Digital Display Solutions, Inc. DBA DTS

EOC Phase I AV Upgrades_Ops_Headend

SAN ANTONIO OFFICE OF EMERGENCY MANAGEMENT

8130 Inner Circle rd
San Antonio, Texas 78235

Revision: 9
Modified: 7/7/2023

Purchase Contract: *DIR* *CPO-5079*

Presented By:

Digital Display Solutions, Inc. DBA DTS

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San Antonio, Texas 78216 United States
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On behalf of the Digital Technology Solutions (DTS) team, we would like to thank you for the opportunity to be considered for this project. For 21 years, DTS *(DDS-AV)* has been providing professional technology system design and integration services for corporate, government, and higher-education clients throughout South Texas.

As DTS takes a tremendous amount of pride in addressing all projects with a high level of detail and accuracy, we are appreciative of your time and patience during our design processes. Our goal is to always take the time to best understand our client's technology needs as well as the environment in which these solutions will be utilized. Offering vetted design processes, DTS is proud and honored to have the opportunity to present you with the following proposal offering.

In the course of proposal review, should you have any questions, or if we may have the opportunity to visit in review of our proposal offering, please do not hesitate to contact us. From the DTS team, thank you for your time and consideration of our professional services.

SCOPE OF WORK:

OVERVIEW

This scope of work details Phase I of a two-phase project to upgrade audiovisual systems at the City of San Antonio Emergency Operations Center. Phase I includes strategic upgrades to existing system components throughout the facility, to include digital signage in the lobby, several camera and projector replacements, conferencing upgrades and replacement of the Assistive Listening System. Additionally, the Operations Center will be upgraded to a fiber-based Crestron NVX AV switching platform and the existing video wall in the will be replaced with a high-resolution direct view LED wall. Head end network switches supporting the Ops NVX system will be upgraded to fiber units.

DTS will perform the following work:

FRONT LOBBY

Digital Signage

- The four current displays and mounts to be deinstalled and turned over to client
- Four 50" LG LED displays to be installed side-by-side on a menu board-style mount, to

ensure accurate leveling and ease of servicing
- Four BrightSign USDHC digital signage players loaded with 32GB SD cards to be installed behind displays for content management

POLICY ROOM

Control

- A Crestron TSW-770 touch panel to be installed for power, volume, and routing control within the room
- Cat6 cable to be pulled to touch panel location and will connect to a PoE injector to provide power to the touch panel

USB Control

- A Crestron DM-RMC-SCALER-C will be installed to provide USB control to the current ViewSonic interactive display

Conferencing

- A Vaddio AV Bridge to be installed for routing audio and video into Stratosphere PC for soft codec conferencing
- Policy will be connected via fiber to Crestron DM-RMC-SCALER-S in Data Center for transmission of video signal into Stratosphere PC

Testing

- Current fiber cables running between Data Center rack and Policy room rack to be tested for continuity and repaired, if necessary

RMOC

Conferencing

- A Vaddio AV Bridge to be installed for routing audio and video into Stratosphere PC for soft codec conferencing
- RMOC will be connected via fiber to Crestron DM-RMC-SCALER-S in Data Center for transmission of video signal into Stratosphere PC

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OPERATIONS

Cameras

- Three malfunctioning Vaddio cameras to be deinstalled and turned over to client
- Three Lumens PTZ cameras to be installed on Sony wall mounts at same locations and programmed into existing control system

Conferencing

- A Vaddio AV Bridge to be installed for routing audio and video into Stratosphere PC for soft codec conferencing
- Operations will be connected via fiber to Crestron DM-RMC-SCALER-S in Data Center for transmission of video signal into Stratosphere PC

Video Wall

- The current Barco 12-display video wall will be replaced with an Absen direct view LED video wall
    - LED wall will consist of 50 Absen NX Series LED panels with a 1.8 pixel pitch in a 10W x 5H pattern
    - LED wall will have a specialized trim edge to protect the exposed components as well as to add to the aesthetics of the wall
- The current RGB Spectrum processor will be replaced with a Absen processor to support the video wall.

