



Richland County, WI - Circuit Court - Courtroom AV RFP

Proposal for Audio Visual Installation



PRESENTED BY:

Chris McCanles

Account Executive

(913)535-5391

chris.mccanles@skccom.com

SKC Corporate Headquarters:

8320 Hedge Lane Terrace
Shawnee, KS 66227





October 30th, 2020

Hello Barbara Scott:

SKC Communication Products, LLC is very excited for the opportunity to provide an Audiovisual solution for the **Richland County Courtroom AV** project.

SKC was founded in 1986; over the last 34 years, SKC has grown to become an industry leading video conferencing and audio-visual integrator in North America. SKC designs, builds and manages next-generation multimedia rooms that take advantage of the current best-in-class audio and video applications. SKC holds the Avixa Audiovisual Provider of Excellent (APEX) certification as recognition of our top tier status within the industry.

We pride ourselves on our excellent customer service. Our team seeks to turn customers into partners, and we strive to make every transaction an easy, pleasant experience. In addition to your account executive, our sales support, engineering, and project management teams are ready to meet any need that may arise.

SKC understands the importance of strong post-sale technical support—not only to help in troubleshooting situations—but also to proactively anticipate and address customer issues. We have a thorough understanding of our products and their applications, and recognize the need for timely, accurate responses to our clients' questions. We ensure all customers achieve the highest level of satisfaction with their equipment and with SKC.

In summary, SKC focuses on ensuring you are using the right communications technology to achieve your business goals now and in the future.

Thank you,

Chris McCanles
Account Executive
SKC Communication Products, LLC
(913)535-5391
chris.mccanles@skccom.com

About SKC Communications

SKC Communications integrates and manages video, voice and AV solutions that enable our clients to better collaborate, communicate and connect – any time, any place. Our core specialties are:

- **Audio/Visual Integration**
- **Videoconferencing**
- **Voice Solutions (IP Telephony and Headsets)**
- **Managed Services**

Headquartered in Kansas City with regional offices in Chicago, Charlotte, Los Angeles, Dallas, Milwaukee, Omaha, and Oklahoma City, SKC is a proven technology solutions provider with 34 years of experience and serves clients nationwide.

We are experienced in using an integrated approach in both renovation and new build scenarios. SKC brings a vast portfolio of assisting companies with their large scale audio/visual projects. Our platinum level certifications allow us to connect our clients to more than 200 of our manufacturer partners, leading to deeper discounts and expedited support efforts.

SKC is a privately held, financially secure, limited liability company with approximately 315 employees who bring a wide range of experience and technical certifications to each client project. SKC prides itself on developing long-standing business relationships, providing the right business communication solutions and unparalleled service and support.

Our number one goal is to exceed client expectations, as we always take it one step further to ensure that everything comes together to provide superior results.

SKC understands the right communications solution is about making connections with the people important to your business. And we will collaborate with you to ensure our technology meets all of your objectives – before, during, and after the sale.

Sampling of Our Clients

SKC is proud to have long standing relationships with our client base. We believe in working with our clients to ensure their satisfaction in every contact, and conduct regular surveys to ensure customer satisfaction.

- AbbVie
- Allstate
- Anixter
- Asurion
- AT&T
- AXA Assistance
- Bank of America
- Baxter
- Black & Veatch
- BMO Harris Bank
- Burns & McDonnell
- Cargill
- Caterpillar
- Centene
- Citibank
- Cerner Corporation
- Commerce Bank
- Disney
- DST Systems
- Frito Lay – Pepsi
- Garmin
- Generac
- Good Year
- H&R Block
- Hewlett Packard
- Iowa State University
- Integrys
- Kiewit
- Kohler
- KrispyKreme
- Mary Kay
- McAfee
- Munson Medical Center
- Mutual of Omaha
- Newell Rubbermaid
- North Carolina State
- Northern Trust
- Oklahoma University - Health Sciences Center
- Pella Windows
- Sisters of Charity/Exempla Healthcare
- Sigma-Aldrich
- Sprint
- State Farm
- Treehouse Foods
- The University of Chicago
- The University of Kansas
- The University of Nebraska Medical Center
- The University of Oklahoma
- The University of Texas System
- US Foods
- TPG Capital
- Walgreens

SKC Communications Certifications

Avixa (formerly Infocomm)

Avixa APEx	
CTS	31
CTS-D	8
CTS-I	8

AMX - Platinum Partner

ACE Audio Expert	1
ACE Design Expert	2
ACE Digital Signage Expert	3
ACE Media Management	1
ACE Networking	1
Designer	2
DGX Designer	1
Installer	4
Programmer	7

Aruba Networks - Gold Partner

Certified Mobility Prof. Certification	2
Network Sales Specialist	1

Avaya - Diamond Partner

ACDS	1
APDS	5
APSS	12
ACSS	8
ACIS	5
ASPS	4
AIPS	3

Biamp - Premier Partner

Audia	12
Forte	31
Tesira	46
Vocia	5
VOIP Level 1	7

Chief - Elite Partner

Certified Technician	2
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Cisco - Premium Partner

CCNA	1
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Crestron - Platinum Partner

DMC-D-4K	18
DMC-E-4K	9
DMC-T-4K	1
DM-NVX	4
Fusion	4
Master Programmer	5
Master Technology Architect	2
System Design	2

Extron - Platinum Platinum

AV Associate	8
Control Professional	10
Programmer	5
PRO DSP	1
XTP Systems Design Engineer	2
XTP Technician	7

Microsoft - Partner

My Advisor Certified Partner	
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Poly - Platinum Partner

Badged Systems Engineer	2
Badged Account Executive	5
PCVE	13
RealPresence Platform: Technical Track	1
RealPresence Platform: Sales Certification	1
RealPresence Solutions Sales Specialization	1

Prysm - Gold Partner

Appliance (Implementation)	3
Software (Implementation)	

QSC - Platinum Partner

Q-Sys	13
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Other

PMP Certification	3
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Relevant Documents



SKC Communication Products, LLC
Trade and Credit References

Type of Business: Provider of Voice, Video, & Conferencing Products and Services.

