures are being adhered to.

All installation work is thoroughly checked prior to 'turn on'. Errors or problems are corrected as detected and all equipment is adjusted for optimal performance in accord with the project specifications. By adhering to strict engineering policies and standards, the final punch list for projects of this type is typically limited to just a few items.

- Adherence to our quality assurance program.
- Installation of fully tested and "burned in" electronic hardware.
- Termination into fully tested and verified cabling and far end connections.

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- Correcting site specific problems as they are detected.

The Customer shall provide an environment that is 'clean and ready' to receive the equipment and services described herein. The environment shall be secure and free of dust, debris and conditions that might prove detrimental to the equipment provided or personnel on site.

Customer required or provided items (Owner Furnished Equipment - "OFE") and client required scope are detailed in this proposal. Any charges for return trips required of AVI-SPL based on insufficient or incomplete client milestones/deliverables will be the responsibility of the Customer.

The Customer must provide an internal IT contact to assist with any network coordination where required.

## Change Management

The AVI-SPL change management process provides a mechanism for changes to the agreed upon scope of work of the project. Change requests can be initiated by authorized client requestors to the Project Manager of record at any time. Unless otherwise indicated, the AVI-SPL Change Management Process includes the following stages:

- Client requests a specific change
- AVI-SPL reviews change request compared to approved Scope of Work for potential impact of:
  - Budget
  - Schedule / Time
  - Programming / Function
- AVI-SPL provides written change order response / proposal
- Client executes approval of proposed change order
  - A formal change to contract / purchase order (if applicable) required.
- AVI-SPL proceeds with applicable performance requirements of change order (equipment order, resource time and appropriate scheduling)

All change requests must be made in writing or discussed with the Project Manager of record by the Customer (or client representative with authority to approve changes of agreed upon scope of work) for review and impact considerations. Written authorization to proceed, which may include formal changes to the contract or purchase order, must be provided to AVI-SPL prior to the release of any resources, time or equipment acquisition for a requested change order.

Project Managers may also leverage the change management process to notify the Customer of necessary change in system components or design if required.

## Training, System Turnover and Project Completion

An integral part of the delivered system is user training. AVI-SPL is committed to providing you with clear and concise instructions on the use of each system. Training and associated documentation will provide operational and maintenance personnel with information to support the daily use of the system. This training will consist of demonstration, instruction and hands-on experience with each system.

System Turnover will occur when all user training has been completed and the users have obtained beneficial use of the systems. At this point, AVI-SPL will request client sign off on the provided systems. Conditional Project Sign-Off will apply if outstanding punch list items exist. AVI-SPL will set forth a plan to address these items accordingly.

Project Completion will occur when all outstanding punch list items are complete and all As-Built documentation has been provided to the Customer in the decided upon delivery method including; Project drawings, functional system diagrams, applicable equipment lists, back up control system and DSP code. At this time, Final Project Sign-Off will be requested.

## Customer Care Services

AVI-SPL's Customer Care Service Programs help Customers achieve maximum return-on-investment for installed collaboration technology investments. With the industry's largest technical help desk, flexible service levels, global field support, and more than thirty years' experience with over 700 manufacturer technologies – AVI-SPL has a support solution to meet a variety of needs and budgets. AVI-SPL illustrates its commitment to service excellence by delivering its support in accordance with ITIL best practices, managing formal customer satisfaction programs, articulating and measuring performance to defined service objectives, and committing to continuous service improvement.

Customer Care Service Programs offer unlimited access to the AVI-SPL Help Desk. Whether engaging with an end user of the technology or a collaborations systems administrator, the Help Desk personnel are trained to provide the appropriate experience. AVI-SPL understands that support needs vary by technology, location, or even room. Customer Care support options can be tailored to fit these specific needs. The following table summarizes AVI-SPL's primary offers:

Customer Care Support Features	Office Warranty	T&M Only	Preferred	Preferred On-site	Exclusive On-site
24x7 Global Help Desk Support	✓	Billable	✓	✓	✓
Web Portal Access	✓	✓	✓	✓	✓
Service Level Guarantee (see SLA by type)	None	None	✓	✓	✓
Onsite Tech Dispatch	✓ Included as required	Billable at non-contract rates	Billable at reduced contract rates	✓ Unlimited	✓ Unlimited
Assigned Service Management	Not available	Not available	Not Available	Not Available	✓
Available Terms	90 Days	None	1 or 3 year	1 or 3 year	1 or 3 year
In Manufacturer Warranty Support	✓	✓	✓	✓	✓
Out of Manufacturer Warranty Support	Billable	Billable	Billable	Billable	Billable
Consumables Replacement	Billable	Billable	Billable	Billable	Billable

**Table 1: Advanced parts replacement and warranty repair subject to manufacturer's policies and programs**

### 90-Day Office Warranty

All projects performed by AVI-SPL are provided a standard 90-day warranty on all workmanship from date of project completion. 90-Day Office Warranties cover any defects in the installation or craftsmanship portion of a professional audio visual (ProAV) integration project. Details of 90-Day Office Warranties include:

- **Warranty Parts Repair/Replacement:** Some equipment may be repairable or replaced under the manufacturer's Warranty policy. The local AVI-SPL office responsible for the project will assist the customer to arrange return of the defective equipment to the manufacturer for service/replacement. Components and materials carry the manufacturer's warranty
- **On-site Service/Response:** An AVI-SPL service technician will be scheduled to be dispatched from the local AVI-SPL office to the Customer location once a problem has been reported to the AVI-SPL Help Desk or to the local AVI-SPL office responsible for the project.
- **On-site & Remote (phone) Support** is covered during normal business Hrs. (M-F, 8A-5P, excluding holidays)
- 90-Day Office Warranties are maintained by the local AVI-SPL office

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**Time & Materials Only** – Upon the expiration of the 90-Day Office Warranty, remote technical phone support services and web portal access are still available but do not include a service level guarantee. If escalated to a remote specialist for advanced support, additional non-contract specialist support hourly time and materials charges apply. Any required onsite technical dispatch will be billed at standard non-contract time and materials rates. Out of manufacturer warranty support and consumables replacement are subject to additional billing.

**Customer Care Preferred** – Provides remote technical phone support services, facilitation of manufacturer repair or replacement programs, and access to manufacturer published software updates and upgrades for covered assets. Also includes access to an online portal for incident reporting and annual business reviews. Remote technical phone support services are available 24x7x365. Onsite Field Technician dispatch services are optional and billable.

**Customer Care Preferred Onsite** – In addition to all items covered in Preferred, also includes Onsite Field Technician dispatch services available Monday through Friday from 8 AM to 5 PM local standard time excluding AVI-SPL published holidays.

