



DATA PROJECTIONS

Webb County - EOC

Quote Number: 26330 *Version.1*

Contract Number: TIPS 230105

Date: 04/08/2025

Expiry Date: 05/30/2025

Prepared for:

Webb County

Gus Ornelas

gornelas@webbcountytexas.gov



Scope of Work

Summary

Data Projections, Inc. (DPI) is contracted to provide and install a comprehensive audiovisual solution for a command and control environment featuring a multi-display video wall and an interactive presentation system. The objective of this project is to enhance situational awareness, collaborative communication, and dynamic content sharing through a flexible and scalable AV-over-IP infrastructure.

The centerpiece of the installation is a two-high by six-wide video wall comprised of twelve (12) 55" extreme-narrow bezel Samsung displays, designed to deliver a seamless and immersive viewing experience. This array will be installed on the plan north wall. An additional 86" 4K SMART interactive display will be installed on the plan west wall for standalone presentation use and content sharing with the main video wall.

A Crestron AV-over-IP system will support current and future needs with simple expandability via encoders and decoders. Audio reinforcement will be managed via ceiling speakers, and conferencing will be facilitated using Poly and Shure systems. All source routing and control will be streamlined through intuitive Crestron and Poly user interfaces.

Project Location: Webb County, 1002 Farragut St., Laredo, TX 78040

Project Onsite Point of Contact: *Gus Ornelas, gornelas@webbcountytexas.gov, 956.523.4893*

Yenko D. Jimenez, yjimenez@webbcountytexas.gov, 956.523.4000

System Description

Room: Emergency Operations Center (EOC)

Functionality Description:

- The EOC serves as a real-time decision-making and monitoring environment for county emergency response teams.
- End users include operators, supervisors, and administrators responsible for managing public safety and communications.

Source Devices:

- Four (4) Owner Furnished Equipment (OFE) CATV or satellite channels
- One (1) Barco ClickShare wireless presentation system
- One (1) Poly G62 Microsoft Teams Room (MTR) conference system
- One (1) HDMI/USB feed from the Smart interactive display

Displays:

- Twelve (12) Samsung 55" extreme-narrow bezel LCD displays, configured in a 2x6 video wall on the north wall



- One (1) 86" 4K Smart interactive display on the west wall

Audio:

- Eight (8) ceiling-mounted speakers to provide program audio reinforcement
- Two (2) Shure ceiling microphone arrays for conferencing audio pickup

Conferencing:

- Poly G62 MTR video conferencing system with group-framing camera
- Poly TC10 Teams panel for user interaction at the Operator's/Driver's station
- Smart interactive display supports BYOD conferencing with built-in webcam

Controls:

- One (1) 10" Crestron touch panel at the Operator's/Driver's station
 - Provides display power control, source routing, volume adjustment, and CATV transport controls
- Poly TC10 panel for Teams-based conferencing and presentation interaction

Equipment Location:

- All AV hardware will be centralized in a 16RU wall-mount rack located in the facility's Server Room

Additional Notes

- The SMART interactive display serves dual functions as both a standalone display and a content source for the main video wall.
- System design allows for future scalability—additional sources or displays can be added simply by introducing new encoders or decoders into the AV-over-IP framework.
- The system supports flexible display configurations, including the ability to route sources to single displays or 2x2 groupings on the video wall.
- All OFE equipment integration assumes active participation and coordination from the client regarding availability and connection details.



DATA PROJECTIONS

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Ste 525
Houston, TX 77042
Tel: 866.CALL.DPI (225.5374)
www.dataprojections.com

