

BILL TO	JOB LOCATION	
<b>Company:</b> Ann Arbor, City of	<b>Company:</b> ANN ARBOR, CITY OF	<b>Date:</b> 2023-09-13
<b>Address:</b> 301 E. Huron ANN ARBOR, MI 48107	<b>Address:</b> 301 E. Huron ANN ARBOR, MI 48107	<b>Sales Rep:</b> JASON LAMBERT
<b>Contact:</b> Markus Davis	<b>Contact:</b>	<b>Phone:</b> 7348839392
<b>Phone:</b> (734) 945 4659	<b>Phone:</b>	<b>Email:</b> JLAMBERT@THALNER.COM

TITLE
Ann Arbor Council Chambers

**SCOPE OF WORK**

**SCOPE OF WORK - PLEASE READ FOR DATE SENSITIVE DETAILS**

**[REVISIONS]**

This quote includes the necessary hardware and labor to provide the diverse use-case options requested, potential future use-case coverage, and to automate the complex technology required to support the space so that any end-user can come into the room and utilize the full features without the need for IT support.

TEL SYSTEMS designed this solution as if the space had no current technology so that we could streamline and more accurately manage and distribute audio and video locally, for video conferencing and streaming (CTN). We re-used existing hardware/equipment and infrastructure wherever it would meet the need and requirement of our newly designed solution.

All items previously shown as OPTIONAL are now included in the quoted price [7. CTN TRICASTER UPGRADE/MOVE and 8. DAIS MONITOR UPGRADE]. Within the hardware of the Tricaster Upgrade, a new PTZ controller has been added. There is unfortunately only one (1) controller currently certified for QSC PTZ cameras, the Skaarhoj PTZ-Fly-V1.

New items include a new ADA compliant lectern that includes an equipment rack for mounting AV gear inside it, and a connectivity insert on the surface with an AC outlet and retractable HDMI input to the system. New items also include the addition of a 98" large format displays mounted to the back wall with a slim profile mount. This larger display will mirror what is on the front-of-room displays, and can switch between HDMI inputs through the control system to either source.

**SECTION 6.1 [OPTIONAL] REAR WALL DISPLAY FROM 98" TO 86" shows the reduction in cost to drop to an 85" versus a 98" display. NOTE: the 86" is currently quoted with a \$1000 clearance price cost that expires on 9/30/2023.**

NOTE: Newtek has said that they may be able to offer a \$500 discount on the cost of the new Tricaster based on the serial number of the control surface They would take it as a trade-in (but the Tricaster itself is no longer on there list of units they are offering trade-in's on, based on its age). This quote DOES NOT include that discount - if made available, we will revise the quote to show that.