**Customer Care Exclusive Onsite** – In addition to all items covered in Preferred Onsite, Exclusive On-site provides advanced support services for all covered assets including assigned Customer Service Manager, direct access to Tier II phone support services, proactive version control, configuration change management support, equipment re-location support, advanced account reporting, trend analysis, quarterly account reviews and up to two (2) hours of remote device administrator training for covered assets. **Requires all covered assets be covered at as part of the Customer Care Exclusive program.**

## The Support Process

To ensure your need for assistance is resolved as quickly as possible, we follow a process that tracks calls and guides them through steps that lead to a successful resolution. Below is our three-tier process:

Tier 1 Help Desk		
<ul style="list-style-type: none"> <li>Log Call &amp; Identify Coverage Level</li> <li>Check equipment for status/errors</li> <li>Perform diagnostics</li> <li>Adjust settings as required</li> <li>Escalate to Tier 2 if required</li> </ul>	Tier 2 Help Desk	
	<ul style="list-style-type: none"> <li>Perform root cause diagnostic</li> <li>Attempt Remote Repair</li> <li>Order replacement components (if applicable)</li> <li>Schedule parts delivery</li> <li>Dispatch Technician</li> <li>Escalate to Level 3 if required</li> </ul>	Tier 3 Help Desk
		<ul style="list-style-type: none"> <li>Escalate to Manufacturer</li> <li>Work with Manufacturer</li> <li>Implement Fix</li> <li>Close Case</li> </ul>

AVI-SPL will provide an Average Speed of Answer (ASA) of 60 seconds for support calls and will respond to email or web portal-originated service requests within four (4) hours Monday through Friday, 8 AM to 5 PM local standard time excluding AVI-SPL published holidays.

When applicable, AVI-SPL will provide a two business day onsite response following the Help Desk's determination that a dispatch is required for incident remediation. All onsite activity will be scheduled Monday through Friday, 8 AM to 5 PM local standard time excluding AVI-SPL published holidays.



## Optional Services

### Preventative Maintenance Visits

As a complementary option to its primary offers, Preventative Maintenance Visits offer the comfort of knowing installed technology is professionally maintained to ensure equipment runs as smoothly and effectively as when it was first installed. Preventative Maintenance Visits include onsite field technicians to perform regular testing, cleaning and configuration validation based on a best practice preventative care regiment keeping systems in optimal operating condition. Visits can be scheduled on a Quarterly, Bi-Annual, or Annual basis with scheduling flexibility on a room-by-room basis. All preventative maintenance visits are coordinated with local contacts to ensure maintenance activity does not interfere with scheduled use of the space. Each visit includes a standard preventative maintenance checklist, documentation of completion and recommendations where field technicians observe opportunity to enhance reliability, features, security or ensure configuration standards compliance.

### Third Party Call Consolidation Services

Third Party Call Consolidation Services are an optional add-on service. This service provides consolidated remote technical phone support services, third-party incident management and ticketing services for covered assets. Third party contract information and / or Letter of Agency are required to enable AVI-SPL to act on Customer's behalf.

## Project Scope

### Overview

The AV Systems will provide Visual Displays for presentation support of Laptops & PC's, and feeds to and from the Production System. Dais positions will have video preview, audio muting, Request To Speak (optional), and voting capability. The Staff & Clerk positions will have access to rack mounted Presentation PC. The Chair and Clerk positions will have control over an on-screen Speaker Timer System.

The audio system will be upgraded to provide more gain before feedback. Existing speakers will be reused and supplemented with one new speaker over the Chairman. Audio upgrades will include new microphones, processing, and amplification.

The system may be fully controlled from the Clerk station and the Production Control Room.

The Production System will be updated with new Cameras, Monitors, Switching System, Recoding Systems, and Control.

The County would also like to update the adjacent Board Conference Room A109.

In a Phase 2 at a later date, the County would like to install dual 2x2 Video Walls in a custom tilting mount.

Requested Options include:

- Feed for Owner Furnished Standard Definition DVD Recorder
- Audio Recording System
- Video Recording/Streaming System
- Media Player for Remote Sites

### Scope of Work / System Description

(OFE = Owner Furnished Equipment)

#### □ **Display Systems** (Phase 1)

The Display Systems include:

- OFE Projectors and Screens
- Two 65" Displays in Prefunction Room A101 & Lobby A100
- Seven 15" Touch Panel Monitors for the Board
- One 22" Touch Panel Monitor for the Clerk
- One 22" Touch Panel Monitor for the Production Room
- One 17" Presentation PC Preview Monitor at the Staff Table



### Main Displays – Existing Video Projection System

- For Phase 1, we will reutilize the existing Video Projection System.
- Phase 2 will include two 2x2 Video Walls. These will be installed later in the year when time better allows for planning, preparation, and implementation. Full description is listed at the end of this proposal.

### Other Displays

#### ○ Lobby/Prefunction

- Two NEC 65" Displays will be mounted in the Lobby and Prefunction Rooms replacing the existing Plasma Displays.
  - These will get new wall mounts since the old mounts are part of a discontinued line that utilized custom interface plates that are no longer available.
  - These have built in speakers that may be used in the Lobby if desired.
  - The Prefunction Area has ceiling speakers so the display speakers would not be needed in there.



#### ○ 15" Touch Panels

(8) Black Crestron TS-1542-C 15.6" Touch Panel Monitors will be provided for Preview, Control and Voting.

- 7 panels (bases included) will be positioned in the existing Dais wells for the Board Members
- 1 extra will be provided for use as a Spare



Board users may sit where they wish and select their name from a list. Meeting types may be preconfigured with member names, chairman ID, (Co-Chair ID is available), and stored for as many meeting types as desired. The Chairman may have a Request To Speak queue management. Individual Board members may utilize the Request to Speak or simply turn on their Microphone at any time. The Chairman will also be able to see who has turned on their microphone.

Aside from Microphone Muting, Request To Speak, and Voting Functions, these Touch Monitors will have a video window which will pop up when media is available. Members may also select to view the Broadcast signal, or both side-by-side.



- **22" Touch Panels (Full System Control)**
  - (2) Black Crestron TSD-2220B 21.5" Touch Panel Monitors will be provided for overall system control at the Clerk & Admin positions.
    - The clerk's panel will be mounted on the existing monitor arm
    - The Production panel will be mounted to the control console
    - See Control System for detailed description of capabilities
- **Clerk's Agenda PC & Monitor**
  - The existing Agenda PC and monitor will remain at the Clerk position.
- **17" Presentation Preview/Confidence Monitor**
  - (1) NEC 17" Video Monitors will be permanently installed at the Staff position for purposes of viewing the Presentation PC. The clerk will have the ability to enable this monitor before the signal is sent to the room display to allow the users to prepare.
- **Presentation Video Inputs**
  - This section identifies the computer and media inputs that will be available for display.
  - 1) Presentation PC
    - This PC will be provided by, and maintained by the County.
    - The PC will be mounted in the Equipment Rack
    - USB 2.0 ports will be available at the Clerk & Staff locations for use with Keyboards, Mice, presentation tools and USB storage devices (see Cable Cubby section for details on available USB ports)
  - 2) Clerk Laptop
    - HDMI (or Display Port, mini-Display Port and other signals with adapters)
  - 3) Staff Laptop 1
    - HDMI
    - VGA/Audio
  - 4) Staff Laptop 2
    - HDMI
    - VGA/Audio
  - 5) Lectern Laptop
    - HDMI
    - VGA/Audio
  - 6) Crestron AirMedia – County
    - This virtual input will be available to users on the County network
  - 7) Crestron AirMedia – Guest
    - This virtual input will be available to users on the Chamber Guest Wi-Fi network

- **Laptop Inputs** will be available at the locations as noted above. Small Plates will be mounted in the existing Cable Cubbies with HDMI, VGA, and Audio connectors as listed. We will provide the following cables and adapters to facilitate hard connections to Laptops:
  - (2) 6' HDMI ultra flexible cables
  - (2) 12' HDMI ultra flexible cables
  - (1) 6' VGA w/Audio ultra flexible cable
  - Note: Any new or existing Owner furnished cables may also be used
  - We will also provide a ring with the following adapters available:



### Lectern Presentation Tools

Four USB 2.0 Receivers will be connected to USB 2.0 Transmitter at the Presentation PC in the Equipment Rack.

