



# PROPOSAL

## Lake County Government

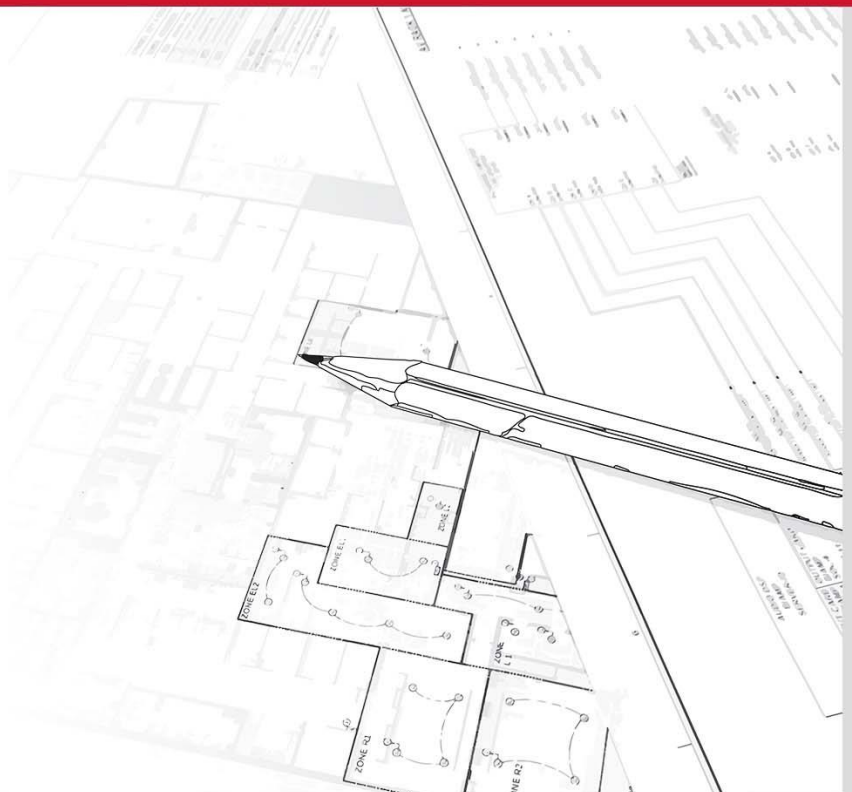
### Large Conference Room Upgrades – Public Works

#### DATE

Tuesday, 18 April 2023

#### PREPARED BY

Gina Skrip-Surowiak  
Design Consultant



# Scope of Work

**Proposal Number:** J23140176

**Proposal Date:** 4/18/2023

**Prepared for:** Lake County Government

**Attn:** Phil Speck

**Phone:**

**Email:** pspeck@lakecountyil.gov

**Prepared by:** Gina Skrip-Surowiak

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**Email:** Gina.Skrip@cti.com

**Bill to:** Lake County Government

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**Ship to:** Lake County Government  
Department of Public Works  
650 W Winchester Rd  
Libertyville, IL  
60048

## Project Timeline

Anticipated Notice to Proceed: As soon as possible

Project Kickoff: As soon as possible

Substantial Completion: October 24, 2023

## *Prevailing Wage Labor Quoted*

## *Installation Services Based on Equipment Availability*

## *Scaffold Included for Ceiling Microphone Installation*

## Large Conference Room Upgrades

Existing Speakers, Amplifier, Projector, Screen, Podium and Podium Display will remain.

## Video

- The following sources will be available to the AV system:
  - a. DigitalMedia transmitter with HDMI at the specified wall location. This will allow for a laptop connection for presentation use. Conferencing use will only be from the dedicated PC.



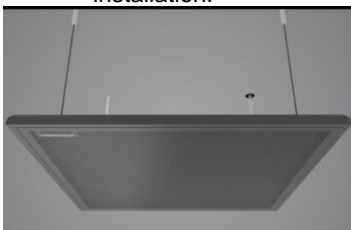
- b. **Owner Furnished** permanent, rack mounted PC. CTI will move the existing desktop PC from the Podium to the AV rack.
  - c. Extended USB wall plate at the specified wall location. This is the connection for the Owner Furnish Keyboard and Mouse Dongle for in room use at the podium.



- Scaling receiver/room controller will be installed at the display.
- System will be set up to include a QSC NC-12x80 OTZ Camera with a QSC Camera wall mount in the future.

## Audio

- Furnish and install 2 ceiling microphone arrays (white in color) for all conferencing. Scaffold is included for installation.



- Furnish and install a digital sound processor supporting all audio sources. All microphones used for conferencing will utilize the echo canceling component of the DSP. The DSP will be configured to maximize audio quality for all applications. The DSP will include a VOIP telephone system interface for audio conferencing.