EOC

PART NUMBER	MANUFACTURER	DESCRIPTION	QTY	UNIT PRICE	TOTAL PRICE
VH55C-E	SAMSUNG	55" VHC-E SERIES 1.74MM EXTREME-NARROW BEZEL LCD VIDEO WALL DISPLAY	12.00	\$2,307.50	\$27,690.00
QX286-V2-P	SMART	86" QX (V2) PRO SERIES 4K INTERACTIVE LCD DISPLAY	1.00	\$6,825.00	\$6,825.00
EOW2-SBID-86-P-5Y	SMART	2-YEAR ASSURE WARRANTY EXTENSION WITH RM FOR SMART BOARD 86" PRO INTERACTIVE DISPLAY - YEARS 4 AND 5	1.00	\$337.50	\$337.50
UGK-PCM11-I7V	SMART	OPS PC MODULE WITH WINDOWS PRO, I7V PROCESSOR	1.00	\$1,684.15	\$1,684.15
DMF-CI-8	CRESTRON	DIGITALMEDIA CARD CHASSIS FOR DM-NVX-C AND DMCF, 8 SLOTS	1.00	\$1,375.00	\$1,375.00
DM-NVX-E30C	CRESTRON	DM NVX 4K60 4:4:4 HDR NETWORK AV ENCODER CARD	4.00	\$893.75	\$3,575.00
DM-NVX-E30	CRESTRON	DM NVX 4K60 4:4:4 HDR NETWORK AV ENCODER	2.00	\$893.75	\$1,787.50
DM-NVX-360C	CRESTRON	DM NVX 4K60 4:4:4 HDR NETWORK AV ENCODER/DECODER CARD	1.00	\$1,237.50	\$1,237.50
DM-NVX-360	CRESTRON	DM NVX 4K60 4:4:4 HDR NETWORK AV ENCODER/DECODER	12.00	\$1,423.75	\$17,085.00
R9861611USB2	BARCO	CLICKSHARE C-10 GEN2 CLICKSHARE WIRELESS PRESENTATION SYSTEM WITH (2) BUTTONS	1.00	\$1,593.75	\$1,593.75
AMP-X75	CRESTRON	X-SERIES AMPLIFIER, 75 W	1.00	\$361.25	\$361.25
SAROS IC6T-W-T-EACH+	CRESTRON	SAROS 6.5" 2-WAY IN-CEILING SPEAKER, WHITE TEXTURED, SINGLE	8.00	\$158.75	\$1,270.00
MXA920W-S+P300-V	SHURE	MXA920W-S CEILING ARRAY MICROPHONE AND INTELLIMIX P300 AUDIO CONFERENCE PROCESSOR BUNDLE	1.00	\$5,432.50	\$5,432.50
MXA920W-S	SHURE	CEILING MICROPHONE ARRAY, SQUARE, WHITE, 24"	1.00	\$3,785.44	\$3,785.44
A01KCAA	HP INC.	POLY G62 VIDEO CONFERENCE SYSTEM WITH MOUNT	1.00	\$1,925.99	\$1,925.99
U86WGPV	HP INC.	1-YEAR PARTNER POLY+ POLY G62 VCS WITH MOUNTING PLATE	1.00	\$176.42	\$176.42
842F8AA	HP INC.	POLY STUDIO E70 SMART CAMERA	1.00	\$3,958.73	\$3,958.73
P87090160	HP INC.	1-YEAR PARTNER POLY+ E70 SMART CAMERA	1.00	\$249.20	\$249.20
875K5AA	HP INC.	POLY TC10 TOUCH CONTROLLER, BLACK	1.00	\$1,169.50	\$1,169.50
P37760160	HP INC.	1-YEAR PARTNER POLY+ POLY TC10 TOUCH CONTROLLER	1.00	\$107.60	\$107.60
CP4N	CRESTRON	4-SERIES CONTROL SYSTEM	1.00	\$1,925.00	\$1,925.00
TS-1070-B-S	CRESTRON	10.1" TABLETOP TOUCH SCREEN, BLACK SMOOTH	1.00	\$2,042.50	\$2,042.50
GSM4248PX-100NAS	NETGEAR	M4250 SERIES 40-PORT POE+ GIGABIT MANAGED SWITCH	1.00	\$3,351.25	\$3,351.25
LV SXU	CHIEF	CONNEXSYS VIDEO WALL LANDSCAPE MOUNTING SYSTEM WITHOUT RAILS	12.00	\$755.29	\$9,063.48
CSACK06B	CHIEF	SIDE COVER KIT WITH CONNEXSYS BRACKETS, 6"	1.00	\$362.59	\$362.59
WM-SBID-200	SMART	SMART WALL MOUNT FOR MX, 6000S, 7000 AND GX SERIES	1.00	\$66.25	\$66.25
EWR-16-22	MIDDLE ATLANTIC	EWR SERIES PIVOTING WALL RACK, 16RU, 22" DEEP	1.00	\$628.88	\$628.88
UPS-S1000R	MIDDLE ATLANTIC	1RU SELECT SERIES UPS BACKUP POWER, 1000VA	1.00	\$773.44	\$773.44
CUSTOM WAL PLATE	PANELCRAFTERS	CUSTOM WALL PLATE WITH HDMI AND USB CONNECTIVITY	1.00	\$37.50	\$37.50
EOC SUBTOTAL:					\$99,877.92

