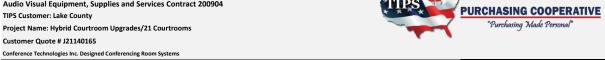
## **Conference Technologies Inc.**

Audio Visual Equipment, Supplies and Services Contract 200904

TIPS Customer: Lake County

Customer Quote # J21140165

Conference Technologies Inc. Designed Conferencing Room Systems



Proclass Order Compliance THPS - The Interfoci Proclassing System 484 US He y 271 H - Pittelung, TX 75885 Proce. 856-838-877 www.fSps-viax.com  SERVICES PRICING TIPS CONTRACT # 200904	Please email this file to TIP	S for appr	CONFERENCE TECHNOLOGIES, INC		
System Proposal	Descritpion	MSRP	TIPS Discount	Final Cost with Discount	Catagories
Equipment- Conference Technologies Inc. AV Design	See Attached Equipment List Summary w/Discounts	\$542,386.60	35% (based on average MSRP)	\$352,551.29	Equipment
Implementation of Services (Breakdown Below)	Labor & Service, Warranty (Breakdown Below)	N/A	TIPS Labor Rate	\$327,417.61	Labor & Services
Freight	Freight	N/A	N/A	\$14,282.64	Freight
	Non-Taxable	N/A	N/A	\$0.00	Bonding (If Required)
Conference Technologies Inc. Designed Turnkey System Total	Total System Cost:			\$694,251.54	

					Maximum price		
Service or Travel type	Description	Hourly Fee	% Discount	TIPS Price	increase.	Hours/Units	Total
Installation/ Training	Installation (2 Hour Minimum) Does not include travel costs. Travel costs are from nearest Conference Technologies Inc. office location to site destination. billed per hour.	\$99.00	3.00%	\$96.00	2.00%	1622	\$155,712.00
Engineering & Design	Engineering & Design	\$129.00	3.00%	\$125.00	2.00%	58	\$7,250.00
Drafting	Drafting	\$99.00	3.00%	\$96.00	2.00%	16	\$1,536.00
Consulting	Consulting	\$129.00	3.00%	\$125.00	2.00%	0	\$0.00
Touchpanel & Graphic Design	Touchpanel & Graphic Design	\$99.00	3.00%	\$96.00	2.00%	18	\$1,728.00
Project Management	Project Management	\$129.00	3.00%	\$125.00	2.00%	110	\$13,750.00
Travel (Install Labor)	Travel from nearest Conference Technologies Inc. office location to site destination	\$99.00	3.00%	\$96.00	2.00%	10	\$960.00
Field Programming & Commissioning	Field Programming & Commissioning	\$129.00	3.00%	\$125.00	2.00%	210	\$26,250.00
DSP Programming	DSP Programming	\$129.00	3.00%	\$125.00	2.00%	32	\$4,000.00
IT Services	IT Services	\$129.00	3.00%	\$125.00	2.00%	0	\$0.00
Corp Mock Up/Rack Build	Corp Mock Up/Rack Build	\$99.00	3.00%	\$96.00	2.00%	221	\$21,216.00
Rack Certification/Base Code	Rack Certification/Base Code	\$129.00	3.00%	\$125.00	2.00%	188	\$23,500.00
Rack Build/Mock Up	Service Technician (2 hour minimum) Does not include travel costs. Travel costs are from nearest Conference Technologies Inc. office location to site destination, billed per hour.	\$99.00	3.00%	\$96.00	2.00%	0	\$0.00
Training On-Site (Provide number of individuals that can be trained on-site per class)	Training Groups of 2 -20. (More can be included depending on enviorment) Does not include travel costs. Travel costs are from nearest Conference Technologies Inc. office location to site destination, billed per hour.	\$99.00	3.00%	\$96.00	2.00%	16	\$1,536.00
Air Travel	Round trip travel from nearest Conference Technologies Inc. office location to site destination by Air	\$600.00	10.00%	\$540.00	2.00%	0	\$0.00
Food and Lodging	Travel cost per day basis. Price is not to exceed	\$200.00	10.00%	\$180.00	2.00%	0	\$0.00
Service Technician	Service Technician (2 hour minimum) Does not include travel costs. Travel costs are from nearest Conference Technologies Inc. office location to site destination, billed per hour.	\$129.00	3.00%	\$125.00	2.00%	0	\$0.00
Training On-Line Tutorial	Remote Training Via Remote Source /Voice and or Video Conferencing	\$99.00	3.00%	\$96.00	2.00%	0	\$0.00
Individual (Vendor site)	Training Does not include travel costs. Travel costs are from nearest Conference Technologies Inc. office location to site destination, billed per hour.	\$99.00	3.00%	\$96.00	2.00%	0	\$0.00
Job Related Costs	Additional Job Related Costs	\$18,649.40	0.00%	\$18,649.40	0.00%	1	\$18,649.40
CTI Imaterials	Misc. Installation Materials	\$24,692.21	0.00%	\$24,692.21	0.00%	1	\$24,692.21
CTI Complete	System Warranty	\$26,638.00	0.00%	\$26,638.00	0.00%	1	\$26,638.00
				Implen	nentation of Services:		

Labor Total: \$327,417.61

Price Summary	
Description	Price
Equipment	\$352,551.29
Implementation Services	\$327,417.61
Freight	\$14,282.64
Tax	\$0.00
Grand Total	\$694,251.54

Bonding (If Required)	\$0.00
Grand Total With Bonding	\$0.00