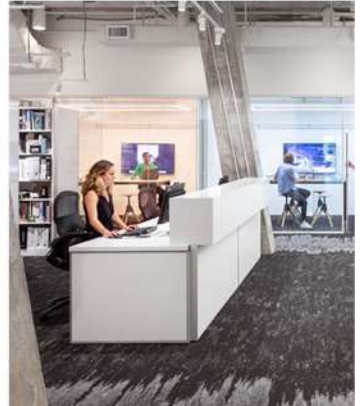
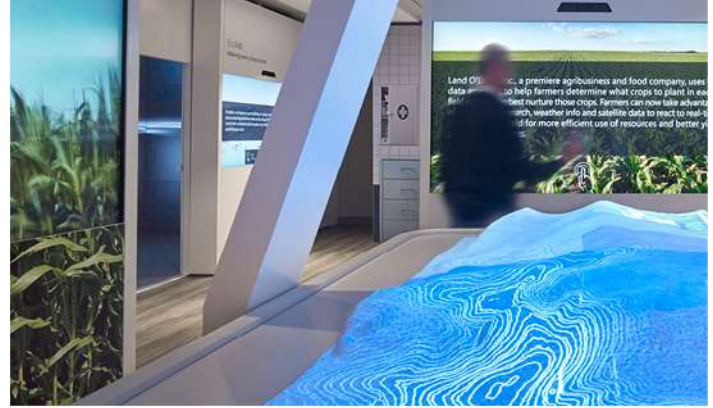


Proposal Prepared For

Alachua County Emergency Management

Alachua County New EOC



6301 Benjamin Road
Suite 101
Tampa, FL 33634
(813) 884-7168
Fax: (813) 882-9508
www.avispl.com

Prepared by: Bill Strupp
Bill.Strupp@avispl.com
Proposal no: 497526-2

Thank you for the opportunity to provide this proposal.

We're excited to work with you.

At AVI-SPL, our goal is to empower meaningful communication and collaboration. By understanding your needs and applying our expertise, we help you improve the user experience of your collaboration systems – anywhere in the world.

Here's how we do it.

Like you, we take a holistic approach. No matter where you are on your journey to plan, deploy, and operate your optimal collaboration environment, we can guide and support you. Together, we'll achieve a new state of working together and manage the full lifecycle of the technology powering it.

And here's why.

As a digital enablement solutions provider, we transform how people and technology connect to elevate experiences, create new value, and enable organizations such as yours to thrive and grow. Our vision – to help your teams work smarter and live better.

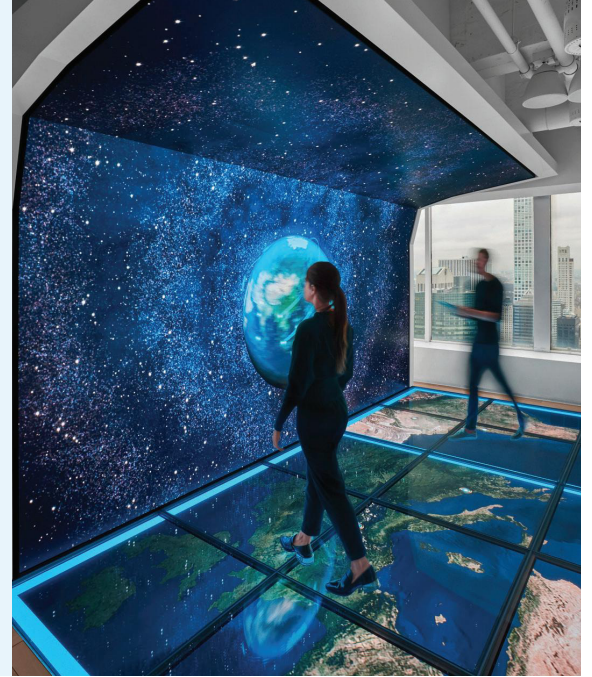


At AVI-SPL, our goal is to empower meaningful communication and collaboration.

We take your investment in collaborative solutions as seriously as you do.

That's why we're with you every step of the way, making sure you have the support to keep your business running smoothly and that you get the return on investment you expect.

The hallmark of AVI-SPL's client success is our ability to keep pace with the technology trends that drive the way organizations operate, and to innovate and improve upon them so that we can offer customers a standard of quality that no other company can match.



When you partner with us as your trusted guide, you will experience:



Commitment

A partner **committed** to your success and making a positive impact on your organization and our world



Expertise

Expertise you can trust to guide your digital transformation and realize your business objectives



Proven Record

A **proven** track record of supporting deployment and managed services in-country, wherever needed



Global Reach

Optimized **global deployment** teams with in-country support teams to deliver localized solutions and service – anywhere in the world



Customer Experience

World-class **customer experience** with a continual improvement mindset informed by the ITIL methodology



Analytics

Focus on **actionable** business intelligence with routine reporting on key success metrics and usage analytics powered by our patented Symphony application

Our Integration Process



World-class approach to defining client needs and delivering with consistent approach to execution.
 Detailed Operations Playbook = Consistent, High Quality Project Outcomes

- **Each step defined and documented:** based on AVI-SPL best practices & globally recognized standards
- **Standardized documents, forms & instructions:** a cadence for reporting & communications methods
- **Companywide adoption & training:** measurable deliverables
- **Full range of engagement types:** small & simple to large & complex
- **Continuous improvement:** CSAT/NPS focus w/ root cause analysis & action-oriented outcomes

AVI-SPL provides innovative solutions seamlessly integrated with simple but effective user experiences. To that end, AVI-SPL utilizes a five-step process to provide you with consistent communication and flawless execution from project conception to completion.

Phase I **Initiate**

- The initiate phase is critical to the success of both the solution implementation and post deployment services to ensure acclimation, adoption and continued use of the technology.
- During this phase, your project team is selected based on the size, scope and complexity of the solutions to be implemented. All details and information are successfully transitioned to the internal project team via a comprehensive kick-off meeting.
- External kick-off discussions are organized and conducted with your key stakeholders to formally discuss project parameters of scope, schedule and communication strategy along with any other key topics to ensure proper alignment. The output of these discussions initiates engineering finalization, equipment procurement & programming services.

Our Integration Process

Phase II Plan

- The planning phase begins with development of the project schedule including detailed work breakdown tasks identifying key deliverables, dependencies and both internal and external milestones required to successfully execute the project.
- Detailed communication plans are developed to provide your key stakeholders with project progress reporting to indicate status against the project schedule along with any identified risks.
- Acceptance test plan procedures are developed and communicated to ensure agreed upon scope and functionality requirements are achieved.

