

MEMORANDUM

DATE: February 9, 2015

TO: Honorable Mayor and City Commission

VIA: Kenneth Fields, City Manager

FROM: James Slaton, Public/Support Services Director

SUBJECT: Contract Award – Audio Visual Innovations, Inc.

SYNOPSIS: Staff is requesting Commission approval to contract Audio Visual Innovations, Inc. for the installation of an audiovisual solution at the James P. Austin Community Center.

RECOMMENDATION

It is recommended that the City Commission take the following action(s):

1. Approve the contract with Audio Visual Innovations, Inc.
2. Authorize the City Manager to execute the necessary documents on behalf of the City.

BACKGROUND

Audiovisual solutions are amenities that are often desired by the public when seeking rental facilities for meeting space, banquets, etc. Currently, the James P. Austin Center has no audiovisual capabilities to meet the demand for these types of facility rental requests. City staff also uses the James P. Austin Center for City functions and would mutually benefit from the installation of an audiovisual solution.

The City Commission appropriated funds for the installation of an audiovisual solution at the James P. Austin Center in the FY 2014-15 adopted budget (pg. 12). The proposal of \$26,873 submitted by AVI, Inc. is \$3,127 under budgetary appropriations for this item ($\$30,000 - \$26,873 = \$3,127$).

AVI, Inc. will provide and install:

1. An 8500 Lumen projection system with a 108" by 192" fixed projection screen
2. HDMI, VGA, and audio connectivity
3. A rack-mounted audio processing system with mounted speakers and wireless microphones
4. As-built CAD diagrams
5. Onsite training

The proposal submitted by Audio Visual Innovations, Inc. is based on State of Florida contract #880-000-09-01. Purchases made from State of Florida contracts are exempted from the competitive bid requirement outlined in our Purchasing Ordinance, Sec. 2-418, which allows us to capitalize on the State's economy of scale and it reduces the timeline of acquisition.

OTHER OPTIONS

The City Commission may direct staff to solicit additional bids for this service.

FISCAL IMPACT

\$26,873 is \$3,127 less than budgetary appropriations for this item ($\$30,000 - \$26,873 = \$3,127$).

ATTACHMENTS

Contract Proposal

AUDIOVISUAL SOLUTIONS PROPOSAL FOR



Community Center



Audio Visual Innovations, Inc. - A wholly owned subsidiary of AVI-SPL, Inc.

337 Northlake Blvd, Suite 1004
Altamonte Springs, FL 32701
(407) 786-5000 Fax (407) 786-5033
www.avi-spl.com

Prepared By: Jessica Abrante, CTS
Proposal No.: 208664
2/6/15

INTRODUCTION

AVI-SPL is pleased to present you with the following audiovisual solutions proposal for your Community Center.

This proposal document includes a description of our integration process, a summary of your organization's requirements, a description of our solutions, and an investment summary.

We would like to thank you again for considering AVI-SPL for your project

ABOUT AVI-SPL

At AVI-SPL, we are experts in applying the industry's most advanced audiovisual technologies. We translate this expertise into value for our clients through highly-customized systems integration solutions, equipment sales and services. We are proud to serve as the industry's largest global integrator, delivering comprehensive AV technology, presentation and collaboration solutions worldwide.

A well-planned, highly anticipated merger brought together two of the best AV companies in the industry – Audio Visual Innovations, Inc. (AVI) and Signal Perfection, Ltd. (SPL). Headquartered in Tampa, FL, and with offices nationwide, AVI began operations in 1979 and quickly became #1 as the largest privately held, full-service audiovisual products and services provider in the country. SPL formed in 1992 in Maryland and became the #2 leading nationwide integrator for audio, video and collaborative communication solutions. As a unified corporation based in Tampa, AVI-SPL's expertise, global footprint, and comprehensive menu of products and services make us the ideal partner for all of your audiovisual needs.

With nearly 40 offices nationwide, as well as international locations in Mexico and Dubai, AVI-SPL's Systems Integration Division is the largest and best trained in the industry, providing custom design and installation services for network operation centers, government commission chambers, boardrooms, meeting rooms, computer classrooms and distance learning facilities. We also provide incredible audiovisual enhancements to venues such as sports stadiums, casinos, theme parks, museums and houses of worship. Our portfolio also includes more than 40 professional sports stadiums and arena installations.

