

Action Item #2 - Quote Approval – City Services Expansion Audio Visual

The Westfield Public Works Department is recommending the following quote for consideration. This quote is for the purchase and installation of audio/visual equipment in the new City Services Expansion Building.

The City of Westfield Public Works Department acquired three competitive quotes for this equipment (See Exhibit #1). Below are the vendors and the quoted prices:

Classic Audio Video 1117 North Baldwin Avenue Marion, IN 46952	\$74,978.24
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CIM Audio Visual 4660 Progress Drive Columbus, IN 47201	\$85,752.00
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Sensory Technologies 6951 Corporate Circle Indianapolis, IN 46278	\$181,674.00
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The Westfield Public Works Department recommends that the Board of Public Works and Safety authorize the Westfield Public Works Department to execute the agreement with Classic Audio Video for an amount not to exceed \$74,978.24.

EXHIBIT #1



Proposal

Bill To: WESTFIELD PUBLIC WORKS 2706 E. 171ST
STREET WESTFIELD, IN 46074 1117 North Baldwin
Avenue Marion, IN 46952 (765) 662-9344 Matt's Cell
(765)-661-8101

Proposal Date: 3/19/2008

Description	Est. Hours/Qty.	Price	Total
VIEWSONIC PJ560 3200 LUMENS PROJECTOR	3	1,399.99	4,199.97T
VIEWSONIC PJ1158 4000 LUMENS PROJECTOR	4	149.99	3,799.99T
FOR BREAK ROOM/CONFERENCE ROOM		2,999.99	599.96T
VANTAGE POINT CEILING PROJECTOR MOUNT		449.99	7,499.97T
SAMSUNG LN-T5265 52" HIGH DEF 1080P LCD TV		129.00	2,999.99T
WITH RESOLUTION OF 1920 X 1080 FOR		1,968.99	449.99T
MAXIMUM PERFORMANCE FOR COMPUTER			129.00T
GRAPHICS LG 60PC1D 60" HIGH DEFINITION			5,465.97T
PLASMA TV ARTICULATING WALL MOUNT FOR			1,968.99T
52" TV FOR IN CORNER APPLICATIONS			3,399.96T
ARTICULATING WALL MOUNT FOR 60" TV FOR			
IN CORNER APPLICATIONS LG 32LC7D 32" LCD			
HDTV SANUS ARTICULATING MOUNT FOR 32"			
TV DA-LITE 100" (60X80) ELECTRIC RECESSED			
SCREEN DA-LITE 120" (69" X 92") ELECTRIC			
RECESSED SCREEN FOR			
BREAKROOM/CONFERENCE ROOM EXTRON			
MVX44 4 CHANNEL VGA MATRIX SWITCHER			

* UPON APPROVAL OF QUOTE, A 50% DEPOSIT IS REQUESTED

Total



Proposal

Bill To: WESTFIELD PUBLIC WORKS 2706 E. 171ST STREET WESTFIELD, IN 46074 1117 North Baldwin Avenue Marion, IN 46952 (765) 662-9344 Matt's Cell (765)-661-8101

Proposal Date: 3/19/2008

Description	Est. Hours/Qty.	Price	Total
EXTRON IN 1502 VIDEO SCALER FOR DVD/VCR	4 4 1 4 20 1 4 4 4 2	949.99 299.99	3,799.96T
COMBO LG RC797T DVD VCR RECORDER WITH QAM TUNER FOR ENHANCED CABLE	2 4 1	249.99 499.99	1,199.96T 249.99T
RECEPTION TEAC AM/FM TUNER FOR BREAK ROOM ATLAS AA120 120 WATT		74.99 499.00	1,999.96T
AMPLIFIER/MIXER KLIPSCH IN-CEILING SPEAKER W 70 V TRANSFORMER SHURE WIRELESS MIC SYSTEM WITH HANDHELD MIC FOR BREAKROOM/CONFERENCE ROOM		649.99 29.99	1,499.80T 499.00T
SONANCE NAV2 INWALL TOUCH PAD CONTROL SYSTEM SONANCE POWER SUPPLY MID ATLANTIC RACK, INCLUDING 2 SHELVES AND VENTILATION FANS TASCAM CDRW901SL CD RECORDER ELECTRO-VOICE DESKTOP WIRELESS BOUNDARY OMNI MIC WITH RACK MOUNT RECIEVER FURMAN RACK MOUNTED SURGE PROTECTOR YAMAHA PJP-300V AUDIO VIDEO CONFERENCE SYSTEM		699.00 1,199.99	2,599.96T 119.96T
		999.99 49.99	2,796.00T
		2,699.99	2,399.98T
			1,999.98T 199.96T
			2,699.99T

* UPON APPROVAL OF QUOTE, A 50% DEPOSIT IS REQUESTED

Total



Proposal

Bill To: WESTFIELD PUBLIC WORKS 2706 E. 171ST
 STREET WESTFIELD, IN 46074 1117 North Baldwin
 Avenue Marion, IN 46952 (765) 662-9344 Matt's Cell
 (765)-661-8101