Speakers

- Current in-ceiling speakers to be rewired to provide logical audio zones

Assistive Listening System (ALS)

- The existing ALS will be deinstalled and turned over to the client
- A new Williams AV WaveCAST system to be installed:
    - WaveCAST WAP – Cat6 cable to be pulled to rack for connection to network
    - WaveCAST transmitter in rack
    - 4x Receiver modules
    - 4x Earphones
    - 2x Neckloops

- 1x 4-slot charging base

PUBLIC INFO ROOM

Projector

- Current projector to be deinstalled and turned over to client
- A new Sharp NEC 6,000 lumen laser projector to be installed in ceiling with a Chief above-grid mounting kit

MEDIA ROOM

Cameras

- Two malfunctioning Vaddio cameras to be deinstalled and turned over to client
- Two Lumens PTZ cameras to be installed on wall mounts at same locations and programmed into existing control system

Head End

Switching

- Crestron NVX card chassis will be rack mounted to support integration of the existing cable TV receivers and Stratosphere PC with the new NVX platform
- Three Netgear M4300 managed fiber switches will be installed to support NVX signal routing
- Note: The existing 48 x 48 matrix switcher will remain in place to support existing DM signal routing until the auxiliary rooms (RMOC, Policy, Public Info, Media) are fully upgraded to NVX fiber in Phase II of this project

GENERAL PROJECT TERMS:

Internet Service Provider and hardware to be the responsibility of the client. As these technology solutions require internet access, adequate bandwidth is imperative to system effectiveness.

Freight expense as quoted is intended as an approximation only. All final freight expense(s) incurred by DTS will be billed accordingly during final client project invoicing.

DTS excludes all electrical and client systems networking scopes of work to include data outlets and

ISP accommodations as this is the responsibility of the client. Additionally, all network wireless attributes such as access points for WIFI are excluded.

The agreed location in which DTS will place our equipment rack must be a ventilated and air-conditioned space to ensure proper equipment operating temperatures. All external to the equipment rack ventilation and cooling systems to be responsibility of the client.

Upon completion of the project, DTS will warrant all labor services provided by DTS for 90 days. Product procured by DTS will hold the manufacturer warranty and will be addressed by DTS in the course of our 90-day labor warranty. Manufacturer warranties do not cover repair, labor, replacement, or removal costs associated with the warrantied products.

Integration services and labor rates have been presented based upon normal business working hours of Monday – Friday, 8:00 AM – 5:00 PM.

Products and pricing as listed herein are valid for a period of **20 business days** from the date of issue by DTS to the client. Following a 20-day period, in the event the client returns an executed copy of this proposal, DTS reserves the right to review all products and pricing with changes potentially resulting. In the event of product or pricing change(s), DTS will reissue a revised proposal for client review and execution.

To proceed with our professional integration services, an executed copy of this proposal must be presented to DTS to commence equipment procurement and installation scheduling. *Payment is to be made according to the proposal payment schedule to include a NET10 payment for equipment delivered and accepted by CoSA representative.*

* A .75% DIR Administrative fee is added to all product using a DIR contract. DIR pricing reflects this fee in the overall price of each piece of equipment. The calculations are made as follows: DIR Price = MSRP*(1-([discount%]/100)]*1.0075.

Thank you for this opportunity to present our thoroughly designed and engineered technology solutions! If we may be of further assistance, please do not hesitate to contact us.

