



# DATA PROJECTIONS

**WILCO - Cisco Tele-Justice System - CCoL-4 - TIPS  
171001**

Quote # 004658  
Version 4

**Prepared for:**

**Williamson County**

Don Heflin  
[don.heflin@wilco.org](mailto:don.heflin@wilco.org)



## DATA PROJECTIONS

4616 W. Howard Ln  
Suite 140  
Austin, TX 78728  
[www.dataprojections.com](http://www.dataprojections.com)  
512.420.8856

Friday, February 21, 2020

Williamson County  
Don Heflin  
,  
[don.heflin@wilco.org](mailto:don.heflin@wilco.org)

RE: WILCO - Cisco Tele-Justice System - CCoL-4 - TIPS 171001

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 adding Cisco Video Conferencing system and capabilities to existing Audio Visual System equipment for Courtroom VTC sessions with remote detainees.

### **-Project Location:**

Williamson County Courthouse  
County Court at Law #4  
405 Martin Luther King  
Georgetown, TX 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 and integrate new and existing AV/VTC equipment into the Courtroom and integrate into existing AV/Control Systems as follows.

-

#### Video:

DPI will provide and Integrate a new Cisco VTC System into the existing AVSystem within the Courtroom to allow for Video Sessions with Remote detainees.

DPI will provide and Install (2) cameras in the Courtroom on either side of projection screen to capture image of Judge's bench and/or Attorney's Tables area.

The control of the new Cisco System will be programmed into the Crestron Touch Panel to allow for calling/answering/camera(s) control in the Courtroom.

#### Audio:



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### Executive Summary

Room Audio System (speakers, Mics, amplifier, etc.) will be integrated with new Cisco VTC System

#### AVRacks:

Equipment will be installed in existing AVRacks/Enclosures

#### Miscellaneous:

All Cables, Consumables, and Misc. Materials for power & connectivity to the AVSystem will be provided as part of the proposal.

#### Special Notes:

- Williamson County will ensure DPI technicians have 2 full days of full access to the space for installation and testing of AV Systems.
- Williamson County ensures that all existing owner-furnished-equipment (OFE) is in good working condition, if applicable.
- Williamson County will provide IT and Facilities Support for Network, Electrical, HVAC, and/or physical limitations that may be incurred.

#### 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 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
CCOL-4				
<i>Video Conferencing System</i>				
VADDIO	999-9560-000 ONELINK HDMI CISCO CODEC/CISCO CAM N/A	\$1,534.97	2	\$3,069.94
Cisco Systems	CS-KITPRO-P60-K9 CISCO WEBEX ROOM KIT PRO P60 - CODEC PRO, P60, TOUCH 10- GPL	\$13,665.06	1	\$13,665.06
Cisco Systems	CON-ECDN-CSKITP0K ESS WITH 8X5XNBD ROOM KIT PRO WCODEC PRO	\$2,387.28	1	\$2,387.28
Cisco Systems	CTS-CAM-P60 CISCO TELEPRESENCE PRECISION 60 CAMERA	\$4,530.91	1	\$4,530.91
Cisco Systems	CON-ECDN-CTSCAM60 ESS WITH 8X5XNBD CISCO TELEPRESENCE PREC	\$628.64	1	\$628.64

Subtotal: **\$24,281.83**

Room 1 Services

Product Details	Ext. Price
Installation Labor	\$1,350.00
Design/Engineering	\$240.00
Project Management	\$200.00
Programming Labor	\$3,430.00

Subtotal: **\$5,220.00**

Miscellaneous Materials

Product Details	Ext. Price
Miscellaneous Materials	\$298.70

Subtotal: **\$298.70**



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#### Service & Maintenance

Product Details	Ext. Price
Service & Maintenance	\$0.00



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## WILCO - Cisco Tele-Justice System - CCoL-4 - TIPS 171001



Prepared by:

**Austin**

Mark Mazac  
(512) 271-6538  
Fax 512.420.9185  
mmazac@datapredictions.co  
m

Prepared for:

**Williamson County**

,  
Don Heflin  
(512) 943-1490  
don.heflin@wilco.org

Quote Information:

**Quote #: 004658**

Version: 4

Delivery Date: 02/21/2020

Expiration Date: 02/28/2020

### Quote Summary

Description	Amount
Room 1 - Hardware	\$24,281.83
Room 1 Services	\$5,220.00
Miscellaneous Materials	\$298.70

Subtotal: **\$29,800.53**

Shipping: **\$194.20**

Total: **\$29,994.73**

### Payment Options

Description	Payments	Interval	Amount
Payment Options			
Net 30	1	One-Time	\$29,994.73

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: 02/21/2020

Williamson County

Signature: Bill Gravel Jr.  
Name: ~~Don Heflin~~ Bill Gravel Jr.  
Date: March 3, 2020





## 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 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



## Statement of Performance

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
- 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



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### Statement of Performance

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 full warranty from the date of invoice. Data Projections will honor all warranty requirements as depot service. Any additional fees outside the manufacturer warranty will be charged accordingly. 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. 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 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.

#### **No Waiver of Sovereign Immunity or Powers**

Nothing in this agreement will be deemed to constitute a waiver of sovereign immunity or powers of Customer, the Williamson County Commissioners Court, or the Williamson County Judge.

#### **Termination for Convenience**

This agreement may be terminated at any time at the option of either party, without future or prospective liability for performance upon giving thirty (30) days written notice thereof. In the event of termination, Customer will only be liable for its pro rata share of services rendered and goods actually received.



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### **Texas Prompt Payment Act Compliance**

Payment for goods and services shall be governed by Chapter 2251 of the Texas Government Code. An invoice shall be deemed overdue the 31st day after the later of (1) the date Customer receives the goods under the contract; (2) the date the performance of the service under the contract is completed; or (3) the date the Williamson County Auditor receives an invoice for the goods or services. Interest charges for any overdue payments shall be paid by Customer in accordance with Texas Government Code Section 2251.025. More specifically, the rate of interest that shall accrue on a late payment is the rate in effect on September 1 of Customer's fiscal year in which the payment becomes due. The said rate in effect on September 1 shall be equal to the sum of one percent (1%); and (2) the prime rate published in the Wall Street Journal on the first day of July of the preceding fiscal year that does not fall on a Saturday or Sunday.

### **Mediation**

The parties agree to use mediation for dispute resolution prior to and formal legal action being taken on this Contract.

### **Venue and Governing Law**

Venue of this contract shall be Williamson County, Texas, and the law of the State of Texas shall govern.

### **Right to Audit**

Data Projections agrees that Customer or its duly authorized representatives shall, until the expiration of three (3) years after final payment under this Agreement, have access to and the right to examine and photocopy any and all books, documents, papers and records of Data Projections which are directly pertinent to the services to be performed under this Agreement for the purposes of making audits, examinations, excerpts, and transcriptions. Data Projections agrees that Customer shall have access during normal working hours to all necessary Data Projections facilities and shall be provided adequate and appropriate work space in order to conduct audits in compliance with the provisions of this section. Customer shall give Data Projections reasonable advance notice of intended audits.