



**PROPOSAL**

Indiana Department of Homeland Security

Video system replacements

DATE

Thursday, 11 August 2022

PREPARED BY

Mark Fox

Design Consultant

Overview and Goals

At Conference Technologies, Inc., we ensure our technology, processes, and people are the most knowledgeable and efficient resource to serve you as your solutions partner.

Based on our needs analysis we have developed a recommended solution for you. Conference Technologies, Inc. has the industry experience to create customized solutions to meet today's technology challenges. These solutions include consulting, design, implementation, and service.  
  
Enclosed is a project proposal for your review and consideration that outlines scope, timelines, deliverables, and our support plan to care for your investment. After review I will contact you to discuss any questions you or your team may have about this solution. Our team is excited about the opportunity to provide you with a fantastic experience and making your project a success.

Sincerely,

Mark Fox

Design Consultant

Conference Technologies, Inc.

317-762-0481

Mark.Fox@cti.comScope of Work

|  |  |
| --- | --- |
| **Proposal Number:** J21240091 |  |
| **Proposal Date:** 8/11/2022 |  |
| **Prepared for:** Indiana Department of Homeland Security – Bid 72185 | |
| **Attn:** Traci Davidson | **Prepared by:** Mark Fox |
| **Phone:** 317-234-9713 | **Phone:** 317-762-0481 |
| [**Email:** tdavidson@idoa.in.gov](mailto:Email:%20tdavidson@idoa.in.gov%20) | [**Email:**](mailto:name@email.com) Mark.Fox@cti.com |
|  |  |

**Bill to:** Indiana Department of Homeland Security

302 West Washington Street,

Room W-046

Indianapolis, IN 46204

**Ship to:** Indiana Department of Homeland Security

302 West Washington Street,

Room W-046

Indianapolis, IN 46204

**Display System:**

We will provide and integrate an ultra-thin bezel LCD video wall. 2 units high x 4 units wide for a total of 8 - 55” 24x7 video monitors. Total size approx. 4.5’ vertical x 16.0’ horizontal with a resolution of 7680x2160

**Video System:**

In this scope we are not changing the switching inputs or outputs other than adding, an owner furnished PC for Teams video conferencing and using the existing Smartboard as an input/output. We will be changing the existing video wall processing system. We will add a scalable card system for processing outputs from the switching gear. We are providing inputs card to take up to 16 inputs and 16 outputs in this configuration. This chassis is scalable to 32x32 and expandable beyond if needed.

**Audio System:**

Audio for the room will get an upgrade with the introduction of Teams. We will add ceiling mics to the front of the room in the “conference table area”. We will also add additional Biamp DSP with USB input. This will allow audio from the room mics to the far end and the output of the PC into the system for the far end into the room speakers.

**Control System:**

We will reprogram the Crestron system to control the existing system as well as the new product, adding in the new inputs and outputs.

**Rack System/ furniture:**

We will utilize the existing equipment rack. The system will need to be down for a period of time to switch over to the new system. All products will be pre prepped for installation and verified to in working order. We will work with the EOC on the scheduling.

Timeframe

To complete the work outlined in the project scope, we will need approximately 16 weeks from proposal acceptance. A project manager will be assigned to communicate with you at critical milestones. Upon notice to proceed, we will begin your project plan immediately. Product availability will dictate the timeline.

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| --- | --- |
| Phase | Week |
| Notice to Proceed & Project Kickoff | 1 |
| Engineering | 2 |
| Procurement | 3-14 |
| Programming & Rack Fabrication | 14 |
| Onsite Installation | 15-16 |
| Commissioning & Training | 16 |

Your Investment

Below is the cost of this solution based on the outlined scope of work. If you have questions about the complete solution, please let us know how we can help align this investment with additional needs or changes in scope.