Phase III Execute

- During the execution phase, all engineering, programming, fabrication and on-site installation activities are completed in accordance with the agreed upon project scope and schedule.
- Daily progress reports are completed, sent back to our Project Management staff and consolidated into weekly progress reports that you will receive.
- Upon completion of on-site installation activities, test and commissioning takes place in accordance with the agreed upon test plan procedures to ensure fully functional solutions.
- Final inspection and walk-through of the project is conducted in coordination with your key stakeholders to administer acceptance of the deployed solutions.



Our Integration Process

Phase IV Monitor

- The monitor phase is ongoing throughout the entire project lifecycle.
- All project work activities are consistently reviewed to ensure alignment with the approved schedule and milestones, adjusting resource planning as required. All changes to scope, schedule and budget are closely controlled to eliminate or minimize change management.
- Quality assurance is adhered to through checks and balances along with consistent testing at specified intervals in the project lifecycle. Risk management plans are constantly reviewed, and risk mitigation strategies deployed to ensure scope and schedule remain on track.
- External reporting is critical to this phase to align your key stakeholders to both internal and on-site status of our progress.

Phase V Close

- The final phase is focused on completion of all contractual and operational activities to obtain sign-off for the completed project. This includes demonstration and training on use of the installed solutions.
- All final project documentation for future warranty and service work is gathered and submitted to your key stakeholders as well as to our internal service team for onboarding purposes.
- Automated Customer Satisfaction Score (CSAT) and Net Promoter Score (NPS) surveys are deployed to obtain your feedback regarding our performance and leveraged as part of our continuous improvement practice.



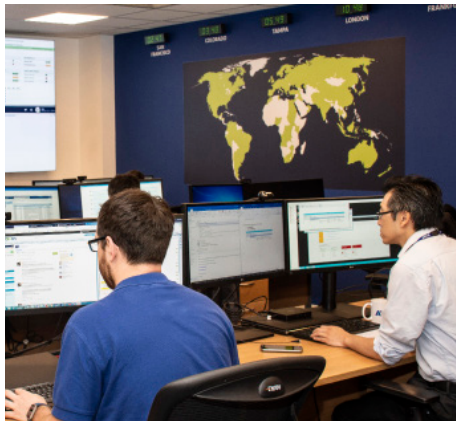
Global Support and Maintenance

AVI-SPL's Global Support and Maintenance services relieve you of the day-to-day burden of maintaining your collaboration technology estate, keeping your teams connected, and concentrated on delivering business value.

Elite Support

Our Elite services give you an extra level of onsite responsiveness and support with:

- **Unlimited onsite support M-F, 8am-5pm***
- **Unlimited remote help desk support – available globally 24x7x365**
- Facilitation of manufacturer repair or replacement programs – **let us navigate your warranty terms**
- **Software and firmware updates** managed remotely for covered assets



Global Support Operations Centers

- AVI-SPL's Global Support Operations Centers (GSOCs) deliver live help desk support 24x7x365.
- Offering quick and efficient email, phone, and portal communications options.
- The GSOCs will diagnose a problem, implement a repair remotely, or escalate to a specialist.

Repair/Replacement Facilitation – Some equipment may be repairable or replaced at no charge under the manufacturer's warranty. The help desk will assist in arranging the return of the defective equipment to the manufacturer for service/replacement as applicable.

Software Updates and Upgrades – access to the help desk for software updates and upgrades remotely available per manufacturer recommendation. Updates are provided on an as needed basis. Once an issue is reported, the remote help desk coordinates with you and the manufacturer to determine the best course of action. If a programmer is required, additional charges may apply at the applicable rate for those services.

Unlimited Onsite Support – available Monday through Friday, 8 a.m. - 5 p.m.*, excluding holidays, with travel included. Where applicable, AVI-SPL will provide a two-business day onsite response following the help desk's determination that an onsite dispatch is needed.

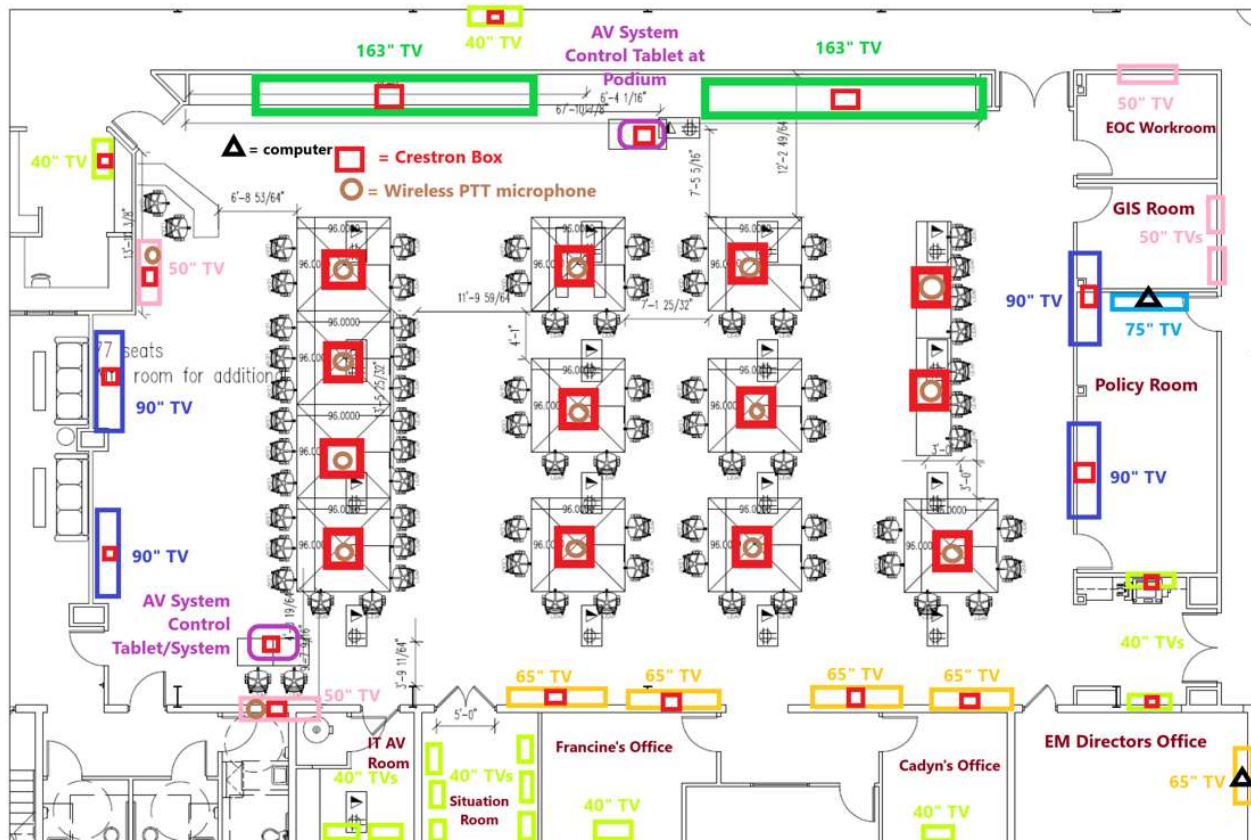
*Local standard time excluding AVI-SPL holidays.