DESCRIPTION	QTY	
<b>1. LECTERN</b>		
[EXISTING] Gooseneck Microphone	1.00	
[EXISTING] Owner Furnished PC	1.00	
Spectrum ADA compliant Lectern w/rack, cutouts, power and HDMI, optional Custom Logo	1.00	
Round Table Connection Bus includes Openings for Power Sockets and 2 cables path through	1.00	
TS-201 US Power socket assembly	1.00	
Cable Retractor, HDMI-8ft	1.00	
AC-POWER-CORD-6ft/110V	1.00	
AV Line M4250-8G2XF-PoE+ Fully Managed Desktop Switch	1.00	
SFP+ transceiver module - 10 GigE - 10GBase-T - RJ-45 - up to 262 ft	1.00	
Touch Screen Controller for In-Wall Mounting. Color - Black only	1.00	
Table top mounting accessory	1.00	
Network Video Endpoint, software configurable as Encoder or Decoder.	2.00	
Bridging feature license.	2.00	
peripheral providing 2 mic/line inputs and 2 line outputs.	1.00	
15.6-inch wide LCD Desktop, High Definition, Projected Capacitive 10-Touch, USB Con	1.00	
IP Power Conditioner   12 Individually Controlled, Metered Outlets	1.00	
Powered speaker monitor (includes AC adapter) [In Lectern]	1.00	
	<b>1. LECTERN Total:</b>	<b>\$17,897.58</b>
<b>2. CAMERAS, SPEAKERS AND ARRAY MICROPHONES</b>		
20x Optical Zoom 60 Horizontal Field of View, PTZ Network Camera, PoE, with HDMI and SDI output. Inc	5.00	
Ceiling Microphone Array kit.	2.00	
4" Full-range, low-profile ceiling-mount network PoE loudspeaker, Includes C-ring and	12.00	
	<b>2. CAMERAS, SPEAKERS AND ARRAY MICROPHONES Total:</b>	<b>\$34,300.00</b>
<b>3. CTN INTERFACING</b>		
Existing Soundcraft Audio Mixer	1.00	
4K60 4:4:4 Network Video Endpoint, software configurable as Encoder or Decoder	1.00	
Bridging feature license.	1.00	
10.1 PoE Touch Screen Controller for In-Wall Mounting. Color - Black only	1.00	
Table top mounting accessory	1.00	
Micro Converter HDMI to SDI	1.00	
IP Power Conditioner   12 Individually Controlled, Metered Outlets	1.00	
Netgear M4250, 40x 1G PoE+, 8x 10G SFP+, 960W	1.00	
SFP+ transceiver module - 10 GigE - 10GBase-T - RJ-45 - up to 262 ft	1.00	
	<b>3. CTN INTERFACING Total:</b>	<b>\$9,971.94</b>
<b>4. DAIS INTERFACING</b>		
Existing Monitor Distribution Amplifier	1.00	
Owner Furnished DAIS PC (If desired)	1.00	
IP Power Conditioner   12 Individually Controlled & Metered Outlets	1.00	
2-Channel Wi-Fi Assisted Listening System with 2 Receivers (Dante)	1.00	
ClickShare Conferencing Base + 2 Buttons, TAA Compliant - Black	1.00	
Network Video Endpoint, software configurable as Encoder or Decoder	1.00	
Network Video Endpoint, software configurable as Encoder or Decoder.	1.00	
Core with 8 local audio I/O channels, 64x64 network I/O channels with 8x8 Software-based Dan	1.00	

DESCRIPTION	QTY	
<b>4. DAIS INTERFACING</b>		
