

October 28, 2020

Project #115637

Richland County Courthouse

181 West Seminary Street
Richland Center, WI 53581
Attn: Barbara Scott

Proposal for: **Courthouse AV Proposal**

****AUDIO VISUAL PROPOSAL****

BSI is pleased to submit this proposal to furnish labor and materials required to perform all work in accordance with the scope of work outlined in Attachment #1.

Attachment #1 – Description of Work

Project Total: \$75,647.77

***Plus Applicable Sales Tax**

Tariffs & Surcharges: As you are aware, the U.S. government has begun to enact a two tier tariff process from 10% to 25% on many imported products and raw material. If a tariff or surcharge affects this proposal prior to ordering of product from our manufactures, BSI will notify you of the increase due. You will have the option of cancelling the contract at that time.

Terms of Payment

- 50% due at time of order for projects under \$250,000. For projects over \$250,000, 1/3 due at order, 1/3 due at receiving of product, and the final 1/3 due at project completion.
- All invoices due within 30 days of receipt. 2.5% interest will be charged on all delinquent payments.
- No payment shall be withheld on any invoice because of partial delivery of the entire order.
- BSI limits credit card transactions to \$1000.00 per contract, all transactions will be assessed a 4% processing fee.

This proposal is subject to written acceptance within (30) days of its date.

The terms on the attached are expressly made a part of this agreement.

Accepted by _____ Date _____
Signature _____
Title _____

Presented by _____ Date _____
Marco Carini 10/28/2020
Marco Carini
Account Executive
BSI (Building Service Inc.)

All sales are final upon receipt of signed proposal or customer purchase order issued to BSI, and accepted by an officer of Building Service Inc.

Victor Hernandez 10/28/2020
BSI (Building Service Inc.) Date
BSI State Contractor License #1096956
Director of AV
Title

Alternate #1 – (1-year maintenance warranty)

ADD \$0 to the base bid, this is included in the proposal.

☐ Accepted _____ Initials

Alternate #2– (3-year maintenance warranty)

ADD \$13,617.00 to the base bid.

☐ Accepted _____ Initials

Alternate #3 – (5-year maintenance warranty)

ADD \$22,695.00 to the base bid.

☐ Accepted _____ Initials

Terms and Conditions

Signature of proposal or receipt of customer purchase order binds client to the following terms and conditions.

Peace of Mind BSI AV Warranty

- All work is warranted by BSI (Building Service, Inc.) to be free from defects in materials or workmanship for a period of twelve (12) months from date of delivery /or substantial completion, or for the length of manufacturers stated warranty (whichever is longest, for parts only, labor is for 12 months only). No agent or representative of BSI is authorized to make any additional representations or warranties unless in writing and made part of these terms and conditions of sale.

System Design Goals

There are two primary principles which determine the content of your system.

- First, we create a system design that precisely matches your individual needs and wants for video, sound and styling.
- Second, we make every attempt to insure that the system is as easy to operate as possible so it will be used and enjoyed more often than a system that is complicated and difficult to use.

- With this in mind, we have recommended a combination of components that will provide the highest level of performance with a minimum amount of user operation. You are assured of receiving the maximum value for your investment.

Optimum Performance and Seamless Integration

- Your system has been carefully engineered to blend with the architecture and interior decor of your home or office, while providing the best possible performance. Our system designer will work with yours or BSI's architect (if part of contract scope), interior decorator, builder or cabinetmaker to assure that the system installation meets their and your aesthetic requirements.

Installation, Services and Responsibilities

- Supervise all phases of the installation
- Review blueprints of equipment cabinetry, for proper dimensions, ventilation and wire management.
- Coordinate work performed by other trades, such as electrical service requirements, carpentry, etc.
- Exclusions: Not included in the scope of work unless called for in Attachment 1, or included in a separate BSI construction/electrical contract:
 - All conduits, high voltage, wiring panels, breakers, relays, boxes, receptacles, etc.
 - Concrete saw cutting and/or core drilling
 - Fire wall, ceiling, roof and floor penetration
 - Necessary gypsum board replacement and/or repair
 - Necessary ceiling tile or T-bar modifications, replacements and/or repair
 - Structural support of equipment *BSI is not responsible for building related vibrations
 - All millwork (moldings, trim, cut outs, etc.)
 - Patching and Painting
 - Permits (unless specifically provided for and identified within the contract)
 - Unless otherwise stated the pricing in this agreement does not include prevailing wage or union labor
 - Unless specifically noted lifts and scaffolding are not included.