- A 4-port Receiver/Hub Plate will be mounted in the Clerk and Staff Cubbies to allow for wired Keyboards and Mice, or USB storage drives.
- USB Receivers will also be installed under the staff table and under the Lectern with Bluetooth Receivers connected to the presentation tools described below.

We will provide two sets of the following tools preconfigured for use at the Lectern and Staff Table. Should any of these parts be lost or damaged, the second unit of any of these may easily be reassigned to the other position.

- Logitech K800 wireless Keyboard
- Logitech Anywhere Mouse (works on any surface)
- Logitech R400 Presenters Remote



❑ **Cable Cubby Remodel**

This section identifies the modules that will be installed in each of the existing Cubbies. Any existing modules not listed will be removed.

- Clerk position (shared with Board member 7)
  - Existing 120V Power Outlet
  - Dual USB Power ports for charging portable devices
  - HDMI Input
  - 4-port USB Hub to PC
  - Existing Dual RJ45 Network Jacks
- Board positions (Typical of 3 Cubbies - 1/2, 3/4, 5/6)
  - Existing 120V Power Outlet
  - Double Space Blank
  - Dual USB Power ports for charging portable devices
  - Single Space Blank
  - Existing Dual RJ45 Network Jacks
- Staff positions (Typical of 2 Cubbies)
  - Existing 120V Power Outlet
  - Existing VGA/Audio Input
  - HDMI Input
  - 4-port USB Hub to PC
  - Existing Dual RJ45 Network Jacks
- Lectern position
  - Existing 120V Power Outlet
  - Double Space Blank
  - HDMI Input
  - Existing VGA/Audio Input
  - Existing Dual RJ45 Network Jacks



**Crestron AirMedia**

Two Crestron Air Media Units will be provided. Note that the AirMedia actually has NO wireless capabilities built-in. It connects via a LAN cable. IP address and temporary 4 digit access number appear on screen. Users enter the IP address into their laptop's web browser. They will be prompted for the current 4-digit access code. The two units will have no Network connection between them. They are isolated.



One will be connected to the County LAN.

A second AirMedia module will be connected to the Public Guest Wireless access. County IT will be responsible for providing WAP access in the room and LAN feed to the AirMedia unit.

- **Video Wall Display Processor (for Vote Tally & Speaker Timer)**
  - The Voting System (described later) has a Tally Results display processor that has its own input into the system. This is a video processor that will allow the Control System to identify vote results and display them on an opaque background, or, if desired, on top of other video images.
  - The same processor will be used overlay the Speaker Countdown Timer (described further in the Control Section) at the top of the Video Wall image. The time will start in green text, change to yellow as it gets near the end of time, and flash red after it reaches zero. It will continue to count up while flashing after that.
- **Dual Image Video Processor (for side-by-side Broadcast & Presentation)**

A video processor will be provided that will provide the Broadcast and Presentation signals side-by-side. Any Board member, Clerk, or Production Operator may select this image at any time.

#### **TV Tuner**

We will provide an HDMI Video Input for an Owner Furnished TV Tuner.

#### **PC-based Soft-Codec**

We will provide 2 HDMI Inputs for an Owner Furnished PC that will be dedicated to software based video conferencing (such as Skype, GoToMeeting, Zoom, etc.). Web Conferencing without outgoing audio (GoToMeeting, WebEx, etc) may be done on the Presentation PC. The first output of the PC will be used by the operator for Windows and Application setup. The operator will drag the VTC window into the extended desktop window (output 2) for display within the Boardroom.

#### **□ Video Routing**

This section identifies the electronic switching systems that will be provided to allow routing of the Video Inputs to the Displays and for Broadcast. This is separate from, but integrated with the Production Switching System.

- A Crestron Digital Media Switching System will be installed to allow any source to be routed to any display or destination.
- The Crestron DM Matrix Switcher supports up to 32 inputs and 32 outputs, although it will be configured only for the defined sources and destinations at this time. Additional input and output modules may be added later as field upgrades.
- All analog video sources (such as a Laptop VGA output) will be converted to digital signals and will remain digital all of the way to the display.
- The Switcher will include a Redundant Power Supply to allow the system to automatically continue operating even if the primary power supply should ever fail.

- **Video Inputs**
  - 1) Presentation PC
  - 2) Clerk Laptop
  - 3) Staff Laptop 1
  - 4) Staff Laptop 2
  - 5) Lectern Laptop
  - 6) Air Media – County
  - 7) Air Media – Public
  - 8) TV Tuner (OFE)
  - 9) PC #1 or Digital Signage for Lobby/Prefunction (OFE)
  - 10) PC #2 or Digital Signage for Lobby/Prefunction (OFE)
  - 11) VTC Soft-codec PC Output 1 (OFE)
  - 12) VTC Soft-codec PC Output 2 (OFE)
  - 13) Production Feed (Broadcast signal)
  - 14) Graphics PC (for use by Production Switcher to display titles & other graphics)
  - 15) Video Wall Display Processor (for Voting & Speaker Timer)
  - 16) Side-by-Side Video Processor (for Broadcast & Presentation)
  - 17) Video Recorder Confidence signal (for use by Production operator)
  - 18) Spare HDMI Input Module
- **Video Outputs**
  - 1) Board Touch Monitor 1
  - 2) Board Touch Monitor 2
  - 3) Board Touch Monitor 3
  - 4) Board Touch Monitor 4
  - 5) Board Touch Monitor 5
  - 6) Board Touch Monitor 6
  - 7) Board Touch Monitor 7
  - 8) Clerk Touch Monitor
  - 9) Staff Presentation Monitor
  - 10) Main Display 1
  - 11) Main Display 2
  - 12) Prefunction Monitor
  - 13) Lobby Monitor
  - 14) Production Touch Monitor (Primary System Control)
  - 15) Presentation Feed to Production Switcher
  - 16) To Video Recorder/Streamer (Owner Furnished or new Optional unit)
  - 17) To Standard Definition Recorder (for existing DVD Recorder) (Optional)
  - 18) To Main Video Wall Processor
  - 19) To Side-by-Side Processor
  - 20) Spare 8G/HDMI Output
  - 21) Spare 8g (CAT) module output 1
  - 22) Spare 8g (CAT) module output 2
- Ultra-wide bandwidth CAT type cables will deliver digital signals to receiver modules at the displays.

❑ **Audio System**

The audio system includes the microphones used to pick up speech as well as all of the processing and amplification to send the audio to the speakers and to the production system for recording and transmission.

- 14 new gooseneck microphones will be provided.
  - (12) 23" RF shielded Gooseneck microphones for Dais.
    - Mute function may be controlled at the Flip Lid Base, on the Board member Touch Screen, or from any Master Control Touch Panel in the System.
  - (2) Spare 23" RF shielded Gooseneck Microphones
  - We will reuse the existing gooseneck microphone with desktop stand.
- 13 Black flip lid mic jacks will be provided for the microphones.
  - The Jacks at the Board, Clerk & Staff positions will include switch/with bi-color LED.
  - The microphones may be turned on & off from the button on the flip lid plate or from the Touch Panels.
  - When the mic is off, the LED will be red.
  - If a Board Member presses "Request to Speak" on the Touch Panel, the LED will turn yellow.
  - When the Mic is turned on by the Board member or by the Chair acknowledging the "Requesting to Speak", the LED turns green.
  - Note that any member may immediately turn on their mic without using the "Request to Speak" system. In other words, Parliamentary Procedure is optional but provided to allow members to alert the chair to their desire to speak without interrupting flow.