AVI-SPL Solution Scope of Work

After careful and deliberate consideration of your requirements, we are pleased to provide the following audiovisual solutions scope of work. The scope of work noted is based on sound engineering principles, reliable technology, and have been formulated specifically to meet your requirements. The proposal is for the audiovisual (AV) solution refresh at the Alachua County Emergency Operations Center (EOC). The EOC is relocating from 1100 SE 27th St, 32641 to 1125 NE 8th Ave, 32601 within Gainesville, FL.

These are the spaces that require AV solutions:

- Reception Desk
- EOC Main Floor
- Francine’s Office
- EM Director’s Office
- Copy Room
- EOC Workroom
- GIS Room
- Policy Office
- EOC IT AV Room
- Situation Room
- Cadyn’s Office



Area of Work (NTS)

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Project Overview

The AV solution for the new EOC will be installed in a phased manner to minimize the impact of installing the OFE devices. Our team will install all the new AV equipment at the new site using temporary facilities so that the system can be tested prior to the decommissioning and relocation of the re-used equipment. The following are the AV project requirements for each of the spaces within the new EOC.

The EOC team wants to bring over the following owner furnished equipment (OFE) AV equipment that will be implemented with new overall AV System:

- One (1) AV Rack
- (2) UPS appliances
- (19) AVoIP Encoder/Decoder
- (3) Encoder/decoder 8-slot chassis
- Displays with mounts:

QTY	Size	QTY	Size	QTY	Size	QTY	Size
14	40"	4	50"	4	65"	4	90"

- An AV presentation for the Policy Room
- An AV presentation for the GIS Room

Our team will provide recommended best practices for handling this equipment at the existing EOC for removal and transportation to the new EOC.

This system will require electrical services for the display location. All electrical services to be provided by others.

****Please see the “Environmental Considerations” and “Customer Responsibilities” sections of this document for required room properties and deployment best practices.****

Scope of Work – Hardware Integration

This section describes hardware installation and general functionality or specifications. All equipment is provided and installed by AVI-SPL unless otherwise specified.

Reception Desk

The EOC reception desk will feature an OFE LCD display that is connected to the AV system. The mounting of this display will be identified after the coordination with the furniture plan and agreed upon by the end user team.

EOC Main Floor

The following are the requirements for the AV system within the EOC main floor:

1. The room will feature two (2) new 163” diagonal 1080P displays with quad-video capabilities to provide the EOC floor with the main common operating picture (COP) in the plan north wall.



2. Our team will re-use four (4) existing 90” diagonal displays as ancillary displays with quad-video capability to augment the COP within this space. Two (2) on the east wall, and two (2) on the west wall with existing mounts.



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- 3. Our team will re-use four (4) OFE 65” diagonal displays as additional ancillary displays along the south wall with existing mounts. These units will display a single image.



- 4. Our team will re-use a OFE 50” above the AV control station desk for Interface with the computers at the rack using an OFE KVM system.



- 5. Each table within the EOC will have the capability of displaying two (2) operator laptops to the displays from the eleven (11) large square tables and a single laptop from the two (2) rectangular tables within the EOC for a total of twenty-four (24) laptop sources that can be displayed from the floor to the displays within this space.



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- 6. This EOC AV system requires a presentation system that will allow the integration of a wireless laptop connection for presentations from the podium.



- 7. Routable USB extensions will be reused from existing system to connect the OFE Bluetooth clicker for presentation interface



- 8. Our team will provide a new audio processor to interface with the AV system to support the additional microphones.



- 9. Our team will integrate six (6) existing owner computers as video sources into the AV system.
 - a. One (1) of these computers is dedicated to web conferencing, thus we will integrate this computer with the audio system so that the microphones from the floor will function seamlessly as audio for conferring.

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10. Our team will provide pendant speakers needed for proper audio coverage on the EOC floor for web conferencing. we will design a mix/minus solution so that the microphones within this space can provide voice lift for soft spoken presenters.

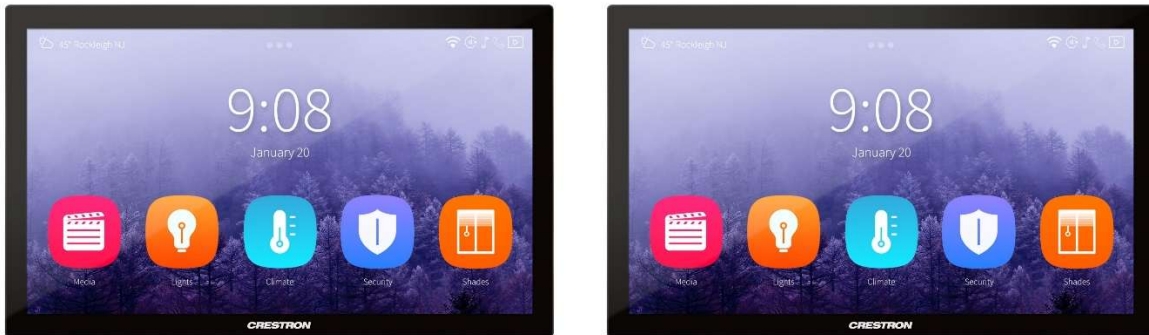


11. The AV system will include microphones for web conferences as follows:

- a. One (1) new wireless gooseneck microphone for the podium.
- b. Fourteen (14) new wireless boundary microphones that can be shared at each table that will function as a push-and-talk device.
- c. Two (2) networked charging stations for boundary microphones
- d. Two (2) new wireless lavalier microphones
- e. Re-use four (4) existing wireless handheld microphones



12. The AV system will feature a new control system with:
- One (1) touch panel with pre-view at the AV control desk for overall control.
 - One (1) wall mounted touch panel between the 163" displays for overall control.



13. Work Station

- An OFE DM-NVX-350 will be used as an encoder to route any rack mounted PC video and Keyboard controls to the OFE provided LCD desktop monitor and OFE keyboard and mouse.

Francine's Office AV System

Francine's office will feature an OFE 40" diagonal LCD display and mount that is not connected to the EOC AV system and will have an HDMI cable for local laptop connectivity. Our team will install this device as indicated in the provided plans.

