

October 29, 2020

**PROPOSAL FOR**

**RICHLAND COUNTY HEALTH & HUMAN  
SERVICES**

BARB SCOTT

Prepared By:

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Document Number: 090409



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## Richland County - RFP AV for Courtroom



## Prepared by:

Marco - Madison

Fred Kunkel  
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fred.kunkel@marconet.com

## Prepared for:

RICHLAND COUNTY HEALTH &  
HUMAN SERVICES

221 WEST SEMINARY STREET  
RICHLAND CENTER, WI 53581  
BARB SCOTT  
608.647.8821  
barbara.scott@co.richland.wi.us

## Ship To:

RICHLAND COUNTY HEALTH &  
HUMAN SERVICES

221 W SEMINARY ST  
RICHLAND CENTER, WI 53581-2358  
BARB SCOTT  
608.647.8821  
barbara.scott@co.richland.wi.us

## Quote Information:

Quote #: 090409

Version: 2  
Date Issued: 10/29/2020  
Expiration Date: 11/21/2020

## Products

\* This Tab Contains Optional Items

Description	One-Time	Qty	Ext. One-Time
Video Equipment			
DaLite - UTB Countour Fixed Frame Screen - 16:10, 87" x 139", or 164" Diagonal, HD Progressive 1.1	\$2,667.75	1	\$2,667.75
Panasonic - Shine Laser Projector - 8,000 Lumens, WUXGA	\$7,000.00	1	\$7,000.00
Panasonic - Projector Zoom Lens	\$2,211.80	1	\$2,211.80
Chief - Heavy Duty Wall Mount Accessory Arm - Dual Stud - 13"-21" Extension - Lateral Shift - 1.5" NPT	\$157.50	1	\$157.50
Chief - Speed-Connect 3" Fixed Extension Column - White	\$9.08	1	\$9.08
Chief - RPA Series Projector Ceiling Mount - Universal Interface Bracket - White	\$165.00	1	\$165.00
Crestron - 3-Series DigitalMedia Presentation System 300 - w/Control, Matrix Switcher, Mic Mixer, Audio DSP, Amplifier, and DigitalMedia Distribution - 3U	\$4,000.00	1	\$4,000.00
Crestron - 90W PoDM Power Pack - Power over DigitalMedia for DMPS Series Products	\$156.25	1	\$156.25
Crestron - DigitalMedia 8G+ 4K60 4:4:4 HDR Receiver & Room Controller 100	\$562.50	1	\$562.50
Crestron - DigitalMedia 8G+ 4K60 4:4:4 HDR Receiver & Room Controller 100	\$562.50	1	\$562.50
Crestron - DigitalMedia 8G+® 4K60 4:4:4 HDR Wall Plate Transmitter, White	\$625.00	2	\$1,250.00
Vaddio - Roboshot 12E SDI - White, 12x Zoom and H.264 Streaming, 0W	\$3,263.28	2	\$6,526.56
Vaddio - Roboshot 30E SDI - White, 30x Zoom and H.264 Streaming, 0W	\$3,694.16	1	\$3,694.16
CORIOView - 4-Window HD-SDI Multiviewer. Max Res 1080p/60 (3G)	\$5,111.11	1	\$5,111.11
Polycom - Group 500 CODEC only 720p, NTSC/Pal 001	\$5,511.71	1	\$5,511.71
Polycom - Total Coverage, 1 YR, Codec Only, RP G RP500 720P 160	\$865.00	1	\$865.00
Poly - G7500 Base Unit: G7500 UHD 4K video codec and Wireless Presentation system, BT remote, Cable: 1 CAT5e LAN 3.6M. Power: Amer - Type B, NEMA 5-15. Maintenance contract required.	\$3,936.71	1*	\$3,936.71
Poly - Premier, One Year, Poly G7500 4k Base Unit: G7500 UHD 4k video CODEC and Wireless Presentation System	\$532.63	1*	\$532.63



SCHEDULE A - SCHEDULE OF PRODUCTS TO PRODUCT AGREEMENT(S)