## Control

- Furnish and install a control system to allow ease of use of the A/V equipment. All equipment will be controlled through this control system.



- Furnish and install a 10" wired color touch screen user interface. A graphical user interface (GUI) will be created by CTI graphic artists and will include the following functionality:
  - a. Source routing for all sources for audio & video
  - b. Volume controls – program audio, audio conference (dialer), video conference, microphones in room
  - c. Audio Conference controls
  - d. Display controls
- CTI will submit the GUI for approval prior to installation of the programming.
- The client representative is required to sign-off on the GUI design.
- CTI will coordinate with the clients IT personnel establishing WAP usage, IP addresses & VoIP configuration, if necessary.
- Furnish an App for virtual monitor of the room on a separate laptop device. NOTE: Client laptop will need to be provided at the time of installation for the onsite technician. .



***Proper heat dissipation and venting for the equipment in this system will be the responsibility of others. Powered venting utilizing thermostatically controlled quiet fans should be utilized in enclosed spaces where convection cooling is not possible.***

## **Project Plan**

### **Equipment Location Plan**

Upon approval mark up's to be provided.

### **System Training**

- An onsite system overview is included.

### **Infrastructure Requirements**

- All AC power at the display locations, along with any required conduit for all low voltage cable paths to the display is the responsibility of others.
- All ceiling work required to accommodate the projector and projection screen is the responsibility of others.
- All required backing and any other wall reinforcement required to safely accommodate the displays is the responsibility of others.
- Millwork modifications to any furniture is the responsibility of others.
- All AC power required at the table location, along with any required conduit for all low voltage cable paths to the headend equipment is the responsibility of others.
- All AC power required at the rack location, along with any required conduit for all low voltage cable paths in the A/V system is provided by others.
- All network connectivity is provided by others.

Please note that all electrical power, network, phone, and structural requirements are to be provided and installed by others. Any repair or replacement of the existing equipment either requested or necessary will be added to the cost of the project. All cables and connectors necessary for integration will be provided. Installation will occur according to an agreed upon schedule with on-site work performed during a second shift schedule. Starting at 3PM to 11PM. Project delays due to either or both incomplete infrastructure requirements and unavailable site access once scheduled and confirmed will be added to the cost of the project. A dedicated Project Manager will be assigned for coordination of all work and will schedule a training session with users at a mutually agreed upon time. Protective coverings will be utilized with all work around owner furnishings and care will be taken with ceiling tiles to prevent damage.

## Roles & Responsibilities

Responsibilities	CTI	Electrical Contractor	Low Voltage Contractor	General Contractor	Owner
<b><u>ELECTRICAL &amp; NETWORK</u></b>					
Provide and install conduit, raceways, back boxes and floorboxes					X
Provide and install power					X
Provide and install LAN					X
Provide IP addresses					X
<b><u>CABLING</u></b>					
Provide low voltage permits					X
Provide all cabling	X				
Pull all audio-visual cables	X				
<b><u>EQUIPMENT &amp; MATERIALS</u></b>					
Provide projectors, displays, and mounting brackets	NA				
Provide above ceiling unistrut and hardware to support displays	NA				
Provide electric projection screens	NA				
Provide floor and credenza vertical equipment racks	X				
Provide all remaining A/V equipment	X				
<b><u>MOUNTING</u></b>					
Install all ceiling and wall mounted flat screen displays	NA				
Provide any required wall backing to support displays	NA				
Install electric projection screens	NA				
Ceiling grid trim work around projection screens	NA				
Install projector mounts	NA				
Install projectors	NA				
Install ceiling and/or wall speakers	X				
Install any custom wall plates	X				
Install rack mounted equipment in vertical equipment racks/testing	X				
Place loaded and tested equipment racks	X				
Install all remaining AV field devices	X				

# Your Investment

Below is the cost of this solution based on the outlined scope of work. If you have questions about the complete solution, please let us know how we can help align this investment with additional needs or changes in scope.