Our Integration Process

AVI-SPL has developed a comprehensive integration process designed to not only meet -- but exceed -- customer expectations. This five-step process begins with consultation and carries through to post-installation training. Our goal at AVI-SPL is to work with you every step of the way to ensure that your project is completed on schedule and within budget.

Engineering and Design

Once you have accepted the proposal recommendation, AVI-SPL will assign a Project Engineer to the project team. The Project Engineer will work hand-in-hand with your Account Manager through the entire project process and to completion. During this phase, the information acquired during the needs analysis is developed into a technically sound and functional system design. The Project Engineer, along with your AVI-SPL Account Manager, will perform a feasibility study. The report will include an examination of the desired capabilities, architectural, environmental, and technical details of your system. During the Engineering and Design process, the selection of the appropriate equipment, hardware and software is accomplished. The result of engineering & design phase is a system designed specifically to meet the requirements and environmental conditions that are unique to your application.



Pre-Installation

Once you have contracted with AVI-SPL, the Pre-Installation phase begins. This phase is critical in ensuring a seamless integration of the specified system. It is during this juncture that coordination between the Project Engineer, architects, general contractors, and other trades begins. While coordination with the other trades is occurring, the AVI-SPL engineering team develops the required facility drawings, signal flow diagrams, equipment rack layouts and the design and programming of the custom control system's graphical user interface (GUI).

Although the Pre-Installation period may be one of the least visible and lengthy steps of the project process, AVI-SPL is committed to keeping you informed from the beginning to the end of your project. Initial communication will include contact information and organization of the AVI-SPL team that will be working with you. Shortly thereafter, you will begin receiving project status reports from the technical project team member responsible for routine contact throughout the entire project.

During this phase, AVI-SPL's fabrication team will assemble equipment racks and perform wiring and termination of equipment within the racks. The final stage of Pre-Installation is testing. During the testing process, AVI-SPL's fabrication and engineering teams will test each piece of equipment to ensure it is working properly and is without noticeable manufacturer defect. Additional tests performed include testing for proper signal flow and custom control system operation.

On Site Installation

This phase is by far the most noticeable, with the bulk of the integration being accomplished once your facility is clean and secure. To ensure your expectations are met, the field integration team responsible for your installation reports to and is directed by the Project Engineer for your system.

Our professional, industry-trained field integration team will install your system in a manner that exceeds industry standards. Our team will install all components, cables and hardware necessary to support the specified system. At the end of each day's operations, the field team will complete two additional tasks. First, the area in which AVI-SPL worked will be cleaned and left in an orderly state. Second, field teams report progress to us to ensure that we are up-to-date on every aspect of your project. If you ever have a question, you can contact the designated lead team member responsible for your project.

Upon completion of the physical installation, the Project Engineer, along with the field integration team, will perform functionality tests on the entire system. It is at this point that final adjustments are made to ensure optimum performance of each component and the system as a whole.

Training

An integral part of the delivered system is user training. AVI-SPL is committed to providing you with clear and concise instructions on the use of each system. Training and associated documentation will provide operational and maintenance personnel with information to support the daily use of the system. This training will consist of instruction and hands-on experience with each system.

Documentation

Final documentation will include as-built diagrams and the equipment operations manuals. The manuals delivered are those that are provided by the manufacturers with their products. This documentation will be assembled, bound and delivered on the day of training.

Note: Audiovisual products do not ship from the manufacturers with maintenance and/or service manuals. In most cases, there are no user serviceable components within these products. Maintenance and service manuals are generally restricted to authorized and trained service providers and are not available to the general public, therefore maintenance and service manuals are not a part of the standard documentation.



AVI-SPL SOLUTIONS

After careful and deliberate consideration of your requirements, we are pleased to provide the following audiovisual solutions. The solutions listed below are based on sound engineering principles, reliable technology, and have been formulated specifically to meet the requirements listed above.