OTHER ITEMS

PART NUMBER	MANUFACTURER	DESCRIPTION	QTY	UNIT PRICE	TOTAL PRICE
TARIFF SURCHARGE		CONTINGENCY ALLOWANCE FOR POTENTIAL TARIFF-RELATED COST INCREASES. TO BE USED ONLY IF INCURRED.	1.00	\$19,532.01	\$19,532.01
MISCELLANEOUS MATERIALS		MISCELLANEOUS MATERIALS	1.00	\$6,231.00	\$6,231.00



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OTHER ITEMS SUBTOTAL: \$25,763.01

OTHER ITEMS

Installation Services Details		TOTAL PRICE
INSTALLATION LABOR		\$11,200.00
PROJECT MANAGEMENT		\$3,360.00
DESIGN/ENGINEERING		\$3,936.00
PROGRAMMING LABOR		\$8,000.00
COMMISSIONING LABOR		\$3,000.00
TRAVEL EXPENSES		\$3,150.00
OTHER ITEMS SUBTOTAL:		\$32,646.00

SERVICE & MAINTENANCE AGREEMENT

Service Agreement Details		TOTAL PRICE
GOLD MAINTENANCE AGREEMENT 1 YR		\$9,719.22
SERVICE AGREEMENT SUBTOTAL:		\$9,719.22



Webb County - EOC

Prepared by:

Data Projections, Inc.

16120 College Oak
San Antonio, TX 78249-4044
Luis Morales

luis.morales@dataprojections.com

Job Location:

New Building

1002 Farragut St.
San Antonio, TX 78040
Gus Ornelas
(956) 523 4893
gornelas@webbcountytexas.gov

Quote Information:

Quote Number: 26330 *Version.1*

Contract No: TIPS 230105

Date: 04/08/2025

Expiry Date: 05/30/2025

P.O. No:

Quote Summary

DESCRIPTION	AMOUNT
EQUIPMENT & MATERIALS	\$125,640.93
PROFESSIONAL INSTALLATION SERVICES	\$32,646.00
SERVICE & MAINTENANCE AGREEMENT	\$9,719.22
Subtotal:	\$168,006.15
Shipping:	\$5,588.55
Estimated Tax:	\$0.00
Total:	\$173,594.70

Interested in our AVaaS offering or other service options? Contact your sales representative.

By signing this agreement, you are accepting our Terms and Conditions. This does not negate the need for a purchase order or any other purchasing requirement which your company necessitates. Data Projections reserves the right to require a customer down payment/deposit contingent on the creditworthiness of the customer.

Data Projections, Inc.

SIGNATURE: _____

NAME: Luis Morales

TITLE: Account Executive

DATE: 05/02/2025

Webb County

SIGNATURE: _____

NAME: _____

TITLE: _____

DATE: _____



GENERAL TERMS AND CONDITIONS

Exclusions

The following work is **not included** in our Scope of Work:

- All conduit, high voltage, wiring panels, breakers, relays, boxes, receptacles, etc.
- Concrete saw cutting and/or core drilling.
- Firewall, ceiling, roof, and floor penetration.
- Necessary gypsum board replacement and/or repair.
- Necessary ceiling tile or T-bar modifications, replacements, and/or repairs.
- All millwork (moldings, trim, cut-outs, etc.).
- Patching and Painting.
- Permits (unless specifically provided for and identified within the contract).