# Proposal Summary

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| --- | --- |
| Description | Price |
| Equipment | $98,276.72 |
| Implementation Services (Engineering, PM, Programming, installation, misc. materials) | $56,156.97 |
| Subtotal | $154,433.69 |
| Tax | $0.00 |
| **Grand Total** | **$154,433.69** |

Recommended

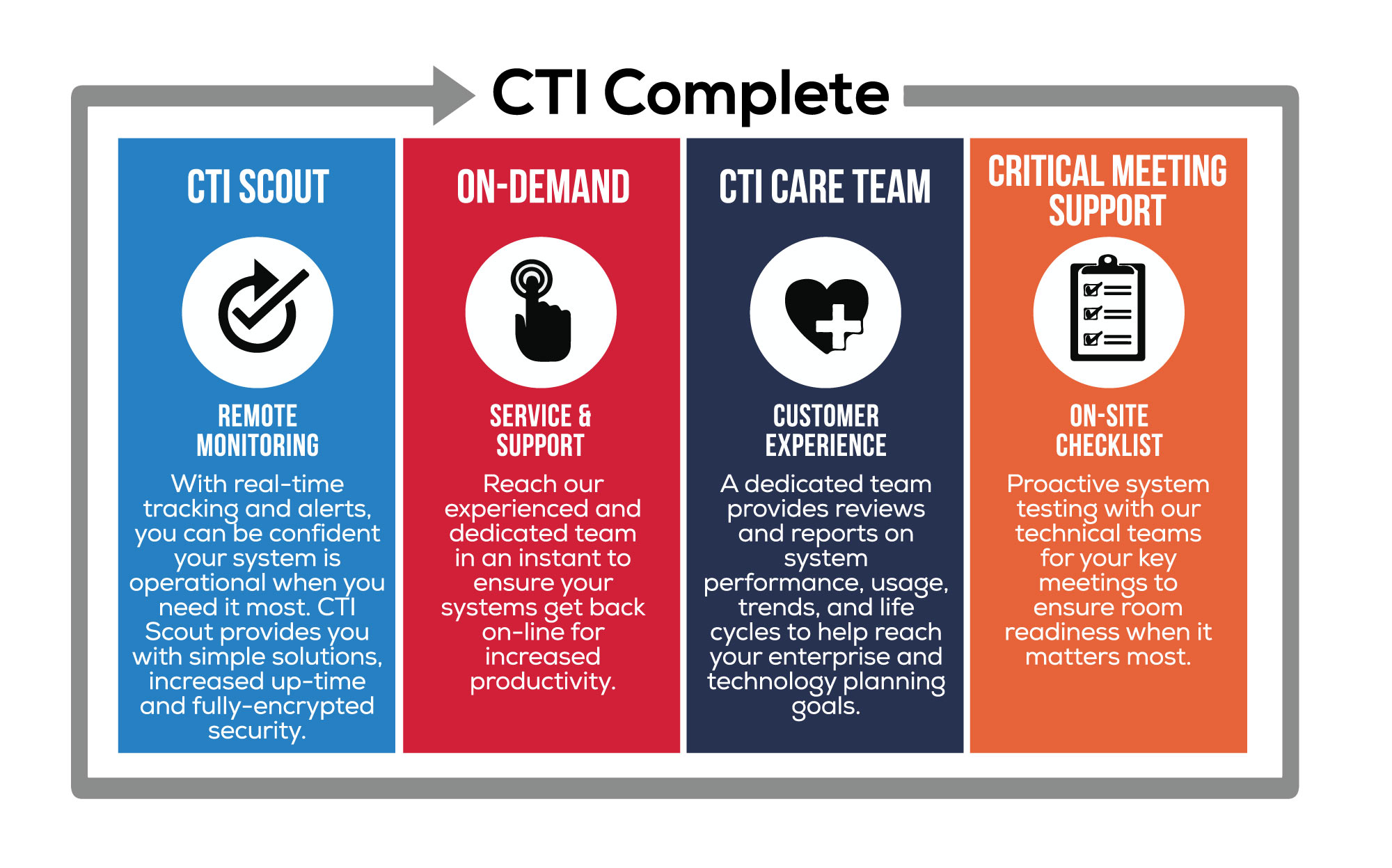
|  |  |
| --- | --- |
| Description | Price |
| 2 Additional Years CTI Complete Service Agreement | $13,300.92 |
| 4 Additional Years CTI Complete Service Agreement | $26,601.85 |

# Down Payment Requirements

Terms are Net 30 with approved credit or progress billing based on purchase agreement at time of order. Payments made by credit card are subject to a 3.0% fee.

Why Us?

Our CTI Complete service is there for you 24/7 through our dedicated CTI Care customer experience team. Through on-site technical service, recommended programming upgrades, and quarterly reliability checks, your system is covered for the unexpected, as well as planned maintenance. Your teams will be trained to operate equipment with confidence. When critical meetings arise, we help ensure system performance with proactive system testing and an on-site checklist, so your systems will be ready when it matters most. Our managed services staff does more than diagnose and repair failures, they help plan for system life cycles.