Year Started: Established in 1986
Organizational Change:
12/21/10 Delaware Limited Liability Company

Officers: CEO: Tray Vedock, tray.vedock@skccom.com
CFO: Jennifer Lowe, jennifer.lowe@skccom.com
CRO: Matt Cussigh, matt.cussigh@skccom.com
Dir. of Sales: Mitch Truesdale, mitch.truesdale@skccom.com
Dir. of Services and Support: Kim Speckin, kim.speckin@skccom.com
Dir. of Operations: Chris Laing, chris.laing@skccom.com

Bank: UMB Bank n.a.
1010 Grand Blvd. Kansas City, MO 64106
Fax 816-691-6857
Contact Name Lanie Sedlacek, VP, Treasury Management Officer
Phone Number 816-860-1879
Email Lanie.Sedlacek@umb.com

Dun & Bradstreet #: 150440790 **F.E.I.N.:** 27-4159891

Trade References:

Poly, formerly Plantronics, Inc.
345 Encinal St.
Santa Cruz, CA 95060
Phone: (831) 458-4445
Fax: (831) 466-2384
Adam Caplan Acct 3882
adam.caplan@plantronics.com

Stampede Presentation Products
55 Woodridge Dr
Amherst, NY 14228
Phone: (716) 650-5698
Fax: (716) 635-9484
dperez@stampedeglobal.com
Diane Perez Acct 4657

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Phone: (719) 388-7551
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dbelcher@wescodist.com
Dennise Belcher Acct S66227

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Phone: (201) 767-3400 x 10222
Fax: (201) 767-4641
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Enza Maceri Acct 1001643

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Los Angeles, CA 90051
Phone: (714) 687-6285
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Angelica Del Toro Acct 01-3585

8320 Hedge Lane Terrace
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☎ 800.882.7779
☎ 800.454.4752
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CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY)

8/6/2020

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

IMPORTANT: If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must be endorsed. If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).

PRODUCER HUB International Mid-America 9200 Ward Parkway Suite 500 Kansas City MO 64114	CONTACT NAME: Certificate Department PHONE (A/C, No, Ext): 816-708-4600 E-MAIL ADDRESS: HUB-KC.Certificates@HUBInternational.com FAX (A/C, No): 816-203-4425														
INSURED SKC Communication Products, LLC 8320 Hedge Lane Terrace Shawnee KS 66227	<table><tr><th>INSURER(S) AFFORDING COVERAGE</th><th>NAIC #</th></tr><tr><td>INSURER A : Travelers Indemnity Company</td><td>25658</td></tr><tr><td>INSURER B : Travelers C & S Co of America</td><td>31194</td></tr><tr><td>INSURER C : Farmington Casualty</td><td>41483</td></tr><tr><td>INSURER D : Travelers Casualty & Surety Co</td><td>19038</td></tr><tr><td>INSURER E :</td><td></td></tr><tr><td>INSURER F :</td><td></td></tr></table>	INSURER(S) AFFORDING COVERAGE	NAIC #	INSURER A : Travelers Indemnity Company	25658	INSURER B : Travelers C & S Co of America	31194	INSURER C : Farmington Casualty	41483	INSURER D : Travelers Casualty & Surety Co	19038	INSURER E :		INSURER F :	
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INSURER E :															
INSURER F :															

COVERAGES**CERTIFICATE NUMBER:** 1178002890**REVISION NUMBER:**

THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

INSR LTR	TYPE OF INSURANCE	ADDL INSD	SUBR WVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS
D	<input checked="" type="checkbox"/> COMMERCIAL GENERAL LIABILITY <input type="checkbox"/> CLAIMS-MADE <input checked="" type="checkbox"/> OCCUR GEN'L AGGREGATE LIMIT APPLIES PER: <input type="checkbox"/> POLICY <input checked="" type="checkbox"/> PRO-JECT <input checked="" type="checkbox"/> LOC OTHER:			H6308L604925COF19	11/1/2019	11/1/2020	EACH OCCURRENCE \$ 1,000,000 DAMAGE TO RENTED PREMISES (Ea occurrence) \$ 1,000,000 MED EXP (Any one person) \$ 10,000 PERSONAL & ADV INJURY \$ 1,000,000 GENERAL AGGREGATE \$ 2,000,000 PRODUCTS - COMP/OP AGG \$ 2,000,000 \$
A	<input checked="" type="checkbox"/> AUTOMOBILE LIABILITY <input checked="" type="checkbox"/> ANY AUTO <input type="checkbox"/> ALL OWNED AUTOS <input type="checkbox"/> HIRED AUTOS <input type="checkbox"/> SCHEDULED AUTOS <input type="checkbox"/> NON-OWNED AUTOS			8108L68431819I3G	11/1/2019	11/1/2020	COMBINED SINGLE LIMIT (Ea accident) \$ 1,000,000 BODILY INJURY (Per person) \$ BODILY INJURY (Per accident) \$ PROPERTY DAMAGE (Per accident) \$ \$
B	<input checked="" type="checkbox"/> UMBRELLA LIAB <input checked="" type="checkbox"/> OCCUR <input type="checkbox"/> EXCESS LIAB <input type="checkbox"/> CLAIMS-MADE DED <input checked="" type="checkbox"/> RETENTION \$ 10,000			CUP8L98269619I3	11/1/2019	11/1/2020	EACH OCCURRENCE \$ 10,000,000 AGGREGATE \$ 10,000,000 \$
C	WORKERS COMPENSATION AND EMPLOYERS' LIABILITY ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? (Mandatory in NH) If yes, describe under DESCRIPTION OF OPERATIONS below	Y/N <input checked="" type="checkbox"/> N	N/A	UB8L63402619I3G	11/1/2019	11/1/2020	<input checked="" type="checkbox"/> PER STATUTE <input type="checkbox"/> OTH-ER E.L. EACH ACCIDENT \$ 1,000,000 E.L. DISEASE - EA EMPLOYEE \$ 1,000,000 E.L. DISEASE - POLICY LIMIT \$ 1,000,000
B	Technology E&O Liability			ZPL41N032151813	11/1/2019	11/1/2020	Limit/Ded 5,000,000/25,000

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required)

*The \$10M Umbrella is follow form and extends over the General, Auto and Workers Compensation policy limits.

CERTIFICATE HOLDER**CANCELLATION**

Sample Certificate
SKC Communication Products, LLC
8320 Hedge Lane Terrace
Shawnee KS 66227

SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS.

AUTHORIZED REPRESENTATIVE

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SKC's submission is conditioned upon including the following warranty and payment terms in the final project terms upon award; provided, that any terms that are not allowed under applicable law are deemed to be automatically rescinded by SKC and will not be included in the final terms.