EM Director's Office AV System

The EM Director's office will feature a new 65" monitor and mount that will be connected to the existing Video Bar, a dedicated owner computer for presentations and conferencing, and an HDMI input for BYOD presentations.

Copy Room AV System

The copy room will feature one (1) OFE 40" diagonal LCD display and mount that is connected to the EOC AV system to display content available from the system. Our team will install this device as indicated on the plans.

EOC Workroom AV System

The EOC workroom will feature an OFE 50" diagonal LCD display and mount that is not connected to the EOC AV system and will have an HDMI cable for local laptop connectivity. Our team will install this device on the plan north wall of this room.

GIS Room AV System

The GIS room will feature two (2) OFE 50" diagonal LCD displays that is not connected to the EOC AV system and have an HDMI cable for local laptop connectivity. This device will be mounted on the north wall with an owner furnished mount.

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Policy Room AV System

The Policy room will feature a new 75” monitor and mount that will be connected to the existing presentation system for this space. Our team will install the existing AV system that is comprised by a conferencing camera, table boundary microphones, a dedicated owner computer for presentations and conferencing, and an HDMI input for BYOD presentations.

IT/AV Room AV System

The IT/AV room will feature two (2) OFE 40” diagonal LCD displays and mounts that are not connected to the EOC AV system. Each will have an HDMI cable for local laptop connectivity. Our team will install these devices as indicated in the provided plans.

Situation Room AV System

The Situation room will feature six (6) OFE 40” diagonal LCD displays and mounts that are not connected to the EOC AV system. Each display will have an HDMI cable for local laptop connectivity. Our team will install these devices as indicated in the provided plans.

Cadyn’s Office AV System

Cadyn’s office will feature an OFE 40” diagonal LCD display and mount that is not connected to the EOC AV system and will have an HDMI cable for local laptop connectivity. Our team will install this device as indicated in the provided plans.

Scope of Work – Software Integration

As noted, the control system will provide means to interface with the AV system. This interface greatly reduces the complexities of operating an integrated AV system and facilitates greater system utilization to enhanced meeting experience.

User Experience

Developing a unique system based upon the end users’ needs and an understanding of how the space will be utilized has led AVI-SPL to identify three styles of user and room interactions: Autopilot, Co-Pilot, and Pilot. These styles range from the user who wants to use technology transparently, to the person who wants to control every aspect of collaboration. Based on the design requirements, AVI-SPL has selected the following user experience for this room:

User Interface

The user interface will facilitate advanced system operation. The following user interface(s) will be used for this system:

- The touch screen graphical user interface will be a custom solution specifically for this project. This custom solution will require coordination meetings with AVI-SPL to design, submit and approve prior to completing all control code creation. Please reference the *Custom User Interface* scope of work document for specific details on this option.
 - AVI-SPL will provide the layout and the functionality of each button for each user page of the touch screen to the Customer prior to implementation for client input and final client approval.
- All specified equipment in the proposal will be incorporated into the control system.

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As part of the programming process, AVI-SPL will provide the layout and the functionality of each button to the Customer prior to implementation for input and final approval.

Network and Network Security

The integration of Audio-Visual hardware can consist of many different devices and systems, each with varying network requirements, impacts to traffic and routing, and unique management and security processes. AVI-SPL will work with City of Chesapeake IT identified stakeholders to properly assess network requirements and deployment considerations.

AVI-SPL will design the system to meet identified network requirements and will provide construction drawings and a list of devices before installation on site. At the time of installation, AVI-SPL will connect devices according to the documented system design and identified network requirements. The following network design is being followed for this project:

Isolated AV Network

All hardware being installed is not required to connect to the owner network. Networking and security implementation will be deployed within industry best practices.

Customer Responsibilities

These are items that AVI-SPL is dependent upon to complete the project scope of work on time, however, these requirements and responsibilities are not provided by AVI-SPL. For a complete list of exclusions, please refer to the Integration Inclusions and Exclusions section of this proposal.

These requirements must be provided by the owner or other 3rd parties and may fall under the responsibility of an Architect, General Contractor, Electrical Contractor, Data Contractor, Security Contractor, Furniture/Millwork Contractor, IT departments, Facilities or Real Estate groups.

- All AC power at the equipment locations, including hardwired power connections.
- All required conduit for low voltage cable paths to AV equipment.
- All ceiling work required to accommodate the projectors, projection screens, or other equipment.
- All required millwork modifications to tables or other millwork.
- Proper heat dissipation venting for the equipment in this system. Where convection cooling is not possible, a powered venting system with thermostatically controlled quiet fans.
- All required network configuration for any network connection to the client network.
- All software or hardware licenses not specifically provided in this scope of work or associated bill of materials.
- All software or hardware configuration for owner furnished equipment.
- Where VoIP is utilized, all required configuration information prior to installation.
- All cable/satellite/over-the-air TV connections and all associated hardware.
- The Parties agree that, In the event a new tariff or a potential increase in an existing tariff is imposed on the products mentioned on this quote, AVI-SPL will be entitled to adjust the price to reflect the increased cost directly attributable to such tariff and shall provide the Buyer notice as practicable and reasonable of such change.
- Installations are scheduled to occur during standard business hours (Monday to Friday, 8 AM to 4 PM). Any work required outside these hours, including evenings or weekends, will necessitate a change order and incur additional charges

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Site Readiness

The minimum acceptable site conditions of the project site for the installation of electronic equipment are as follows.

- The rooms and directly adjacent areas into which the equipment will be installed must be dust-free with floor, ceiling, and wall finishes to be completely installed in the rooms affected by the equipment.
- The rooms into which the equipment will be installed must be secure.
- All Electrical power, conduit systems, HVAC systems, IT requirements (wired or wireless services), communication circuits, and or other services required by the systems and equipment should be fully installed, energized, and configured for use.
- All furniture into which components of the equipment will be installed shall be present at the time of staging and/or installation.
- All telephone, POTS, VOIP, modem, PRI, data, LAN, and telecommunications connections are installed, fully tested, and active.
- Configuration of OFE networks, applications, servers, and services to provide interoperability with installed systems.
- Coordination and timely IT support and documentation (such as providing IP addresses or account credentials).

Software Licenses and Service Accounts

Supervised or direct access to systems must be provided as needed for a properly provisioned and licensed account where appropriate. Examples include Zoom Rooms activation codes, Microsoft Teams accounts, calendar service account, and more.