Payment Schedule	Amount	Due Date
Incremental Invoicing As Delivered	$457,397.45	

		MSRP	DIR Price	Price
1	**Absen Custom Video Wal**	**$262,261.14**	$171,748.26	$171,748.26
	1.8mm pitch DVLED panels	Discount %	35.00%	
	Total Size: 8.86' x 31.50'			
	Weight: 1157lbs			
	Resolution: 5120X1440			
	Requirements:			
	AC Outlets: 8 @208V/10A per outlet			
	13 @110V/10A			
20	**Crestron Electronics DM-NVX-360**	**$2,277.00**	$1,330.57	$26,611.40
	DM NVX 4K60 4:4:4 HDR Network AV Encoder/Decoder	Discount %	42.00%	
20	**Crestron Electronics SFP-1G-BX-D**	**$264.00**	$154.27	$3,085.40
	SFP Transceiver Module for DM-NVX Series, Simplex Single-Mode Fiber, 1490/1310 nm, Downlink	Discount %	42.00%	

EOC: Video Wall Total		**$201,445.06**

		MSRP	DIR Price	Price
4	**BrightSign HD1025** Expanded I/O Player	**$600.00** Discount %	$483.60 20.00%	$1,934.40
4	**BrightSign USDHC-32C10-1** 32GB Class 10 MICRO SD Card	**$42.00** Discount %	$38.08 10.00%	$152.32
1	**Chief LWM4X1U** MENU-BOARD WALL MOUNTED 4 WIDE LANDS	**$2,076.00** Discount %	$1,359.52 35.00%	$1,359.52
4	**LG 50UR640S9UD** 50'' Smart LED-LCD TV - 4K UHDTV - TAA Compliant - LED Backlight - 3840 x 2160 Resolution SIMPLE EDITOR WIFI 120HZ HDMI 3YR	**$1,033.00** Discount %	$832.60 20.00%	$3,330.40
4	**Liberty HDPMM03F** 3' Premium High Speed HDMI Cables with Ethernet - 18 Gig 4K@60Hz	**$19.54** Discount %	$11.81 40.00%	$47.24

EOC: Lobby Total	**$6,823.88**

		MSRP	DIR Price	Price
4	**Binary B6-4K2-2** B6 Series 4K Ultra HD Premium Certified High Speed HDMI Cable with GripTek 2m	**$54.95** Discount %	$33.22 40.00%	$132.88
20	**Cleerline SSF-LC-MMFPC-10** Multimode Ultra Polished Connector - Pack of 10	**$10.50** Discount %	$126.95 40.00%	$2,539.00
4	**Crestron Electronics DM-NVX-360** DM NVX 4K60 4:4:4 HDR Network AV Encoder/Decoder	**$2,277.00** Discount %	$1,330.57 42.00%	$5,322.28
1	**Crestron Electronics DM-RMC-4KZ-SCALER-** Digitalmedia 8G+ 4K60 4:4:4 HDR Receiver And Room Controller With Scaler	**$1,980.00** Discount %	$1,157.01 42.00%	$1,157.01
4	**Crestron Electronics SFP-1G-BX-D** SFP Transceiver Module for DM-NVX Series, Simplex Single-Mode Fiber, 1490/1310 nm, Downlink	**$264.00** Discount %	$154.27 42.00%	$617.08
1	**Crestron Electronics TSW-1070-B-S** 10.1" Wall Mount Touch Screen, Black Smooth	**$3,080.00** Discount %	$1,799.80 42.00%	$1,799.80
2	**Hosa Technology NC3MX** Neutrik XLR3M Connector	**$8.70** Discount %	$5.26 40.00%	$10.52
100	**Liberty 22-2C-PSH-BLK** Black Audio and control 22 AWG 1 pair shielded plenum	**$0.01** Discount %	$0.16 40.00%	$16.00
150	**Liberty 24-4P-L5-EN-BLK** Black Category 5e U/UTP EN series 24 AWG 4 pair unshielded cable	**$0.00** Discount %	$0.14 40.00%	$21.00