Description of Solution
<p>AVI-SPL will:</p> <ul style="list-style-type: none"> • Provide and install a projection system consisting of an 8500 ANSI lumens projector with a native resolution of 1280X800 (WXGA) and a fixed projection screen with a viewable area of 108" (H) X 192" (W) which will support viewers up to 54' from the screen. The projector will be mounted to the angled ceiling using a mounting adapter and an extendable pole. The projector will be located approximately 27' from the viewing surface.
<ul style="list-style-type: none"> • Provide an HDMI and VGA with audio connectivity at the rack location. The signals will be extended to the projector using a CAT5 extension system.
<ul style="list-style-type: none"> • Provide and install an audio system consisting of an audio processor, two (2) wall mounted speakers and two (2) wireless handheld microphones. Since the room has hard reflective surfaces, the audio quality may be degraded by the acoustic properties of the space. If this is the case AVI-SPL will advise acoustic treatment options for the room.
<ul style="list-style-type: none"> • Provide and install a wall mounted rack with a lockable front door. The rack will be 12 RU with external dimensions of 28" (H) x 24" (W) x 17" (D). The rack will include all required accessories.
<p>A short overview of the AV operation will be provided upon completion of installation. A separate training session of equipment and use will be provided.</p>
<p>Note: Owner is to provide power at projector and rack locations. Support on the wall may be needed to support the weight of the displays. Owner is to ensure that the room is available during a full work day from 8am-5pm.</p>



INVESTMENT SUMMARY

We are pleased to provide the following investment summary for the custom audiovisual solution described in the previous pages of this proposal.

TOTAL EQUIPMENT/MATERIALS COST	\$	17,200.08
Includes: all equipment, cable, connectors, hardware, cable support, terminal blocks, rack hardware, etc., to insure a complete and operational system.		
PROFESSIONAL INTEGRATION SERVICES	\$	7,956.44
Includes: Engineering, project management, CAD, on-site installation and wiring, coordination and supervision, testing, checkout, owner training, etc. performed on the Owner's premises. Also includes all fabrication, modification, assembly, rack wiring, programming, warranties, etc., some performed at AVI-SPL		
DIRECT COSTS	\$	1,058.82
Includes: Non equipment or labor costs such as travel expenses, per diem, lift and vehicle rentals.		
GENERAL & ADMINISTRATIVE	\$	656.89
Includes all G & A expenses: clerical, bonds, vehicle mileage, shipping & insurance		
CUSTOMER SUPPORT		INCLUDED
One Year Full System Warranty - Includes on site diagnostics and labor, bench repair labor, and all parts necessary to complete a repair.		
	SYSTEM SUB TOTAL \$	26,872.23
	TAX	As Applicable
	TOTAL INVESTMENT \$	26,872.23
		Plus Applicable Sales Tax

_____ Client Initials



CUSTOMER CARE PROGRAM

At AVI-SPL, we believe that post integration service and support is a critical element of any comprehensive audiovisual solution. As a result, we have developed the best in class Customer Care Program to provide our clients with the highest level of both emergency support and preventative maintenance.

PROGRAM BENEFITS

OUTSTANDING CUSTOMER SUPPORT

- ❖ **8/8 Technical Help Desk - Staffed By AVI-SPL Engineers**
- ❖ Trouble ticket generation & tracking
- ❖ Dedicated toll free access number for access to the help desk
- ❖ CISCO certified experts on staff
- ❖ Certified Videoconferencing Engineers (CVE) on staff
- ❖ Cisco Certified Network Associate and Professional (CCNA & CCNP) on staff
- ❖ Cisco Certified Design Associate and Professional (CCDA & CCDP) on staff
- ❖ Certified Technology Specialist (CTS) on staff

SEMI ANNUAL PREVENTATIVE MAINTENANCE

- ❖ Inspect all surfaces, electrical and signal connections, clean as needed
- ❖ Inspect all VCR's, DVD & CD players, clean and lubricate as needed
- ❖ Inspect all displays, clean and adjust as need for optimal image quality
- ❖ Complete system functionality test to ensure 100% functionality
- ❖ Perform walk through with client to demonstrate 100% functionality
- ❖ Provide report of findings and recommendations

WARRANTY REPAIR BY CERTIFIED TECHNICIANS

- ❖ AVI-SPL will provide all labor and parts to effectively perform repairs
- ❖ Unlimited service calls with priority response
- ❖ Overnight shipping on replacement parts
- ❖ Provide loaner table top projector (if applicable and necessary)

