



18 North County Street – 9th Floor
Waukegan, Illinois 60085-4355
Phone 847 377-2992
Fax 847 984-5889

April 8, 2022

Conference Technologies, Inc. (CTI)
Gina Skrip-Surowiak
1501 Ardmore Avenue
Itasca, IL 60143

**Subject: INTENT TO BUY
Hybrid Courtroom AV Upgrades proposal J21140165**

Dear Gina Skrip-Surowiak:

It is the intent of Lake County to purchase from **CTI, Inc. an AV Upgrades** to upgrade existing audio, video and integrate with courtroom AV requirements supporting in-person or hybrid proceedings in twenty-seven (27) of the older courtrooms in Courthouse facilities in the amount of **\$694,251.54**. Lake County intends to procure these services from Joint Purchasing contract **#J21140165**.

Lake County has received funding from the **Administrative Office of the Illinois Courts (AOIC)** for the purpose of technology goods/services to modernize local court systems. The County Board appropriated funds from AOIC in the amount of **\$1,027,412.64** for Fiscal Year 2022 Judicial Branch, following County Board approval of the use of the joint purchasing contract at its Board meeting on May 10, 2022.

The final award of the use of this contract is contingent upon approval by the Lake County Board at their meeting scheduled on May 10, 2022. A formal purchase order will be issued following this meeting.

Thank you for your interest in doing business with Lake County.

Sincerely,

A handwritten signature in black ink that reads "RuthAnne K. Hall".