Polycom - Codec Digital Breakout Adapter	\$60.00	1	\$60.00
ASUS - ProArt Display PA248QV 24.1" WUXGA 1920 x 1200 16:10 Professional Monitor, 100% sRGB/Rec.709 Delta E < 2, IPS, DisplayPort HDMI D-Sub, Calman Verified, Eye Care, Anti-glare, Tilt Pivot Swivel Height Adjustable	\$192.76	1	\$192.76
Audio Equipment			
QSC - Q-SYS Unified Series Core DSP - 24 Local I/O Channels - 128x128 Network I/O Channels - Dual LAN Ports - Telephone POTS - 16x16 GPIO - 16 AEC Channels - 1U Rackmount	\$2,500.00	1	\$2,500.00
QSC - Q-SYS Scripting Engine Software License for Core 110 - Perpetual License	\$250.00	1	\$250.00
Community - Two-Way 8" Full Range Coaxial Surface Mount Speaker (white)	\$232.50	4	\$930.00
QSC - SPA Series Amplifier - Four Channels - 125W per CH at 70V Bridged & 60 W per CH at 4/8 Ohms	\$625.00	1	\$625.00
Listen - DSP Prime Level II Stationary RF System (72Mhz)	\$1,563.89	1	\$1,563.89
Listen - Intelligent DSP RF Receiver	\$145.12	4	\$580.48
Listen - Unversale Ear Speaker	\$15.11	4	\$60.44
Listen - Advanced Intelligen 12-Unit Charging Tray	\$296.30	1	\$296.30
Shure - SLXD14D Wireless system, Frequency Band version J52, Featuring two SLXD1 transmitters, the SLXD4D provides transparent digital audio and rock-solid RF stability for lecture halls and live performances.	\$1,067.56	1	\$1,067.56
Shure - MX153B/O-TQG Condenser Microphone, Omnidirectional, black, earworn microphone	\$188.81	2	\$377.62
Shure - SLXD24/B58-J52 Wirless System with Beta 58A handheld Transmitter	\$623.44	1	\$623.44
Shure - Passive Antenna Splitter	\$130.62	2	\$261.24
From Mount Antenna Kit- 2 coaxial cables and 2 bulkhead adapters (BNC Barrels)	\$38.00	1	\$38.00
Control Equipment			
Crestron - 10.1" Touch Screen Control Panel - Black Smooth	\$1,500.00	1	\$1,500.00
Crestron - Tabletop Kit for 10.1" Touch Screen - Black Smooth	\$156.25	1	\$156.25
Cisco - 16 Port Layer 2 Gigabit Switch, 8x POE ports	\$225.85	1	\$225.85
Rack Equipment			
Middle Atlantic - 14 Space Rotating & Sliding Rail Equipment Rack - 2 Rails - 125 lb. Capacity - 19 1/4" D x 27 1/2" H	\$480.94	2	\$961.88
Middle Atlantic - 9-Outlet Rackmount Power Distribution Unit - Single 15 Amp Circuit - Spike Protected - with Pilot Light	\$106.29	1	\$106.29
Middle Atlantic - L-shaped Lacing Bar - Pack of 10	\$29.09	2	\$58.18
Middle Atlantic - Rack Screws, 10-32, Trim-head, 100 PC.	\$24.94	1	\$24.94
Middle Atlantic - UFA Rackshelf, 1 RU, 14.5"D	\$44.54	2	\$89.08
Middle Atlantic - UFA Faceplate, 2 RU, Powder Coated	\$10.69	2	\$21.38
Middle Atlantic - Cabinet Cooler, 40 CFM	\$156.15	2	\$312.30
Cables and Miscellaneous Installation Materials			
Liberty - Cat6 Twisted Pair Cable BOX - Unshielded - Plenum Rated - Black	\$262.50	1	\$262.50
Crestron - DigitalMedia 8G+ Plenum Rated Cable - Blue	\$562.50	1	\$562.50



SCHEDULE A - SCHEDULE OF PRODUCTS TO PRODUCT AGREEMENT(S)