PRICING SCHEDULE

FIRST YEAR CUSTOMER CARE PROGRAM

\$ 679.86
Plus Applicable Sales Tax

YES - I would like the first year Customer Care Program _____ Client Initials

NO - I do don't want the first year Customer Care Program _____ Client Initials

SECOND YEAR CUSTOMER CARE PROGRAM

\$ 1,483.32
Plus Applicable Sales Tax

YES - I would like the 2nd year Customer Care Program _____ Client Initials

NO - I do don't want the 2nd year Customer Care Program _____ Client Initials



INCLUSIONS

The following items are INCLUDED in the project scope of work:

All equipment, wire and accessories required for a fully functional audio and video system.

Non-union labor associated with turnkey engineering, installation, programming, testing and training.

Documentation package including as-built system CAD diagrams and Manufacturer's Operation manuals.

Coordination and cooperation with the construction team in regards to installing the system.

User training on system operation.

Any additional trips, labor or materials due to failure of the other work forces to have the audiovisual system rough-in work completed as anticipated and previously confirmed, will be added to the project billing as required.

Where applicable, the owner's architect will provide AVI-SPL's engineering department with all required architectural floor, reflected ceiling, building elevation, and section plans in AutoCAD® format at no charge to AVI-SPL.

EXCLUSIONS

The following items are EXCLUDED from the project scope of work:

All conduits, high voltage wiring panels, breakers, relays, boxes, receptacles, etc. Any related electrical work including but not limited to 110VAC, conduit, core drilling, raceway and boxes.

Voice/data cabling, IE analogue phone lines, ISDN lines, network ports, etc.

Network connectivity, routing, switching and port configuration necessary to support audiovisual equipment

Concrete saw cutting and/or core drilling

Fire wall, ceiling, roof and floor penetration, patching, removal or fire stopping

Necessary sheet rock replacement, ceiling tile, T-bar replacement and/or repair

Any and all millwork (moldings, trim, etc.). All millwork or modifications to project millwork to accommodate the AV equipment is to be provided by others, unless otherwise noted in this proposal

Painting, patching or finishing of architectural surfaces

Permits (unless specifically provided for elsewhere in the contract)

HVAC and plumbing relocation

Rough-in, bracing, framing or finish trim carpentry for installation

Cutting, structural welding, or reinforcement of structural steel members required for support of assemblies, if required

Owner furnished equipment or equipment by others that is integrated into the systems (as described above) is assumed to be current, industry acceptable and in good working order. If it is determined that this equipment is faulty upon installation, additional project charges may be incurred

Additional costs for union labor are not included, unless specifically identified within this document.

_____ Client Initials



TERMS & CONDITIONS

1. Acceptance of Terms

This quotation shall not be binding upon the Company until signed by the Buyer and accepted in writing by a duly authorized representative of the Company. Any modification, addition to, or waiver of any of the terms and conditions of this quotation shall not be effective unless in writing and signed by an authorized representative of the company, and any different or conflicting terms appearing in Buyer's purchase order or other documents are expressly rejected by Company. Buyer's receipt of the Equipment shall constitute assent to all terms and conditions contained herein. No relaxation, forbearance or indulgence by the Company in enforcing any of the terms and conditions of this agreement or the granting of any time to any other party shall prejudice or restrict the rights and powers of the Company hereunder, nor shall waiver of any breach hereof operate as a waiver of any subsequent or continuing breach hereof.

2. Delivery

The company will use its best efforts to deliver the Equipment, herein defined as the total deliverable as defined in the quotation, in accordance with the Buyer requested delivery date subject to receipt of all necessary information from Buyer. Shipping dates are approximate only, and the Company shall not be liable for delays or for failure to manufacture due to causes beyond its reasonable control or due to compliance with any government regulations.

Any delay shall extend delivery dates to the extent caused thereby. Buyer shall reimburse the Company its additional expenses resulting from any Buyer-caused delay. When delivery of the Equipment is delayed at the request of the Buyer and the equipment has already been shipped to the Company, the Company will place the Equipment in storage and the Company will immediately invoice the Buyer 70% of the price, which will be promptly paid. The buyer shall have no right to cancel or rescind this agreement by reason of an excusable delay as defined herein, and shall accept such delayed performance by the company. The Buyer's receipt of the Equipment shall constitute a waiver of any claims for delay.