Proposal Date: 3/19/2008

Description	Est. Hours/Qty.	Price	Total
YAMAHA PJP-VC1 IP VIDEO CONFERENCE CODEC	1	2,399.99	2,399.99T
MISC PARTS AND WIRE FOR VIDEO CONFERENCE SYSTEM	1	200.00	200.00T
MISC PARTS AND WIRE	4	850.00	3,400.00T
INSTALLATION AND SETUP FOR VIDEO CONFERENCE SYSTEM	1	500.00	500.00T
INSTALLATION, SETUP, PROGRAMMING AND TUTORIAL	4	3,500.00	14,000.00T
AVAILABLE START DATE WILL BE TWO WEEKS FROM APPROVAL OF QUOTE			
OUR INSTALLATION COMES WITH FREE SERVICE CALLS FOR 6 MONTHS			
Sales Tax Exempt		0.00%	0.00

* UPON APPROVAL OF QUOTE, A 50% DEPOSIT IS REQUESTED

Total \$74,978.24



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**REVISED PROPOSAL FOR
PUBLIC WORKS BREAKROOM
AND THREE CONFERENCE ROOMS**

DATE: QUOTE #: March 28, 2008 21400 Public Works Conference
CUSTOMER: Rooms
JOB NAME: Public Works
SALESMAN: Vicki 21400
PROJECT:

REF#

		OVERALL TOTALS--			56,623.15
QTY	BRAND	DESCRIPTION	UNIT	SELL	SELL TOTAL
	Brand	Description			-
		Display Equipment			-
3 3	Sharp Chief	3000 Lumen projector Elite Projector Mount	1,163.01		3,489.04
3	Chief	- w/o key Ceiling Mount	157.03	70.71	471.09
					212.14
					-
		46" LCD data/video display Speakers Tilting wall mount for LCD display			-
			2,306.41		6,919.23
3 3	Samsung		192.31		576.92
3	Samsung Chief		186.47		559.41
					-
		Projection Screen 60x80 Advantage			-
3	DaLite	Electrol Recessed scrn	1,734.29		-5,202.86
					-
		Source Equipment HSA200CE - Tbl	930.56	78.57	-2,791.67
		Interface w/AV amplifier P2/DA2	65.00	992.86	235.71
		Distribution amplifier to PC monitor Rack	850.00		195.00
		mount for IN1508 IN1502 Video scaler for	257.14		2,978.57
		DVD/VCR MVX44 VGA A - Matrix			2,550.00
		switcher DVD-R/VCR w/ ATSC & NTSC			771.43
		tuner			-
3 3	Extron Extron				-
3 3	Extron Extron				-
3 3	Extron RCA				-



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		Audio Equipment 60Watt power amplifier	386.79	21.43	-1,160.36
		Rack mount hardware for amplifier Ceiling		96.67	64.29
		mounted speakers 70v - 9 pairs			1,740.00
3 3					-
18	TOA TOA JBL				
		Control Equipment Control Processor 5.7"			-
		Touch panel - Wall mount Power supply			
		Control System programming			
		Crestron	1,285.71		-3,857.14
		Crestron	1,714.29		5,142.86
3 3		Crestron		178.57	535.71
3 1		CIMAV	2,500.00		2,500.00
					-
					-
		Installation Materials			-
3	CIMAV	Cables - connectors - wire	700.00		2,100.00
					-
		Equipment Rack and hardware Cabinet	428.57	80.86	-1,285.71
		mounted 14 space rack system Rack mounted			242.57
		power supply			
		Middle Atlantic			
3 3		Middle Atlantic			
3	Middle Atlantic	rack hardware and cover plates	40.00		120.00
3	Middle Atlantic	custom rack shelf - RCA DRC8335	107.14		321.43
					-
					-
		CIMAV Labor & Materials			-
120	CIMAV	Installation Labor (on & off site) Engineering			
6	CIMAV	Project Management			
10	CIMAV				
					10,600.00
					-
					-



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BREAK

ROOM AUDIO VISUAL INSTALLATION

Equipment List

DATE: March 26, 2008 **JOB NAME:** Public Works Breakroom **QUOTE #:** 2140 **SALESMAN:** Vicki **CUSTOMER:** City of Westfield **PROJECT:** 21400 **REF#** Dareen

OVERALL TOTALS-- 29,129.72

QTY BRAND DESCRIPTION UNIT SELL SELL TOTAL

	Brand	Description		--
				-
		Display Equipment Main room		-
1	Sharp	3000 Lumen projector Wide Format	1,733.33	1,733.33
1	Chief	Elite Projector Mount - w/o key	152.67	152.67
1	Chief	Ceiling Mount	70.71	70.71
1	Samsung	63" Plasma Video Display w/wall mount	5,742.86	5,742.86
		Display Equipment Overflow		-
1	LG	32 LCD TV w/ATSC/NTSC tuner	855.13	855.13
1	Chief	Ceiling mount for display	342.00	342.00
1	Chief	Ceiling tile mount	136.29	136.29
		Projection Screen		-
1	DaLite	65 x 116 Advantage Electrol Recessed scrn	1,841.43	1,841.43
		with extra drop		-
		Source Equipment		-
1	Extron	IN1508 Switcher Scaler	1,243.06	1,243.06
2	Extron	P2/DA2 Distribution amplifier to PC monitor	76.39	152.78
1	Extron	CAT5 Receiver (LCD Video & RS232)	590.28	590.28
1	Extron	CAT5 Transmitter (LCD Video & RS232)	340.28	340.28
1	RCA	DVD-R/VCR w/ ATSC & NTSC tuner	250.00	250.00