- A 4-channel wireless receiver will be installed. We will provide three Handheld and 3 Lavalier Transmitters. You may use any 4 Transmitters at one time.
- A Biamp digital audio processing system will be provided to support all microphones, sources and destinations.
- The existing ceiling speakers and amplification will be reused.
- One new speaker will be added above the Chairman area to better fill the Dais area.
- A distribution feed will be provided at a new press feed plate with 4 outputs
  - Exact location of plate to be determined
  - A new Transformer isolated 6-output Distribution Amplifier will be installed to support the Press Feed jacks in the room.
- A new Williams Assistive Listening System will be provided to meet the requirements of the Americans with Disabilities Act. It will include 12 Receivers with ear speakers, and 4 neck loops. We need to identify the room occupancy and make sure we have enough receivers to support 4% of the audience.



□ **Option - Audio Recorder**

- We are providing an option for a digital audio recorder will allow recording of proceedings directly to Flash Media, USB, and Network Storage in MP3 format.
  - Allows for automatic upload to network storage at end of recording
  - Allows for real time marking of index points to simplify location of a particular part of meeting when reviewing recordings



❑ **Control System**

The control system provides the means for the clerk and production operator to control the AV System and allow for voting. This includes the Touch Panels, programmable processors, and interface electronics so the processors can “talk” to the various AV devices.

- A new Crestron Processor will be installed to perform all functions described and will interface to the Digital Media Distribution System.
- Each of the seven 15” Touch Displays on the Dais will have preview control (presentation media, broadcast), Request to Speak, and voting capability.
- The Clerk and Production panels will have any desired control capability except the ability to vote. Only the Clerk can open and close voting.
- The Chairman Screen will have the ability to see who has turned on their microphone.
- A button will be provided for Clerk attention request from any Board member.
- A video processor will be provided with appropriate programming to provide a vote result output which may be sent to the video wall displays, Board member Touch Monitors, and to the Broadcast feed.
- Control interfaces will be included to allow the Microphone pushbuttons to have the control functions described above.
- A Web Accessed Meeting Editor will allow a clerk or other administrators to add meeting types and a listing of its members’ names, and their Chair/Co-Chair status.
  - Co-Chairs can take over Request To Speak and Timer Controls
- We will include the same control of the existing Lighting that you have now.

❑ **Logo Media Player**

- We will provide a Logo media Player that works in conjunction with the Meeting Editor software. A Logo can be assigned to each meeting.
- This includes the capability to take a logo that has been prepared with multiple degrading levels of color (to gray). For example, when a meeting starts, the department Logo is displayed on the wall in full color for a preset amount of time and then slowly degrades to washed-out gray. This keeps logos from being burned into the video wall or from being too distracting.



❑ **Production System**  
**Cameras**

- We will provide 5 new Vaddio Roboshot 30 Pan & Tilt Cameras. These were chosen for their ability to zoom in far enough to properly frame a head from the back of the room. All 5 cameras were made the same to allow for complete freedom of interchange should one fail.

Each camera will have a CCU (Camera Control Unit) with a capability of quickly recalling 3 presets. This will be needed because the room has windows which will mix Daylight with the light from the Chamber lighting fixtures. These create varying color temperatures of the subjects being lighted (such as the Board members.) The CCUs will provide the capability to compensate for these variations between night & day.



**Camera Locations**

- Center Back of Room for wide shot of Dais and Chamber
- Rear Left Back of Room for close up of left side of Dais
- Rear Right Back of Room for close up of right side of Dais
- Behind dais for view of Staff Table
- Behind Dais for view of Lectern

**Video Switcher**

The Video Switching System was selected keeping in mind the need to handle the entire production with a single operator. The Vaddio ProductionView HD SDI MV offers options and capabilities unavailable with any other system.

- 6 Video Channels for the 5 cameras and one graphics source
- Seamless Switching or Dissolve with full synchronization
- Ability to insert a Picture inside Picture so that a camera shot of a Presenter at the Lectern or staff table can be positioned inside a view of the Dais or in the corner of a Laptop presentation.
- Ability to overlay graphics or titles at the bottom of the screen
- Integrated Camera Control (Pan/Tilt/Zoom w/12 presets)
- Ability to be controlled from a Vaddio TeleTouch 22" MultiViewer Monitor



### TeleTouch 22" Monitor

The ProductionView Switching System has a MultiViewer Output that displays the following:

- Program and Preview signals (what is being Broadcast and what is being prepared to be sent next)
- Smaller images of each of the 5 cameras and the Presentation or graphics source,
- 12 thumbnails of camera presets (this may be any input or camera at a specific position and zoom)
- 4 control buttons in the lower right corner



### **Graphics PC**

- The County will supply a Graphics PC with 2 Video Outputs and Microsoft PowerPoint. This will be used, utilizing templates provided, to create titles that may be overlaid at the bottom of the screen. This will be Input 6 to the Switcher. The cameras are Inputs 1 through 5.

### **Manual Operation**

- A user can simply touch a camera image (let's say "Input 2" and that camera will become the "Preview" signal. They can press it again or press one of the control buttons in the corner to change to the broadcast "Program" signal to Camera 2.
- The operator may store up to 12 Presets for each camera. For your Chamber, they might set up the following presets:
  - 1) Center Rear Camera – Wide shot of whole Chamber
  - 2) Center Rear Camera – Wide shot of whole Dais
  - 1) Left Rear Camera – close-up of Board Member 1
  - 2) Left Rear Camera – close-up of Board Member 2
  - 3) Left Rear Camera – close-up of Board Member 3
  - 4) Left Rear Camera – close-up of Board Member 4/chairman
  - 1) Right Rear Camera – close-up of Board Member 5
  - 2) Right Rear Camera – close-up of Board Member 6
  - 3) Right Rear Camera – close-up of Board Member 7
  - 1) Left Dais Camera – close-up of Staff Position
  - 1) Right Dais Camera – close-up of Lectern

The operator then need only select the associated camera and the thumbnail representing the shot they want and it will recall that shot. Then they can press "Fade" and the image will dissolve from the current camera to the new camera. Typically, one of the middle camera wide shots would be used when no one has continuous conversation.

❑ **Option - Video Recorder/Streaming Encoder**

As an option, an Extron SMP 351 Recorder/Encoder can be provided and connected to the system to record the production to an internal hard drive and/or external USB Drive. The mp4 file may be automatically uploaded to a Server after the recording stops. The model specified includes 80GB of internal storage which will easily cover at least 16 hours of recordings. Depending on selected quality levels, it may be MUCH more.



The SMP 351 may also be used to stream the signal in real time to a contracted streaming service provided for access by the public. Many public entities are beginning to use YouTube because it is free. See Toronto or City of Santa Rosa example below or easily search for hundreds of others:

<https://www.youtube.com/channel/UCfe2rzOnQzgEDvNzRRPUJsA>

<https://www.youtube.com/user/CityofSantaRosa/playlists>

Youtube does offer free closed captioning utilizing software based speech to text conversion, but they make no claims about the reliability of the transcriptions.