Bill of Materials

LCD Video Wall 1.8mm bezel

|  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- |
|  |  | **Manufacturer** | **P/N** | **Description** | **Qty** | **Unit Price** | **Ext. Price** |
|  | **Display Systems Equipment**: **$37,856.56** | | | | | | |
|  | 1 | Barco | R9867808B | LVD-5521C LCD 500n ENB 1.8mm | 8 | $3,507.35 | $28,058.80 |
|  | 2 | Barco | B402203 | CHIEF MOUNT LANDSCAPE WITH FRONT ACCESS | 8 | $574.43 | $4,595.44 |
|  | 3 | Barco | R985016B | Wall Manager Edge | 1 | $1,020.99 | $1,020.99 |
|  | 4 | Barco | 14647 | Essential Care (HW) - 5 Years | 1 | $4,181.33 | $4,181.33 |

Bill of Materials

Video Wall upgrade - Signal support

|  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- |
|  |  | **Manufacturer** | **P/N** | **Description** | **Qty** | **Unit Price** | **Ext. Price** |
|  | **Video Systems Equipment**: **$55,249.71** | | | | | | |
|  | 1 | tvOne | CM2-547 | CORIOmaster2 is a highly configurable video processing system. 16x16 input/output | 1 | $49,682.50 | $49,682.50 |
|  | 2 | Extron | 60-1488-01 | Media Port 200 | 1 | $2,170.59 | $2,170.59 |
|  | 3 | INOGENI | SHARE2U | INOGENI Dual USB Camera to USB 3.0 Multi | 1 | $1,751.17 | $1,751.17 |
|  | 4 | AVER | COM520PR2 | CAM520 Pro2 Conference Camera | 1 | $944.43 | $944.43 |
|  | 5 | AVER | COMVCMNT6 | CAM520 PRO Wall Mount | 1 | $18.67 | $18.67 |
|  | 6 | Extron | 60-954-02 | SW4 USB PLUS | 1 | $682.35 | $682.35 |
|  | **Audio Systems Equipment**: **$5,170.45** | | | | | | |
|  | 7 | Biamp | 1791.9 | MRB-L-SCX400-C | 1 | $5,170.45 | $5,170.45 |

Standard Disclaimer

Conference Technologies, Inc. provides for twelve (12) months of **CTI Complete** on all system purchases. Conference Technologies, Inc. warrants the system implemented is free from defects in material and workmanship, in accordance with the contract, drawings, specifications, alterations and additions thereto, for a period of twelve (12) months from the date of commencement of use, substantial completion, or date of notice of completion, whichever occurs first. This coverage does not protect against consumables, severe weather, and acts of God.

Terms

Terms are Net 30 with approved credit or progress billing based on purchase agreement at time of order. Payments made by credit card are subject to a 3.0% fee.

Installation Description and Requirements

Provided by Conference Technologies, Inc.: If installation is purchased, Conference Technologies, Inc. will install all A/V components. Conference Technologies, Inc. will also perform all programming, alignments, and end-user training. Conference Technologies, Inc. will provide A/V project management, and provide drawings as required. This install price assumes a Monday through Friday 8:00am to 5:00pm install time. Room availability must be in consecutive 8-hour blocks. Any required changes or rushes may affect the final price.

Provided by Others

Electrical requirements are to be provided by others unless specifically included in Conference Technologies, Inc. Scope of Work.

Statement

This system proposal is the property of Conference Technologies, Inc. and is delivered with the sole intent of being viewed by management of Indiana Department of Homeland Security for evaluation purposes only. This proposal or any part of this proposal is not to be presented to, or viewed by any other party, vendor or Conference Technologies, Inc. competitor without the written consent of Conference Technologies, Inc. Any effort to do so will be considered a violation of copyright law.

Next Steps

1. Upon Notice to Proceed, Conference Technologies, Inc. will begin executing the project plan with an internal handoff of the project to our operations team.
2. If you have questions about the process as we move forward, please contact me at Mark.Fox@cti.com or 317-762-0481.
3. You will be contacted by a Conference Technologies, Inc. Project Manager to schedule a project kickoff meeting to review the project scope and schedule.

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| --- |
| **Total** |
| **J21240091 - $154,433.69** |

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| --- | --- | --- |
| Customer Signature |  | CTI Signature |
| Printed Name |  | Printed Name |
| Title |  | Title |
| Date |  | Date |