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				-
		Audio Equipment		-
1	QSC	2Ch amplifier	752.08	752.08
1	Shure	Gooseneck microphone for lectern	132.00	132.00
14	JBL	Ceiling mounted speakers 70V	131.69	1,843.71
				-
		Control Equipment		-
1	Crestron	Control Processor	1,250.00	1,250.00
1	Crestron	5.7" Touch panel - Wall mount	1,666.67	1,666.67
1	Crestron	Power supply	173.61	173.61
1	Crestron	Volume control and audio mixer	571.43	571.43
1	CIMAV	Control System programming	1,666.67	1,666.67
				-
				-
		Installation Materials		-
1	CIMAV	Cables - connectors - wire	1,500.00	1,500.00
				-
		Equipment Rack and hardware		-
1	Middle Atlantic	18 space rack system	400.00	400.00
1	Middle Atlantic	rear rack rails	31.80	31.80
1	Middle Atlantic	Caster base	132.00	132.00
1	Middle Atlantic	Plexi front door	194.92	194.92
1	Middle Atlantic	Rack mounted power supply	75.47	75.47
1	Middle Atlantic	rack hardware and cover plates	40.00	40.00
1	Middle Atlantic	custom rack shelf - RCA DRC8335	100.00	100.00
1	Extron	RSB129 Rack shelf for Extron Cat5 T&R	50.00	50.00
1	Extron	WPB103 Computer input - wall mount	48.57	48.57
				-
		CIMAV Labor & Materials		-
46	CIMAV	Installation Labor (on & off site)		



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8	CIMAV	Engineering		
8	CIMAV	Project Management		
	TOTAL LABOR	Engineering, Installation, Training, Documentation		5,000.00 -
		Shipping and Handling to be determined		-

Grand Total for Breakroom and Conference Rooms: \$85,752.00

Item Number 11 listed below covers warranties and service. We can provide extended warranties for this project if requested. CIM also provides loaner equipment if available in the unlikely event an item needs repair.

Town of Westfield's Responsibilities

CIM can supply necessary drawings and details for certain items that are better handled by Town of Westfield or others. The cost for these services is **not** included in this proposal.

- Supply and installation of all 115V wiring for AV requirements.
- Supply and installation of any junction boxes, wall boxes, conduits and floor boxes needed for AV connection.
- Supply and installation of all necessary wall backing or structure for plasma, speakers, recessed screens, etc.
- All necessary permits and fees to conform to state and city building codes.
- Telephone and data network for audio or videoconferencing.
- Supply and installation of phone lines, related to connection of video teleconferencing system to Town of Westfield network. Network should be in place and tested one week prior to equipment installation.
- Loading of software of any kind on Town of Westfield's computer(s).
- All labor is priced as non-union.
- Installation of custom RP screens and associated millwork or wall construction, modifications to millwork or installation, unless otherwise noted in the quotation.
- Any modifications to millwork or installation required for installation of audio visual equipment. This includes modifications to provide adequate airflow.
- Any rework of ceiling tiles and grid due to the installation of above ceiling equipment.

Assumptions

- Room Availability – Room(s) in which installation is to be done will be made available for CIM Audio Visual's exclusive use on the day(s) of the scheduled installation. Installations will be scheduled Monday – Friday between the hours of 7:00AM – 6:00 PM.
- Parking – The customer will provide adequate parking for CIM Audio Visual's vehicle(s) in a location conducive to our access to the vehicle(s) for retrieval of tools and supplies throughout the workday. If such parking is within a secured facility, the customer will validate the parking ticket for CIM Audio Visual's vehicle(s).
- Merchandise Storage – Once new merchandise sold and provided by CIM Audio Visual for this installation has been delivered to the job site and signed for by a representative of the customer. The customer will assume responsibility for the secure storage of such merchandise until the completion of the installation.
- Existing Equipment Documentation – If this project entails installation and/or re-use of any existing equipment owned by the customer, the customer shall, at CIM Audio Visual's request, provide CIM Audio Visual with any documentation which CIM Audio Visual may require in order to properly install and/or integrate that equipment into the new system. CIM Audio Visual assumes no liability for this equipment.

TERMS AND CONDITIONS

1 **PAYMENT TERMS:** See the proposal footer for specific terms. Subject to credit approval, the Purchaser shall pay within 30 days of invoice date. Systems orders are subject to a down payment with order. Systems where installation and completion of the project will extend over a period greater than 30 days from date of order will be subject to progressive billing. In such cases, CIM AV will invoice for equipment received and assigned to the project. If requested, each invoice will be accompanied by an affidavit stating that the said equipment is on-hand, insured, and that it will not be used for any other purpose. Progressive invoices will be due and payable according to our normal credit terms.

2 **PREVAILING TERMS AND CONDITIONS:** The terms and conditions of this Agreement, and the terms and conditions contained in any Appendices to this Agreement, together form the entire purchase order. Request for quotation, acceptance, or other purchasing documents concerning Products which are inconsistent with, different from or in addition to the terms and conditions of this Agreement are void. In the event of a discrepancy in unit and extended pricing, the unit price will prevail.