This Scope of Work is delivered based on the following Assumptions:

- Site preparation by the Customer includes electrical, wall reinforcement, telephone, and data network infrastructure placement per Data Projections specification.
- All work areas should be clean and dust-free before the beginning of on-site integration of electronic equipment.
- Customer communication of readiness will be considered accurate and executable by the Data Projections project manager.
- In-Room(s) where installation is to be completed is to be made available for Data Projections exclusive use on the days of the scheduled installation. Unless specifically arranged in advance, rooms will be available during normal business hours, defined as Monday through Friday, 8:00 AM to 5:00 PM excluding holidays. All required spaces (rooms, access points, etc.) must be available at the start of the installation and remain available for the duration of the Project. Any required space that is unavailable during the scheduled installation timeframe may result in delayed delivery of the Project and/or additional charges. Additional rates will only be applied after execution of Data Projections generated Project Change Request according to the Change Management Procedure section following and signed approval by Owner or Owner's representative.
- The project schedule must allow for sufficient time for completion of all installation and final testing of systems before occupancy of the site. If sufficient time is not allowed, Data Projections will be held harmless for systems that do not meet requirements. In this case, all costs associated with the completion of work, including overtime labor rates, will be considered outside the scope of this offering and billable to the Client. Unless otherwise stated, the installation shall be scheduled contiguously from start to finish. Projects requiring multiple site visits and/or intervals of inactivity between events must be noted as such before acceptance of this SOW. If notification is made after initial acceptance of this SOW, the Change Management Procedure section following shall be implemented and additional charges may apply. Data Projections reserves the right to revise the proposal/scope of work based upon information obtained from subsequent site surveys and other sources not available at the time that the original proposal was issued.
- Data Projections reserves the right to substitute equipment of similar specifications should any of the specified equipment be unavailable at the time of order from the manufacturer. This will be done in an effort to maintain the completeness of the proposed audiovisual system and meet the anticipated installation schedule. Data Projections will notify the client in the event there is a need for any equipment substitutions.
- Client is to provide secure storage for equipment during a multiple-day integration. If secure storage is not available for the duration of the multiple-day integration period, Data Projections reserves the right to; delay the installation until secure storage is available which could result in project completion delays and additional storage and delay fees; payment in full for the materials and equipment that cannot be secured thus constituting transfer of ownership and relieving Data Projections of its responsibility and liability for security and protection of said materials and equipment against damage and theft.
- If Customer furnished equipment and existing cabling are to be used, Data Projections assumes that these items are in good working condition and will integrate into the designed solution. Any troubleshooting, repair, replacement, and/or configuration of these items that may be necessary will be made at an additional cost.
- All Network configurations including IP addresses are to be provided, operational, and functional before Data Projections' integration begins. Data Projections will not be responsible for testing the LAN connections.
- Cable or Satellite drops must be in place with converter boxes operational before the completion of integration. Any delay resulting in extra work caused by the late arrival of these items will result in a change order for time and materials.
- Document review/feedback on touch panel layout/correspondence will be completed by the Customer within two business days

Integration Project Management Processes

Data Projections will follow a foundational project management process which may include the following actions/deliverables (based on the size/complexity/duration of the integration project):



- Needs Analysis - performed before Scope of Work
- Project Welcome Notice - emailed upon receipt of Purchase Order/Notice to proceed
- Project Kick-Off meeting with Customer Representative(s) - either by phone or in-person
- Project Status updates - informal or formal - either by phone, email, or in-person (based on the size/complexity/duration of the project)
- Project Change Control - comprised of Field Directed Change Order and/or Contract Change Order submittals
- Substantial Completion- Client walk-through and user acceptance training before project is transitioned to Service department

User Acceptance Training

This is geared specifically towards the end-user/operator. The purpose of this training is to provide operators with the necessary knowledge to confidently and comfortably operate all aspects of the integrated system. Areas of training include the following:

- Equipment and system overview
- Equipment operation and function
- Equipment start-up, stop, and shut Down
- Equipment automatic and manual operation
- Discussion and documentation relating to control system operation
- Discussion and documentation relating to system processor and its control applications
- Powering up, powering down AV system via a control system
- Manual operation of display systems, audio systems, and all other related components
- Use/operation of patch panels, when and where to be used
- Who to contact if help is required.

Change Management Procedure

Any changes to the scope of the project that effect the contractual value of the project must be in writing signed by the Client and an authorized representative of Data Projections, Inc. Oral changes to the project scope, equipment, or materials shall not be binding upon the parties. Changes may impact the ability of Data Projections, Inc. to deliver the desired solution per the original terms of the Contract. After acceptance of this Scope of Work, such signed and approved change orders will be incorporated by reference into and become part of this Contract.