End User Training Included

- Equipment and system overview
- Equipment operation and function
- Equipment start up, stop, and shut down
- Equipment automatic and manual operation
- Discussion and documentation relating to control system operation
- Discussion and documentation relating to system processor and its control applications
- Powering up, powering down AV system via control system
- Manual operation of display systems, audio system and all other related components

Assumptions

- The room(s) match(es) the drawings provided
- Site preparation by the Customer and their contractors includes electrical and data placement per BSI specification, if BSI is not providing electrical and data placements.
- Customer communication of readiness will be considered accurate and executable by BSI project manager.
- If Customer furnished equipment and existing cabling is to be used, BSI assumes that these items are in good working condition at this time and will integrate into the designed solution. Any repair, replacement and/or configuration of these items that may be necessary will be made at an additional cost.

- All Network configurations including IP addresses are to be provided, operational and functional before BSI integration begins. BSI will not be responsible for testing the LAN connections.
- Cable or Satellite drops must be in place with converter boxes operational before the completion of integration. Any delay resulting in extra work caused by late arrival of these items will result in a change order for time and materials.
- A documented Change Control process will be used when possible - the Customer will have an assigned person with the authority to communicate/approve project Field Directed Change Orders and Contract Change Orders.

Delays

- If delivery cannot be made as scheduled (due to non-BSI related conditions) buyer will pay any applicable warehousing and redelivery charges. The product will be made available for inspection at the designated storage facility and will be invoiced according to original schedule and payment terms.
- Rescheduling and redeployment of BSI technicians due to unacceptable site preparation may cause scheduling delays and Customer will be charged a re-mobilization fee to offset the lost time due to the lack of readiness.

Safety & Storage

- Purchaser agrees to furnish a safe place for storage of BSI supplies and equipment as well as all furnishings and materials, described herein. In addition, supply without cost; necessary light, heat, power, elevator service and a safe environment for BSI and its associates. BSI associates shall be informed by the owner of all hazardous substances which they may come in contact with at the site.
- The site shall be clean, clear and free of debris prior to commencement of work. Adequate facilities for off-loading, staging, moving and handling shall be provided.
- After arrival at site, any loss or damages by weather, fire or other elements, other trades, or buyers' personnel, shall be the responsibility of the buyer. On drop shipments not installed by BSI, client is responsible to receive, unload, inspect, deliver and install the product. Client must notify BSI, in writing, of any claim for damages to goods within 2 days of drop ship delivery, to be eligible for filing a freight claim. In the event of damages BSI reserves the right to repair damaged product or replace the item as deemed appropriate by BSI.

Asbestos/Mold

- In the event it shall be determined or found during the course of BSI's performance of this contract that there is asbestos or mold in the area of the work being so performed, it is understood and agreed that BSI shall discontinue its work until such time as the asbestos or mold is removed by owner and/or general contractor with whom this contract is being made. In the event the asbestos or mold is not so removed or other suitable arrangements are not made, this contract shall then terminate and BSI shall then be paid for the work performed by it up to the time of the termination of its performance. BSI shall not be responsible for the removal, cost of removal or the cost of any construction delays which shall be caused, incurred and/or sustained by reason of the presence of asbestos or mold on the subject premises.
- After asbestos containing materials or mold has been removed by a qualified abatement contractor, the owner shall provide BSI with a written air clearance sample results (as determined by laboratory analysis) that are no greater than 0.01 fibers per cubic centimeter as analyzed by phase contrast microscopy or as accepted by EPA transmission electron microscopy clearance standard.

Changes

- All change orders or proposals for additional work must be signed before work will commence. No credit allowance shall be made for alterations, unless such credit or allowance has been agreed to by BSI in writing.
- All additions, amendments, or changes of any manner whatsoever, subsequent to this contract, shall be now and at all times subject to the provisions, restrictions, limitations, conditions and remedies provided for in this contract, whether or not such orders, additions, amendments or changes be evidenced by further writings.
- In the event a cancellation must be made after this proposal is approved and submitted by the purchaser to BSI, it is understood and agreed that BSI will be paid for materials ordered, all stock inventory and all work already accomplished on the project to date of cancellation, as well as all manufacturer cancellation/change penalties.

Prime Contractor

- Where BSI is Prime Construction Contractor the following notice is hereby given in accordance with Sec. 779.02(2) of the Statutes of the State of Wisconsin, to wit:

"AS REQUIRED BY THE WISCONSIN CONSTRUCTION LIEN LAW, BSI HEREBY NOTIFIES OWNER THAT PERSONS OR COMPANIES FURNISHING LABOR AND MATERIALS FOR THE CONSTRUCTION ON OWNER'S LAND MAY HAVE LIEN RIGHTS ON OWNER'S LAND AND BUILDINGS IF NOT PAID. THOSE ENTITLED TO LIEN RIGHTS, IN ADDITION TO THE UNDERSIGNED BSI, ARE THOSE WHO CONTRACT DIRECTLY WITH THE OWNER OR THOSE WHO GIVE THE OWNER NOTICE WITHIN 60 DAYS AFTER THEY FIRST FURNISH LABOR OR MATERIALS FOR THE CONSTRUCTION. ACCORDINGLY, OWNER PROBABLY WILL RECEIVE NOTICES FROM THOSE WHO FURNISH LABOR OR MATERIALS FOR THE CONSTRUCTION, AND SHOULD GIVE A COPY OF EACH NOTICE RECEIVED TO THE MORTGAGE LENDER, IF ANY. CONTRACTOR AGREES TO COOPERATE WITH THE OWNER AND THE OWNER'S LENDER, IF ANY, TO SEE THAT ALL POTENTIAL LIEN CLAIMANTS ARE DULY PAID."