3 **APPROVAL OF ORDERS:** This Agreement and all Purchaser purchase orders for Products under this Agreement are subject to acceptance by CIM AV including, if appropriate, approval by CIM AV Credit Department. Upon notice by CIM AV, Purchaser will furnish CIM AV such financial information as CIM AV may reasonably request for this approval. CIM AV may, in its sole discretion, cancel this Agreement at any time if Purchaser fails to meet credit requirements established by CIM AV.

4 **DELIVERY:** Delivery times shown on the proposal are typical for the quoted equipment but may vary due to equipment availability and installation department workload. Relevant information regarding delivery and installation scheduling, if applicable, will be provided to you as soon as we receive it. CIM AV will not be responsible for delivery delays due to product availability or express shipping charges to expedite delivery.

5 **TRANSPORTATION COSTS:** Unless otherwise provided in this Agreement, the prices for Products indicated in this Agreement exclude all transportation costs, including, but not limited to, freight, insurance and special handling and packaging. CIM AV will prepay these costs and invoice them to Purchaser.

6 **TITLE AND RISK OF LOSS:** Title and risk of loss of or damages to any Products will pass to Purchaser upon CIM AV's delivery of them to the carrier. All claims for damage to or loss of Products must be made by Purchaser directly to the carrier or the insurance Purchaser.

7 **TAXES:** The prices for Products indicated in this Agreement are subject to taxes, including, but not limited to, sales, excise or use taxes. Purchaser shall pay all sales, use, ad valorem, excise and/or any other taxes imposed on either party by virtue of this Agreement. CIM AV will invoice Purchaser for any of these taxes CIM AV is legally obligated to collect from Purchaser.

8 **FINANCE CHARGE/COSTS OF COLLECTION:** If the Purchaser fails to pay CIM AV for products when due, then in addition to any other remedies available to CIM AV under this Agreement or allowed by law for that default, Purchaser will pay CIM AV an additional monthly financing charge equal to the lesser of: (a) one and one-half percent (1.5%); or (b) the maximum monthly interest rate allowed by law; of any amounts past due, chargeable during each month that payment remains outstanding and CIM AV's reasonable expenses of collection, including, but not limited to, attorneys' and experts' fees and court costs.

9 **INSTALLATION:** If applicable, installation will be performed during our normal working hours, 7:00 a.m. – 6:00 p.m., Monday through Friday unless otherwise noted on the proposal. If installations are scheduled outside of normal business hours due to clients request then those hours will be billed at overtime rates. Installation schedules must be coordinated through our Installation Department. When delivery of all required equipment is confirmed, our Installation Department will contact you to work out a firm installation schedule. If an installation must be re-scheduled at your request, it will be moved to the next suitable opening in the Installation Department schedule. If upon arrival on the scheduled installation date CIM Audio Visual is prohibited from working in the rooms the purchaser will be responsible for all costs associated with rescheduling.

10 **CHANGES/RETURNS:** Due to the custom nature of Audio and Video equipment, customer-requested changes or changes to design once equipment is on-hand or in transit, may result in re-stocking charges to the Purchaser. Re-stocking charges will be assessed at the rate of 20% of the original purchase price. Any changes to the agreed-upon scope of work defined in the proposal must be authorized in writing and will result in additional charges. These charges will be accomplished via a change order that must be completed and signed by both parties before any equipment or labor is provided as a result of the change in scope of work.

11 **WARRANTY:** CIM warrants the system or systems it designs, sells, and installs to be free of defects in materials and workmanship for a period of one (1) year from the date of Substantial Completion. Substantial Completion is the stage in the progress of the Work when the Work or designated portion thereof is sufficiently complete in accordance with the Contract Documents so that the owner can occupy or utilize the Work for its intended use. If during that time, the system fails to perform as specified due to defective materials or workmanship, CIM will correct the problem at no additional charge. Owner's sole remedy for defects in workmanship in the system CIM designs, sells, and installs shall be limited to repair and/or replacement. CIM is not responsible for the condition or functionality of Owner's existing equipment.



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All equipment contained in this system comes with complete manufacturers' warranties against defects in parts and workmanship. Our warranty covers repair and replacement of all hardware on a "return to factory" basis. CIM AV makes no warranty regarding the equipment used in the system, and does not assume any manufacturer's warranties for such equipment. Please note: CIM will assist Owner in obtaining cure under manufacturers' warranties for system equipment for a period of one (1) year from the date of Substantial Completion at no cost to the Owner. However, without any further extended warranty contracts, service visits, manufacturers repair fees, shipping charges and bench time will be billed at the prevailing labor and travel rates. Service Agreements are available through the CIM AV Service Department.



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Limitations: This warranty does not apply to any appearance items of the product or to any product the exterior of which has been damaged or defaced. This warranty does not cover failure due to system or product misuse, abnormal service or handling, removal of customer's media or replacement, improper operation, system alterations or modifications from CIM's design or construction, or failure to maintain or use equipment in accordance with manufacturer recommendations. This warranty does not cover damage caused by fire, smoke, water, lightning, electrical surges or other damage caused by weather, natural disaster, or any outside forces. This warranty does not cover service calls that are the result of the mis-adjustment of the system or the connection of Owner's equipment to the system. This warranty does not include maintenance activities such as re-convergence of projections systems, re-programming of control systems or the replacement of projection lamps or other expendable items. CIM is not responsible for "image burn" as a result of prolonged periods of static images being displayed on certain devices.