- The customer may decide not to provide credentials to AVI-SPL, and to provision the installed hardware themselves. In this case AVI-SPL will be unable to fully test the system before receiving sign-off for the installation. All system components will be tested individually to ensure proper stand-alone function, and project sign-off will be requested before technicians leave site.
- If AVI-SPL is unable to properly commission and test the system at the time of installation due to issues with access, an additional site visit may be required. Any additional visits will be billed at the standard contracted labor rate, provided Customer is at fault and approves additional cost in advanced and in writing, scheduling will be done on a best effort basis.

Room Summary - EOC DISPLAY SYSTEM

Equipment List

Mfg	Model	Description	Qty	Unit Price	Extended Price
		<u>EOC MAIN LED DISPLAYS (NORTH WALL)</u>			
NANOLUMENS	NANNLID4007	Captivate 165-HD - LED Display - Flat - 1920 x 1080 Omnia Partners (52161500-24-OMNIA-ACS-TX) List \$30,550 Discount: 5%	2	\$28,000.00	\$56,000.00
		<u>EOC OFE LARGE DISPLAYS (EAST/WEST WALLS)</u>			
OFE	90" DISPLAY	OWNER DISPLAY ON EACH WALL W/MOUNT (Owner Furnished Equipment)	4	OFE	OFE
		<u>EOC OFE LARGE DISPLAYS (SOUTH WALL)</u>			
OFE	65" DISPLAY	OWNER DISPLAY W/MOUNT (Owner Furnished Equipment)	4	OFE	OFE
		<u>EOC OFE MEDIUM DISPLAYS (WEST & SOUTH WALLS)</u>			
OFE	50" DISPLAY	OWNER DISPLAY W/MOUNT (Owner Furnished Equipment)	2	OFE	OFE
		<u>ANCILLARY EOC DISPLAYS</u>			
OFE	40" DISPLAY	OWNER DISPLAY W/MOUNT (Owner Furnished Equipment)	4	OFE	OFE
		<u>POLICY ROOM DISPLAY</u>			
SAMSUNG	SAMQN75Q8FAAFXZA	LCD, 75" 4K/UHD 64LB QLED QAM/ATSC W/HDR Omnia Partners (52161500-24-OMNIA-ACS-TX) List \$1399 Discount: 19%	1	\$1,042.35	\$1,042.35
CHIEF	CHILTM1U	MOUNT, MICRO ADJUST TILT WALL MOUNT, LARGE Open Market	1	\$237.40	\$237.40
		<u>EMC DIRECTOR'S OFFICE</u>			
SAMSUNG	SAMQN65Q8FAAFXZA	LCD, 65" 4K/UHD 46LB QLED QAM/ATSC W/HDR Omnia Partners (52161500-24-OMNIA-ACS-TX) List \$999 Discount: 19%	1	\$789.41	\$789.41
CHIEF	CHILTM1U	MOUNT, MICRO ADJUST TILT WALL MOUNT, LARGE Open Market	1	\$237.40	\$237.40
				Subtotal	\$58,306.56

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Room Support and Maintenance

Elite Maintenance Services - Room; 36-months

\$11,238.76

Device Maintenance

Mfg	Model	Description	Months	Qty	Unit Price	Extended Price
NANOLUMENS	NANNLID1W	1 Year Extended Warranty (3 years total)	12	2	\$4,548.24	\$9,096.48
Subtotal						\$9,096.48

Equipment Total	\$58,306.56
Installation Materials	\$3,049.88
Professional Services	\$0.00
Direct Costs	\$0.00
General & Administrative	\$3,529.41
Services - Room Support and Maintenance	\$11,238.76
Services - Device Maintenance	\$9,096.48
Subtotal	\$85,221.09

For informational purposes only – all Purchase Orders must match Investment Summary details.

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Room Summary - EOC VIDEO SYSTEM

Equipment List

Mfg	Model	Description	Qty	Unit Price	Extended Price
		<u>EOC COMPUTERS/CABLE BOXES</u>			
CRESTRON	CREDMFCI8	CARD CHASSIS, DM FOR DM-NVX-C & DMCF, 8 SLOTS (Owner Furnished Equipment)	3	OFE	OFE
CRESTRON	CREDMNVX384C	Encoder, DM NVX 5K 4X1 AV-OVER IP SWITCHER W/HDMI AND USB-C Omnia Partners (52161500-24-OMNIA-ACS-TX) List \$3100 Discount: 45%	12	\$1,614.58	\$19,374.96
		<u>CLICKER EXTENSION</u>			
CRESTRON	CREDMNUXL2	USB HUB, DM NUX USB OVER NETWORK WITH ROUTING, L (Owner Furnished Equipment)	6	OFE	OFE
		<u>EOC SQUARE TABLES (2 LAPTOP PER TABLE)</u>			
CRESTRON	CREDMNVX384	Encoder, DM NVX 5K 4X1 AV-OVER IP W/HDMI AND USB-C Omnia Partners (52161500-24-OMNIA-ACS-TX) List \$3100 Discount: 45%	22	\$1,614.58	\$35,520.76
		<u>EOC RECTANGULAR TABLES (LAPTOP PER TABLE)</u>			
CRESTRON	CREDMNVX384	Encoder, DM NVX 5K 4X1 AV-OVER IP W/HDMI AND USB-C Omnia Partners (52161500-24-OMNIA-ACS-TX) List \$3100 Discount: 45%	2	\$1,614.58	\$3,229.16
		<u>EOC LED DISPLAYS (NORTH WALL)</u>			
CRESTRON	CREDMNVX384	Decoder, DM NVX 5K 4X1 AV-OVER IP W/HDMI AND USB-C Omnia Partners (52161500-24-OMNIA-ACS-TX) List \$3100 Discount: 45%	2	\$1,614.58	\$3,229.16
		<u>EOC SINGLE DISPLAYS</u>			
CRESTRON	CREDMNVX384	Encoder, DM NVX 5K 4X1 AV-OVER IP FOR 90" OFE DISPLAYS Omnia Partners (52161500-24-OMNIA-ACS-TX) List \$3100	4	\$1,614.58	\$6,458.32

