



DATA PROJECTIONS

**WILCO - AV Systems Upgrade - Training Room P104 -
TIPS 210101**

Quote # [REDACTED]
Version 2

Prepared for:

Williamson County

Don Heflin
don.heflin@wilco.org



DATA PROJECTIONS

4616 W. Howard Ln
Suite 140
Austin, TX 78728
www.dataprojections.com
512.420.8856

Monday, September 20, 2021

Williamson County
Don Heflin

,
don.heflin@wilco.org

RE: WILCO - AV Systems Upgrade - Training Room P104 - TIPS 210101

Dear Don,

Thank you for allowing Data Projections the opportunity to present this solution for the Williamson County.

As a leading audio visual communications design/build firm, Data Projections is uniquely qualified for a project of this scope. Our experience includes solutions for:

- Multipurpose rooms and auditoriums equipped with large-venue audio visual technology solutions
- Videoconferencing systems incorporating control and complete room collaboration, allowing for on-demand decision making and communication among remote locations
- Conference, board rooms and training rooms of all shapes and sizes
- Digital signage implementations across enterprise, university, and district campuses for immediate message distribution
- Operation Center's (NOC's, EOC's, SOC's) audio visual command and control systems
- College and university classrooms, lecture halls and labs
- Individual school classrooms to entire districts
- And many more unique applications

Because we partner with the best technology companies in the industry, we're able to provide a wide range of comprehensive solutions built around the specific needs of our customers, while taking into account the technical, capital and logistical factors involved in each project and solution.

Rapid and effective communication is key to staying ahead of the competition. Better communication leads to better decisions - and better results. How do you maintain consistent communication across your organization as well as external audiences? Data Projections' team of professionals will keep you simply connected.

Kind regards,

Mark Mazac
Account Executive
Austin



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Executive Summary

Scope Introduction

Data Projections is providing this proposal at the request of Williams County for AV Systems Upgrades at GT Annex – Room P104.

-Project Location:

Williamson County Annex
GT Annex -Room P104
100 Wilco Way
Georgetown, Texas 78626

-Onsite Point of Contact:

Don Heflin
Williamson County – IT
Phone: 512-943-1490
Don.heflin@wilco.org

SCOPE OF WORK

Data Projections will provide/Install new and existing AV equipment in Room P104 as summarized below to allow for a functional AV System for local and remote presentation.

Room P104-

VIDEO:

- OFE Panasonic Projector
- OFE Extron HDMI/VGA Input for PoleVault Switcher
- OFE Extron PoleVault Switcher located in rack in adjacent IDF
- OFE HDMI TX/RX from PoleVault to Projector
- OFE Projector Screen

VIDEO CONFERENCING:

- QTY. 2 – Aver Cameras per room
 - Presenter Camera
 - Presenter Camera will be in Auto-Tracking Mode and will follow the front of room presenter in pre-defined region
 - Audience Camera
 - Audience Camera will be fixed wide shot
 - Camera's will be combined in a PIP/Side by Side View in order for participants on the far side during a Video Conference to be able to see the Presenter and Audience simultaneously
- Extron USB Extension to USB Wall Plate
 - This will allow for users to utilize a Local Laptop for Video Conferencing as the Meeting Host



Executive Summary

- USB Extension allows for users to utilize the Room Camera's, Microphones, and Speakers during a Video Conference through any platform
- Camera Control on 10" Extron Panel

CONTROL:

- Extron IPCP Pro Processor
- Luxul POE Switch
 - Ethernet Control of Cameras and DSP
- Extron 10" Panel
 - System ON/OFF
 - PIP Layout
 - System Volume

AUDIO:

- QTY. 2 – OFE Shure SLX4 Wireless Microphones
 - Presenter Microphones
- QTY. 6 – NEW Gooseneck Microphones
- OFE Speakers QTY. 12
- OFE Amplifier
- OFE Biamp DSP (Forte CI)

MISC HW:

- USB Fiber extension from Projector Location to USB Wall Plate for BYOM VTC
- OFE Rack - DPI will need to move some gear around in order to fit new gear in the rack
- All Cables, Connectors and Consumables are either detailed in quote and/or included in Project Totals

Special Notes:

-Williamson County will ensure DPI technicians have 2-3 days of full access to the space for installation and testing of AV Systems.