The duties of CIM are limited to those expressly stated in this Agreement. CIM MAKES NO OTHER WARRANTY, EXPRESS OR IMPLIED, WHETHER OF MERCHANTABILITY, FITNESS FOR A PARTICULAR PURPOSE, OR OTHERWISE, ON THE SYSTEM OR ANY PARTS OR SERVICE RENDERED HEREUNDER. CIM SHALL IN NO EVENT BE LIABLE FOR ANY INDIRECT, SPECIAL, CONSEQUENTIAL, OR OTHER DAMAGES, HOWEVER CAUSED, INCLUDING LOSS OF BUSINESS OPPORTUNITIES OR LOST PROFITS, DIRECTLY OR INDIRECTLY ARISING FROM THE PURCHASER'S DIFFICULTY WITH OR INABILITY TO USE THE SYSTEM, EITHER SEPARATELY OR IN COMBINATION WITH ANY OTHER EQUIPMENT.

1 **WAIVER:** Either party's waiver of the other's default in its obligations under any terms or conditions of this Agreement will not in any way limit or affect that party's right to enforce and compel strict compliance with that term or condition at any other time or with any other term or condition.

2 **BONDING:** If required CIM AV can provide performance bonding for work covered within this proposal. Cost for such bonding will be added to first progress invoice.

3 **ENTIRE AGREEMENT:** This Agreement and Appendices to this Agreement supersedes, terminates and otherwise voids any and all prior written and/or oral agreements between the parties with respect to Products. There are no warranties, representations or understandings of any kind or description whatsoever made by either party to the other, except such as are expressly set forth herein. Any additional terms or notes appearing on Attached Schedules, Proposal Summaries and/or Change Orders are by this reference incorporated in this Agreement. CIM Audio Visual's quotation will prevail over the clients Purchase Order.

Rvised on 03/27/08

Sales Consultant: Vicki Perry

Account Manager

Please sign below to indicate acceptance of Terms and Conditions.

Signature will also indicate purchase approval.

Accepted By: _____

Print Name & Title: _____ Date: _____

FOB: Origin – Customer will be invoiced for all freight charges. **Delivery:** Stock – 60 days -CIM is not responsible for delays in product delivery. **Payment Terms:** Net 30 Days with approved credit **Sales Tax:** Will be added and remitted unless Tax Exempt Certificate accompanies purchase order



sensorytechnologies™
A MARKEY'S VIDEO IMAGES COMPANY

6951 Corporate Circle
Indianapolis, IN 46278
317-347-5252 Fx 317-347-5262

**** Proposal ****

3/21/2008

Project Number: 12210

** Proposal ** to:	
City of Westfield Eric Bishop Fiber Marketing Coordinator 2706 East 171st Street Westfield, IN 46074 Tel: 317-896-5452	Fax: 317-867-0202

Project Site:
City of Westfield Eric Bishop Fiber Marketing Coordinator 2706 East 171st Street Westfield, IN 46074

For :
City of Westfield 1st Floor Conference Room

Mfr-Part No.	Qty	Description	Unit Price	Extended
		First Floor Conference Room		
HITAMERIC-CP-X605	1	XGA, 4000 LUMENS, 1000:1 contrast ratio 15.6 LBS Networkable, 16 watts of audio		
Draper-300350	1	Orbiter Model A Lift		
Draper-300357	1	Plenum Housing for Orbiter Model A		
LGZENITH-50PC5DC	1	50" class (49.9" diagonal) integrated HDTV, with Public Display Setting, ATSC/NTSC/QAM tuner, 1366 x 768p, 15,000:1 contrast ratio, 1500 cd/m2 High Brightness, RS-232C, discrete IR controls, 2 HDMI with HDCP, Clear Filter Pro with XCC, LG Simple Link, XD Engine, SRS TruSurround XT		
Chief-PLPU	1	PLP Q-LATCH UNIVERSAL		
Draper-102169	1	Access/Series V, 10', NTSC, M1300		
Draper-121057	1	Low Voltage Control with 1 Switch LVC-III, LVC-S		
	1	AMX FG-P37-0808-567 8x8 RGBHVA matrix switcher		
Sony Audio-SLVD380P	1	Progressive Scan DVD/VHS Combo Player		
VISTANDBE-113727	1	Codec 3000 MXP (Maintenance Contract Required) Required)		
Tandberg-113855NPP	1	Codec 3000 MXP Natural Presenter Package (NPP)		
VISTANDBE-113727VO	1	Partner Core Advanced Service for Codec 3000 MXP		
	4			
Sony-EVI-D100	2	D100 Pan/Tilt/Zoom Camera - Starin Quote# 0913061000GTS		
	2	Sony Camera Mount		
Extron-60-289-01	1	RGB 109xi & ADSP#		
Extron-60-374-03	1	RGB 464XI (WHITE) Connectivity for Three-Gang Wall Box - White		
AMX-FG2105-05	1	NI-3100 NetLinx« Integrated Controller		
AMX-FG5965-05	1	MVP-8400 Touchpanel		
AMX-MVP-KS	1	MVP-8400i/MVP-8400, MVP-7500 Kick Stand		
AMX-PSN2.8	1	12VDC, 2.8A Power Supply (NetLinx) (regulated, 110/220VAC input, 3.5 mm 2 pin Phoenix Connector)		