Caption Sync is a service available to perform a higher quality conversion. But you have to send them complete files and they return the stream file with Closed Captioning added. You may then post those files to the Internet.

<http://www.automaticsync.com/captionsync/>

❑ **Option – Media Player for Remote sites**

We understand that some municipalities that you interact with will not be able to handle the streaming file. We can provide a Media Player with HDMI out and help them connect it to their system – AS LONG AS their system supports High Definition video.

❑ **Option – Feed For Owner Furnished DVD - Recorder**

And some entities may not be able to support an MP4 Digital File even if you provide a Player for them. We have provided an option for you to retain use of your standard definition DVD-Recorder. We will provide a converted feed from your new HD system to the DVD-R.

❑ **Equipment Cabinet**

- The existing racks will be reused.
- Each bay will get Power Distribution and a fresh Power Conditioner
- A 4 Channel Audio Monitor will be provided to monitor key audio signals



- We will mount 3 Monitors across the Console for the Operator
  - The Left Bay rack will have a 17" Monitor for the County furnished Windows PC for the Production Titles and Graphics
  - The Left Bay counter will have the Keyboard & Mouse for the Production Graphics PC
  - The Center Bay Rack will have the Crestron 22" Monitor for AV System Master Control
  - The Center Bay counter remains uncommitted at this time
  - The Right Bay rack will have the 22" TeleTouch Monitor for the Production System
  - The Right Bay Counter will have the ProductionView Switcher



❑ **Conference Room A109**

**Display**

We will update the Display with the same model NEC 65" display that we will be using in the Lobby and Prefunction Rooms.

**Video Input/Switching**

We will install a Crestron HD-MD-300 Presentation Switching System.



The Input Plate supports HDMI and VGA/Audio. We will mount the plate on the wall under the display.

We will also provide a Crestron Air Media and connect it to the second HDMI on the HD-MD-300 Receiver.

**Control**

**Wall Switch for Power and Volume**

We will provide a wall plate button control to allow power control of the display and volume control of the display's speakers.



## PHASE 2 – Date TBD within 1 year

### Main Displays – Quad 55” Display Array (110” Diagonal)

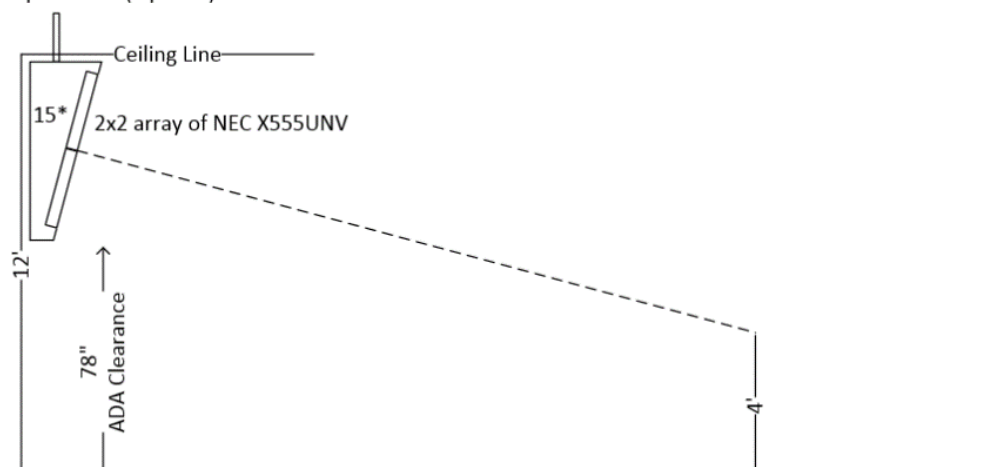
- Two 110” Flat Panel Video Display Arrays will be positioned on the left and right flanking walls. Each array will be made up of 4 NEC X555UNV with 1080P (1920 x 1080) resolution.
  - The bottom will be at least 78” above the finished floor in order to meet ADA requirements.
  - We will include an NEC Overall Bezel Kit
  - We will include a calibrator to make sure all displays are matched in color and brightness. This will remain on site as a service tool as needed for maintenance.
  - We will include a Human Sensor Accessory which allows the individual displays to be configured or adjusted. This will remain on site as a service tool as needed for maintenance.



### Custom Mounting Frames

- We will provide a custom mounting structure prepared by Custom Display Solutions (<http://www.cds4av.com/category/4/Display-Mounting-Solutions/>)
- This ceiling mounted structure will provide a 15° tilt to minimize or eliminate reflection of ceiling lights appearing on the video image.
- We will coordinate with the County Architect, Electrical and other trades as necessary to allow for proper structural mounting from the Chamber structural ceiling.

1.5" NPS Pipe Mount (2 points)



## System Costs

The costs estimated include the provision of equipment, hardware, cable, connectors, and all systems engineering, project coordination, field installation labor as required to provide complete and operating systems as described above.

Cost Summary	Equipment	Shipping	Sales Tax	E-waste fees	Labor	Service Agreement	Total
Base System	\$ 151,573.12	\$ 3,835.22	\$ 13,015.45	\$ 27.00	\$ 78,550.00	\$ 7,244.30	\$ 254,245.09
Production System	\$ 40,396.39	\$ 323.53	\$ 3,410.29	\$ 6.00	\$ 8,410.00	\$ 1,927.51	\$ 54,473.72
<b>Grand Total - Base System</b>	<b>\$ 191,969.51</b>	<b>\$ 4,158.75</b>	<b>\$ 16,425.74</b>	<b>\$ 33.00</b>	<b>\$ 86,960.00</b>	<b>\$ 9,171.81</b>	<b>\$ 308,718.81</b>
Option - Feed for Owner Furnished DVR	\$ 1,279.74	\$ 52.94	\$ 111.61	\$ -	\$ 1,050.00	\$ 67.23	\$ 2,561.52
Option - Audio Recorder	\$ 546.15	\$ 25.88	\$ 47.91	\$ -	\$ 1,547.50	\$ 28.60	\$ 2,196.04
Option - Video Streaming Encoder/Recorder	\$ 4,457.43	\$ 70.59	\$ 379.22	\$ -	\$ 3,667.50	\$ 290.39	\$ 8,865.13
Option - Media Player for Remote Sites	\$ 1,510.30	\$ 45.88	\$ 130.06	\$ -	\$ 850.00	\$ -	\$ 2,536.24
<b>Grand Total w/All Options</b>	<b>\$ 199,763.13</b>	<b>\$ 4,354.04</b>	<b>\$ 17,094.54</b>	<b>\$ 33.00</b>	<b>\$ 94,075.00</b>	<b>\$ 9,558.03</b>	<b>\$ 324,877.74</b>
Phase 2 - Custom Video Walls	\$ 58,161.71	\$ 2,506.88	\$ 5,080.99	\$ 56.00	\$ 17,750.00	\$ 2,852.32	\$ 86,407.90
<b>Grand Total Phase 1 &amp; 2 w/All Options</b>	<b>\$ 257,924.84</b>	<b>\$ 6,860.92</b>	<b>\$ 22,175.53</b>	<b>\$ 89.00</b>	<b>\$ 111,825.00</b>	<b>\$12,410.35</b>	<b>\$ 411,285.64</b>

## Schedule

11/16/17	Need by Date for PO or Contract (earlier if possible)
12/13/17 – 1/2/18	Physical Install
1/3/18 – 1/5/18	Commissioning, Test, Punch
1/5/18	Work with Clerk on Meeting Editor setup
1/5/18	Production Training
1/8/18	Formal System Training
1/9/18	First Meeting – Engineer/Programmer on site





## Investment Summary

Prepared For:	<b>Ira Rosenthal</b>	Prepared By:	<b>John Neal</b>
	<b>Solano County</b>	Date Prepared:	<b>11/09/2017</b>
	<b>675 Texas Street</b>	Proposal #:	<b>274054-4</b>
	<b>STE 3700</b>	Valid Until:	<b>01/09/2018</b>
	<b>Fairfield, CA 94533-6372</b>		

### Total Equipment Cost \$257,924.84

Includes cable, connectors, hardware, switches, relays, terminal blocks, panels, etc., to ensure a complete and operational system

### Professional Integration Services \$111,825.00

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

### Direct Costs \$89.00

Includes: Non equipment or labor costs such as travel expenses, per diem, lift and vehicle rentals.