Liberty - RG6 CCS Quad Shielded RF Video 3.0 Ghz Cable Plenum	\$260.00	1	\$260.00
Liberty - Commercial Grade 16 AWG 2-Conductor Unshielded Plenum Cable - Black	\$110.00	1	\$110.00
Liberty - Black Audio and Control 22 AWG 1 Pair Shielded Plenum Reel	\$144.00	1	\$144.00
Liberty - Premium HDMI Male to Male Cable - 18G 4K Certified - 6'	\$13.50	4	\$54.00
Liberty - Premium HDMI Male to Male Cable - 18G 4K Certified - 10'	\$15.80	2	\$31.60
Cables2Go - 3M HDMI to DVI-D Digital Video Cable (9.8')	\$11.00	1	\$11.00
FSR - 4-Gang Floor Box with Black Hinged Cover	\$276.11	2	\$552.22
RDL - Decora-Style Wall plate with Solder-type 3-pin XLR-F Plug	\$17.75	6	\$106.50
RDL - Dual XLR Female Decora Wall plate. Solder Type	\$21.75	1	\$21.75
Installation Materials	\$1,000.00	1	\$1,000.00
Freight	\$600.00	1	\$600.00
** No sales tax included. Tax exemption assumed.			

\* Optional Subtotal: \$4,469.34

Subtotal: \$57,049.87

## Professional Services Labor

Description	One-Time	Qty	Ext. One-Time
Marco Professional Services - Fixed Fee - Installation	\$27,610.00	1	\$27,610.00
Subtotal:			\$27,610.00

## Professional Services Work Order Agreement

### ABOUT THIS PROFESSIONAL SERVICES ENGAGEMENT

This Work Order Agreement outlines the products (if applicable), services, and deliverables that Marco will provide to the Client for this project ("Agreement"). Marco will work closely with the Client a consultative basis to optimize the success of the engagement. This Agreement is governed by and subject to the Relationship Agreement between Client and Marco. This Agreement is valid through the expiration date on this document. In addition to the Professional Service Engagement Agreement located at [www.marconet.com/legal/business-it-product-agreements/professional-service-engagement-agreement](http://www.marconet.com/legal/business-it-product-agreements/professional-service-engagement-agreement), the following applies to this Professional Service Engagement:

### ENGAGEMENT OVERVIEW - DESCRIPTION OF SERVICES AND DELIVERABLES

Richland County has issued a Request for Proposal to renovate the 2<sup>nd</sup> floor Courtroom and update the Audio/Video equipment. The project location is:

221 W SEMINARY ST  
RICHLAND CENTER, Wisconsin 53581-2358  
United States

Site Contact/Representative: Barbara Scott, MIS Director  
Site Contract/Representative email: [Barbara.scott@co.richland.wi.us](mailto:Barbara.scott@co.richland.wi.us)

Marco task list general overview:

- Install new projector

- Install new speakers
- Install 2 new in-cabinet equipment racks
- Pull various wiring to floor boxes, projector, speakers, cameras, for audio and video components
- Design and program new control system to control projector, video switcher, conferencing, cameras, audio
- Design and program new audio system DSP
- Provide As-Built prints at project completion
- Provide 4 hours training at project completion

## ENGINEERING - DESCRIPTION OF SERVICES AND DELIVERABLES

The following solution will be considered "in-scope" for the purposes of this engagement:

General:

### NOTES:

- There will be electrical requirements for this project that will be the responsibility of customer or designated contractor.
- There will be low voltage/network/data requirements for this project that will be the responsibility of customer or customer designated contractor.
- Per the site contact, there is a walkway above the ceiling in the courtroom to access and run wiring above ceiling as needed.
- (2) 14RU Pull-out style Equipment Racks are to be installed in the new cabinetry located to the right of the Judge in what was a tiered seating area in the corner of the room.
- Marco to provide (2) equipment rack cabinet cooling fans. Customer to have fan openings in cabinet doors cut by a general contractor.
- Marco to provide (2) floor boxes as specified in the RFP. Customer to have electrical contractor install the floor boxes in the defense and plaintiff desk areas.
- Marco to provide (2) 2-hour training sessions (4 hours total).