SKC COMMUNICATION PRODUCTS, LLC

STANDARD WARRANTY AND PAYMENT TERMS

Warranty

Equipment Warranty. SKC is an authorized reseller, but not the manufacturer, of any equipment (including software) furnished by SKC. Any equipment warranties, licenses and indemnities are provided directly to Customer by the original equipment manufacturer (OEM). SKC will provide to Customer the OEM information detailing any license, warranty and indemnity right it receives from an OEM upon request and will reasonably cooperate with Customer in enforcing such rights. OEM warranty periods start the date equipment is shipped from the OEM, not the date of installation, unless shipment and installation dates are the same. Nothing in this Agreement shall be construed as expanding or adding to any OEM warranty terms or terms otherwise required under an OEM license agreement. Equipment may not be returned unless the OEM has issued a Return Authorization ("RA"). Equipment returned without a RA is considered unauthorized and will not be accepted. Equipment returns due to defective Equipment are subject to the OEM's warranty. If a RA is issued for Equipment returned without cause, the Customer will be invoiced for, and is required to pay, return shipping charges, the OEM's restocking fee, and any charges incurred by SKC for such return.

Services Warranty. SKC warrants to Customer that any Services performed by SKC or its subcontractors will be carried out in a professional and workmanlike manner by qualified personnel in accordance with the specifications set forth in the SOW. If the Services have not been so performed, and SKC receives Customer's detailed request to cure a non-conformance within 30 days of acceptance of the Services, SKC will promptly re-perform those Services as Customer's sole and exclusive remedy for a breach of the foregoing warranty. Any Services specified in a SOW to be performed by an OEM comes with the OEM's standard warranty, licenses and indemnities only, and the OEM is solely responsible for the performance of such Services, including without limitation design, completion and Customer acceptance/sign off.

SKC A/V Support Services. In addition to the warranties set forth above, support services may be separately purchased. The SKC A/V Support Services Terms and Conditions, which may be updated from time to time, are located on SKC's website at <http://www.skccom.com/about-us/disclosureslegal/>. For the avoidance of doubt, (1) SKC A/V Support Services, if purchased, begin on the 1st day after acceptance of the Equipment and Services in all cases and (2) if SKC A/V Support Services are not purchased, then any services requested after the warranty period will be performed by SKC on a time and materials basis, with SKC A/V Support Services customers receiving priority.

Disclaimer. The remedies set forth above will be Customer's sole and exclusive remedy, and will be in lieu of any other rights or remedies Customer may have against SKC, with respect to the non-conformance of Equipment and Services. EXCEPT AS SET FORTH ABOVE, SKC MAKES NO EXPRESS REPRESENTATIONS OR WARRANTIES WITH REGARD TO ANY EQUIPMENT OR SERVICES OR OTHERWISE RELATED TO THIS AGREEMENT, AND SKC DISCLAIMS ALL WARRANTIES, IMPLIED OR STATUTORY, INCLUDING WITHOUT LIMITATION ANY WARRANTIES OF MERCHANTABILITY AND FITNESS FOR A PARTICULAR PURPOSE. IN NO EVENT WILL EITHER SKC OR CUSTOMER SHALL BE

LIABLE FOR ANY INCIDENTAL, SPECIAL, STATUTORY, INDIRECT, OR CONSEQUENTIAL DAMAGES OR ANY LOSS OF PROFITS OR REVENUE, LOSS OR CORRUPTION OF DATA, TOLL FRAUD (UNAUTHORIZED USE OF TELECOMMUNICATIONS SERVICES OR FACILITIES ACCESSED THROUGH OR CONNECTED TO THE EQUIPMENT), COST OF COVER, OR SUBSTITUTE GOODS OR PERFORMANCE ARISING OUT OF THIS AGREEMENT, EVEN IF ADVISED OF THE POSSIBILITY OF SUCH DAMAGES. EXCEPT FOR GROSS NEGLIGENCE AND WILLFUL MISCONDUCT, NEITHER SKC'S NOR CUSTOMER'S TOTAL AGGREGATE LIABILITY ARISING OUT OF OR IN CONNECTION WITH THIS AGREEMENT (WHETHER IN CONTRACT, TORT, NEGLIGENCE, STRICT LIABILITY, IN TORT OR BY STATUTE OR OTHERWISE) SHALL EXCEED THE PURCHASE PRICE AND FEES PAID BY CUSTOMER FOR THE EQUIPMENT OR SERVICES GIVING RISE TO THE CLAIM DURING THE TWELVE (12) MONTHS PRIOR TO THE CLAIM.

ANY LEGAL TERMS AND CONDITIONS OR MASTER AGREEMENT ARE SUBJECT TO SKC LEGAL REVIEW UPON AWARD.

Payment Terms and Billing Schedule

SKC will bill in stages, and Customer will receive a minimum of three (3) invoices as outlined below:

- **First Invoice** will be due upon receipt and will include the initial 30% of the Purchase Order (PO) amount. This invoice will be sent when SKC receives Customer PO.
- **Second Invoice** will be due upon receipt and will include 50% of the PO amount. This invoice will be sent when SKC orders substantially all of the equipment.
- **Third Invoice** will have net 30 terms and will include the remaining 20% of the PO amount as well as all applicable tax and freight charges and any monetary adjustments related to changes to the PO previously approved by SKC and Customer. This invoice will be sent upon substantial completion of the project.

If the Customer extends the install date past the original install schedule date, Customer will receive an invoice for the total of all materials ordered and work performed regardless of project size.

SKC provided monthly-recurring managed services will be invoiced monthly.

SKC's payment terms are net 30 from the receipt of an invoice. Past due amounts may be subject to a late charge of 1 ½% per month. Customer is solely responsible for paying all required freight charges and taxes (including, but not limited to, property, sales, use, or excise taxes) with respect to the equipment and services, except for any income tax assessed upon SKC.

Case Studies

SITUATION

SKC Communications began working with the Johnson County Arts & Heritage Center in the summer of 2016. The building was formally King Louie Bowling Alley, and will now be home to the Johnson County Arts and Heritage Center.



SOLUTION

SKC worked with the Arts & Heritage Center and contractors over a nine-month period preparing and commissioning the building-wide audio visual systems. The new renovations created multiple event spaces, classrooms, dance studios, Theater in the Park indoor stage, and a museum.



RESULTS

SKC was able to work through the various architecture features (glass and stone walls) to accomplish the overall audio and visual goals for the new building. Coordination between Johnson County and all on-site trades allowed the space to be a great addition to community programs.



TECHNOLOGIES USED

Middle Atlantic
Yamaha
QSC
Shure
Sharp
Crestron
Extron
Christie



800.882.7779
www.skccom.com

WE DESIGN, BUILD & MANAGE TECHNOLOGY
FOR BUSINESS COLLABORATION.