-Williamson County will ensure adequate Electrical is place for AV Systems in the IDF, if required.

Scope Conclusion:

Upon acceptance of this proposal, provide a signed proposal and Purchase Order including payment method delivered to Data Projections. Installation date will be confirmed once this documentation is received.

Change Orders:

As noted elsewhere in this document, no product changes/substitutions nor changes or modifications in equipment



 **Executive Summary**

location will be made without the express written consent of **Williamson County & Data Projections**. Any requests for deviation to this contract or incomplete client requirements may result in additional fees.

Room 1 - Hardware

| Mfr. | Description | Price | Qty | Ext. Price |
|----------------------------------|--|------------|-----|------------|
| <i>Video Conferencing System</i> | | | | |
| AVER INFORMATION INC. | PAVPTR530 AVER TR530 AUTO TRACKING LIVE STREAMING PTZ CAMERA | \$3,039.43 | 1 | \$3,039.43 |
| AVER INFORMATION INC. | PAVPTR320 AVER TR320 AUTO TRACKING LIVE STREAMING PTZ CAMERA | \$2,525.06 | 1 | \$2,525.06 |
| VADDIO | 999-8250-000 AV Bridge 2x1 N/A | \$2,393.55 | 1 | \$2,393.55 |
| Crestron | HD-TX-101-C -E DM Lite Transmitter for HDMI Signal Extension over CATx Cable | \$201.22 | 2 | \$402.44 |
| Crestron | HD-RX-101-C -E DM Lite HDMI over CATx Receiver, Surface Mount | \$201.22 | 2 | \$402.44 |
| <i>Control System</i> | | | | |
| Extron | 60-1431-01 IP Link Pro Control Processor | \$1,091.46 | 1 | \$1,091.46 |
| Luxul | AMS-1816P AV SERIES 18-Pt/16 PoEplus GbE Mngd Sw | \$634.04 | 1 | \$634.04 |
| Extron | 60-1566-03 10" Wall Mount TouchLink Pro Touchpanel - White | \$1,579.27 | 1 | \$1,579.27 |
| <i>Audio System</i> | | | | |
| Shure | MXWAPT8--Z10 8-CH ACCESS POINT TRANSCEIVER | \$2,865.85 | 1 | \$2,865.85 |
| Shure | MXW8--Z10 DESKTOP BASE TRANSCEIVER | \$487.80 | 6 | \$2,926.80 |
| Shure | MXWNCS8 8-CH NETWORKED CHARGING STATION | \$1,493.90 | 1 | \$1,493.90 |
| Shure | MXWAN18 8-CH NETWORK INTERFACE | \$1,050.00 | 1 | \$1,050.00 |
| <i>Miscellaneous Hardware</i> | | | | |



Room 1 - Hardware

| Mfr. | Description | Price | Qty | Ext. Price |
|-----------------------|--|----------|-----|------------|
| AVER INFORMATION INC. | COMSVCMN T AVER CAMERA MOUNT L-TYPE FOR WALL FOR PTZ AND PTC/TR SERIES | \$92.59 | 2 | \$185.18 |
| Extron | 42-298-01 Fiber Optic SuperSpeed USB Extenders | \$908.54 | 1 | \$908.54 |
| Extron | 26-671-20 LC to LC Laser-Optimized Multimode Fiber Optic Cable Assemblies - Plenum - 20 m (65.6') | \$103.66 | 1 | \$103.66 |
| Liberty | DL-PLUSB3.1AC-023M USB 3.2 GEN2 AOC AM-CM CMP 23M | \$426.30 | 1 | \$426.30 |
| Shure | MX415LPDF /C 15" Shock-Mounted Gooseneck, Green/Red LED Ring at bottom, Less Preamplifier, Dual Flexible, Cardioid | \$189.02 | 6 | \$1,134.12 |