Qty	Item	Price	Discount	Ext. Price
1	**Liberty E-USBAB-6** 6' USB 2.0 A male to B male	**$6.22** Discount %	$3.76 40.00%	$3.76
1	**Liberty HDPMM06F** 6' Premium High Speed HDMI Cables with Ethernet - 18 Gig 4K@60Hz	**$22.74** Discount %	$13.75 40.00%	$13.75
1	**Vaddio 999-8210-000** AV Bridge System	**$2,510.00** Discount %	$1,770.18 30.00%	$1,770.18
2	**Wirepath PLUG-RJ45-CLR** RJ45 Connectors for Cat5e Wire	**$20.69** Discount %	$0.25 40.00%	$0.50

EOC: Policy Total	**$13,403.76**

		MSRP	DIR Price	Price
3	**Binary B6-4K2-2** B6 Series 4K Ultra HD Premium Certified High Speed HDMI Cable with GripTek 2m	**$54.95** Discount %	$33.22 40.00%	$99.66
3	**Crestron Electronics DM-NVX-360** DM NVX 4K60 4:4:4 HDR Network AV Encoder/Decoder	**$2,277.00** Discount %	$1,330.57 42.00%	$3,991.71
3	**Crestron Electronics SFP-1G-BX-D** SFP Transceiver Module for DM-NVX Series, Simplex Single-Mode Fiber, 1490/1310 nm, Downlink	**$264.00** Discount %	$154.27 42.00%	$462.81
2	**Hosa Technology NC3MX** Neutrik XLR3M Connector	**$8.70** Discount %	$5.26 40.00%	$10.52
100	**Liberty 22-2C-PSH-BLK** Black Audio and control 22 AWG 1 pair shielded plenum	**$0.01** Discount %	$0.16 40.00%	$16.00
1	**Liberty E-USBAB-6** 6' USB 2.0 A male to B male	**$6.22** Discount %	$3.76 40.00%	$3.76
1	**Liberty HDPMM06F** 6' Premium High Speed HDMI Cables with Ethernet - 18 Gig 4K@60Hz	**$22.74** Discount %	$13.75 40.00%	$13.75
2	**NETGEAR GSM4352PA-100NES** 48x1G PoE+ 480W, 2x10G, 2xSFP+ Managed Switch (Americas, Europe)	**$3,993.42** Discount %	$2,414.02 40.00%	$4,828.04
1	**Vaddio 999-8210-000** AV Bridge System	**$2,510.00** Discount %	$1,770.18 30.00%	$1,770.18

		MSRP	DIR Price	Price
14	**Crestron Electronics DM-NVX-360** DM NVX 4K60 4:4:4 HDR Network AV Encoder/Decoder	**$2,277.00** Discount %	$1,330.57 42.00%	$18,627.98
14	**Crestron Electronics SFP-1G-BX-D** SFP Transceiver Module for DM-NVX Series, Simplex Single-Mode Fiber, 1490/1310 nm, Downlink	**$264.00** Discount %	$154.27 42.00%	$2,159.78
2	**Hosa Technology NC3MX** Neutrik XLR3M Connector	**$8.70** Discount %	$5.26 40.00%	$10.52
1	**Liberty 152G6S0015** CAT6A STP Patch Cable 15' Blk	**$26.52** Discount %	$16.03 40.00%	$16.03
100	**Liberty 22-2C-PSH-BLK** Black Audio and control 22 AWG 1 pair shielded plenum	**$0.01** Discount %	$0.16 40.00%	$16.00
150	**Liberty 24-4P-P-L6-EN-BLK-BX** Black Category 6 U/UTP EN series 23 AWG 4 pair Unshielded Cable	**$0.00** Discount %	$0.44 40.00%	$66.00
1	**Liberty E-USBAB-6** 6' USB 2.0 A male to B male	**$6.22** Discount %	$3.76 40.00%	$3.76
1	**Liberty HDPMM06F** 6' Premium High Speed HDMI Cables with Ethernet - 18 Gig 4K@60Hz	**$22.74** Discount %	$13.75 40.00%	$13.75
3	**Lumens VC-A71PW** 4K 60fps IP PTZ Camera - White	**$5,176.00** Discount %	$3,128.89 40.00%	$9,386.67