SITUATION

Burns & McDonnell engaged SKC Communications in an design and build agreement in October of 2014. They were expanding their World Headquarters and wanted to utilize SKC for the AV services of the new building. The design phase lasted roughly 18 months before the on-site portion of the work started.



SOLUTION

SKC Communications provided all the AV service of the new building. This building consisted of conference rooms, an auditorium, and lobby. The auditorium features a 5x5 Planar video wall.



RESULTS

We designed and implemented over 80 breakout conference rooms with displays, Crestron Digital Media and Microsoft USB cameras. There were 15 open conference areas with display technology and Crestron scalers, 6 fully integrated executive conference spaces with Crestron control systems, and Biamp audio processors. We deployed custom Leon speakers throughout the space for aesthetics and Polycom Video conference in specific areas.



The focal point of the project was the auditorium where we installed a 5x5 Planar video wall fully controlled via Crestron. The lobby also has 1x3 Planar video walls.

Burns & McDonnell is now equipped as a World Headquarters facility.



TECHNOLOGIES USED

Biamp
Chief
Crestron
Leon
LG

Microsoft
Middle Atlantic
Planar
Polycom
Sharp

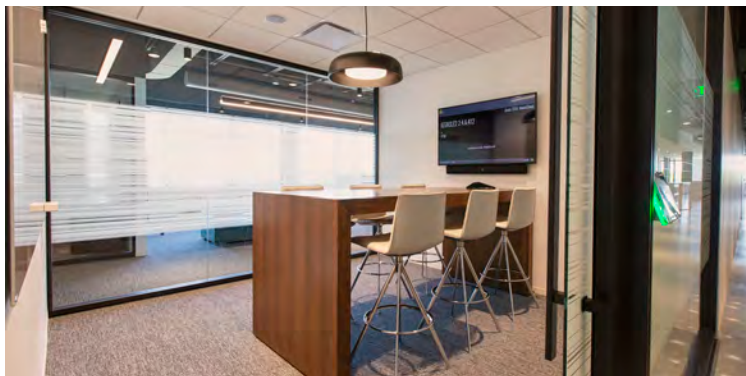


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FOR BUSINESS COLLABORATION.

SITUATION

Kiewit Corporation engaged SKC Communications at the end of 2018 to assist with the design and build of two buildings they were gutting as well as a new third building being built from the ground up.



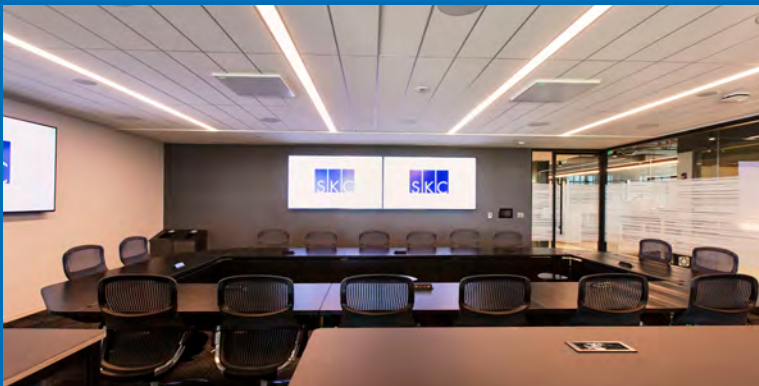
SOLUTION

SKC Communications provided all the AV services of the new building. The building consists of specialty rooms such as Pitch Room, Executive Boardroom, Auditorium, Atrium, and Training Rooms. There are also cookie-cutter integrated conference rooms of multiple sizes (Large, Medium, Small, and Huddle) throughout the buildings. The Auditorium and Atrium each feature a 220" PrimeView LED wall. The Pitch Room and Executive Boardroom each feature a 138" PrimeView LED wall.

RESULTS

SKC designed and implemented over 200 conference rooms throughout the buildings. The integrated rooms are powered by Crestron control and video switching. Audio processing is powered by Biamp technology. Samsung displays are used in all rooms, many of which have dual displays. Four different rooms are highlighted with direct-view LED technology from PrimeView. Every room in the building consists of Mersive wireless presentation technology, which has been adopted by Kiewit across the entire organization.

This design and installation set the tone for Kiewit room standards and functionality requirements across the enterprise.



TECHNOLOGIES USED



Crestron
Biamp
Samsung
PrimeView
Mersive
Shure
Legrand
Poly



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Integration Project Overview

SKC Project Lifecycle

Pre-Sales	Initiation / PO	Pre-Install	Implementation	Post-Install	Support
<ul style="list-style-type: none"> Site Visits with Room evaluations and survey form. Hardware and Solution Design Preliminary line drawings SKC and Customer collaboration Quote Development Project Financial Terms and Conditions Customer PO Process Account Vendor Set Up Final Design Review Meetings Service and Support Review Deployment and Target Installations Final SOW and Functionality Review 	<ul style="list-style-type: none"> PM Assigned PM Introductory Call with client Internal Kick-off Meeting held Client Kick-off Call Scope confirmation Process review Determine status update process Install Dates Confirmed PM Identifies Risk and Creates High-Level Project Plan Resources Assigned 	<ul style="list-style-type: none"> Infrastructure Drawings Completed and Reviewed with Customer Schematic Drawings Completed Quality Control Completed Programming Requirements drafted, signed off by Customer Screen Shots completed, signed off by customer Travel Booked Rack Build Complete Equipment Shipped to site Programming Completed Internal Pre-Install Meeting 	<ul style="list-style-type: none"> Equipment checked in CAD and Site survey review completed Installation completed, daily progress reports sent Programming loaded, tweaked and tested System commissioned Training completed 	<ul style="list-style-type: none"> Client Signoff received Service transfer E-mail and installation survey sent Closing documents sent User Guide completed 	<ul style="list-style-type: none"> 30 Day Workmanship Warranty Begins Phone, Elite Care, or Elite Advantage Begins



Project Timeline begins once PO and SOW are received. —————>

Approx. 2-5 weeks

Weeks 1-2

Weeks 3-6

Weeks 7-8

Weeks 8-9

Week 10

Integration Project Overview

SKC works closely with each client and consultant to deploy room solutions that integrate videoconferencing, local multimedia presentations, and audio conferencing in feature-rich, easy to use configurations.

We will work with you to understand your objectives for the project, the intended use of the room, and the budget and timelines involved. Our goal is to provide the best solution and the best products for your application.

The SKC sales and technical staff is certified and trained to engineer, program, install and troubleshoot audio/visual network system applications in pre- and post-sale scenarios. Our technical staff also holds certifications with many complementary manufacturers, such as Avaya, Crestron, Extron and Biamp, as well as numerous industry-level certifications from the International Communications Industries Association (ICIA) and InfoComm (CTS certifications). SKC holds the highest level APEX certification from InfoComm.