Proprietary Notice

This proposal contains confidential information and intellectual property of Data Projections and may be legally privileged. The recipient agrees not to reproduce or make this information available in any manner to persons outside the group directly responsible for the evaluation of its contents.

Returns

The approval of product returns is at the discretion of Data Projections and the specified manufacturer and requires a return authorization number if the request is approved. Products that are defective will be repaired, replaced, or credited in accordance with the manufacturer's warranty. Goods returned for reasons other than warranty or defect must be requested in a timely manner and must be in their original, undamaged, and untarnished condition and must include all original packaging, documentation, and accessories. Restocking fees may apply to the items being returned. Any custom-ordered products are not eligible to be returned. Please consult Data Projections for additional details.

Warranty

All new equipment provided by Data Projections includes each manufacturer's full warranty from the date of invoice. Data Projections will honor all manufacturer warranty requirements as depot service. Data Projections supplies a 90-day workmanship warranty from the date of completion of the said system unless superseded by an extended warranty, or Data Projections service agreement. Data Projections warrants the system to be free of defects in materials and workmanship and fit for the intended purpose. This warranty does not cover equipment or system abuse, misuse including, but not limited to, operating outside of environmental, electrical, temperature, or humidity specifications, system alterations neither approved nor performed by Data Projections; or repair by a service facility other than those authorized by the manufacturer.

Indemnification

Data Projections agrees, to the fullest extent permitted by law, to indemnify and hold harmless the Client, its officers, director, and employees (Collectively, Client) against all damages, liabilities, or costs, including reasonable attorney's fees and defense costs, to the extent caused by the Data Projections' negligent performance of professional services under this Agreement and that of its subcontractors or anyone for whom Data Projections is legally liable. The Client agrees, to the fullest extent permitted by law, to indemnify and hold harmless Data Projections, its



officers, directors, employees, and subcontractors (collectively, Data Projections) against all damages, liabilities, or costs, including reasonable attorneys' fees and defense costs, to the extent caused by the Client's negligent acts in connection with the Project and the acts of its contractors, subcontractors or consultants or anyone for whom the Client is legally liable. Neither the Client nor Data Projections shall be obligated to indemnify the other party in any manner whatsoever for the other party's own negligence.

No Hire Policy

During the term of the Contract, and for a period of one (1) year after the termination of the Contract, or the completion of the project, whichever is later, the Client agrees that it will not directly solicit the employment of any individual that was employed by Data Projections during the term of the Contract. In the event Client breaches this provision, the parties agree that it would be difficult to establish the precise amount of damages incurred by Data Projections as a result of such conduct, and therefore the parties agree that immediately upon hiring said individual, Client shall pay to Data Projections an amount equal to 50% of the gross annual salary or wages paid to the individual in question during the twelve months before the termination of that individual's employment with Data Projections. This fee shall not apply if the individual responds to a general employment advertisement through newspapers, online job boards or postings, agencies, open houses, or job fairs.

Payment Terms

The total for this proposal/project is presented as a "not to exceed" unless Data Projections and the Client agree to add hardware, software, or functionality not specifically addressed in this Statement of Work/Executive Summary. If the project is delayed due to the client or client's facility not being ready within the agreed upon timeframes, or as a result of backorder delays outside of Data Projection's control, the Client may be requested to issue payment for the hardware as it is physically received.

The payment schedule is contingent on the established line of credit approved by the company. If credit terms are extended, the standard terms are NET 30 days. If credit terms are not requested or extended, payment will be required in full before hardware is ordered or installation dates are scheduled. Data Projections will assess a surcharge of 2.29% on all credit card transactions to cover our processing costs. The surcharge imposed will not be greater than the direct cost incurred from the processing of credit card payments. Data Projections does not surcharge debit card transactions.

***Data Projections reserves the right to invoice for hardware upfront and to progress bill for all projects as necessary. Progress billing may include charges for hardware upon order placement, hardware received and stored by Data Projections or the client, and for services rendered at the time of billing. This ensures project continuity and alignment with procurement and implementation timelines.**

***Data Projections reserves the right to pass through to the customer any additional costs incurred from tariffs, duties, or similar fees imposed by government action. Such costs may be invoiced to the customer at any time, including after an order has been placed or equipment has shipped. All charges will be clearly communicated and will reflect only the actual increase in cost incurred.**