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Mfg	Model	Description	Qty	Unit Price	Extended Price
		Discount: 45%			
CRESTRON	OFE	RE-USED DM-NVX350 ENCODER/DECODER FOR 65" OFE DISPLAYS ON SOUTH WALL (Owner Furnished Equipment)	4	OFE	OFE
CRESTRON	OFE	RE-USED DM-NVX350 ENCODER/DECODER FOR 50" OFE DISPLAYS ON WEST & SOUTH WALLS (Owner Furnished Equipment)	2	OFE	OFE
CRESTRON	OFE	RE-USED DM-NVX350 ENCODER/DECODER FOR 40" OFE DISPLAYS ANCILLARY DISPLAYS (Owner Furnished Equipment)	3	OFE	OFE
		PRE-VIEW DISPLAYS (TOUCH PANELS)			
CRESTRON	OFE	RE-USED DM-NVX350 ENCODER/DECODER (Owner Furnished Equipment)	2	OFE	OFE
		WORK STATION			
CRESTRON	CREDMNVX350	KVM DECODER, DM 4K60 4:4:4 HDR NETWORK AV (Owner Furnished Equipment)	1	OFE	OFE
		WIRELESS PRESENTATION SYSTEM			
CRESTRON	CREAM3111KIT	PRESENTATION SYSTEM, AIRMEDIA SERIES 3 KIT Omnia Partners (52161500-24-OMNIA-ACS-TX) List \$2450 Discount: 45%	1	\$1,276.04	\$1,276.04
CRESTRON	CREDMNVX384	Encoder, DM NVX 5K 4X1 AV-OVER IP W/HDMI AND USB-C Omnia Partners (52161500-24-OMNIA-ACS-TX) List \$3100 Discount: 45%	1	\$1,614.58	\$1,614.58
OFE	OFE	BLUETOOTH USB PRESENTATION CLICKER CONNECTED TO ABOVE	1	\$0.00	\$0.00
		AV NETWORK			
NETGEAR	NETMSM4352100NES	SWITCH, 52PT M4350-44M4X4V MANAGED Open Market	1	\$4,940.26	\$4,940.26
NETGEAR	NETGSM4230PX100NAS	SWITCH, M4250 26G4XF POE PLUS MNGD SW Open Market	1	\$1,760.68	\$1,760.68
NETGEAR	NETAXM76110000S	TRANSCIEVER, SFP+ 10G BASE-SR Open Market	4	\$308.22	\$1,232.88
				Subtotal	\$78,636.80

Room Support and Maintenance

Elite Maintenance Services - Room; 36-months

\$18,272.71

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Equipment Total	\$78,636.80
Installation Materials	\$8,742.15
Professional Services	\$0.00
Direct Costs	\$0.00
General & Administrative	\$2,034.71
Services - Room Support and Maintenance	\$18,272.71
Subtotal	\$107,686.37

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Room Summary - EOC AUDIO SYSTEM

Equipment List

Mfg	Model	Description	Qty	Unit Price	Extended Price
		TABLE MICROPHONES			
SHURE	OFE QLXD4	OWNER PROVIDED HANDHELD MICROPHONE	4	\$0.00	\$0.00
SHURE	SHUULXD6CG50	MICROPHONE SYSTEM, CARDIOID WIRELESS BOUNDRY FOR ULXD QLXD Omnia Partners (52161500-24-OMNIA-ACS-TX) List \$895 Discount: 25%	14	\$474.61	\$6,644.54
SHURE	SHUSBC850US	8 BAY NETWORKED DOCKING STATION FOR BN & GN Omnia Partners (52161500-24-OMNIA-ACS-TX) List \$1749 Discount: 25%	2	\$929.05	\$1,858.10
SHURE	SHUSBC10USBA	CHARGER, MXW MICS, US PLUG Omnia Partners (52161500-24-OMNIA-ACS-TX) List \$29 Discount: 25%	14	\$14.87	\$208.18
		PODIUM GOOSENECK & LAVALIER MICROPHONES			
SHURE	SHUMX415LPDFC	MICROPHONE, 15" SHOCK-MOUNTED GOESNECK, CARDIOID LESS PREAM Omnia Partners (52161500-24-OMNIA-ACS-TX) List \$387 Discount: 25%	1	\$216.82	\$216.82
SHURE	SHUULXD8G50	WIRELESS GOOSENECK MIC BASE FOR ULX-D AND QLX-D Omnia Partners (52161500-24-OMNIA-ACS-TX) List \$813 Discount: 25%	1	\$453.76	\$453.76
SHURE	SHUSBC10USBA	CHARGER, MXW MICS, US PLUG Omnia Partners (52161500-24-OMNIA-ACS-TX) List \$29 Discount: 25%	1	\$15.65	\$15.65
SHURE	SHUULXD1LEMO3G50	DIGITAL WIRELESS BODYPACK TRANSMITTER W/LEMO3 CONNECTOR G50 Omnia Partners (52161500-24-OMNIA-ACS-TX) List \$930	2	\$519.71	\$1,039.42

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Mfg	Model	Description	Qty	Unit Price	Extended Price
		Discount: 25%			
SHURE	SHUWL184MBSTQG	MICROPHONE, LAVALIER, SUPERCARD, BLACK Omnia Partners (52161500-24-OMNIA-ACS-TX) List \$191 Discount: 25%	2	\$119.59	\$239.18
		RACK EQUIPMENT			
VADDIO INC	VAD9998210000	AV BRIDGE, HD VIDEO ENCODER Omnia Partners (52161500-24-OMNIA-ACS-TX) List \$2760 Discount: 20%	1	\$2,208.00	\$2,208.00
BIAMP SYSTEMS	BIATESIRAFORTEAVBVT	TESIRA FORTE DSP I/O SERVER, 128 X 128 CH AVB, AEC, VOIP Omnia Partners (52161500-24-OMNIA-ACS-TX) List \$4840 Discount: 25%	2	\$2,847.06	\$5,694.12
SHURE	SHUANX4US	RECIEVER, SCALABLE WIRELESS FOR AXIENT DIGITAL AND ULX-D Omnia Partners (52161500-24-OMNIA-ACS-TX) List \$9700 Discount: 25%	1	\$6,238.71	\$6,238.71
CRESTRON	CREAMPX75	AMPLIFIER, 75W X SERIES Omnia Partners (52161500-24-OMNIA-ACS-TX) List \$578 Discount: 45%	6	\$289.00	\$1,734.00
CRESTRON	CRESAROSPD6TBTEACH	SPEAKER,6.5"SAROS 2-WAY PENDANT, SINGLE - BLACK TEXTURED Omnia Partners (52161500-24-OMNIA-ACS-TX) List \$418 Discount: 45%	6	\$209.00	\$1,254.00
				Subtotal	\$27,804.48

Room Support and Maintenance

Elite Maintenance Services - Room; 36-months

\$5,359.40

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Equipment Total	\$27,804.48
Installation Materials	\$2,878.71
Professional Services	\$0.00
Direct Costs	\$0.00
General & Administrative	\$825.51
Services - Room Support and Maintenance	\$5,359.40
Subtotal	\$36,868.10

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Room Summary - EOC CONTROL SYSTEM