Subtotal: \$23,162.04

Room 1 Services

| Product Details | Ext. Price |
|--------------------|------------|
| Installation Labor | \$2,550.00 |
| Project Management | \$850.00 |
| Design/Engineering | \$816.00 |
| Programming Labor | \$3,850.00 |

Subtotal: \$8,066.00

Miscellaneous Materials

| Product Details | Ext. Price |
|-------------------------|------------|
| Miscellaneous Materials | \$826.90 |

Subtotal: \$826.90



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Service & Maintenance

| Product Details | Ext. Price |
|-----------------------|-------------------|
| Service & Maintenance | \$1,389.72 |
| Subtotal: | \$1,389.72 |



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WILCO - AV Systems Upgrade - Training Room P104 - TIPS 210101



Prepared by:
Austin
Mark Mazac
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Fax 512.420.9185
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Prepared for:
Williamson County
,
Don Heflin
(512) 943-1490
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Quote Information:
Quote #: [REDACTED]
Version: 2
Delivery Date: 09/20/2021
Expiration Date: 10/29/2021

Quote Summary

| Description | Amount |
|-------------------------|--------------------|
| Room 1 - Hardware | \$23,162.04 |
| Room 1 Services | \$8,066.00 |
| Miscellaneous Materials | \$826.90 |
| Service & Maintenance | \$1,389.72 |
| Subtotal: | \$33,444.66 |
| Shipping: | \$421.60 |
| Total: | \$33,866.26 |

Payment Options

| Description | Payments | Interval | Amount |
|-----------------|----------|----------|-------------|
| Payment Options | | | |
| Net 30 | 1 | One-Time | \$33,866.26 |

Other service options available. 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.



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Austin

Signature: Mark D. Mazac
Name: Mark Mazac
Title: Account Executive
Date: 09/20/2021

Williamson County

Signature: _____
Name: Don Heflin
Date: _____



Statement of Performance

TERMS AND CONDITIONS

Notice

This Scope of Work is delivered on the basis of 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 prior to the beginning of on-site integration of electronic equipment.
- Customer communication of readiness will be considered accurate and executable by Data Projections project manager.
- In Room(s) where installation is to be completed are 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 time frame 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 prior to 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 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 prior to acceptance of this SOW. If notification is made after initial acceptance of this SOW, 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 of 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 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.
- There is 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 is to be used, Data Projections assumes that these



Statement of Performance

items are in good working condition and will integrate into the designed solution. Any 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 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. {unless otherwise noted}

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 prior to 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 – Customer walk-through and user acceptance training – prior to Service transition (if purchased)

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 covered 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 control system
- Manual operation of display systems, audio system and all other related components
- Use/operation of patch panels, when and where to be used



Statement of Performance

- Who to call when 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 Customer 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 and will be processed in accordance with the Change Management Procedure detailed below.

Proprietary Notice

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

Payment Schedule

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. The payment schedule outlined in the Payment Options section 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.

Returns

The approval of product returns is at the discretion of Data Projections and requires a return authorization number. 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 in 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 cannot 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 warranty requirements as depot service. Data Projections supplies a 90-day workmanship warranty from the date of completion of said system, unless superseded by an extended warranty, service agreement and/or preventative maintenance agreement. If a Data Projections service agreement is purchased all hardware purchased through Data Projections will be covered with no additional service or replacement fees throughout the life of the agreement even if the hardware is no longer covered under the manufacturer's warranty. 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.



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Statement of Performance

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 sub-consultants (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 prior to 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, on-line job boards or postings, agencies, open house, or job fairs.