Attachment 1

Courtroom: Equipment

Displays



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|---|---|----------|
| 1 | ASUS PA248QV
Asus ProLite PA248QV 24.1" WUXGA LED LCD Monitor - 16:10 - Black - 24" Class - In-plane Switching (IPS) Technology | \$199.00 |
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| 1 | Da-Lite 24486
UTB CONTOUR BLACK HD Progressive 1.1 material, 164" Diagonal UTB CONTOUR WIDE SCREEN 16:10 aspect ratio 87 X 139 | \$2,510.82 |
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| 1 | Panasonic ET-ELT22
45.6-73.8mm Zoom Lens for PT-EZ770Z/PT-MZ670/PT-MZ770 Series Projector | \$1,898.82 |
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| 1 | Panasonic PT-MZ770LU
8,000 lumens, WUXGA Laser projector No Lens | \$7,202.35 |
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Mounts



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|---|--|--------|
| 1 | Chief CMS003W
3" Fixed extension column, white | \$8.54 |
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| 1 | Chief RPMAUW
RPA Elite universal projector mount with keyed locking, white | \$186.35 |
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* Price Includes Accessories

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Attachment 1



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|---|--|----------|
| 1 | Chief WMA2S
Heavy duty wall mount accessory, dual stud, silver | \$148.24 |
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Room Boxes



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|---|--|----------|
| 1 | Crestron DM-RMC-4KZ-100-C
DigitalMedia 8G+ ® 4K60 4:4:4 HDR Receiver & Room Controller 100 | \$529.41 |
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Video Switching/Distribution



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| 1 | TVone C2-6204
Corio2 4 Window 3G-SDI multiviewer | \$3,517.65 |
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Architectural Connectivity



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| 2 | Crestron DM-TX-4KZ-100-C-1G-*-T
DigitalMedia 8G+ ® 4K60 4:4:4 HDR Wall Plate Transmitter, Black, black or white | \$1,176.48 |
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| 2 | FSR FL-1550-BLK
4 Gang Floor Box | \$467.64 |
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Video Conferencing



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| 1 | Polycom 4870-65088-160
INGRAM UCC PROSUPPORT 1YR CODECSVCS ONLY RP GROUP 500-720 | \$683.82 |
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|---|--|------------|
| 1 | Polycom Group 500 - Codec Only
RealPresence Group 500-720p video conferencing codec - Codec Only, no camera or mic | \$5,146.33 |
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| 1 | Sound Control Technologies RCC-H030
HDCI to HDMI/9Pin cable | \$92.65 |
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| 1 | Sound Control Technologies RC-SDA
The RC-SDA™ Distribution Amplifier is designed specifically to address Poly HDCI video signalling when used in conjunction with our RC4-E4P™ and RC7-PD2™ extension solutions. | \$1,052.94 |
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Mic System



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| 1 | RDL D-XLR2F
Dual XLR 3-pin Female Jacks on Decora Wall Plate - Solder type | \$26.46 |
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| 6 | RDL D-XLR3F
Mounting plate with 3-pin XLR female | \$134.04 |
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| 2 | Shure SLXD14/153T-H55
Combo System with SLXD1 Bodypack, SLXD4 Receiver, and MX153T Earset Headworn Microphone | \$1,409.42 |
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| 1 | Shure SLXD24/SM58-H55
Dual Wireless Vocal System with SM58 | \$576.47 |
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Attachment 1



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|---|--|----------|
| 1 | Shure UA845UWB
Five-Way Active Antenna Splitter and Power Distribution | \$763.53 |
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Speakers



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| 4 | Community Professional Loudspeakers DS8-W
8-Inch 2-Way Surface Mount White (priced individually, but sold in pairs) | \$875.28 |
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Audio Switching/Distribution



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| 1 | Araknis AN-ACC-INJ-POE-30W
Araknis Networks® Gigabit PoE+ Injector | \$44.14 |
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| 1 | Biamp AMP-A460H
4 Channel, 60 Watt amplifier | \$529.41 |
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| 1 | Biamp Tesira EX-AEC
4 Channel input and output expander | \$1,048.54 * |
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| 1 | SnapAV WP-PC-CAT6-5FT-BLK
Wirepath Cat 6 5 feet ethernet patch cable, black | |
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| 1 | Biamp TESIRA FORTE AVB VT
12 mic/line level inputs, 8 mic/line outputs, 12 channels of AEC, integrates VoIP, POTS, and USB audio | \$2,359.07 * |
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* Price Includes Accessories