SKC has documented processes in place to ensure each project runs smoothly, no matter the size. Communication is the key to our projects. We schedule regular project update calls with key personnel to review upcoming milestones, completed activities, and answer any questions or concerns that may arise during the project.

Expert Staff

When you work with SKC, you're working with an award-winning team of sales and support representatives. We help you select the appropriate solution for your application and network configuration, basing our recommendations on years of research and hands-on experience.

Your project team will include:

SKC Project Manager

Your dedicated project manager provides a central point of contact for the client, consultant and SKC representatives upon receipt of customer purchase order. Roles include managing the integration process, coordinating equipment programming and staging, and communicating with any client contractors (construction managers, electricians, network carriers, etc.)

Integration Project Overview

Project Engineer

Your project engineer prepares all engineering documents including architectural & system flow drawings as required. Upon completion of the installation, the project engineer assists with commissioning and training as well as produces final as-built drawings for turnover in the final documentation package.

Collaboration Engineer

Our collaboration engineers work with you to deploy solutions that integrate within your current network infrastructure (i.e. Microsoft), making voice and video tools even more accessible to your users.

Programmer

Our in-house Crestron, AMX and Extron certified programmers prepare all touch panel designs, layouts and programs. Upon completion of the project, the source code will be turned over to you.

Installation Team Lead

Our installation team leads are senior technicians who oversee all SKC installation personnel and subcontractors, if applicable. Your team lead will ensure all aspects of installation are coordinated & conducted with the highest level of professionalism.

Installation Team

SKC's installation teams travel on site to complete installation. All members of the installation team are full-time SKC employees and many hold CTS, CTS-I certifications along with other specific manufacturer certifications. This ensures an exceptional level of professionalism and accountability.

EFFICIENT PROCESSES

While each project is unique, SKC uses documented work flow processes from the initial bid response through installation and user training. We begin each project with a thorough review of the project scope, the intended use of the room, budgets and timelines.

Integration Project Overview

Phase I: Programming & Staging

Dedicated Project Manager

Your SKC project manager will join the project upon receipt of your purchase order. He or she will be dedicated to your project through completion, providing a single point of contact for all parties involved, both within SKC and at the client site. The project manager will schedule a kick-off call to review the project scope and discuss timelines for the project. The project management team utilizes many tools including Microsoft Project software and checklists to ensure an organized and successful installation. We are happy to coordinate with your local contractors, electricians, construction managers, etc.

While your solution is being engineered and programmed, your project manager will secure your approval for the touch panel design and use of your corporate logo, if applicable. Delivery of equipment and arrival of your installation team will be coordinated to suit your schedule and our available personnel.

Equipment Staging

All equipment is delivered to SKC, where it is staged and tested, then shipped to the installation site. By staging key equipment prior to shipping it on-site, we are able to minimize troubleshooting in the field and expedite the system installation.

Phase II: Installation & Training

SKC Installation Team

Your installation team is staffed by trained, certified SKC employees with installation and troubleshooting experience. The team leader provides a central point of contact for you and any subcontractors while we are on-site, and has met with your project manager and project engineer to review project objectives and system features prior to arriving on-site. Daily and weekly installation objectives are determined ahead of time to ensure your project is completed on schedule, and the team lead will provide daily and weekly progress updates throughout the installation.

During the installation, field notes are sent to the project manager, relaying any changes or modifications to the original specifications. These changes are reflected in the final as-built documentation and engineering diagrams.

Support



SKC COMMUNICATIONS

A/V Support Services

SKC A/V Service Levels

Receive prioritized, on-going support for your SKC provided and installed A/V solution with one of our service agreements. Outside of the 30-day workmanship guarantee on your SKC A/V solution, one of the following service levels will be required for access to SKC's expert staff.

Support of our customers is a top priority at SKC. We offer three service levels to ensure you achieve the highest level of satisfaction with the technology you've purchased: **Elite Advantage, Elite, and Phone Support.**

A/V SUPPORT SERVICES	Elite Advantage	Elite	Phone Support
8X5 Unlimited Access to Technical Experts	x	x	x
Priority Answer	x	x	x
RMA Assistance for Equipment Failures	x	x	x
Equipment Coverage Subject to Manufacturer Warranties	x	x	x
"Live Help" Button	x	x	x
Survey for Customer Satisfaction	x	x	x
Equipment Repair/Replacement Fees Coverage	x	x	
24 Hour Priority Technician Dispatch	x	x	
Annual Preventative Maintenance	x	x	
24X7 Proactive Monitoring of Integrated Room	x		
Remote Access and Control of System	x		
Customized Case Reporting	x		



SKC COMMUNICATIONS

A/V Support Services

SKC A/V Support Services

Live Help

SKC's Live Help is an additional layer of support for SKC installed rooms. This offering provides immediate and direct access to phone support through a dedicated 800 number. When the user contacts SKC support through the Live Help button from the touchpanel, a unique room ID links SKC support staff to all room documentation leading to prompt issue resolution.

Elite Advantage - PROACTIVE SUPPORT

Elite Advantage offers a multiple management platform with one easy user interface. Let our team of experts monitor the status of room equipment, verify input connectivity and associated resolutions, as well as track projector bulb hours. Members of this service offering will receive 24x7 proactive monitoring of equipment through the room's Control System, with an 8x5 on-site issue resolution. Our staff of engineering experts will determine if your room is eligible for this additional proactive level of support along with your Account Executive. Priority technician onsite, equipment repair/replacement and annual preventative maintenance is included.

SKC Support Process

Priority Answer

Members of SKC A/V Services will receive priority answer by one of our Certified Audio/Visual Technicians (CAVT) for prompt remote support. Access to A/V Help Desk is available Monday through Friday from 8am-5pm CST and is unlimited for Elite Advantage, Elite, and A/V Phone Support members.

Remote Troubleshooting and Resolution

A CAVT will provide prompt troubleshooting and maintain ownership of your issue through resolution. SKC will escalate the issue to the appropriate internal resource or manufacturer as needed to reach a quick and thorough resolution. If equipment replacement is required, the CAVT will contact the manufacturer to open an RMA, order the part, and confirm the equipment arrives onsite. SKC will follow up with the client and the manufacturer until the process is complete and the A/V solution is back to full functionality.