### Audio

The new audio system shall accommodate the following:

- (4) New surface-mount speakers are to be installed in 2 audio zones. All speakers shall be tapped at 60 Watts.
  - 1 zone shall comprise of two speakers, mounted in each corner to the left and right of the judge's seating area. Mount at 96" A.F.F.
  - 1 zone shall comprise of two speakers, mounted up on the ceiling beam in place of the existing 3 speakers. The RFP does not specify precise placements; please work with the site contact to determine exact placement. These speakers will require the rental and use of scaffolding to install.
- (1) new 4 channel amplifier shall be installed in the new equipment rack. Channels 1 and 2 shall bridge to create a 70V connection output to Zone 1 (front of room, L/R corners). Channels 3 & 4 shall bridge to create a 70V connection output to Zone 2 (ceiling for audience audio).
- (3) new digital wireless microphones shall be installed; the receivers shall be installed in the rack, antennas A + B combined in the rack using the combiners provided, and ¼ wave antennas for A + B combined mounted to the front of the rack. (2) body packs with over the ear microphones and (1) handheld wireless microphone shall be included.
  - The RFP specifies equipment in the H55 band. However, the J52 band has 9 more available channels for usage (per Shure's Wireless Frequency Finder tool) and has been specified in place of the H55 band.
- New 22-2 Shielded Plenum cable shall be pulled from the rack location through customer provided piping-raceways to designated locations for CCAP-provided wired microphones. Marco to terminate 22-2 at the wall plate at each location. Exact locations are not listed within the RFP and will need to be documented and constructed prior to Marco installing.
- A new Audio DSP shall be installed in the equipment rack. The DSP shall output to the amplifier, Listen Technologies assistive hearing system, and the CCAP system. Marco to work with CCAP prior to installation to confirm line drawings.

- Per the RFP, "AV system is to provide (2) sub-mixed audio feeds to the CCAP audio system as well. One feed is to have all (3) wireless mics sub-mixed and the other shall have any program audio sub-mixed."
- A new assistive hearing system shall be installed in the equipment rack (Listen Technologies). The antenna shall be a custom-field installed quad shield RG-6 Plenum rated cabling and shall route to the ceiling towards the center of the room.

## Video

The new video system shall accommodate the following:

- A new Crestron Digital Media Presentation System shall be installed in the equipment rack. This system shall produce video switching of the inputs to 2 mirrored outputs, as well as system control.
  - (2) Transmitting single gang HDMI extensions shall be placed in the floor boxes under the defense and plaintiff desks (1 at each desk). DM1 in shall be the Plaintiff and DM2 in shall be the defense.
  - HDMI 1 in shall come from the HDMI 1 output of the Polycom Codec.
  - HDMI 1 out shall route to the HDMI content video input of the Polycom Codec.
  - DM 1 out shall output to a room media controller (receiver) for the projector.
  - DM 2 out shall output to a room media controller (receiver) for the Clerk's monitor.
- A new Polycom Codec shall be installed in the equipment rack.
  - The RFP specifies a Group 500 codec, however this codec is no longer receiving updates and is beginning end-of-life cycling.
 

Marco has included a G7500 Codec in the quote as an optional replacement. Both Codecs share the same inputs and outputs, however the G7500 is capable of higher resolution and other software-related functions.
  - The codec shall receive video from the DMPS via the HDMI/content input.
  - The codec shall receive 3 SDI PTZ cameras as the camera input:
 

Per the RFP, the 3 SDI PTZ cameras are to be combined into a Multiview format using a TVONE-C2-6204. This device outputs DVI, which will be converted to HDMI using a provided adapter cabling. \*\*\*However, the input of the codec uses a proprietary HDCI input, not HDMI. A device to adapt HDMI to HDCI is included in the quote as optional. The RFP does not list an adapter.

(2) SDI PTZ Cameras shall be mounted to the left and right of the bench and have 12x zoom capabilities.

(1) SDI PTZ Camera shall be mounted to the left of the projection screen at 80" A.F.F. to the bottom of the camera mount – matching the projection screen's bottom in height.

Each PTZ shall have RG-6 and Cat6 run to it for power, control, and video. The Cat6 cabling shall be run to the switch located in the equipment rack and RG-6 to the Multiview device.
  - Audio in (3.5mm) shall come from Output 1 of the DSP.
  - Audio out (3.5mm) shall route to Input 1 of the DSP.
  - HDMI output 1 shall route to HDMI input 1 of the DMPS.
- A new projector and fixed-frame projection screen are to be installed.
  - The fixed-frame projection screen shall be installed on the left wall (when looking at the judge), in place of the existing screen. Customer to have existing screen removed and wall patched prior to installation. The screen shall be installed at 80" A.F.F. to bottom of the screen to avoid people walking and disrupting the projected image.
  - The Projector shall be wall mounted directly across from the projection screen with the lens located at 124" A.F.F. centered on the screen using the provided wall mounting hardware. The stock lens shall be replaced with a custom lens to allow for the approximate 39' throw distance.
 