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Attachment 1



- 1 **SnapAV B-USB3-AB-2M**
Binary USB 3.0 A (Male) to B (Male) 2m, (6.56 feet)



- 1 **SnapAV WP-PC-CAT6-5FT-BLK**
Wirepath Cat 6 5 feet ethernet patch cable, black

Cameras



- 2 **vaddio RoboSHOT 12E SDI** \$6,142.64
ROBOSHOT 12E SDI



- 1 **vaddio RoboSHOT 30E SDI** \$3,476.86
ROBOSHOT 30E SDI

Control



- 1 **Crestron DMPS3-300-C** \$3,911.77 *
3-Series DigitalMedia presentation system 300

- 1 **Crestron PW-4818DU**
90W PoDM power pack for DMPS, DigitalMedia presentation system



- 1 **Crestron TSW-1060-*-S** \$1,558.82 *
10.1" Touch screen - White or Black

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- 1 **Crestron TSW-1060-TTK-*-S**
Tabletop kit for TSW-1060 and TSW-1062 touch screen, white or black

Network



- 1 **Cisco SG110-16HP** \$281.64
110 Series smart unmanaged 16-port POE gigabit switch



- 1 **MOTU AVB SWITCH** \$395.00
5 Port audio video bridging ethernet switch



- 1 **Wirepath WP-CAT6A-PP-24** \$106.74
Rack Mount RJ45 Cat6a Patch Panel | 24 Port

Surge Protection



- 2 **SnapAV WB-400-VCE-12** \$274.84
WattBox power conditioner, 12-outlet, safe voltage/disconnect, 4320J, 2 filter, 2 coax/2 Ethernet

Wire and Cable



- 2 **BSI 12' HDMI Cable - non-plenum** \$19.76
12' HDMI cable, non-plenum



- 4 **BSI 6' HDMI Cable - non-plenum** \$24.24
6' HDMI cable, non-plenum

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Attachment 1



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|---|---|---------|
| 1 | Liberty AV E-HD-DVI-03
9.84' Premium molded HDMI to DVI Digital cable | \$20.44 |
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| 500 | Windy City Wire 16-02P-BLK
16 AWG 2 Conductor, 19x29 Strand, Bare Copper Non-Shielded Plenum Speaker Cable [Black] | \$96.45 |
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| 1200 | Windy City Wire 22-1PREZP-BLK
22 AWG 1 Pair Tinned Copper, Shielded Plenum UL Listed C(UL)US CMP EZ Strip Bonded Shield [Black] | \$169.44 |
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| 750 | Windy City Wire CAT6AP-BLK
23-4P UNS SOL CMP C6A Blk Jkt | \$498.53 |
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| 750 | Windy City Wire CAT6P-BLK
23 AWG 4 Pair Bare Copper, Non-Shielded Plenum Rated Category 6 [Black] | \$211.80 |
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| 500 | Windy City Wire RG6QP-BLK
Type RG 6/U Quad Shield, Plenum, 18 AWG Copper Covered Steel [Black] | \$194.10 |
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Racking



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|---|---|----------|
| 2 | Strong SR-CAB-14U
In-Cabinet Rack - 18 Inch Depth 14U | \$343.62 |
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* Price Includes Accessories

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Attachment 1



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| 2 | Strong SR-RACKSLIDE-300
Rack Sliding Base for In-Cabinet and Contractor Series Racks | \$397.62 |
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Assisted Listening



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|---|---|----------|
| 1 | Listen Technologies LA-381-01
Intelligent 12-unit charging tray (North America - Type B power supply) | \$278.87 |
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| 4 | Listen Technologies LA-401
Universal ear speaker | \$61.60 |
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| 4 | Listen Technologies LR-4200-072
INTELLIGENT DSP RF RECEIVER (72 MHZ) | \$588.24 |
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| 1 | Listen Technologies LS-54-072
Listen IDSP prime LEVEL III stationary RF system | \$1,589.54 |
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Misc. Parts



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| 1 | BSI Misc Parts | \$400.00 |
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|---|---|----------|
| 1 | BSI Shipping and Handling
Freight | \$500.00 |
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Labor

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1 **BSI Customer Training**



1 **BSI Design and Engineering**



1 **BSI Programming**
Crestron Programming



1 **BSI Project Management**

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Project Summary

Equipment:	\$55,629.96
Installation Labor:	\$13,177.81
Programming Labor:	\$3,600.00
Project Management Labor:	\$1,320.00
Design and Engineering Labor:	\$1,920.00
Grand Total:	\$75,647.77

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