

May 19, 2016

City of Smyrna  
Penny Murphy  
2800 King Street  
Smyrna, GA 30080



RE: 14-1767 City Council Chambers Upgrade

Dear Penny,

We truly appreciate you considering Summit Systems as your Audio Visual Integrator of choice for this project. We value this opportunity that you have given us and have put together the following proposal based on the information you provided to us.

**Scope of Work**

Summit Systems, Inc. will uninstall all existing cameras and camera system, av control system, audio system (except for amps and speakers), and personal monitors.

The camera system will be replaced by four (4) new RoboSHOT PTZ cameras. These will be controlled by a camera control board. The video will feed into the Crestron 8x8 as a selectable source.

The source switching will be controlled by a Crestron 8x8. The video feed, judges input plate, and defedant input plate will all be selectable sources to display on the personal monitors and OFE projector (Epson G6050). The output will feed to the projector, personal monitors, and the Granicus.

The personal monitors will be replaced with 12" LCD monitors. There is a total of thirteen (13).

The mics will be replaced by 18" Shure gooseneck microphones. These mics have a mute/on switch to allow any of the thirteen (13) delegates to speak. The new gooseneck mics and existing wireless mics will be run through a Biamp Tesira Forte digital signal processor (DSP) with auto echo canceling (AEC) features.

There will be two (2) touchpanels controlling the AV system. The first will be in the rear booth. It is a 10.1" wired touchscreen controller. The second will be seated next to the judge. It is a 5.7" wireless touchscreen controller with a docking station. These panels will control video switching and audio volume. They also have the ability to control lighting schemes and camera control (IF REQUESTED with an additional change order).

There will be a rack in the back control booth that will house all of the equipment. There will be a desktop rack to house the camera control modules. A TeleTouch monitor will provide a view of all camera feeds and allow transitioning between them.

This quote is for a system that is to be installed as a whole. Due to the complexity of the system, we will not be able to execute the installation in phases. If smaller system changes are desired, a new quote will have to be made.

Customer is responsible for power at projector and rack locations.

SSI is approximating a 5 day on-site installation process. SSI need full access to each room for the day of the scheduled installation date. There is currently a 6 week lead time for installation from receipt of PO.

State Contract Number: 99999-SPD-SPD0000048-0010

## CLIENT RESPONSIBILITIES

### Project Materials

Description	Manufacturer	Part	Qty.	Unit Price	Ext. Price
<b>Camera System</b>					
ProductionVIEW HD-SDI MV Controller	Vaddio	999-5655-000	1	\$6,727.50	\$6,727.50
TeleTouch 22" HD Touch Screen LCD Monitor with Base	Vaddio	999-5520-022	2	\$1,236.25	\$2,472.50
RoboSHOT 12 QCCU System	Vaddio	999-9907-000	2	\$4,249.25	\$8,498.50
RoboSHOT 30 QCCU System	Vaddio	999-9917-000	2	\$4,709.25	\$9,418.50
Off-Set Drop Down Mount for RoboSHOT	Vaddio	535-2000-296	2	\$230.00	\$460.00
1000' Cat5e Cable - Plenum - Black	Liberty	24-4P-P-L5-EN-BLK	2	\$201.25	\$402.50
Cables, Connectors, and Miscellaneous Hardware	SSI	SSI-HDWRCC	1	\$287.50	\$287.50
<b>Control System</b>					
8x8 DigitalMedia™ Switcher	Crestron	DM-MX8X8	1	\$2,308.37	\$2,308.37
HDMI® Input Card	Crestron	DMC-4K-HD	2	\$429.47	\$858.94
DigitalMedia 8G+™ Input Card	Crestron	DMC-4K-C	2	\$590.52	\$1,181.04
2-Channel HDMI® Output Card	Crestron	DMC-HDO	2	\$375.79	\$751.58
2-Channel DigitalMedia 8G+™ Output Card	Crestron	DMC-4K-CO-HD	2	\$697.88	\$1,395.76
Wall Plate DigitalMedia 8G+™ Transmitter 200	Crestron	DM-TX-200-C-2G-B-T	2	\$751.57	\$1,503.14
DigitalMedia 8G+™ Receiver & Room Controller w/Scaler	Crestron	DM-RMC-SCALER-C	3	\$751.57	\$2,254.71
3-Series Control System®	Crestron	PRO3	1	\$2,845.20	\$2,845.20
10.1" Touch Screen	Crestron	TSW-1052-B-S	1	\$1,288.40	\$1,288.40
Tabletop Kit TSW-1052 - Black	Crestron	TSW-1050-TTK	1	\$134.21	\$134.21
Isys® 5.7" Wireless Touch Screen	Crestron	TPS-6X	1	\$1,717.86	\$1,717.86
Desktop Docking Station for TPS-6X	Crestron	TPS-6X-DS	1	\$322.10	\$322.10
24 Port PoE AVB Switch	Extreme	16508	1	\$2,082.79	\$2,082.79
AVB Switch License	Extreme	16524	1	\$360.79	\$360.79
Cables, Connectors, and Miscellaneous Hardware	SSI	SSI-HDWRCC	1	\$747.50	\$747.50
<b>Monitors</b>					
12inch CCTV TFT LCD Monitor	Sourcingbay	VB-SQ000131	13	\$149.50	\$1,943.50
1:4 HDMI DA	Gefen	EXT-HDMI13-144	1	\$322.29	\$322.29
1:10 HDMI DA	Gefen	EXT-HDMI1.3-1410-SII	1	\$605.01	\$605.01
Cables, Connectors, and Miscellaneous Hardware	SSI	SSI-HDWRCC	1	\$690.00	\$690.00
<b>Audio</b>					
Audio DSP with 12 Inputs and 8 Outputs w/ AEC	Biamp	TesiraFORTÉ AVB TI	1	\$2,298.85	\$2,298.85
Tesira Modular Expander	Biamp	Tesira EX-MOD	1	\$1,085.60	\$1,085.60
Tesira 4 channel mic/line input card with AEC	Biamp	Tesira EEC-4	2	\$420.90	\$841.80
18" Gooseneck Condenser Microphone with Mute Switch	Shure	MX418S/C	14	\$200.10	\$2,801.40
Shock Mount for Microflex® Gooseneck Microphones	Shure	A400SM	14	\$19.55	\$273.70
Cables, Connectors, and Miscellaneous Hardware	SSI	SSI-HDWRCC	1	\$488.75	\$488.75
<b>Misc</b>					
40RU Rack	Middle Atlantic	WRK-40SA-32	1	\$782.02	\$782.02
Vented 40RU Door	Middle Atlantic	LVFD-40	1	\$273.01	\$273.01
18RU Rack	Middle Atlantic	DTRK-1818	1	\$293.57	\$293.57
1000VA/750W UPS	Middle Atlantic	UPS-1000R	1	\$713.84	\$713.84
Cables, Connectors, and Miscellaneous Hardware	SSI	SSI-HDWRCC	1	\$287.50	\$287.50

<b>Project Pricing Summary</b>	
Materials	\$61,720.23
Labor	\$15,233.00
<b>Grand Total</b>	<b>\$76,953.23</b>

<b>Optional Maintenance Agreement</b>	
Platinum Level Service	\$6,541.02
Gold Level Service	\$5,001.96
Silver Level Service	\$3,462.90

**Summary**

This is an exciting project and we are very glad to be a part of it. We are anxious to earn your business. These designs have been formulated based on the information provided during our walk through and our discussion of your needs. Thanks for allowing us an opportunity to bid on this.

Sincerely,



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