Equipment List

Mfg	Model	Description	Qty	Unit Price	Extended Price
		RACK EQUIPMENT			
CRESTRON	CRECP4N	CONTROL SYSTEM, 4 SERIES Omnia Partners (52161500-24-OMNIA-ACS-TX) List \$3080 Discount: 45%	1	\$1,540.00	\$1,540.00
		FLOOR EQUIPMENT			
CRESTRON	CRETSD2220B	TOUCH PANEL, 21.5" HD DISPLAY V-PANEL, VESA MOUNT (BLACK) Omnia Partners (52161500-24-OMNIA-ACS-TX) List \$2200 Discount: 45%	2	\$1,100.00	\$2,200.00
CRESTRON	CREDMNVXD30	CONTENT DECODER TO GRAPHICS ENGINE (Owner Furnished Equipment)	2	OFE	OFE
CRESTRON	CREdge1000	DIGITAL GRAPHICS ENGINE, 1000, DUAL- WINDOW HDTV Omnia Partners (52161500-24-OMNIA-ACS-TX) List \$3000 Discount: 45%	2	\$1,500.00	\$3,000.00
CRESTRON	CREDMNVX350	GRAPHICS ENGINE ENCODER (HDMI +USB) (Owner Furnished Equipment)	2	OFE	OFE
				Subtotal	\$6,740.00

Room Support and Maintenance

Elite Maintenance Services - Room; 36-months

\$1,936.20

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Equipment Total	\$6,740.00
Installation Materials	\$920.31
Professional Services	\$0.00
Direct Costs	\$0.00
General & Administrative	\$178.41
Services - Room Support and Maintenance	\$1,936.20
Subtotal	\$9,774.92

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Room Summary - EOC TABLE ACCESSORIES

Equipment List

Mfg	Model	Description	Qty	Unit Price	Extended Price
		<u>EOC SQUARE TABLE BOXES</u>			
CRESTRON	CREFT2202MECHPTLB	FLIP TOP CBL MGMT SYSTEM, FT2 SERIES, 202 SIZE, MECH - BLACK Omnia Partners (52161500-24-OMNIA-ACS-TX) List 352\$ Discount: 45%	22	\$183.33	\$4,033.26
CRESTRON	CREFT2APLTBLANK10	BLANK PLATE MODULES FOR FT2 SERIES (PACK OF 10) Omnia Partners (52161500-24-OMNIA-ACS-TX) List 88\$ Discount: 45%	4	\$45.83	\$183.32
CRESTRON	CREFT2APLTPT10	CABLE PASS-TRHOUGH PLATE MODULES FOR FT2 SERIES (PACK OF 10) Omnia Partners (52161500-24-OMNIA-ACS-TX) List \$88 Discount: 45%	8	\$45.83	\$366.64
		<u>EOC RECTANGULAR TABLE BOXES</u>			
CRESTRON	CREFT2202MECHPTLB	FLIP TOP CBL MGMT SYSTEM, FT2 SERIES, 202 SIZE, MECH - BLACK Omnia Partners (52161500-24-OMNIA-ACS-TX) List \$352 Discount: 45%	2	\$183.33	\$366.66
CRESTRON	CREFT2APLTBLANK10	BLANK PLATE MODULES FOR FT2 SERIES (PACK OF 10) Omnia Partners (52161500-24-OMNIA-ACS-TX) List \$88 Discount: 45%	1	\$45.83	\$45.83
CRESTRON	CREFT2APLTPT10	CABLE PASS-TRHOUGH PLATE MODULES FOR FT2 SERIES (PACK OF 10) Omnia Partners (52161500-24-OMNIA-ACS-TX) List \$88 Discount: 45%	1	\$45.83	\$45.83
		<u>CABLES</u>			
CABLES TO GO	CABC2G10378	CABLE, 10' ULTRA FLEXIBLE HDMI 4K Open Market	50	\$17.27	\$863.50
CRESTRON	CRECBLUSB3G1CC9	CABLE, 9' USB C MALE TO USB C MALE, USB 3.2 GEN 1 Open Market	50	\$31.25	\$1,562.50
				Subtotal	\$7,467.54

Room Support and Maintenance

Elite Maintenance Services - Room; 36-months

\$1,439.39

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Equipment Total	\$7,467.54
Installation Materials	\$337.78
Professional Services	\$0.00
Direct Costs	\$0.00
General & Administrative	\$193.73
Services - Room Support and Maintenance	\$1,439.39
Subtotal	\$9,438.44

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Room Summary - INSTALLATION & MOBILIZATION

Equipment List

Mfg	Model	Description	Qty	Unit Price	Extended Price
		Labor Rates			
		Omnia Partners 52161500-24-OMNIA-ACS-TX			
		Project Engineer: 128 hours at \$150 per hour			
		Commissioning: 88 hours at \$120 per hour			
		Sr. Project Manager: 174 hours at \$141.67 per hour			
		Project Coordination: 52 hours at \$96.67 per hour			
		Programmer Level II: 120 hours at \$150 per hour			
		CAD: 72 hours at \$86.67 per hour			
		Installation Technician Level II: 591 hours at \$95 per hour			
		(Labor Total in Professional Services area)			

Room Support and Maintenance

Elite Maintenance Services - Room; 36-months

\$0.00

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Equipment Total	\$0.00
Installation Materials	\$0.00
Professional Services	\$139,249.08
Direct Costs	\$8,112.94
General & Administrative	\$0.00
Subtotal	\$147,362.02

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Investment Summary

Prepared For:	Jen Grice
	Alachua County Emergency Management
	1125 NE 8th Ave
	Gainesville, FL 32601

Prepared By:	Bill Strupp
Date Prepared:	12/02/2025
Proposal #:	497526-2
Valid Until:	01/02/2026

Total Equipment Cost	\$194,884.21
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Includes cable, connectors, hardware, switches, relays, terminal blocks, panels, etc., to ensure complete and operational system

Professional Integration Services	\$139,249.08
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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. May include disposal of existing equipment where elected.

Direct Costs	\$8,112.94
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Includes non equipment or labor costs, such as lifts and vehicle rentals

General & Administrative	\$6,761.77
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Includes all G & A expenses: shipping and insurance, as applicable

Services - Room Support and Maintenance	\$38,246.46
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Includes post-installation support and maintenance options selected for installed rooms

Services - Device Maintenance	\$9,096.48
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Includes post-installation maintenance options selected for installed devices

Subtotal	\$396,350.94
Tax	Exempt (*)
Total	\$396,350.94

* Exemption from sales tax will be recognized only after a valid sales tax exemption certificate or other appropriate documentation of exemption has been provided to and approved by AVI-SPL; otherwise all applicable sales taxes will apply.

Purchase orders should be addressed to AVI-SPL LLC

Due to global semiconductor ("chip") shortages and supply chain disruptions pricing quoted in this proposal may change. Installation schedules are subject to current (daily) product availability and may be delayed or postponed.