The video receiver shall be installed on top of the projector mount and connected to HDMI 1 of the projector for video, RS-232 – DB9 for control.

Customer to provide electrical at the projector mounting location. (1) Single Duplex outlet, 120V, 15A.

Customer to provide conduit raceway from the projector location to the ceiling, with a single gang box at the projector location designated for low voltage wiring.
- A new monitor shall be installed on the Clerk's desk. DM 2 output shall route to the Clerk's desk location.
  - \*\*\*The RFP only specified 1 video receiver for this design. A second receiver is included in the quote and marked as optional. The Clerk's monitor cannot receive video without this device. The item quoted is for a surface-mount device, identical to the projector's receiver. If there is a floor box at the clerk's desk location, this device can be changed to a single-gang type receiver to be installed in the floor box, if requested.

## Control

The new control system shall accommodate the following:

- A 10" touch panel with base shall be installed at the Judge's desk. This touch panel shall route back to the network switch in the equipment rack.
- This touch panel shall allow for total control of the entire A/V System. Control functions include (but are not limited to):
  - System On/Off
  - Projector On/Off
  - Audio control
    - Zone 1 and/or Zone 2 volume up/down/mute
    - Mic volume up/down/mute for each microphone
    - Conferencing Audio up/down/mute
  - PTZ Camera controls – Pan, Tilt, Zoom, with programmable presets
  - Video input switching between Polycom codec for conferencing, Plaintiff HDMI input, or Defendant HDMI input.
  - CCAP control is not listed within the RFP and has not been included in Marco's design. If control of CCAP is requested, it can be accommodated. Additional cabling, hardware, and labor may be necessary.

## COORDINATION - DESCRIPTION OF SERVICES AND DELIVERABLES

Tasks and deliverables for our Coordination Team are located at [www.marconet.com/legal/business-it-product-agreements/professional-service-engagement-agreement?](http://www.marconet.com/legal/business-it-product-agreements/professional-service-engagement-agreement?)

The following additional tasks and deliverables for our Coordination Team will be considered "in-scope" for the purposes of this engagement:

- Coordination of renovation project with other trades: i.e. electrical, low voltage cabling, etc.
- Scheduling of onsite field engineers for installation of system hardware
- Scheduling of onsite and remote resources for commissioning and programming of systems
- Scheduling and coordination of project details with internal IT personal
  - Networking & IP considerations
- Marco point of contact for Client scheduling
- Order Placement and Tracking to ensure delivery to correct location
- Facilitate creation of the engagement execution timeline and communication with Client on execution activities
- Schedule & Facilitate Internal/External Kickoff Meeting – distribution of meeting notes and deliverables if required from meeting (if Required)
- Schedule additional meetings as required for successful completion of engagement
- Schedule Engineering resources for both onsite/remote time to complete this service engagement
- Facilitate any change orders and change requests to this Professional Services Engagement
- Tracking of post-cutover punch-list items (if applicable)

## SERVICES ASSUMPTIONS, EXCLUSIONS, CLIENT RESPONSIBILITIES, AND NOTES

### CLIENT RESPONSIBILITIES

As required, Client will allow Marco access to premises as needed by Marco to perform its responsibilities under this Agreement. Any refusal or failure to provide access shall relieve Marco of its performance obligations and may require a change order for additional services to complete the work at a future time. Client will also provide a suitable work area for Marco personnel if work is completed on premises.

If available, Marco can facilitate remote access to the Clients network for post-installation remote support. Questions or concerns with

Marco having this access should be communicated during the review of this Professional Services Engagement Agreement in order to discuss alternative methods of support. When remote access support is authorized, Marco will use this access whenever a support ticket is created. Marco will communicate with Client prior to Marco accessing the Clients systems for any non-support ticket remote access needs.