Mfr-Part No.	Qty	Description	Unit Price	Extended
Crown-1160A	1	Single channel/zone commercial amp 160 watts @ 4 Ohm , 160 watts @70V/100V		
JBLPROINC-CONTROL 26CT	4	Control 26C with Transformer. For use on a 70.7V or 100V Distributed Line, Switchable Taps at 60W, 30W and 15W (Plus 7.5W at 70.7V only), No SonicGuard. Priced as Each, Packed as Pairs. Master Pack Quantity: 4 Pieces.		
RevoLabs-01-EXESYS4-BLK-NM	1	Solo Executive 4 Channel System without mics1 x Solo Executive 4 Channel Rack Base 1 x Solo Executive Power Adapter 1 x Solo Executive Charger 1 x Solo Executive System Manual		
RevoLabs-05-TBLMIC-OM-11	3	Solo Microphone, Tabletop boundary, Omni Directional		
Revolabs-EXEMIC-BLK-11	1	Solo Microphone		
BIAMP-NEXIA TC	1	8 AEC, Telco Hybrid, 2 line in, 4 out inputs, 4 Outputs, and Telephone Interface		
Middle Atlantic-SRSR-2-14	2	Equipment rack 14 SPACE ROTATING SLIDING RAIL SYSTEM, 150 LB. CAPACITY		
Middle Atlantic-PD-815R-PL	2	8 OUTLET, SINGLE 15 AMP CIRCUIT, SURGE/SPIKE PROTECTED RACKMOUNT POWER DISTRIBUTION, BLACK POWDERCOAT FINISH		
Middle Atlantic-D2	1	2 SPACE (3 1/2ø) RACK DRAWER, BLACK BRUSHED FINISH		
Middle Atlantic-U2	1	2 SPACE (3 1/2ø) RACKSHELF		
Middle Atlantic-QFP-2	1	QUIET FAN PANEL ASSEMBLY - TWO FANS, 3 SPACE ANODIZED FINISH		
	1	Installation parts & hardware		
		Equipment Subtotal		45,258.00
		Installation Subtotal		13,997.00
Sensory Tech,-WSA	1	Standard One Year Service Agreement A Downpayment of \$35027.00 is required to order equipment		

This ** Proposal ** is Valid for 60 Days.

Signature: _____ Date: _____

Project Total: \$ 61,138.00

3/21/2008

Sensory Technologies Project: 12210

Page 2 of 2



6951 Corporate Circle
 Indianapolis, IN 46278
 317-347-5252 Fx 317-347-5262

**** Proposal ****

3/21/2008

Project Number: 12210FL2

** Proposal ** to:	
City of Westfield Eric Bishop Fiber Marketing Coordinator 2706 East 171st Street Westfield, IN 46074 Tel: 317-896-5452	Fax: 317-867-0202

Project Site:
City of Westfield Eric Bishop Fiber Marketing Coordinator 2706 East 171st Street Westfield, IN 46074

For :
City of Westfield 2nd Floor Conference Room

Mfr-Part No.	Qty	Description	Unit Price	Extended
		Second Floor Conference Room		
HITAMERIC-CP-X605	1	XGA, 4000 LUMENS, 1000:1 contrast ratio 15.6 LBS Networkable, 16 watts of audio		
Draper-300350	1	Orbiter Model A Lift		
Draper-300357	1	Plenum Housing for Orbiter Model A		
LGZENITH-50PC5DC	1	50" class (49.9" diagonal) integrated HDTV, with Public Display Setting, ATSC/NTSC/QAM tuner, 1366 x 768p, 15,000:1 contrast ratio, 1500 cd/m2 High Brightness, RS-232C, discrete IR controls, 2 HDMI with HDCP, Clear Filter Pro with XCC, LG Simple Link, XD Engine, SRS TruSurround XT		
Chief-PLPU	1	PLP Q-LATCH UNIVERSAL		
Draper-102169	1	Access/ Series V, 10', NTSC, M1300		
Draper-121057	1	Low Voltage Control with 1 Switch LVC-III, LVC-S		
	1	AMX FG-P37-0808-567 8x8 RGBHVA matrix switcher		
Sony Audio-SLVD380P	1	Progressive Scan DVD/VHS Combo Player		
Extron-60-289-01	1	RGB 109xi & ADSP#		
Extron-60-374-03	1	RGB 464XI (WHITE) Connectivity for Three-Gang Wall Box - White		
AMX-FG2105-05	1	NI-3100 NetLinx« Integrated Controller		
AMX-FG5965-05	1	MVP-8400 Touchpanel		
AMX-MVP-KS	1	MVP-8400i/MVP-8400, MVP-7500 Kick Stand		
AMX-PSN2.8	1	12VDC, 2.8A Power Supply (NetLinx) (regulated, 110/220VAC input, 3.5 mm 2 pin Phoenix Connector)		
Crown-1160A	1	Single channel/zone commercial amp 160 watts @ 4 Ohm, 160 watts @70V/100V		
JBLPROINC-CONTROL 26CT	4	Control 26C with Transformer. For use on a 70.7V or 100V Distributed Line, Switchable Taps at 60W, 30W and 15W (Plus 7.5W at 70.7V only), No SonicGuard. Priced as Each, Packed as Pairs. Master Pack Quantity: 4 Pieces.		