Equipment Repair/Replacement

As a member of SKC A/V Services, you will receive assistance with supported manufacturer RMAs and equipment repair or equipment replacement if/when available. Elite Advantage and Elite will cover all related equipment fees including out of warranty repair, hardware replacement and shipping. A/V Phone Support members will be subject to manufacturer warranties, and SKC will pass along any related fees for equipment repair or replacement. Please note that A/V Support prices do not include manufacturer extended warranties for Polycom, Cisco or VBrick equipment. These contracts must be purchased separately. Extended manufacturer warranties must be maintained for hardware replacement & software upgrade services to apply to any Polycom, Cisco, or VBrick components.



SKC COMMUNICATIONS

A/V Support Services

SKC A/V Support Services

Onsite Services

SKC's onsite services are available for issues that cannot be resolved via remote troubleshooting. As a member of Elite Advantage or Elite all onsite services are included, and you will receive 24 hour priority technician dispatch with calls received by 2:00pm CST based upon room availability with uninterrupted access. As an A/V Phone Support member, onsite services will be dispatched as available and billed at current labor rates on a Time and Materials basis. SKC requires thorough remote troubleshooting with a Phone Support Technician before providing technician dispatch.

Case Closures

Unique case numbers will be created for all issues that come through the A/V Help Desk. The case will remain open in the SKC system until resolution has been reached and agreed upon by both the CAVT and the client.

Preventative Maintenance

As a member of Elite Advantage or Elite, SKC will provide one annual Preventative Maintenance visit on your A/V solution. Preventative maintenance trips will cover performance and diagnostic checks, as well as cleaning and testing of all equipment. SKC will perform manufacturer provided software upgrades *if needed* and will work with the customer regarding problem resolution.

Satisfaction Guaranteed

SKC strives to exceed customer expectations with all of the products and services we provide. To ensure your satisfaction, SKC surveys our clients on a regular basis for feedback on your interaction with our staff. Our A/V staff maintains a 4.66 out of 5 average survey score, with 96% of clients responding "YES" when asked if they would recommend SKC support to someone else.

A/V Service Contract Terms

Upgrades from A/V Phone Support to Elite are available during the 30-day workmanship warranty period without any penalty. After 30 days, SKC may require a site survey and recertification fees may apply.

SKC reserves the right to leave the site or charge for lost time at SKC's current Time and Materials rate if the equipment being serviced is not available within thirty minutes of the start time of a scheduled service visit. In either case, rescheduled visits will not be guaranteed within the contracted time limit and will be subject to technician availability. Any additional travel expenses incurred due to room unavailability will be subject to 10% markup fee at time of reschedule.



SKC COMMUNICATIONS

A/V Support Services

SKC A/V Support Services

Continued...A/V Service Contract Terms

A/V Service agreements are for a term of one calendar year. Coverage may be prorated to coincide with other SKC service agreements at the customer's request. Multiple year contracts are available and will be discounted accordingly.

SKC will not be responsible for system failure due to operator error, misuse, or any other malfunction with an origin determined not to be the result of a manufacturing defect or failure.

Consumables such as lamps, batteries, tapes, CRT's, etc. are not covered under this agreement, except in the case of manufacturer defect. Technical support for problems not covered by this contract will be billed at current labor rates.

By waiving a service contract, access to A/V Help Desk or onsite support services will be billed as Time and Materials per current labor rates with a minimum of two hours.

In addition to labor rates, non-Elite Advantage or Elite service calls outside of SKC covered local areas will be invoiced for travel and expenses. This pertains to any location outside of a 200 mile radius of service provider dispatch, which includes Kansas City, KS, Chicago, IL, Dallas, TX, Milwaukee, WI, Oklahoma City, OK, and Charlotte, NC. Travel and mobilization costs outside of the 200 mile radius will be billed at the standard rate. This includes air travel, car rental, lodging, and per diem.

Renewals

SKC Elite Advantage, Elite, and A/V Phone Support purchased at the time of installation will maintain the original contract price for annual renewals, up to five years total coverage. Any moves, additions or changes to a completed installation will be quoted separately at the same rate. A/V rooms will be eligible for coverage for five years from the completion date of the original installation.

Renewal notices will be sent 60 days prior to the expiration of the current contract. Projects not renewed within 90 days of the current expiration date will be subject to a recertification fee. Depending on the lapse, SKC may require a site survey to ensure full room functionality before providing a renewal quote.

SKC is not obligated to provide any services under a service contract (Elite or Elite Advantage) to the extent any programming, equipment or cabling provided by SKC is modified or moved without SKC's consent; in such case, Elite or Elite Advantage is deemed null and void, and SKC's current time and materials rates will apply.

Pricing



Date: 11/2/2020
Quote #: 10312-44137-58807
Customer: Richland County, WI - Circuit Court
Contact: Barb Scott
Address: 181 W. Seminary Street
Richland Center, WI 53581

Expiration Date: 1/1/2021
Account Executive: Chris McCanles
Phone: (414) 895-8921
Email: chris.mccanles@skccom.com
Opportunity #: 20-10-77249
Contract:

Project Summary

Project Total: \$77,535.79

Courtroom	
Equipment	\$52,905.33
Installation	\$21,020.77
Phone Support, Vendor Warranties	\$2,287.06
Estimated Freight	\$1,322.63
Room Total	\$77,535.79

Project Total	
Total Equipment	\$52,905.33
Total Installation	\$21,020.77
Total Support	\$2,287.06
Total Estimated Freight	\$1,322.63
Project Total	\$77,535.79

Bonds

FALSE

Custom Quote



Date of Quote: 10/20/2020
Quote #: 10312-44137-58807
Revision #: 1
Customer: Richland County, WI - Circuit Court
Room Name: Courtroom
Contact: Barb Scott
Address: 181 W. Seminary Street
Richland Center, WI 53581

Expiration Date: 12/19/2020
Account Executive: Chris McCanles
Phone: (414) 895-8921
Email: chris.mccanles@skccom.com
Opportunity #: 20-10-77249
Contract:

System Total: \$77,535.79

Display Technology				
Qty	Part Number	Description	Unit Price	Extended Price
1	PT-MZ770LU7	Panasonic Projectors - Pro Av Panasonic SOLID SHINE PT-MZ770L LCD Projector - 16:10 - White - 1920 x 1200 - Front, Rear, Ceiling - 1125p - 20000 Hour Normal ModeWUXGA - 3,000,000:1 - 8000 lm - HDMI - USB LASER	\$6,765.89	\$6,765.89
1	ET-ELT22	Panasonic Projectors - Pro Av Panasonic ET-ELT22 - Zoom Lens - Designed for Projector PT-MZ770/MZ670 SERIES	\$1,784.88	\$1,784.88
1	WMA2S	Heavy Duty Wall Mount Accessory, Dual Stud	\$130.47	\$130.47
1	CMS003W	3" Fixed Extension Column	\$7.52	\$7.52
1	RPAUW	Universal Projector Mount (2nd Generation Interface Technology, White)	\$136.69	\$136.69
1	24486	Dalite 164", 16:10, HD1.1 UTB Contour	\$2,326.28	\$2,326.28
1	PA248QV	Asus - Display Asus ProLite PA248QV 24.1" WUXGA LED LCD Monitor - 16:10 - Black - 24" Class - In-plane Switching (IPS) Technology - 1920 x 1200 - 16.7 Million Colors - Adaptive Sync - 300 Nit Maximum - 5 ms GTG - 75 Hz	\$216.89	\$216.89

Section Subtotal: \$11,368.62

Video Conferencing				
Qty	Part Number	Description	Unit Price	Extended Price
1	7200-65088-001	RealPresence Group 500 CODEC ONLY SKU (no camera, microphone array, power cord) - 720p, NTSC/PAL. Includes remote control, two 1.8m HDMI, one 3.6m CAT 5E LAN. Maintenance Contract Required.	\$4,672.71	\$4,672.71
1	7200-68524-125	EagleEye Digital Breakout Adapter (DBA)-codec. Breaks out RealPresence Group HDCI input to HDMI and DB9. Includes: DBA-codec. Order mini-HDCI to HDCI cable separately. See User Guide for installation guidelines.	\$49.87	\$49.87

1	2457-64356-018	Camera Cable for EagleEye IV cameras or Digital Breakout Adapter (DBA). 457mm / 18" mini-HDCI(M) to HDCI(M) digital cable. Connects EagleEye IV to codec or DBA, or DBA to Group Series codec	\$73.97	\$73.97
1	2215-06177-001	Shelf for mounting the RealPresence Group 300 and 500 series codecs. This is a black 1u shelf for 19" racks which will hold the codec in position with a secure mounting system. 1u (1.75 inches)x17.5" (without ears, 19" width)x9.8" deep. Shelf only.	\$170.38	\$170.38
1	2457-63542-001	Serial Cable for the Group Series 3x0 and Group Series 500. DB9-F to 8-PIN DIN, 3 meters.	\$41.56	\$41.56
2	999-99300-000W	RoboSHOT 12E SDI	\$2,845.58	\$5,691.16
1	999-99330-000W	RoboSHOT 30E SDI	\$3,221.31	\$3,221.31
1	C2-6204	TVOne 3G-SDI Multiviewer	\$3,760.50	\$3,760.50

Section Subtotal: \$17,681.46

Source / Signal Processing / Routing Equipment				
Qty	Part Number	Description	Unit Price	Extended Price
2	DM-TX-4KZ-100-C-1G-W-T	DigitalMedia 8G+® 4K60 4:4:4 HDR Wall Plate Transmitter, White	\$545.00	\$1,090.00
1	DM-RMC-4KZ-SCALER-C	DigitalMedia 8G+® 4K60 4:4:4 HDR Receiver and Room Controller with Scaler	\$981.00	\$981.00
2	FP-G1-W-T	Decorator Style Faceplate, 1-Gang, White Textured	\$5.45	\$10.90

Section Subtotal: \$2,081.90

Audio Reinforcement				
Qty	Part Number	Description	Unit Price	Extended Price
1	TESIRAFORTÉ AVB VT	Fixed I/O DSP with 12 analog inputs, 8 analog outputs, 8 channels configurable USB audio, 128 x 128 channels of AVB, AEC technology (all 12 inputs), 2 channel VoIP, and standard FXO telephone interface	\$2,178.91	\$2,178.91
1	TESIRA EX-AEC	4 channel mic/line input expander with AEC and PoE+	\$969.01	\$969.01
1	POE29U-1AT(PL)D-R	Phihong Gigabit PoE+ Injector, IEEE802.3at classified	\$78.48	\$78.48
1	AMP-A460H	4 channel, 60W half-rack amplifier with mounting bracket	\$490.50	\$490.50
4	DS8-W	8-inch two-way coaxial surface mount loudspeaker, 8 ohm or 70V/100V operation, max SPL 117 dB	\$202.74	\$810.96
6	D-XLR3F	XLR 3-pin Female Jack on D Plate - Terminal block connections	\$21.46	\$128.76
1	D-XLR2F	Dual XLR 3-pin Female Jacks on D Plate - Terminal block connections	\$25.50	\$25.50
1	SLXD24/SM58-H55	Wireless Vocal System with SM58	\$534.10	\$534.10
2	SLXD14/153T-H55	Combo System with SLXD1 Bodypack, SLXD4 Receiver, and MX153T Earset Headworn Microphone	\$652.91	\$1,305.82
1	UA844+SWB/LC	Five-way active antenna splitter and power distribution system for QLX-D®, ULX®, ULX-D®, SLX®, and BLX® (BLX4R only) receivers. Excludes antenna cables and locking power cables (470-952 MHz)	\$358.61	\$358.61

Section Subtotal: \$6,880.65

Control				
Qty	Part Number	Description	Unit Price	Extended Price
1	DMPS3-4K-350-C	Crestron 3-Series® 4K DigitalMedia™ Presentation System 350	\$5,450.00	\$5,450.00
1	PW-5430DUS	Crestron High-Efficiency Power Pack	\$272.50	\$272.50
1	TSW-1060-B-S	Crestron 10" Touch Screen, Black Smooth	\$1,308.00	\$1,308.00
1	TSW-1060-TTK-B-S	Crestron Tabletop Kit for TSW-1060, Black Smooth	\$136.25	\$136.25

Section Subtotal: \$7,166.75

Hardware Housing				
Qty	Part Number	Description	Unit Price	Extended Price
2	SR-CAB-14U	14U In-Cabinet Rack	\$152.55	\$305.10
2	SR-RACKSLIDE-300	Rack Sliding Base for In-Cabinet and Contractor Series Racks-BLK	\$176.53	\$353.06
2	WB-400-VCE-12	Power Conditioner w/Safe Voltage,12 Outlets - 4320J, 2 EMI/RFI	\$122.03	\$244.06
1	FL-1550-BLK	4 Gang Floor Box (NON-UL)	\$216.64	\$216.64