3. Payment Terms

Unless otherwise specified herein, the total contract price shall be paid as follows: 30% down payment at time of order, 40% upon delivery at Company; 30% upon completion or first beneficial use.. Unless otherwise specified, equipment is sold F.O.B. origin-Buyer to pay all shipping charges. If this quotation covers equipment for more than one system, room, suite, or location, for purposes of payment in accordance with payment terms stated on the face hereof each room, suite, or location shall be treated as if the subject of a separate sale and payment made accordingly. Company shall not be liable for failures of or delays in manufacture, delivery or installation resulting from any cause or causes beyond its reasonable control.

4. Buyer In Arrears Or Default

In the event Buyer is in arrears with any payment whatsoever due from it to the Company at any time whatever, whether in respect of the purchase price or any other amount due from the buyer to the Company under the terms of this agreement, the amount in arrears shall bear interest at three (3) percent above the prime rate prevailing at the principal New York branch of Chase Manhattan Bank [not to exceed (18) percent] as from the date each amount falls due, pending actual payment thereof in full, without prejudice to any relief and remedy available to the Company. In the event of Buyer's default, the Company may, without notice, peaceably enter any premises in which the equipment is located and remove, hold and sell it in accordance with applicable law, to satisfy in whole or in part Buyer's obligations.

5. Title, Risk of Loss

Title to the Equipment shall pass to Buyer upon delivery, subject to a purchase money security interest retained by the Company in the Equipment sold and the proceeds thereof until payment of all amounts then due to the Company. The Company shall be entitled to remove the Equipment from the buyer's premises if all payments are not made when due. Buyer agrees to execute financing statements under the Uniform Commercial Code or other documents as the Company requests to protect its security interest. Risk of loss or damage to the Equipment or any part thereof shall pass to the Buyer upon delivery.

6. Installation & Site Preparation

Installation (field assembly, interconnection, equipment calibration and checkout) is to be performed by the Company's trained technical employees. The Company shall be entitled to employ sub-contractors and/or agents to assist in or carry out, in whole or in part, the installation. In the event installation by Company employees is prevented by trade unions, the Buyer shall arrange with the trade unions at its own expense to complete installation. The Company is thereafter liable only for engineering supervision of installation.

The Company shall coordinate and cooperate with other trades to facilitate satisfactory work progress. If the Company's work in progress is impeded by other trades and/or contractors (excluding the Companies own subcontractors) or by scheduling delays due to the Buyer, time delays in the final installation as well as additional charges including labor, travel and reasonable expenses may result.

The Buyer shall be responsible for preparing, at its own expense, the installation site in accordance with the company's instructions, including the requirements specified in the quotation. In no event shall the Company be responsible for any high voltage electrical work, ceiling modifications, structural modifications, or mechanical systems modifications. Unless otherwise specified, Buyer shall provide the Company with source code for any non-Company programmed remote control system required to be modified under the terms of this agreement.

6. Installation & Site Preparation (Continued)

The Buyer shall provide the Company with reasonable access to the installation site before delivery, for purposes of determining site readiness for installation, and shall designate an individual on Buyer's staff to serve as a contact person for all site preparation and installation issues. Buyer shall provide the Company with free access to the installation site for the purpose of preparation for installation. The buyer shall indemnify the Company against any loss, damage or claim arising out of the condition of the storage and installation premises.

Buyer shall obtain at its expense and keep effective all permissions, licenses, and permits whenever required in connection with the installation and/or use of the Equipment and the premises where the Equipment shall be situated.

7a. Warranty

In the event the Equipment is in any way misused or altered or is repaired by someone other than a representative of the Company, which within the sole judgment of the Company results in an adverse effect, including effects upon performance or reliability of the Equipment, the warranty and the Company's obligations hereunder shall terminate without notice to Buyer.