Mfr-Part No.	Qty	Description	Unit Price	Extended
		Equipment rack		
Middle Atlantic-SRSR-2-14	2	14 SPACE ROTATING SLIDING RAIL SYSTEM, 150 LB. CAPACITY		
Middle Atlantic-PD-815R-PL	2	8 OUTLET, SINGLE 15 AMP CIRCUIT, SURGE/SPIKE PROTECTED RACKMOUNT POWER DISTRIBUTION, BLACK POWDERCOAT FINISH		
Middle Atlantic-D2	1	2 SPACE (3 1/2") RACK DRAWER, BLACK BRUSHED FINISH		
Middle Atlantic-U2	1	2 SPACE (3 1/2") RACKSHELF		
Middle Atlantic-QFP-2	1	QUIET FAN PANEL ASSEMBLY - TWO FANS, 3 SPACE ANODIZED FINISH		
	1	Installation parts & hardware		
		Equipment Subtotal		23,578.00
		Installation Subtotal		11,990.00
Sensory Tech,-WSA	1	Standard One Year Service Agreement		
		A Downpayment of \$23,968.00 is required to order equipment		

This ** Proposal ** is Valid for 60 Days.

Signature: _____ Date: _____

Project Total: \$ 36,816.00

3/21/2008

Sensory Technologies

Project: 12210FL2

Page 2 of 2



sensorytechnologies™
A MARKEY'S VIDEO IMAGES COMPANY

6951 Corporate Circle
Indianapolis, IN 46278
317-347-5252 Fx 317-347-5262

**** Proposal ****

3/21/2008

Project Number: 12210FL3

For :
City of Westfield 3rd Floor Conference Room

** Proposal ** to:
City of Westfield Eric Bishop Fiber Marketing Coordinator 2706 East 171st Street Westfield, IN 46074 Tel: 317-896-5452 Fax: 317-867-0202

Project Site:
City of Westfield Eric Bishop Fiber Marketing Coordinator 2706 East 171st Street Westfield, IN 46074

Mfr-Part No.	Qty	Description	Unit Price	Extended
		Third Floor Conference Room		
HITAMERIC-CP-X605	1	XGA, 4000 LUMENS, 1000:1 contrast ratio 15.6 LBS Networkable, 16 watts of audio		
Draper-300350	1	Orbiter Model A Lift		
Draper-300357	1	Plenum Housing for Orbiter Model A		
LGZENITH-50PC5DC	1	50" class (49.9" diagonal) integrated HDTV, with Public Display Setting, ATSC/NTSC/QAM tuner, 1366 x 768p, 15,000:1 contrast ratio, 1500 cd/m2 High Brightness, RS-232C, discrete IR controls, 2 HDMI with HDCP, Clear Filter Pro with XCC, LG Simple Link, XD Engine, SRS TruSurround XT		
Chief-PLPU	1	PLP Q-LATCH UNIVERSAL		
Draper-102169	1	Access/Series V, 10', NTSC, M1300		
Draper-121057	1	Low Voltage Control with 1 Switch LVC-III, LVC-S		
	1	AMX FG-P37-0808-567 8x8 RGBHVA matrix switcher		
Sony Audio-SLVD380P	1	Progressive Scan DVD/VHS Combo Player		
Extron-60-289-01	1	RGB 109xi & ADSP#		
Extron-60-374-03	1	RGB 464XI (WHITE) Connectivity for Three-Gang Wall Box - White		
AMX-FG2105-05	1	NI-3100 NetLinx« Integrated Controller		
AMX-FG5965-05	1	MVP-8400 Touchpanel		
AMX-MVP-KS	1	MVP-8400i/MVP-8400, MVP-7500 Kick Stand		
AMX-PSN2.8	1	12VDC, 2.8A Power Supply (NetLinx) (regulated, 110/220VAC input, 3.5 mm 2 pin Phoenix Connector)		
Crown-1160A	1	Single channel/zone commercial amp 160 watts @ 4 Ohm, 160 watts @70V/100V		
JBLPROINC-CONTROL 26CT	4	Control 26C with Transformer. For use on a 70.7V or 100V Distributed Line, Switchable Taps at 60W, 30W and 15W (Plus 7.5W at 70.7V only), No SonicGuard. Priced as Each, Packed as Pairs. Master Pack Quantity: 4 Pieces.		

Mfr-Part No.	Qty	Description	Unit Price	Extended
		Equipment rack		
Middle Atlantic-SRSR-2-14	2	14 SPACE ROTATING SLIDING RAIL SYSTEM, 150 LB. CAPACITY		
Middle Atlantic-PD-815R-PL	2	8 OUTLET, SINGLE 15 AMP CIRCUIT, SURGE/SPIKE PROTECTED RACKMOUNT POWER DISTRIBUTION, BLACK POWDERCOAT FINISH		
Middle Atlantic-D2	1	2 SPACE (3 1/2 ϕ) RACK DRAWER, BLACK BRUSHED FINISH		
Middle Atlantic-U2	1	2 SPACE (3 1/2 ϕ) RACKSHELF		
Middle Atlantic-QFP-2	1	QUIET FAN PANEL ASSEMBLY - TWO FANS, 3 SPACE ANODIZED FINISH		
	1	Installation parts & hardware		
		Equipment Subtotal		23,578.00
		Installation Subtotal		10,190.00
Sensory Tech,-WSA	1	Standard One Year Service Agreement		
		A Downpayment of \$23,968.00 is required to order equipment		

This ** Proposal ** is Valid for 60 Days.