Electrical & Low Voltage Requirements (to be completed prior to Marco onsite installation):

- Data/Network Drops
  - (4) (minimum) LAN drops are required at the equipment rack location
  - (7) Static IP addresses are required for the DMPS, DSP, Touch panel, Codec, and (3) PTZ cameras
- Electrical Power/Electrical Receptacles
  - (1) Double Duplex, 20A outlet to be installed in each equipment rack cabinet (2 total)
  - (1) Single Duplex, 15A outlet to be installed at the projector location
  - Power to be provided at Judge's desk, Clerk's desk, Plaintiff and Defense Desks as specified within the RFP for other than A/V usage.
- Conduit & Raceway Provisions:
  - Conduit to be routed from the Equipment rack cabinet to Judge's desk (2 – 1" conduits each, 1 for video, 1 for audio to keep signals separated), Plaintiff and Defense (2 – 1" conduits each), Clerk's desk (2 – 1" conduits), From the Equipment rack cabinet to the ceiling (3 - 1" conduits), From the ceiling to each PTZ camera location (1 – 1" conduit each, 3 total), From the ceiling to the projector location (1 – 1" conduit).
  - Customer to review design with Marco prior to ordering any conduit runs to verify all required runs.
- Networking & IP considerations
  - IP Address Assignments for all networked equipment
  - VLAN Creation/Configuration (as required)
  - Network switch port configuration and assignments (as required)
  - Power of Ethernet (PoE) where needed
  - Project related DNS entries (as required)
  - LAN and WAN Quality of Service (QoS) (as required)

#### SERVICES ASSUMPTIONS, EXCLUSIONS, AND NOTES

Please list any Assumptions, Exclusions, and Important Notes for the purposes of this engagement:

- The customer is responsible for existing equipment that has been removed, Marco will hand over to the customer to reuse or recycle (if applicable).
- The customer shall coordinate with third party contractors and the Marco Project Management staff for all items related to this project as required.
- The customer is responsible for providing the required networking infrastructure for the AV network uplink, VoIP for audio conferencing, and any wireless or wired internet access they designate the Training Room to contain. This will require data drops, switch ports, WiFi, port patching, etc.
- The customer is responsible for data/networking requirements as listed above for AV systems that will be on the customer premise/local network (LAN).
- Marco is not responsible for any electrical contractor service requirements for all parts of this project which includes electrical receptacle, conduit, or raceway provisions.
- Marco shall not be responsible for millwork or other specialty construction services.
- Marco will not be responsible for painting, taping, sheetrock, ceiling grid work, or any other structural changes/improvements or construction.



Quote Summary - One-Time Expenses

Description	Amount
Products	\$57,049.87
Professional Services Labor	\$27,610.00
Total:	\$84,659.87

One-Time \* Optional Expenses

Description	One-Time
Products	\$4,469.34
Optional Subtotal:	\$4,469.34

## ■ Approval

- Client represents that it has reviewed and agrees to be legally bound by this Schedule of Products.
- Client represents that it has reviewed and agrees to be legally bound by the Relationship Agreement, any Product Agreement(s) referred to herein, and applicable policy(ies) ("Terms and Conditions") which are located at [www.marconet.com/legal](http://www.marconet.com/legal) for the Products it is obtaining as identified in this Schedule of Products. If the parties have negotiated changes to the Terms and Conditions, the modified version(s) of an such Terms and Conditions, that have not expired or been terminated, shall control.
- Client agrees to use electronic signatures, electronic communications, and electronic records to transact business under the above documents.
- The pricing above does not include taxes. Taxes, fees and surcharges shall be paid by Client and will be shown on invoices to Client.

Marco Technologies, LLC

RICHLAND COUNTY HEALTH & HUMAN  
SERVICES

Signature: \_\_\_\_\_

Name: \_\_\_\_\_

Title: \_\_\_\_\_

Date: \_\_\_\_\_

Prepared for: BARB SCOTT \_\_\_\_\_

Signature: \_\_\_\_\_

Signed by: \_\_\_\_\_

Title: \_\_\_\_\_

Date: \_\_\_\_\_

PO Number: \_\_\_\_\_

Email Address: \_\_\_\_\_