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Terms and Conditions

This Proposal together with AVI-SPL’s General Terms and Conditions and the applicable Addendum(a) located here and incorporated herein by this reference (collectively the “Agreement”) constitutes the entire agreement between AVI-SPL LLC (“Seller”, “AVI-SPL”, “we”, “us”, “our”) and the buyer/customer identified in the Proposal (“Buyer”, “Customer”, “Client”, “you”, “your”) with respect to its subject matter and supersedes all prior and contemporaneous agreements, representations and understandings of the Parties, written or oral. By signing below, issuing a valid purchase order for the Services and/or Products specified herein or receiving the Products and/or Services specified herein, whichever occurs first, Buyer acknowledges it has read and agrees to the terms of this Agreement. This Agreement shall not be binding upon Seller until accepted by Buyer as set forth in this Agreement and the earlier of Seller’s confirmation in writing of Buyer’s order and Seller’s performance under the applicable Proposal. Any terms and conditions contained in Buyer’s purchase order or any other Buyer-provided documents related to this transaction shall have no effect and are hereby rejected. Notwithstanding anything herein to the contrary, if a master services agreement signed by both Parties is in effect covering the sale of the Services and/or Products that are the subject of this Proposal, the terms and conditions of said agreement shall prevail to the extent they conflict or are inconsistent with this Agreement.

Billing and Payment Terms

Unless otherwise agreed in writing by Buyer and Seller in the Proposal, the total Proposal price, excluding the price for Stand-alone Services (as defined in this section), shall be billed as follows, subject to continuing credit approval: 50% down payment at time of order, 40% upon delivery at Seller; 10% upon project completion and Buyer sign-off or first beneficial use, whichever occurs first, payable net 30 from Buyer’s receipt of invoice. For purposes of this Agreement, “Stand-alone Services” means any Services not attached to an installation project. Billing and payment terms for Stand-alone Services are set forth in the applicable Service Addendum(a). Unless otherwise specified in the Proposal, Products are sold F.O.B. origin-Buyer to pay all shipping charges. If this Proposal covers Products or Services 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. Unless otherwise specified in the Proposal, all pricing and amounts are in US Dollars and all billing and payment shall be made in US Dollars.

Link to AVI-SPL Terms and Conditions: <https://avispl.com/terms-of-use/>

Buyer Acceptance

Buyer Legal Entity

Buyer Authorized Signature

Buyer Authorized Signatory Title

Buyer Authorized Signatory Name

Date

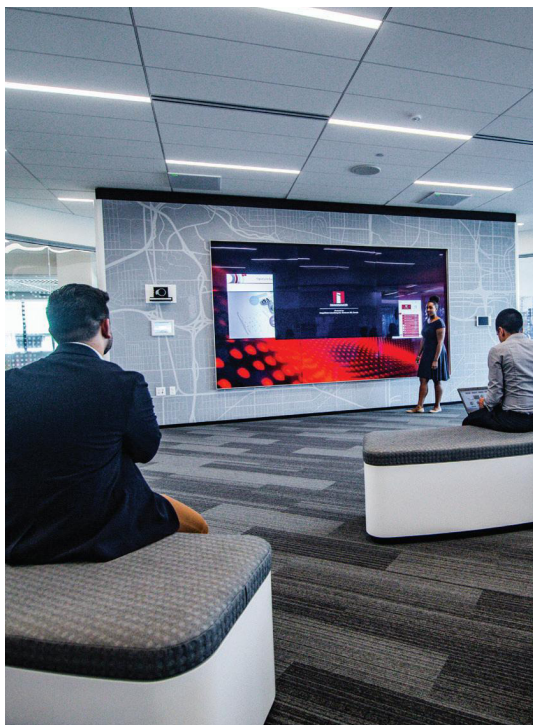
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Integration Inclusions and Exclusions

Inclusions

The following items are **included** in this proposal unless **specifically noted otherwise** within this proposal document or scope of work statement:

- All equipment, wire, and accessories required for a fully functional audio/visual system per the agreed upon scope of work.
- Non-union labor associated with audio/visual system engineering, installation, programming, and testing.
- Documentation package including complete as-built AV system diagrams, and manufacturer’s operation manuals.
- Coordination and cooperation with the construction team in regard to installing the system.
- User demonstration of full AV system operation for final sign-off.



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

Unless otherwise agreed in writing by AVI-SPL, all work performed by AVI-SPL will take place between the hours of 8:00 a.m. and 6:00 p.m. local time, Monday through Friday, excluding public and bank holidays. If AVI-SPL is required to perform work outside of these hours, customer will be charged AVI-SPL’s standard overtime rates. Any changes in the hours or days of performance must be agreed to in writing by AVI-SPL.

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 this proposal **unless specifically identified otherwise** within this proposal document or scope of work statement.

- 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 wall/ceiling repair.
- Any and all millwork (moldings, trim, etc.). All millwork or modifications to project millwork/furniture to accommodate the AV equipment is to be provided by others.
- Painting, patching, or finishing, of architectural surfaces.
- Permits (unless specifically provided for elsewhere in this proposal document or scope of work statement).
- Engineered (P.E.) seals and/or stamped structural/system details.
- 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 furnished 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 or specific manufacturer’s “User Adoption” training.
- Additional costs for union labor.



Addendum to General Terms and Conditions – Equipment Ordering

Due to global supply chain constraints, Seller is experiencing longer than normal lead times on equipment. As a result, Seller cannot guarantee lead times on equipment and will not be liable for any delays in equipment delivery to the extent caused by such constraints. However, as the supply chain continues to improve, we will not be ordering equipment for jobs that start more than 120 days from when the contracted site is ready unless lead times are greater than 90 days.

In order for Seller to appropriately plan and coordinate its resources, Buyer must commit to a **site readiness for installation date**, (subject to timely delivery of equipment) on or about February 15th, 2026.

BS
AVI-SPL LLC Initials

Should Buyer elect to purchase equipment immediately upon placement of order or greater than 120 days prior to the above readiness date, to mitigate delays, Buyer agrees to receive the equipment at their designated location and Seller will immediately bill Buyer upon placement of such order. Buyer shall pay for such equipment within the payment terms (e.g. net 30) specified herein, regardless of any other agreed upon billing terms or billing terms specified herein. Warranty on such equipment shall commence upon delivery of the equipment to Buyer's designated location, notwithstanding any other agreed upon warranty terms or warranty terms specified herein.

By initialing next to this sentence, Buyer elects to purchase equipment immediately upon placement of order in accordance with the terms of this Addendum.

Buyer Initials

Buyer Acceptance

Signed Name

Company Name

Printed Name, Title

Date