RuthAnne K. Hall
Lake County Purchasing Agent

cc: Todd Schroeder
Angela Cooper
Winnie Webber
File



PROPOSAL

Lake County Nineteenth Judicial Circuit Court of Illinois

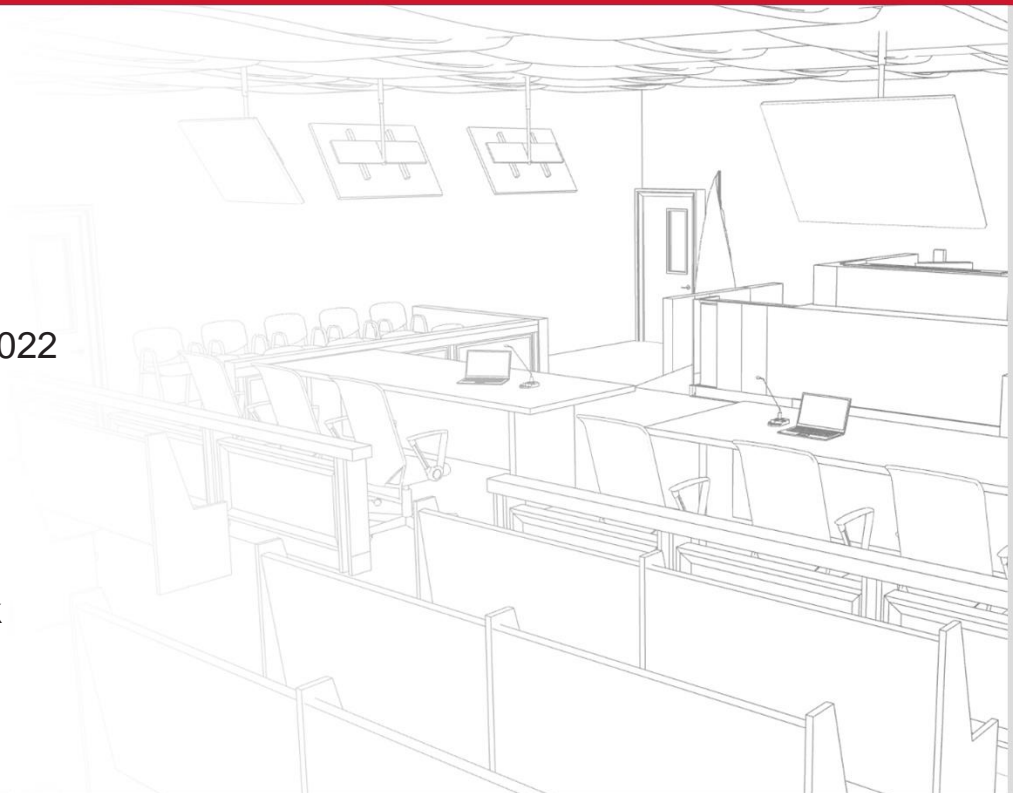
Hybrid Courtrooms - TIPS

DATE

Thursday, 07 April 2022

PREPARED BY

Gina Skrip-Surowiak
Design Consultant



Scope of Work

Proposal Number: J21140165

Proposal Date: 4/7/2022

Prepared for: Lake County Nineteenth Judicial Circuit Court of Illinois

Attn: Winnie Webber

Phone: (847) 377-3822

Email: WWebber@lakecountyil.gov

Prepared by: Gina Skrip-Surowiak

Phone: 872-806-1712

Email: Gina.Skrip@cti.com

Bill to: Lake County Nineteenth Judicial
Circuit Court of Illinois

18 North County Street
Court Admin, 1st Floor
Waukegan, IL
60085

Ship to: Lake County Nineteenth Judicial
Circuit Court of Illinois

18 North County Street
Court Admin, 1st Floor
Waukegan, IL
60085

Lake County 19th Judicial Circuit Court of Illinois Hybrid Courtroom Upgrades CTI J#21140165

Project Timeline

Anticipated Notice to Proceed: As soon as possible

Project Kickoff: As soon as possible

Substantial Completion: As soon as possible

Prevailing Wage Quoted

Installation timeframe based on equipment availability

REV 3 Revised 3.18.2022

Based on site visit 3.18.22 Courtroom Upgrades count 21 rooms

21 Courtrooms:

C101, C102, C103, C107, C105, C201, C202, C204, C205, C301, C302, C303, C304, C305, C401, C402, C403, C404, C405, T120 and T121

Replace existing displays only in 4 Traffic Courtrooms

4 Courtrooms:

Park City A, Park City B, Mundelein and Round Lake

Conference Technologies (CTI) to furnish and deliver related installation cable for client to pull cable. CTI will terminate cable.

Once CAD files are received for existing courtrooms CTI will provide updated drawings reflecting cable pull locations.

Nineteen Center Court Rooms

- If applicable replace the existing floor XLR jack connectors. Includes locations for Attorney Tables, Witness, Well Microphone and Jury

- Floortrack for cable with channel for power is included for the Attorney Tables. Floortrack for cable in Well and Jury locations is included. If a ceiling microphone is being installed for the Well, no floortrack will be needed. All floortrack is included unless otherwise specified by client facilities. Any electrical wiring for floortrack power is provide by client.

- If applicable furnish and install LV5 wiremold for existing exposed cables at the display locations.

- Courtrooms 101, 107 rack location under Judges bench. Remove the existing surface mounted gang plate for volume control at the Judges bench and replace with a new blank cover.

- Furnish and install ceiling microphone arrays for the Well in 4th floor Courtrooms C401, C402, C403, C404 and C405 and Courtrooms 103 and 105

- Replacing existing displays, twelve new 65" displays. Six wall mounted and six on pole mount. . C401, C402, C403, C404, C405, C303, C304, C305, C201, C202, C204, C205

REV 3 Revised 3.18.2022 – continued

Two Court Tower Extensions, Courtrooms T120 and T121

- AV racks for T120 and T121 to be installed in Courtroom T121 closet.
- Furnish and install a ceiling microphone array for the Well in T120 and T121.
- Add Sidebar Microphone in T120 and T121.
- Remove Floortrack from original proposal. Client to provide required pathways and electrical.