### General & Administrative \$6,860.92

Includes all G & A expenses: bonds, vehicle mileage, shipping & insurance

### Maintenance Services \$12,410.35

Includes room maintenance services and/or customer care hardware and software maintenance services as described in "Room Summary".

<b>Subtotal</b>	<b>\$389,110.11</b>
<b>Tax</b>	<b>\$22,175.53</b>
<b>Total</b>	<b>\$411,285.64</b>

**\* any and all applicable taxes will be included upon invoicing**

**Purchase orders should be addressed to Signal Perfection Ltd.**

Signed

Printed

Date

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## Room Summary

Prepared For:	<b>Ira Rosenthal</b>	Prepared By:	<b>John Neal</b>
	<b>Solano County</b>	Date Prepared:	<b>11/09/2017</b>
	<b>675 Texas Street</b>	Proposal #:	<b>274054-4</b>
	<b>STE 3700</b>	Room Name:	<b>Base System</b>
	<b>Fairfield, CA 94533-6372</b>	Valid Until:	<b>01/09/2018</b>

## Equipment List

Mfg	Model	Description	Qty
		<u>Display System</u>	
CRESTRON	CRETS1542TILTCBS	TOUCH SCREEN, 15.6" HD, DM8G+, TABLETOP TILT (BLACK SMOOTH)	8
CRESTRON	CRETSD2220B	TOUCH PANEL, 21.5" HD DISPLAY V-PANEL, VESA MOUNT (BLACK)	2
NEC TECHNOLOGIES	NECE656	LCD, 65" 1080P 52LB 4000:1 LED	2
CHIEF	CHIXTM1U	MOUNT, FUSION MICRO-ADJ TILT WALL MOUNT, EXTRA LARGE	2
NEC TECHNOLOGIES	NECE171MBK	LCD, 17" MONITOR 1280X1024 1000:1 CONTRAST LED	1
		<u>Video System</u>	
CRESTRON	CREDMMD32X32RPS	SWITCHER, 32X32 DigitalMedia W/REDUNDANT POWER SUPPLY	1
CRESTRON	CREDMTX201C	TRANSMITTER, DIGITALMEDIA 8G+, 201 SERIES	4
CRESTRON	CREDMC4KCHDCP2	INPUT CARD, HDBASET 4K DIGITAL MEDIA 8G+ FOR DM SWITCHERS	3
CRESTRON	CREDMC4KHDHDCP2	INPUT CARD, 4K HDMI FOR DM SWITCHERS	16
CRESTRON	CREDMCHDO	DM OUTPUT CARD, 2-CHANNEL, HDMI	3
CRESTRON	CREDMC4KCOHDHDCP2	DM OUTPUT CARD, 2-CHANNEL HDBASET 4K, 8G+	9
CRESTRON	CREDMRMC4KSCALERC	4K DigitalMedia 8G+ RECEIVER & ROOM CONTROLLER W/SCALER ----	5
CRESTRON	CREHDWP4K401C	PROCESSOR, 4K MULTI-WINDOW W/HDBASET & HDMI OUTPUTS	1
CRESTRON	CREdge100	DIGITAL GRAPHICS ENGINE, DUAL-WINDOW HD	3
CRESTRON	CREAM101	PRESENTATION GATEWAY, AIRMEDIA, WIRELESS	2
EXTRON ELECTRONICS	EXT60130601	PLAYER/DECODER H.264	1
		<u>Audio System</u>	
		Microphones	0
CLOCKAUDIO	CLOC35ESRRF	MICROPHONE, GOOSENECK 23.2" XLR - RF VERSION	14
CLOCKAUDIO	CLOSM80SPTT	SHOCK ABSORBING BASE MOUNT W/FLAP (BLACK)	12
CLOCKAUDIO	CLOSM80	SHOCK ABSORBING MOUNT BASE - BLACK	1
		Wireless Mic System	0
SHURE	SHUULXD4QG50	QUAD DIGITAL WIRELESS RECEIVER W/INTERNAL PWR SUP, 1/2 WAVE	1
SHURE	SHUULXD2SM58H50	SYSTEM, WIRELESS W/ULXD2 HANDHELD SM58 MIC	3

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Mfg	Model	Description	Qty
SHURE	SHUULXD1H50	BODYPACK, DIGITAL WIRELESS TRANSMITTER W/ MINI 4-PIN CONNECT	3
SHURE	SHUMX183	MICROPHONE, WIRED LAVALIER OMNIDIRECTIONAL	3
SHURE	SHUSB900A	BATTERY, LITHIUM-ION RECHARGABLE	6
SHURE	SHUSBC200US	DUAL DOCKING CHARGER W/POWER SUPPLY	3
		DSP	0
BIAMP SYSTEMS	BIATESIRASERVER	DSP SERVER W/ 1 DSP-2 CARD/ 1 AVB-1 NETWORK CARD	1
BIAMP SYSTEMS	BIATESIRADSP2	DSP CARD W/2 DSP'S (INSTALLED)	1
BIAMP SYSTEMS	BIATESIRASEC4	INPUT CARD, 4-CHAN MIC/LINE IN W/ACO ECHO CANX (INSTALLED)	5
BIAMP SYSTEMS	BIATESIRASIC4	4-CHANNEL MIC/LINE INPUT CARD (INSTALLED)	1
BIAMP SYSTEMS	BIATESIRASOC4	OUTPUT CARD, 4-CHAN MIC/LINE OUT (INSTALLED)	4
MOTU	MOTAVBSWITCH	AVB ETHERNET SWITCH, 5 PORT	1
		Amplifiers	0
BIAMP SYSTEMS	BIATESIRAAMP4300RCV	TESIRA 4 CHANNEL, 300W DIGITAL NETWORKED AMPLIFIER, CV	1
BIAMP SYSTEMS	BIATESIRAAMP8175R	TESIRA 8 CHANNEL, 175W DIGITAL NETWORKED AMPLIFIER	1
		New Speakers	0
JBL	JBLCONTROL26C	6.5" TWO-WAY VENTED CEILING SPEAKER (MUST ORDER IN QTY 2)	1
OXMOOR	OXM2500024	DISTRIBUTION AMPLIFIER, MDA-26T 2 X 6	1
		ALS Budget Estimate - Need Max Seating then get quote	0
WILLIAMS SOUND CORPORATION	WILPPAVP37	VALUE PACK SYSTEM T27 TRANSMITTER W/4 PPA SELECT R37 RECEIVE	1
WILLIAMS SOUND CORPORATION	WILPPAR3712PRO	FM RECEIVER KIT, RECEIVERS, EARPHONE, BATTERIES, CHARGER	1
WILLIAMS SOUND CORPORATION	WILNKL001	CORD, 18" NECKLOOP WITH 3.5 MM PLUG	4
		<b>Control System</b>	
CRESTRON	CREPRO3	CONTROL SYSTEM, 3-SERIES	1
CRESTRON	CREC3RY8	CONTROL CARD, 3-SERIES / 8-RELAY PORTS	1
CRESTRON	CRECNTBLOCK	TERMINAL BLOCK	2
CRESTRON	CREC2NUNI8IO	UNIVERSAL KEYPAD INTERFACE	12
GENIUS	ENGWS120028TFP	24 PORT GIGABIT LAYER 2 MNGED 410 W POE+ W/WLAN CONTROLLER	2
		<b>Cable Cubby Plates</b>	
EXTRON ELECTRONICS	EXT60134602	PLATE, 2 OUTLET USB CHARGER, AAP VERSION	4
EXTRON ELECTRONICS	EXT60147222	RECEIVER, USB EXTENDER PLUS, AAP VERSION, TP - UP TO 330'	2
EXTRON ELECTRONICS	EXT7061602	PLATE, HDMI BARREL PASS THROUGH	4
EXTRON ELECTRONICS	EXT7009012	DOUBLE SPACE AAP - BLACK: BLANK PLATE	4
EXTRON ELECTRONICS	EXT7009011	PLATE, ADAPTER BLANK SINGLE SPACE BLACK	3
		<b>Presenter Tools &amp; Accessories</b>	