7b. Warranty Service – Chargers

Warranty service will be provided in accordance with the Company's standard service terms. Where such terms are inconsistent with the terms herein, the terms herein will govern. Unless otherwise specified, each installation/system carries a ninety-day warranty covering defects in the installation portion of the sale. Components and materials carry the manufacturer's warranty as described below, which may be greater than the ninety-day listed above. The Company will attempt to reply to warranty service requests received from Buyer prior to 1:00 p.m. within forty-eight hours. In the event service is provided outside of normal working hours, Buyer will be charged for any overtime hours in accordance with the Company's then standard policy on overtime rates. Normal working hours are 9 a.m. to 5 p.m., Monday through Friday, excluding legal holidays.

8. Limitations Of Warranty – Products Of Others

Unless otherwise specified, No warranty whatsoever is provided by the Company hereunder as to products manufactured by other than the Company, including but not limited to, cables, lamps, batteries, glassware, and evacuated devices (including valve, cathode ray tubes, and other special electron tubes).

The Company's sole obligation with respect to any material or part identified in the quotation, literature, or specifications furnished to the Buyer as manufactured or supplied by others, shall be to pass on to the Buyer the applicable manufacturer's warranties, if any.

9. Buyer Responsibilities

Buyer or any user of the Equipment shall (i) notify the Company as soon as any unusual operating peculiarity appears, and (ii) operate the Equipment in a safe and competent manner in strict compliance with established safety operating procedures and applicable laws and government regulations. In the event the Buyer or any user of the Equipment fails to comply with any of the above-stated conditions, the Company's warranties and its obligations hereunder shall terminate without notice to Buyer.

10. Limitation Of Liability

The foregoing warranties are exclusive and in lieu of all other warranties, whether written or oral, implied or statutory. No implied warranty of merchantability or fitness for a particular purpose shall apply; in no event will the company be liable for any damages, other than the allocable charges paid by the buyer for the equipment, whether direct, indirect, special, incidental or consequential, arising from any warranty claims.

11. Taxes

Any and all taxes levied or based on the prices in this agreement, or the Equipment being sold hereunder, exclusive of any taxes based on net income, shall be added to the selling prices set forth in the quotation; otherwise, the Buyer shall provide the Company with a tax exempt certificate acceptable to the taxing authorities.

12. Choice Of Law And Severability

This agreement shall be interpreted in accordance with and governed in all respects by the law of Florida. Venue shall be Polk County, Florida. Should any provision of this agreement be found invalid or unenforceable by a court of competent jurisdiction or by operation of any applicable law, it shall not affect the validity of any other provision contained herein. In the event of litigation relating to the subject matter of this Agreement, each party shall bear its own respective attorney fees and costs.

13. Restocking Fees

In the event Buyer wishes to return any Equipment based on reasons outside of the Company's control, Buyer agrees to pay any and all restocking fees.

14. General

The quotation shall be firm for the period shown on the face hereof, subject to withdrawal or change by the Company upon notice at any time prior to acceptance of an order. It supersedes all prior agreements and understandings between the parties relating to the subject matter and is intended by the parties as the complete and exclusive statement of the terms of the quotation and agreement. Any representation, affirmation of fact, course of prior dealings, promise or condition in connection shall not bind the parties therewith or usage of the trade not incorporated herein.

Client Acceptance

Signed Name

Printed Name

Company

Date





EQUIPMENT LIST

PREPARED FOR

City of Lake Wales

201 Central Avenue W.
 Lake Wales, FL 33853
 Kevin Sunderland

Prepared By:	Jessica Abrante, CTS
Date Prepared:	February 6, 2015
Proposal Number:	208664
Room Name:	Community Center
Valid Until:	April 7, 2015