Traffic Courtrooms Park City A, Park City B, Mundelein and Round Lake

- Replace existing wall mounted display with a new 65" display (wall mount included).
- Remove 6 Court Locations. Includes removing quantity 6 displays with wall mount hardware. (removed C206, C207, C306, C307, C406 and C407)
- Conference Technologies will remove the old racks and related hardware and return to the client.
- Revised price increases 3/21/2022 on Crestron, Wiremold and Chief

NOTE :

Normal business hours are included in this proposal for installation services. If normal business hours are not available, the following additional fees would apply to the total amount of the proposal. Second Shift Installation Schedule, Prevailing Wage, \$83,849.00

Conference Technologies, Inc. will provide an upgraded and enhancement to the existing AV system through use of digital based components utilizing the latest technology in providing for best performance and reliability throughout.

Nineteen Center Courts and Two Court Tower Extension courtrooms. Four Traffic Court courtrooms replacing existing displays only.

The existing video system and assistive listening systems will remain. A new HDMI wall plate transmitter and receiver will be installed in each courtroom. Based on the information provided the current assistive listening system is a two channel Williams Sound. Additional receivers may be needed to provide the Interpreter use.

Twelve existing plasma displays will be replaced with new digital HD 65" displays. Six are wall mounted and six are pole mounted. C401, C402, C403, C404, C405, C303, C304, C305, C201, C202, C204, C205

The existing audio system will be upgraded to include microphones. One microphone for the Judge, Witness, and each Attorney table, Well microphone and/or Microphone input and sidebar microphone.

In eleven courtrooms quantity two gooseneck microphones will be provided for the Jury Box location.

For the Judge a side bar microphone is included. A new digital signal processor and amplifier are included to provide clear audio for Zoom and recording. Existing in room speakers will remain.

All related cable will be included.

Based on the information provided the recording format will be a PC located for each room. CTI will provide a feed for the recording PC. Set up for the recording PC provided by others.

A new control system will be provided for the audio to accommodate the new components along with touch panel pages for operator control.

Each Courtroom will have its own wall rack where the components will be located (excluding Courtrooms 101 and 107 which will have a rack under the Judges bench). Included is Wiremold floortrack for the Courtrooms.

Please note that all electrical power, network, phone, and structural requirements are to be provided and installed by others along with a soft codec Zoom license loaded onto an existing PC. 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 normal business hours. 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.

Product Examples:

Floor Track:



Previous revisions:

REV 1 Revised 1.26.2022

- Added a transmitter (wall plate)/receiver for HDMI connection in each courtroom, quantity 27
- Revised quantity to 7 displays installed on existing pole mounts
- Added quantity 13 display wall mount
- Revised quantity to 7 displays installed on a stand mount - **note: these stands will be client provided*
- Added quantity 4 HDMI out Document Cameras
- Added quantity 4 Document Camera Portable Carts
- Added quantity 2 gooseneck microphones for the Jury Box in 11 courtrooms
- Added clause for Second Shift Installation Costs as Optional

REV 2 Revised 2.2.2022

- Removed quantity 4 HDMI out Document Cameras
- Removed quantity 4 Document Camera Portable Carts
- Revised price increases on Crestron, QSC Middle Atlantic
- Revised price increases on Prevailing Wage Programming/Commission labor
- Removed 7 displays installed on a stand mount - **note: these stands will be client provided*

Project Plan

Equipment Location Plan

Upon approval and courtroom drawings provided by client, CTI will provide updated infrastructure drawings to reflect cable pull locations and elevations if required. System drawings will be included at project completion.

System Training

- On site system training 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.

Roles & Responsibilities

Responsibilities	CTI	Electrical Contractor	Low Voltage Contractor	General Contractor	Owner
<u>ELECTRICAL & NETWORK</u>					
Provide and install conduit, raceways, back boxes and floorboxes					X
Provide and install power					X
Provide and install LAN					X
Provide IP addresses					X
<u>EQUIPMENT & MATERIALS</u>					
Provide projectors, displays, and mounting brackets	X				
Provide above ceiling unistrut and hardware to support displays	NA				
Provide electric projection screens	NA				
Provide floor and credenza vertical equipment racks	X				
<u>MOUNTING</u>					
Install all ceiling and wall/pole mounted flat screen displays	X				
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 microphones	X				
Install ceiling and/or wall speakers	NA				
Install any custom wall plates	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
Subtotal	\$694,251.54
Tax	\$0.00
Grand Total	\$694,251.54