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Mfg	Model	Description	Qty
LOGITECH	LOG910001354	PRESENTER REMOTE, R400	2
LOGITECH	LOG920002359	KEYBOARD, K800 WIRELESS K800 ILLUMINATED	2
LOGITECH	LOG910002896	MOUSE, ANYWHERE MOUSE MX	2
EXTRON ELECTRONICS	EXT60147112	TRANSMITTER, USB EXTENDER PLUS, TWISTED PAIR - UP TO 330'	1
EXTRON ELECTRONICS	EXT60147113	RECEIVER, USB EXTENDER PLUS, TWISTED PAIR - UP TO 330'	2
EXTRON ELECTRONICS	EXT2666306	CABLE, 6' ULTRA FLEXIBLE HIGH SPEED HDMI	2
EXTRON ELECTRONICS	EXT2666312	CABLE, 12' ULTRA FLEXIBLE HIGH SPEED HDMI	2
EXTRON ELECTRONICS	EXT2656602	CABLE, 6 FT VGA MICRO HR WITH AUDIO CABLE, MALE TO MALE	1
LIBERTY WIRE AND CABLE	LIBDLAR2269	ADAPTER RING, DIGITALINX HDMI	1
		<b>Miscellaneous</b>	
FURMAN SOUND	FURM8X2	POWER CONDITIONER	3
		<b>Conference Room</b>	
NEC TECHNOLOGIES	NECE656	LCD, 65" 1080P 52LB 4000:1 LED	1
CHIEF	CHIXTM1U	MOUNT, FUSION MICRO-ADJ TILT WALL MOUNT, EXTRA LARGE	1
CRESTRON	CREHDMD300CEW	SWITCHER/EXTENDER, 300 HD SCALING AUTO-SWITCH, WHITE	1
CRESTRON	CREAM101	PRESENTATION GATEWAY, AIRMEDIA, WIRELESS	1
CRESTRON	CRERMC3	CONTROLLER, 3-SERIES ROOM MEDIA	1
CRESTRON	CREC2NCBDPWT	CAMEO KEYPAD STD MOUNT MATT WHITE	1
CRESTRON	CRECB3BTNWT	BUTTON CAP, MEDIUM FOR CAMEO, BACKLIT ENGRAVABLE - WHITE	4

## Room Maintenance Services

### Price

One Year - Customer Care Preferred Onsite

\$7,244.30

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<b>Equipment Total</b>	\$144,886.07
<b>Installation Materials</b>	\$6,687.05
<b>Professional Services</b>	\$78,550.00
<b>Direct Costs</b>	\$27.00
<b>General &amp; Administrative</b>	\$3,835.22
<b>Maintenance Services</b>	\$7,244.30
<b>Subtotal</b>	\$241,229.64
<b>Tax</b>	\$13,015.45
<b>Total</b>	<b>\$254,245.09</b>

**Purchase orders should be addressed to Signal Perfection Ltd.**

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## Room Summary

Prepared For:	<b>Ira Rosenthal</b>	Prepared By:	<b>John Neal</b>
	<b>Solano County</b>	Date Prepared:	<b>11/09/2017</b>
	<b>675 Texas Street</b>	Proposal #:	<b>274054-4</b>
	<b>STE 3700</b>	Room Name:	<b>Production System</b>
	<b>Fairfield, CA 94533-6372</b>	Valid Until:	<b>01/09/2018</b>

## Equipment List

Mfg	Model	Description	Qty
VADDIO INC	VAD9999917000	CAMERA, ROBOSHOT 30 QCCU SYSTEM (BLACK)	5
VADDIO INC	VAD9995655000	CAMERA CONTROL SYSTEM, PRODUCTIONVIEW HD-SDI MV	1
VADDIO INC	VAD9995520022	LCD, 22" MONITOR TELETOUCH HD TOUCH SCREEN RACK MOUNT	1
NEC TECHNOLOGIES	NECE221NBK	LCD, 22" MONITOR 1080P 1000:1 250 NITS, NARROW BEZEL, BLACK	1
CRESTRON	CREHDSCALERHDE	HI-DEF VIDEO SCALER, HDMI IN/OUT	1
MARSHALL ELECTRONICS	MARARAM4BG	INPUT MODULE, 4 ANALOG STEREO BALANCED(XLR) 1 OUTPUT	1

## Room Maintenance Services

	Price
One Year - Customer Care Preferred Onsite	\$1,927.51
<b>Equipment Total</b>	<b>\$38,550.24</b>
<b>Installation Materials</b>	<b>\$1,846.15</b>
<b>Professional Services</b>	<b>\$8,410.00</b>
<b>Direct Costs</b>	<b>\$6.00</b>
<b>General &amp; Administrative</b>	<b>\$323.53</b>
<b>Maintenance Services</b>	<b>\$1,927.51</b>
<b>Subtotal</b>	<b>\$51,063.43</b>
<b>Tax</b>	<b>\$3,410.29</b>
<b>Total</b>	<b>\$54,473.72</b>

**Purchase orders should be addressed to Signal Perfection Ltd.**

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## Room Summary

Prepared For:	<b>Ira Rosenthal</b>	Prepared By:	<b>John Neal</b>
	<b>Solano County</b>	Date Prepared:	<b>11/09/2017</b>
	<b>675 Texas Street</b>	Proposal #:	<b>274054-4</b>
	<b>STE 3700</b>	Room Name:	<b>Option - Feed for OFE DVD-R</b>
	<b>Fairfield, CA 94533-6372</b>	Valid Until:	<b>01/09/2018</b>