Signature: _____ Date: _____

Project Total: \$ 35,016.00

3/21/2008

Sensory Technologies

Project: 12210FL3

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A MARKEY'S VIDEO IMAGES COMPANY

6951 Corporate Circle
Indianapolis, IN 46278
317-347-5252 Fx 317-347-5262

**** Proposal ****

3/21/2008

Project Number: 12210BR

** Proposal ** to:	
City of Westfield	
Eric Bishop	
Fiber Marketing Coordinator	
2706 East 171st Street	
Westfield, IN 46074	
Tel: 317-896-5452	Fax: 317-867-0202

For :
City of Westfield
Break Room

Project Site:
City of Westfield
Eric Bishop
Fiber Marketing Coordinator
2706 East 171st Street
Westfield, IN 46074

Mfr-Part No.	Qty	Description	Unit Price	Extended
		Third Floor Conference Room		
HITAMERIC-CP-X605	1	XGA, 4000 LUMENS, 1000:1 contrast ratio 15.6 LBS		
		Networkable, 16 watts of audio		
Draper-300350	1	Orbiter Model A Lift		
Draper-300357	1	Plenum Housing for Orbiter Model A		
LGZENITH-42LC5DC	2	42" class (42.0" diagonal) 16:9, HDTV, integrated		
		Pro:Idiom# enabled, HD VOD PPV encryption built-in, Digital HD-PPV compatibility, H.264 MPEG4 decoding, XD Engine, 1600:1 contrast ratio, 500cd/m2 brightness, 178 degree viewing angle, RJP Compatible, built-in MPI Slot, Dolby Digital, PIP, Split, bottom speaker design. Black (glossy) finish. 2 Year Warranty		
Chief-PLPU	2	PLP Q-LATCH UNIVERSAL		
Draper-102169	1	Access/Series V, 10', NTSC, M1300		
Draper-121057	1	Low Voltage Control with 1 Switch LVC-III, LVC-S		
	1	AMX FG-P37-0808-567 8x8 RGBHVA matrix switcher		
Sony Audio-SLVD380P	1	Progressive Scan DVD/VHS Combo Player		
Extron-60-289-01	1	RGB 109xi		
		& ADSP#		
Extron-60-374-03	1	RGB 464XI (WHITE)		
		Connectivity for Three-Gang Wall Box - White		
AMX-FG2105-05	1	NI-3100 NetLinx« Integrated Controller		
AMX-FG5965-05	1	MVP-8400 Touchpanel		
AMX-MVP-KS	1	MVP-8400i/MVP-8400, MVP-7500 Kick Stand		
AMX-PSN2.8	1	12VDC, 2.8A Power Supply (NetLinx)		
		(regulated, 110/220VAC input, 3.5 mm 2 pin Phoenix Connector)		
Crown-280MA	1	Dual channel/dual zone commercial mixer/amp- 2 X		
		80 watts @ 4 Ohm & 80 watt 70V/100V-8 chan. Mixer(8 in/2 out)		
JBLPROINC-CONTROL 26CT	8	Control 26C with Transformer. For use on a		
		70.7V or 100V Distributed Line, Switchable Taps at 60W, 30W and 15W (Plus 7.5W at 70.7V only), No SonicGuard. Priced as Each, Packed as Pairs. Master Pack Quantity: 4 Pieces.		

Mfr-Part No.	Qty	Description	Unit Price	Extended
Shure-MX418S/C	1	CARDIOD-18" Gooseneck Condenser Microphone, Attached Preamp with XLR, Shock Mount, Flange Mount, Snap-Fit Foam Windscreen, Mute Switch, LED Indicator		
Shure-SLX124/85/SM58	1	Includes SLX4 Diversity Receiver, SLX1 Bodypack Transmitter, Microflex#WL185 Cardioid Lavalier Microphone, SLX2/SM58 Handheld Transmitter with SM58 Microphone		
		Equipment rack		
Middle Atlantic-WRK-24MDK	1	24 SPACE ROLLING STUDIO ENCLOSURE KIT, 32ø DEEP, BLACK FINISH		
Middle Atlantic-PD-815R-PL	2	8 OUTLET, SINGLE 15 AMP CIRCUIT, SURGE/SPIKE PROTECTED RACKMOUNT POWER DISTRIBUTION, BLACK POWDERCOAT FINISH		
Middle Atlantic-D2	1	2 SPACE (3 1/2ø) RACK DRAWER, BLACK BRUSHED FINISH		
Middle Atlantic-U2	1	2 SPACE (3 1/2ø) RACKSHELF		
Middle Atlantic-QFP-2	1	QUIET FAN PANEL ASSEMBLY - TWO FANS, 3 SPACE ANODIZED FINISH		
	1	Custom Lectern with accessories		
	1	Installation parts & hardware		
		Equipment Subtotal		32,125.00
		Installation Subtotal		12,917.00
Sensory Tech,-WSA	1	Standard One Year Service Agreement		
		A Downpayment of \$28,022.00 is required to order equipment		

This ** Proposal ** is Valid for 60 Days.

Signature: _____ Date: _____

Project Total: \$ 46,704.00

3/21/2008

Sensory Technologies Project: 12210BR

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