Recommended

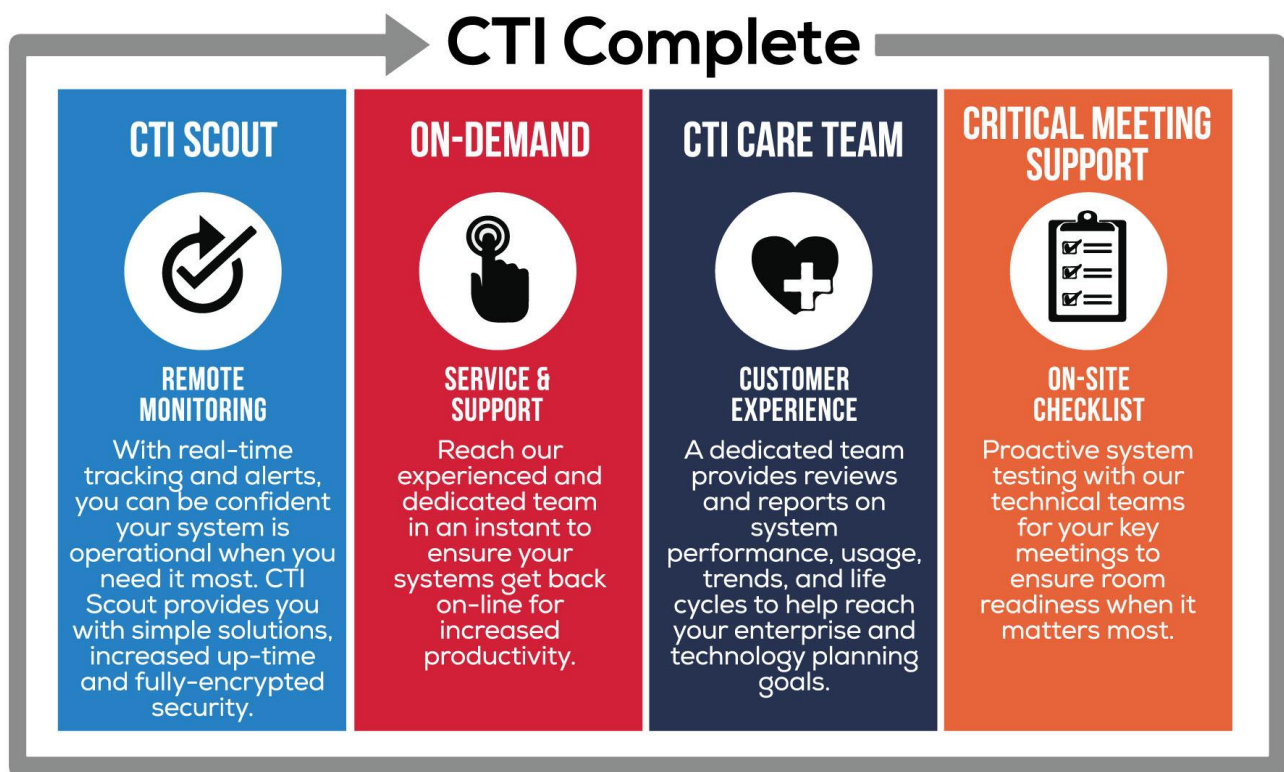
Description	Price
2 Additional Years CTI Complete Service Agreement	\$58,570.02
4 Additional Years CTI Complete Service Agreement	\$117,140.04