## Equipment List

Mfg	Model	Description	Qty
CRESTRON	CREHDSCALERHDE	HI-DEF VIDEO SCALER, HDMI IN/OUT	1
ATLONA	ATLATHD530	DOWN CONVERTER, HDMI/DVI TO COMPOSITE & VIDEO S-VIDEO	1
CRESTRON	CREIRP2	IR PROBE W/OUT DIODE PRO2/AV2	1
CRESTRON	CREDMC4KHDHDCP2	INPUT CARD, 4K HDMI FOR DM SWITCHERS	1

## Room Maintenance Services

	Price
One Year - Customer Care Preferred Onsite	\$67.23
<b>Equipment Total</b>	<b>\$1,171.59</b>
<b>Installation Materials</b>	<b>\$108.15</b>
<b>Professional Services</b>	<b>\$1,050.00</b>
<b>Direct Costs</b>	<b>\$0.00</b>
<b>General &amp; Administrative</b>	<b>\$52.94</b>
<b>Maintenance Services</b>	<b>\$67.23</b>
<b>Subtotal</b>	<b>\$2,449.91</b>
<b>Tax</b>	<b>\$111.61</b>
<b>Total</b>	<b>\$2,561.52</b>

**Purchase orders should be addressed to Signal Perfection Ltd.**

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## Room Summary

Prepared For:	<b>Ira Rosenthal</b>	Prepared By:	<b>John Neal</b>
	<b>Solano County</b>	Date Prepared:	<b>11/09/2017</b>
	<b>675 Texas Street</b>	Proposal #:	<b>274054-4</b>
	<b>STE 3700</b>	Room Name:	<b>Option - Audio Recorder</b>
	<b>Fairfield, CA 94533-6372</b>	Valid Until:	<b>01/09/2018</b>

## Equipment List

Mfg	Model	Description	Qty
DENON ELECTRONICS	DENDN700R	NETWORK SD/USB RECORDER	1

## Room Maintenance Services

	Price
One Year - Customer Care Preferred Onsite	\$28.60
<b>Equipment Total</b>	<b>\$500.00</b>
<b>Installation Materials</b>	<b>\$46.15</b>
<b>Professional Services</b>	<b>\$1,547.50</b>
<b>Direct Costs</b>	<b>\$0.00</b>
<b>General &amp; Administrative</b>	<b>\$25.88</b>
<b>Maintenance Services</b>	<b>\$28.60</b>
<b>Subtotal</b>	<b>\$2,148.13</b>
<b>Tax</b>	<b>\$47.91</b>
<b>Total</b>	<b>\$2,196.04</b>

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	<b>Solano County</b>	Date Prepared:	<b>11/09/2017</b>
	<b>675 Texas Street</b>	Proposal #:	<b>274054-4</b>
	<b>STE 3700</b>	Room Name:	<b>Option - Video Streaming Encoder/Recorder</b>
	<b>Fairfield, CA 94533-6372</b>	Valid Until:	<b>01/09/2018</b>

## Equipment List

Mfg	Model	Description	Qty
EXTRON ELECTRONICS	EXT60132402	MEDIA PROCESSOR, H.264 STREAMING, 3G-SDI	1
CRESTRON	CREHDSALERHDE	HI-DEF VIDEO SCALER, HDMI IN/OUT	1

## Room Maintenance Services

	Price
One Year - Customer Care Preferred Onsite	\$290.39
<b>Equipment Total</b>	<b>\$4,326.66</b>
<b>Installation Materials</b>	<b>\$130.77</b>
<b>Professional Services</b>	<b>\$3,667.50</b>
<b>Direct Costs</b>	<b>\$0.00</b>
<b>General &amp; Administrative</b>	<b>\$70.59</b>
<b>Maintenance Services</b>	<b>\$290.39</b>
<b>Subtotal</b>	<b>\$8,485.91</b>
<b>Tax</b>	<b>\$379.22</b>
<b>Total</b>	<b>\$8,865.13</b>

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## Room Summary

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	<b>Solano County</b>	Date Prepared:	<b>11/09/2017</b>
	<b>675 Texas Street</b>	Proposal #:	<b>274054-4</b>
	<b>STE 3700</b>	Room Name:	<b>Option - Media Player for remote sites</b>
	<b>Fairfield, CA 94533-6372</b>	Valid Until:	<b>01/09/2018</b>

## Equipment List

Mfg	Model	Description	Qty
EXTRON ELECTRONICS	EXT60130601	PLAYER/DECODER H.264	1
CABLES TO GO	CAB29679	CABLE, 12' HIGH SPEED HDMI GRIPPING	1

## Room Maintenance Services

	Price
90 Day - Warranty	\$0.00
<b>Equipment Total</b>	<b>\$1,510.30</b>
<b>Installation Materials</b>	<b>\$0.00</b>
<b>Professional Services</b>	<b>\$850.00</b>
<b>Direct Costs</b>	<b>\$0.00</b>
<b>General &amp; Administrative</b>	<b>\$45.88</b>
<b>Maintenance Services</b>	<b>\$0.00</b>
<b>Subtotal</b>	<b>\$2,406.18</b>
<b>Tax</b>	<b>\$130.06</b>
<b>Total</b>	<b>\$2,536.24</b>

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	<b>Solano County</b>	Date Prepared:	<b>11/09/2017</b>
	<b>675 Texas Street</b>	Proposal #:	<b>274054-4</b>
	<b>STE 3700</b>	Room Name:	<b>Video Walls - Custom Mount</b>
	<b>Fairfield, CA 94533-6372</b>	Valid Until:	<b>01/09/2018</b>

## Equipment List

Mfg	Model	Description	Qty
NEC TECHNOLOGIES	NECX555UNV	LCD, 55" 1080P 500NIT 1200:1 CONTRAST LED UNB 24/7	8
NEC TECHNOLOGIES	NECKT55UNOF3	OVERFRAME, BEZEL KIT FOR X555UNS AND X555UNV	4
NEC TECHNOLOGIES	NECKTLFDCC	KIT, DISPLAY WALL CALIBRATOR LFD	1
NEC TECHNOLOGIES	NECKTRC2	HUMAN SENSOR ACCESSORY FOR P403/P463/P553/P703	1
CABLES TO GO	CAB54402	CABLE, 10' DISPLAYPORT MALE TO MALE W/LATCHES	6
CDS	CDSCustom	CUSTOM TILTED CEILING MOUNT FOR 2 X 2 LCD ARRAY	2
CHIEF	CHICMA110	8" CEILING PLATE - BLACK	4
CHIEF	CHICMS012	FIXED EXTENSION COLUMN 12" - BLACK	4

## Room Maintenance Services

	Price
One Year - Customer Care Preferred Onsite	\$2,852.32

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<b>Equipment Total</b>	\$57,046.33
<b>Installation Materials</b>	\$1,115.38
<b>Professional Services</b>	\$17,750.00
<b>Direct Costs</b>	\$56.00
<b>General &amp; Administrative</b>	\$2,506.88
<b>Maintenance Services</b>	\$2,852.32
<b>Subtotal</b>	\$81,326.91
<b>Tax</b>	\$5,080.99
<b>Total</b>	<b>\$86,407.90</b>

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## Integration Inclusions & Exclusions

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### Inclusions

The following items are INCLUDED in the project scope of work:

- All equipment, wire and accessories required for a fully functional audio and video system.
- Non-union labor associated with turnkey engineering, installation, programming, testing and training.
- Documentation package including as-built system CAD diagrams and Manufacturer's Operation manuals.
- Coordination and cooperation with the construction team in regards to installing the system.
- User training on system operation.

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

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

### Exclusions

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