## Proposal Summary

Description	Price
Equipment	\$22,087.53 Includes Freight Fees
Implementation Services	\$21,451.17 Includes Installation Material Fees and Scaffold
Subtotal	\$43,538.70
Tax	\$0.00
<b>Grand Total</b>	<b>\$43,538.70</b>

## Recommended

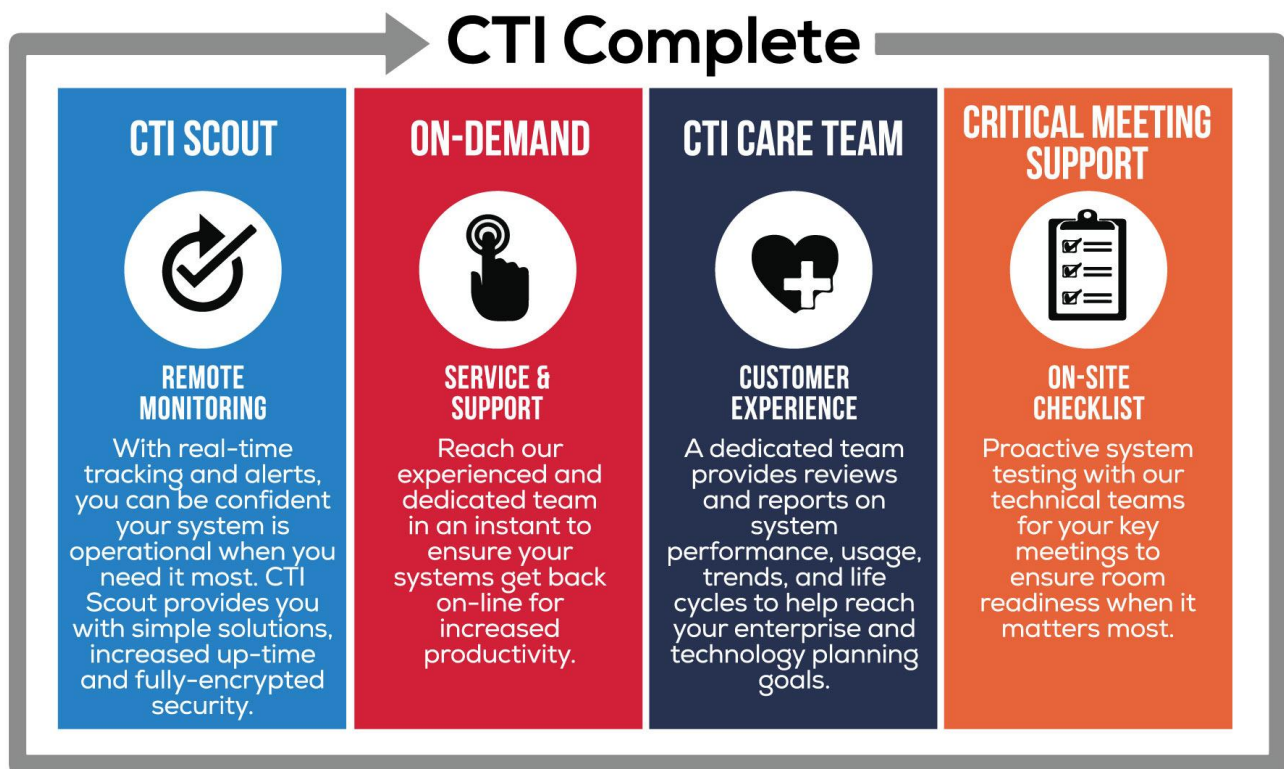
Description	Price
2 Additional Years CTI Complete Service Agreement	\$3,535.85
4 Additional Years CTI Complete Service Agreement	\$7,071.71

## Down Payment Requirements

Terms are Net 15 with approved credit. For orders that exceed ten thousand dollars; 60% to initiate order, 40% NET 30, or progress billing based on purchase agreement at time of order. Payments made by credit card are subject to a 3.0% fee.

# Why Us?

Our CTI Complete service is there for you 24/7 through our dedicated CTI Care customer experience team. Through on-site technical service, recommended programming upgrades, and quarterly reliability checks, your system is covered for the unexpected, as well as planned maintenance. Your teams will be trained to operate equipment with confidence. When critical meetings arise, we help ensure system performance with proactive system testing and an on-site checklist, so your systems will be ready when it matters most. Our managed services staff does more than diagnose and repair failures, they help plan for system life cycles.