Down Payment Requirements

Terms are 60/40 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

TIPS Courtroom Upgrades

Manufacturer	P/N	Description	Qty		
General: \$58,509.65					
Wiremold	OFR	Floor Track Includes			
Wiremold	OFR12	OFR 45 DEGREE FLAT ELBOW	40		
Wiremod	LV5	Wiremold for Exposed Wall Wire	6		
Wiremold	OFR6	Overfloor Raceway Seam Clip	40		
Wiremold	OFR1	OFR COUPLING(PAIR)	40		
Wiremold	OFRBC-8R	OFR BASE AND COVER	556		
Wiremold	OFR15	OFR TEE/CROSS	40		
Wiremold	OFR47-R	OFR DECORATOR PLATE	59		
Wiremold	OFR48-2	OVER FLOOR RCWY 2GANG BOX	59		
Netgear	GS116PP-100NAS	16PT POE/POE+GIGABIT UNMANAGED SWCH	21		
Wiremold	OFR10A	Entrance End Fitting	40		
Wiremold	OFR47-B	OFR BLANK DEVICE PLATE	40		
Wiremold	OFR47-D	Duplex Device Plate	40		
Display Systems Equipment: \$29,193.74					
CHIEF	TPK2	POLE CLAMP KIT 2-3"	6		
LG	65UL3J-E	65"	16		
CHIEF	TPMUB	PITCH-ADJ POLE MNT UNIVERSAL	6		
CHIEF	KITLTM1PC1	KIT LTM1U - PACPC1 - FCA110	10		
Video Systems Equipment: \$34,420.05					
Crestron	HD-RX-101-C-E	DM Lite Â– HDMI over CATx Receiver, Surface Mount	21		
Crestron	HD-TXC-101-C-E	DM Lite Transmitter for HDMI , IR, and RS-232	21		

		Signal Extension over CATx Cable			
Crestron	HD-TX-101-C-1G-E-B-T	DM Lite Transmitter for HDMI Signal Extension over CATx Cable, Wall Plate, Black Textured	21		
Crestron	HD-RXC-101-C-E	DM Lite Â– HDMI over CATx Receiver w/IR & RS-232, Surface Mount	21		
Icron	2304	USB 2.0 Ranger 2304 - NA, 4-Po	42		
Audio Systems Equipment: \$160,283.96					
Crestron	AMP-X300	X-Series Amplifier	21		
Shure	MX391/C	Cardioid - Miniature Black Condenser Boundary Microphone, 12' Attached Cable Detachable preamp with XLR	12		
QSC	I/O USB Bridge	Q-SYS PoE bridging endpoint for AV-to-USB Bridging. Delivers driverless USB 2.0 connection. Includes dual LAN connections.	21		
Shure	MXA910W-US	Ceiling Array Microphone	9		
QSC	CORE 110f	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, 16x16 GPIO, 16 next-generation AEC processors, 1RU.	21		
Shure	MX412D/C	Cardioid-12" Desktop Gooseneck Condenser Microphone, Attached 10' XLR Cable, Logic Functions, Programmable Switch and LED Indicator, Attached Desktop Base	119		
Control Systems Equipment: \$63,302.82					
Crestron	TS-770-B-S	7 in. Tabletop Touch Screen, Black Smooth	21		
Crestron	CP4N	4-Series Control System	21		
Rack Accessories and Furniture: \$15,428.88					
Atlas	AP-2410-15S	15A - 24 inch, 10 Outlet Vertical Power Strip	19		

Middle Atlantic	RK-RR14	14SP(24.5")RAIL KIT R/BRK	2		
Middle Atlantic	RK-GD14	14SP GLS DR FOR BRK/OBRK	2		
Legrand	PD-915R	9OUT15ARCKMNT POWER CEN	2		
Middle Atlantic	BRK14	14SP (24.5") RACK18"DEEP	2		
Atlas	WMA16-23	16RU High Strength Wall Cabinet with Adjustable Rails, 23.5 inch Deep	19		
Atlas	WMA-RR16	WMA16-23 Rear Rack Rails	19		

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 30 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 3.0% 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 restocking 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 Nineteenth Judicial Circuit Court of Illinois 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
J21140165 - \$694,251.54

Customer Signature


CTI Signature

Gina Skrip-Surowiak

Printed Name

Printed Name

Title

Design Consultant
Title

Date

4/6/2022
Date