Core 8 Flex, Core Nano, NV-32-H (Core Capable). Scripting Engine Software License, Perpetual.	1.00	
Core 8 Flex, Core Nano, NV-32-H (Core Capable). UCI Deployment Software License, Perpetual.	1.00	
10.1 PoE Touch Screen Controller for In-Wall Mounting. Color - Black only	1.00	
Table top mounting accessory	1.00	
<b>4. DAIS INTERFACING Total:</b>		<b>\$16,761.79</b>
<b>5. BULK WIRE AND INSTALLATION SUPPLIES</b>		
Existing SDI cable to PTZ cameras - already in place	1.00	
Enhanced Cat 6a, 1K Ft, Blu	1.00	
Cat6e, 1K Ft, Blue, Rib	1.00	
Misc Installation Materials	1.00	
<b>5. BULK WIRE AND INSTALLATION SUPPLIES Total:</b>		<b>\$3,548.67</b>
<b>6. MAIN DISPLAYS, MOUNTS AND DISTRIBUTION</b>		
Owner Furnished Large Format Displays for wall mounting behind DAIS	2.00	
2 Existing column-mounted Displays for content, and 2 Existing column-mounted displays for CTN	4.00	
98" Diagonal Class QBT Series LED-backlit LCD display - 4K UHD (2160p) 3840 x 2160	1.00	
Rear Wall display will replicate either front display (control will switch TV input)	0.00	
Extra-Large Fit Fixed Display Wall Mount	1.00	
Pro AV/IT 18Gb 4K Active Optical Plenum HDMI Cable 75ft	3.00	
Micro-Adjust Tilt Wall Mount X-Large (may change depending on Owner Furnished Displays)	2.00	
4K HDR Two-Output HDMI Distribution Amplifier	2.00	
4K60 4:4:4 Network Video Endpoint	2.00	
Peripheral providing control expansion with 8 logic inputs and 8 logic outputs. Up to 4 device	1.00	
<b>6. MAIN DISPLAYS, MOUNTS AND DISTRIBUTION Total:</b>		<b>\$14,192.23</b>
<b>6.1 [OPTIONAL] REAR WALL DISPLAY FROM 98" TO 86"</b>		
98" Diagonal Class QBT Series LED-backlit LCD display - digital signage - 4K UHD (2160p) 3840 x 2160	(1.00)	
85in Commercial 4K UHD LED LCD Display, 350 NIT, 16/7 (REAR WALL)	1.00	
<b>6.1 [OPTIONAL] REAR WALL DISPLAY FROM 98" TO 86" Total:</b>		<b>-\$5,055.00</b>
<b>7. CTN TRICASTER UPGRADE/MOVE</b>		
TriCaster TC1	1.00	
PTZ joystick controller, PoE, QSC certified compatible	1.00	
ProTek Ultra - Critical case handling, phone support, advanced replacement where applicable	1.00	
NewTek Professional services - 4 Hours Service Plan	1.00	
Installation Services, PM	1.00	
<b>7. CTN TRICASTER UPGRADE/MOVE Total:</b>		<b>\$22,779.00</b>
<b>8. DAIS MONITOR UPGRADE</b>		
15" Monitor, 16:9, HDMI, VGA, Inputs, VESA 75mm mount	14.00	
TILT WALL MOUNT FOR 10-29 LCD SCREENS (Reuse existing if possible)	14.00	
Misc Material, Hardware, wire management	1.00	
Shipping and Handling	1.00	
Installation Services, PM	1.00	
<b>8. DAIS MONITOR UPGRADE Total:</b>		<b>\$7,260.00</b>
<b>9. INSTALLATION, FREIGHT, PM, PROGRAMMING, TESTING</b>		
Professional Integration Services, PM, Programming, CAD, Testing, Training	1.00	