# Bill of Materials

## Large Conference Room Upgrades

Manufacturer	P/N	Description	Qty	Unit Price	Ext. Price
<b>General: \$168.67</b>					
Netgear		AV Switch	1	\$168.67	\$168.67
<b>Video Systems Equipment: \$3,225.29</b>					
Crestron	HD-TX-4KZ-101-1G-W	DM Lite 4K60 4:4:4 Transmitter for HDMI Signal Extension over CATx Cable, Wall Plate, White	1	\$271.08	\$271.08
Crestron	HD-RX-4KZ-101	DM Lite 4K60 4:4:4 Receiver for HDMI Signal Extension over CATx Cable	1	\$240.96	\$240.96
Crestron	HD-MD402	4x2 4K60 4:2:0 AV Switcher	1	\$1,418.07	\$1,418.07
Crestron	HD-RXC-4KZ-101	DM Lite 4K60 4:4:4 Receiver for HDMI , RS-232, and IR Signal Extension over CATx Cable	2	\$283.13	\$566.26
Crestron	USB-EXT-2-REMOTE-1G-W	USB over Category Cable Extender Wall Plate, Remote, White	1	\$397.59	\$397.59
Crestron	USB-EXT-2-LOCAL	USB over Category Cable Extender, Local	1	\$331.33	\$331.33
<b>Audio Systems Equipment: \$10,630.01</b>					
Shure	MXA920W-S	Ceiling Array Microphone, Square, White, 24 inch	2	\$3,606.57	\$7,213.14
QSC	CORE 110f-v2	Unified Core with 24 local audio I/O channels, 128x128 total network I/O channels with 8x8 Software-based Dante license included, USB AV bridging, dual LAN ports, POTS and VoIP telephony, no GPIO, 16 next-generation AEC processors, 1RU.	1	\$3,012.05	\$3,012.05
QSC	SLDAN-16-P	Q-SYS Software-based Dante 16x16 Channel License, Perpetual.	1	\$404.82	\$404.82
<b>Control Systems Equipment: \$4,353.00</b>					
Crestron	CEN-IO-COM-102	Wired Ethernet Module with 2 COM Ports	1	\$245.78	\$245.78
Crestron	Xpanel	Xpanel App	1	\$168.67	\$168.67

Crestron	VC-4-PC-3	Computer with Crestron Virtual Control Server Software	1	\$1,807.23	\$1,807.23
Crestron	USB-OFFLINE	Offline Licensing USB Dongle for Crestron Virtual Control	1	\$90.36	\$90.36
Crestron	TSW-1070-B-S	10.1 in. Wall Mount Touch Screen, Black Smooth	1	\$2,040.96	\$2,040.96
<b>Rack Accessories and Furniture: \$710.56</b>					
Atlas	RX14-25	25 inch Deep, 14RU Mobile Equipment Rack Includes: Casters, and Side Handles	1	\$600.54	\$600.54
Atlas	AP-S15A	15A Power Conditioner and Distribution Unit with IEC Power Cord	1	\$110.02	\$110.02

# Standard Disclaimer

Conference Technologies, Inc. provides for twelve (12) months of **CTI Complete** on all system purchases. Conference Technologies, Inc. warrants the system implemented is free from defects in material and workmanship, in accordance with the contract, drawings, specifications, alterations and additions thereto, for a period of twelve (12) months from the date of commencement of use, substantial completion, or date of notice of completion, whichever occurs first. This coverage does not protect against consumables, severe weather, and acts of God.

## Terms

Terms are NET 15 with approved credit. For orders that exceed ten thousand dollars; 60% to initiate order, 40% upon completion, or progress billing based on purchase agreement at time of order. Payments made by credit card are subject to a 2.5% fee.

All applicable taxes are the responsibility of the purchaser and will be added to the final invoice. Any cancelled orders or returns are subject to manufacturer acceptance; shipping and restock fees may apply. This proposal is valid for fourteen (14) days.

## Installation Description and Requirements

Provided by Conference Technologies, Inc.: If installation is purchased, Conference Technologies, Inc. will install all A/V components. Conference Technologies, Inc. will also perform all programming, alignments, and end-user training. Conference Technologies, Inc. will provide A/V project management, and provide drawings as required. This install price assumes a Monday through Friday 8:00am to 5:00pm install time. Room availability must be in consecutive 8-hour blocks. Any required changes or rushes may affect the final price.

## Provided by Others

Electrical requirements are to be provided by others unless specifically included in Conference Technologies, Inc. Scope of Work.

## Statement

This system proposal is the property of Conference Technologies, Inc. and is delivered with the sole intent of being viewed by management of Lake County Government for evaluation purposes only. This proposal or any part of this proposal is not to be presented to, or viewed by any other party, vendor or Conference Technologies, Inc. competitor without the written consent of Conference Technologies, Inc. Any effort to do so will be considered a violation of copyright law.

# Next Steps

1. Upon Notice to Proceed, Conference Technologies, Inc. will begin executing the project plan with an internal handoff of the project to our operations team.
2. If you have questions about the process as we move forward, please contact me at Gina.Skrip@cti.com or 872-806-1712.
3. You will be contacted by a Conference Technologies, Inc. Project Manager to schedule a project kickoff meeting to review the project scope and schedule.

Total
J23140176 - \$43,538.70

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Customer Signature

\_\_\_\_\_  
CTI Signature

\_\_\_\_\_  
Printed Name

\_\_\_\_\_  
Printed Name

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Title

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