ITEM	QTY	MFG	MODEL	DESCRIPTION	UNIT PRICE	EXTENDED PRICE
1				DISPLAY		
2	1	CHIEF	CHICMA395W	ANGLED CEILING ADAPTER	\$36.27	\$36.27
3	1	CIHEF	CHICMS0709W	EXTENSION ADJUST COLUMN 84" - 108" - WHITE	\$110.11	\$110.11
4	1	CHIEF	CHIVCMU	MODEL, HEAVY DUTY PROJECTOR, UNIVERSAL - BLACK	\$287.59	\$287.59
6	1	DRAPER	DRA253109	ShadowBox Clarion,220",HD,XT1000V	\$1,345.11	\$1,345.11
10	1	EPSON	EPSV11H460920	PROJECTOR, 1280X800 8500 LUMEN 11.7LBS LCD 10000:1	\$5,794.32	\$5,794.32
11	1	EPSON	EPSV12H004W04	LENS, SHORT THROW 1.31-1.80:1 Z8000WUNL 1.29-1.77:1 Z8050WNL	\$1,976.14	\$1,976.14
12	1	CRESTRON	CREDMTX201C	WALLPLATE, DIGITALMEDIA 8GT TRANSMITTER 200 (MATTE WHITE)	\$738.64	\$738.64
13	1	CRESTRON	CREDMRC100C	DigitalMedia 8G STP ROOMBOX/ HDMI OUT/ 232/ IR ENET	\$511.36	\$511.36
14	1	CRESTRON	CREHDDA2	DISTRIBUTION AMP 1 TO 2 HDMI & AUDIO CONVERTER	\$284.09	\$284.09
20				AUDIO		
21	1	CRESTRON	CREAMP2210T	AMPLIFIER, 2x210W COMMERCIAL POWER, 4@80HM OR 70/100V	\$755.68	\$755.68
22	1	BIAMP	BIANEXIASP	NEXIA SP, DSP FOR SPEAKER PROCESSING APPLICATIONS	\$1,021.59	\$1,021.59
23	2	JBL	JBLC29AVWH1	SPEAKER, HIGH OUTPUT INDOOR/OUTDOOR MONITOR, WHITE	\$300.90	\$601.80
24	2	SHURE	SHUSLX24SM58G4	MICROPHONE SYSTEM, HANDHELD SM58	\$434.66	\$869.32
25	2	SHURE	SHUUA8470530	HALF WAVE ANTENNA	\$22.67	\$45.34
26	1	SHURE	SHUUA844SWB	1RU 4WAY ACTIVE ANTENNA AND POWER COMBINER UNIT	\$376.76	\$376.76
30				PREMADE CABLES		
31	2	COMPREHENSIVE	COMHDHD3PROBLK	CABLE, HDMI HI SPEED, 3FT	\$11.36	\$22.72
32	1	COMPREHENSIVE	COMMHDMD12PROBLK	CABLE, HDMI HI SPEED, MICRO, 12FT	\$34.09	\$34.09
33	1	COMPREHENSIVE	COMMVGA15PP15HRA	CABLE, MICRO VGA WITH AUDIO, 15FT	\$22.73	\$22.73
40				RACK		
41	1	MIDDLE ATLANTIC	MIDDWR1217PD	RACK, 12SP/17D WALLRACK BLACK W/PLEXI FRONT DOOR	\$422.88	\$422.88
42	6	MIDDLE ATLANTIC	MIDEB1	1 SPACE BLANK	\$5.77	\$34.62
43	1	MIDDLE ATLANTIC	MIDPD915R	POWER DISTRIBUTION, 9 OUTLET	\$71.24	\$71.24



EQUIPMENT LIST

PREPARED FOR

City of Lake Wales

201 Central Avenue W.
 Lake Wales, FL 33853
 Kevin Sunderland

Prepared By:	Jessica Abrante, CTS
Date Prepared:	February 6, 2015
Proposal Number:	208664
Room Name:	Community Center
Valid Until:	April 7, 2015

ITEM	QTY	MFG	MODEL	DESCRIPTION	UNIT PRICE	EXTENDED PRICE
44	1	MIDDLE ATLANTIC	MIDUTR1	SHELF, HALF/THIRD RACK	\$20.45	\$20.45
59	6	PANDUIT	PANDUIT	SURFACE MOUNT RACEWAY	\$22.73	\$136.38

Osceola County School BoardSDOC-15-B-013-LK
Florida State Contract 880-000-09-1

Equipment Total	\$15,519.23
Installation Materials	\$1,680.85
Labor And System Warranties	\$8,016.44
Direct Costs	\$1,058.82
General & Administrative	\$596.89
Subtotal	\$26,872.23
Tax	As Applicable
TOTAL	\$26,872.23

This entire document and all information enclosed including drawings, specifications and designs is the property of AVI-SPL. Proprietary information provided to our client or his agents is for the sole purpose of demonstrating AVI-SPL's 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 AVI-SPL.