Section Subtotal: \$1,118.86

Misc				
Qty	Part Number	Description	Unit Price	Extended Price
1	LS-54-072	Listen iDSP Prime Level II Stationary RF	\$1,363.71	\$1,363.71
4	LR-4200-072	Intelligent DSP RF Receiver 72 MHz	\$126.55	\$506.20
4	LA-401	Universal Ear Speaker	\$13.18	\$52.72
1	LA-381-01	Intelligent 12Unit Charging Tray	\$258.37	\$258.37

Section Subtotal: \$2,181.00

Vendor Warranties				
Qty	Part Number	Description	Unit Price	Extended Price
1	4870-65088-160	Partner Premier, One Year, RealPresence Group 500 CODEC ONLY	\$577.50	\$577.50

Section Subtotal: \$577.50

Miscellaneous Supply - Standard Components				
Qty	Part Number	Description	Unit Price	Extended Price
1	MISCELLANEOUS SUPPLY	Professional Grade Cables, Connectors, Hardware and Accessories	\$4,426.09	\$4,426.09

Section Subtotal: \$4,426.09

Room Support				
Qty	Part Number	Description	Unit Price	Extended Price
1	VU A/V PHONE SUPPORT 1YR	1 Year Phone - 8 x 5 CST Unlimited phone support; Live Help button; tech support call priority; RMA assistance for equipment failures; onsite available at T&M rates	\$1,709.56	\$1,709.56

Section Subtotal: \$1,709.56

Subtotal	\$55,192.39
Labor	\$15,260.77
Programming	\$4,080.00
SKC Pro Services	\$1,680.00
Estimated Freight	\$1,322.63
System Total	\$77,535.79

Conditions / Exceptions

This Quote is subject to the terms and conditions set forth in the related Statement of Work agreed upon by SKC and Customer and will be attached to such Statement of Work.

Tax and Shipping

Tax and shipping, if quoted above, are estimates.

Applicable sales tax and shipping fees will be added to the project invoice(s). If you are tax exempt, please send exemption certificate(s) to taxexempt@skccom.com or fax to (800) 454-4752, attention Accounts Receivable.



CONTACT THE SKC COMMUNICATIONS EXPERTS
(800) 882-7779, contact.us@skccom.com

SKC Communication Products, LLC • 8320 Hedge Lane Terrace • Shawnee Mission, KS 66227 • 800.882.7779 • Fax 800.454.4752 • www.skccom.com



Date: 11/2/2020
Quote #: 10312-44137-58807
Customer: Richland County, WI - Circuit Court
Contact: Barb Scott
Address: 181 W. Seminary Street
Richland Center, WI 53581

Expiration Date: 1/1/2021
Account Executive: Chris McCanles
Phone: (414) 895-8921
Email: chris.mccanles@skccom.com
Opportunity #: 20-10-77249
Contract:

Project Summary

Project Total: \$11,575.00

3 Year Service Options	
Installation	\$3,675.00
Room Total	\$3,675.00

5 Year Service Options	
Installation	\$7,900.00
Room Total	\$7,900.00

Project Total	
Total Installation	\$11,575.00
Project Total	\$11,575.00

Custom Quote

**Date of Quote:****Quote #:** 10312-44137-58807**Revision #:** 1**Customer:** Richland County, WI - Circuit Court**Room Name:** 3 Year Service Options**Contact:** Barb Scott**Address:** 181 W. Seminary Street
Richland Center, WI 53581**Expiration Date:****Account Executive:** Chris McCanles**Phone:** (414) 895-8921**Email:** chris.mccanles@skccom.com**Opportunity #:** 20-10-77249**Contract:****System Total: \$3,675.00**

Vendor Labor				
Qty	PART NUMBER	Description	Unit Price	Extended Price
1	SERVICE 3	3 Year Support Option (Choose one to replace single year service option in original quote)	\$3,675.00	\$3,675.00

Section Subtotal: \$3,675.00**System Total****\$3,675.00****Conditions / Exceptions**

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Tax and Shipping

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Applicable sales tax and shipping fees will be added to the project invoice(s). If you are tax exempt, please send exemption certificate(s) to taxexempt@skccom.com or fax to (800) 454-4752, attention Accounts Receivable.



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Custom Quote

**Date of Quote:****Quote #:** 10312-44137-58807**Revision #:** 1**Customer:** Richland County, WI - Circuit Court**Room Name:** 5 Year Service Options**Contact:** Barb Scott**Address:** 181 W. Seminary Street
Richland Center, WI 53581**Expiration Date:****Account Executive:** Chris McCanles**Phone:** (414) 895-8921**Email:** chris.mccanles@skccom.com**Opportunity #:** 20-10-77249**Contract:****System Total: \$7,900.00**

Vendor Labor				
Qty	PART NUMBER	Description	Unit Price	Extended Price
1	SERVICE 5	5 Year Suppot Option (Choose one to replace single year service option in original quote)	\$7,900.00	\$7,900.00

Section Subtotal: \$7,900.00**System Total****\$7,900.00****Conditions / Exceptions**

This Quote is subject to the terms and conditions set forth in the related Statement of Work agreed upon by SKC and Customer and will be attached to such Statement of Work.

Tax and Shipping

Tax and shipping, if quoted above, are estimates.

Applicable sales tax and shipping fees will be added to the project invoice(s). If you are tax exempt, please send exemption certificate(s) to taxexempt@skccom.com or fax to (800) 454-4752, attention Accounts Receivable.



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Bid Inclusions, Exclusions & Clarifications

- Without more information on the Mitel system, it is impossible to accurately quote time and materials needed to fully integrate. Should more time or materials be needed, those shall be quoted on a change order.
- SKC shall provide all programming.
- SKC shall provide labor for all rack build and rack interconnects.
- SKC shall provide all commissioning labor and services.
- SKC shall provide cable pulls, cable terminations, installation of hardware, including but not limited to speakers, displays, mounts.
- SKC acknowledges that this proposal was compiled by SKC's engineering team based on the project documents available at the time of this response. SKC highly recommends a bid review with all appropriate stakeholders to ensure desired functionality is being met, and all value engineering options have been thoroughly presented.
- The products presented in this proposal are based on current availability from each manufacturer. In the event a product becomes discontinued between proposal submission and project completion, new product may need to be substituted which could result in a difference in price. If this occurs, the dedicated project manager will contact the appropriate client representative(s) to discuss all available options and seek approval.
- SKC requires a minimum six-week period between receipt of PO and deployment to site. In our experience, this is necessary to thoroughly prepare for the installation phase, procure equipment, and ensure a successful project completion timeline.
- SKC has included our standard RFP Terms and Conditions and we will agree to promptly negotiate mutually agreeable terms to the sample contract and related Ts and Cs, if awarded, but expect that our standard warranty/payment terms will be included upon final award.



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