DESCRIPTION	QTY	
<b>9. INSTALLATION, FREIGHT, PM, PROGRAMMING, TESTING</b>		
Freight	1.00	
<b>9. INSTALLATION, FREIGHT, PM, PROGRAMMING, TESTING Total:</b>		\$37,922.00
<b>Subtotal:</b>		\$164,633.21
<b>Tax:</b>		\$0.00
<b>Total:</b>		\$164,633.21

IF YOU WISH TO ACCEPT THIS PROPOSAL AND RELATED STATEMENT OF WORK, PLEASE SIGN AND RETURN

BUYER: \_\_\_\_\_ SIGNATURE: \_\_\_\_\_ DATE: \_\_\_\_\_  
(Print Name)

## General Terms and Conditions

These Terms & Conditions are by and between Thalner Electronic Laboratories, Inc. d/b/a TEL Systems, Inc. and the undersigned Customer (the "Customer")

1. **PRICING** All prices good up to 15 days after quote date, and all sales are considered final.
2. **STORED MATERIAL:** Equipment is ordered promptly when project is approved. Client will be charged for Stored Material as product is received here at our facility. The material is fully insured in a climate controlled storage area at our facility. Photos, suppliers packing slips, etc. will be supplied upon request.
3. **INSTALLATION:** Customer hereby grants to TEL Systems the right to install the equipment, and represents and warrants that all necessary governmental and third-party approvals for installation have been obtained. Delays in installation caused by public agencies, manufacturers, suppliers, acts of God, strikes or other union bargaining, and all acts not directly attributable to TEL Systems shall not in any way affect the obligations of Customer. TEL Systems shall not be responsible for damages for any such delay.
4. **TAXES, FEES, AND PERMITS:** Customer agrees to pay TEL Systems all State and Local taxes, excises, permits, and fees if required. All dollars in this agreement are pretax unless otherwise stipulated.
5. **PAYMENT:** Payment accepted in the form of cash, cleared business or personal check or other pre-approved electronic payment options. Financing options are available and must be agreed upon before sale.
6. **SHIPPING:** All shipments of Equipment are FOB TEL Systems' distribution facilities, unless otherwise noted in quotation.
7. **RESPONSIBILITY:** Please reference the proposal number on purchase orders or correspondence. Until balance is paid, Customer agrees to take proper care of the Equipment on premises and to be responsible for its damage or loss by fire, theft, casualty or any other cause whatsoever, and will not permit or suffer same to be removed from the place of its location at address of Customer, without written consent of TEL Systems or assigns.
8. **GENERAL:** This Agreement constitutes the sole and entire understanding between the parties with respect to the subject matter hereof and supersedes all prior conversations, agreements, representations and promises, whether verbal or written. No modification of this Agreement shall be valid unless made in writing and properly signed by each party.
9. **INFRASTRUCTURE:** In the event that TEL Systems is installing equipment or systems that require connectivity to the Customer network including, but not limited to, VOIP / SIP / POTs connectivity, Internet Access, Wireless Network Access, firewall traversal, port forwarding, and/or RF COAX, TEL Systems may advise Customer as to the network requirements. Any responsibility for infrastructure on the part of TEL Systems stops at the installed equipment's network jack or wireless connection; and configuration of the network settings on the device sold. TEL Systems is not responsible for updating network settings in the event the Customer's network changes. If the Customer's network is not "Plug and Play" then any custom network settings must be supplied by the Customer to TEL Systems before the completion of installation.
10. **INSTALLATION AND SITE PREPARATION:** Installation (field assembly, interconnection, equipment calibration and checkout) is to be performed by the TEL Systems' trained technical employees. There may be times that TEL Systems will find it necessary to employ sub-contractors to assist in or carry out, in whole or in part, the installation. TEL Systems shall coordinate and cooperate with other trades to facilitate satisfactory work progress. If the TEL System's work in progress is impeded by other trades and/or contractors (excluding TEL System's own subcontractors) or by scheduling delays due to the Customer, time delays in the final installation as well as additional charges including labor, travel and reasonable expenses may result.
11. The Customer shall be responsible for preparing, at its own expense, the installation site in accordance with the TEL Systems' instructions, including the requirements specified in the quotation. TEL Systems shall not be responsible for any high voltage electrical work, conduits, raceways, cable trays, ceiling modifications, structural modifications, or mechanical systems modifications. Unless otherwise specified, Customer shall provide TEL Systems with source code (uncompiled) including GUI touch panel files for any non-TEL Systems programmed remote control systems required to be modified under the terms of this agreement. All building renovations, structural, aesthetic, trim, finish work or otherwise are not included in TEL Systems' pricing.
12. Installation price reflects work performed during normal business hours only, unless specified in writing.
13. The Customer shall provide TEL Systems with reasonable access to the installation site before delivery, for purposes of determining site readiness for installation, and shall designate an individual on Customer's staff to serve as a contact person for all site preparation and installation issues. The installation will be scheduled through this single point of contact. If the Customer needs to move the pre-scheduled installation date 10 business days or closer before the pre-scheduled install date, additional fees may incur.
14. Customer shall provide TEL Systems with access to the installation site to prepare for installation. The Customer shall indemnify the TEL Systems against any loss, damage or claim arising out of the condition of the storage and installation premises. Customer shall obtain at its expense and keep effective all permissions, licenses, and permits whenever required for the installation and/or use of the Equipment and the premises where the Equipment shall be situated.
15. **LIMITATIONS OF WARRANTY – PRODUCTS OF OTHERS:** This proposal will include a limited one-year, on-site parts and labor warranty against defective workmanship on the installation and on the products included in the system. The system warranty is initiated at the time of substantial system completion. Please see the TEL Systems Warranty/Implementation Agreement for more details and clarifications.
16. Unless otherwise specified, no warranty is provided for "consumables" including batteries, lamps, glassware and evacuated devices. TEL Systems' obligation with respect to any material or part identified in the quotation, literature, or specifications furnished to the Customer as manufactured or supplied by others, shall be to pass on to the Customer the applicable manufacturer's warranties, if any. TEL Systems makes no implied or assumed claims regarding performance, capabilities or interface capability of the equipment listed unless otherwise noted.
17. **CHOICE OF LAW AND SEVERABILITY:** This agreement shall be interpreted in accordance with and governed in all respects by the law of the State of Michigan. Should any provision of this agreement be found invalid or unenforceable by a court of law, it shall not affect the validity of any other provision contained herein.
18. **RESTOCKING FEES:** Equipment returns must be authorized in writing by TEL Systems and may incur a re-stocking fee plus total freight.
19. Additional Freight Charges and/or Surcharges may be applied to the Final Invoice.
20. **CHANGE ORDERS:** Any changes made to the design of the system or the contractual agreements in implementation or functionality may result in a price change and will require a "Change Order" form signed by an authorized decision maker for the Customer.
21. **CONFIDENTIALITY:** This Entire Document and all information enclosed including drawings, specifications and designs is the property of TEL Systems. Proprietary information provided to Customer (or agents) is for the sole purpose of demonstrating TEL Systems' capabilities and shall be held in confidence. These Materials may not be copied, distributed or disclosed in any way without the sole written permission of an authorized representative of TEL Systems.