			MSRP	DIR Price	Price
1	**Vaddio 999-8210-000**		**$2,510.00**	$1,770.18	$1,770.18
	AV Bridge System		Discount %	30.00%	
1	**Williams AV WF SY5 PRO-4 WAP**		**$2,975.00**	$2,008.20	$2,008.20
	WaveCAST System with 4 Receivers and WAP		Discount %	32.00%	
2	**Wirepath PLUG-RJ45-CAT6**		**$94.95**	$0.54	$1.08
	RJ45 Connectors for Cat6 Wire		Discount %	40.00%	

EOC: Operations Total	**$34,079.95**

EOC: Public Info

			MSRP	DIR Price	Price
1	**Chief SYSAUWP2**		**$807.00**	$528.48	$528.48
	SYSAU PROJECTOR KIT W/ POWER - WHITE		Discount %	35.00%	
1	**Epson Power Lite L735U**		**$4,181.00**	$3,791.12	$3,791.12
	WUXGA, 7000 lumens, 3LCD, WiFi - Black		Discount %	10.00%	

EOC: Public Info Total	**$4,319.60**

		MSRP	DIR Price	Price
1	**Binary B6-4K2-2** B6 Series 4K Ultra HD Premium Certified High Speed HDMI Cable with GripTek 2m	**$54.95** Discount %	$33.22 40.00%	$33.22
1	**Crestron Electronics DM-NVX-360** DM NVX 4K60 4:4:4 HDR Network AV Encoder/Decoder	**$2,277.00** Discount %	$1,330.57 42.00%	$1,330.57
1	**Crestron Electronics SFP-1G-BX-D** SFP Transceiver Module for DM-NVX Series, Simplex Single-Mode Fiber, 1490/1310 nm, Downlink	**$264.00** Discount %	$154.27 42.00%	$154.27
2	**Lumens VC-A71PW** 4K 60fps IP PTZ Camera - White	**$5,176.00** Discount %	$3,128.89 40.00%	$6,257.78
1	**NETGEAR GSM4352PA-100NES** 48x1G PoE+ 480W, 2x10G, 2xSFP+ Managed Switch (Americas, Europe)	**$3,993.42** Discount %	$2,414.02 40.00%	$2,414.02

EOC: Media Total				**$10,189.86**

		MSRP	DIR Price	Price
4	**Crestron Electronics DMF-CI-8** DigitalMedia Card Chassis for DM-NVX-C & DMCF, 8 Slots	**$1,100.00** Discount %	$1,285.57 42.00%	$5,142.28
16	**Crestron Electronics DM-NVX-360C** DM NVX 4K60 4:4:4 HDR Network AV Encoder/Decoder Card	**$247.50** Discount %	$1,157.01 42.00%	$18,512.16
96	**Crestron Electronics SFP-1G-BX-D** SFP Transceiver Module for DM-NVX Series, Simplex Single-Mode Fiber, 1490/1310 nm, Downlink	**$2.75** Discount %	$154.27 42.00%	$14,809.92
1	**Datapath IMAGE4K** 4 channel HDMI 2.0 4K graphics card	**$4,230.00** Discount %	$2,983.21 30.00%	$2,983.21
1	**Datapath RARA01** Pair of rack rails	**$200.00** Discount %	$141.05 30.00%	$141.05
24	**Datapath SFPPLUS10** Aligo spare SFP+ module for 10G optical cable - SFPPLUS10	**$6.67** Discount %	$56.42 30.00%	$1,354.08
1	**Datapath SPKIT1101** Spares kit 1 (air filter, 3 x front fans, 240GB SSD, RPSU module) (VSN1172 / 1182 only)	**$1,380.00** Discount %	$973.25 30.00%	$973.25
6	**Datapath VISIONSCUHD2** 2 channel HDMI 2.0 4K capture card	**$2,865.00** Discount %	$2,020.54 30.00%	$12,123.24
1	**Datapath VSN1172RPSU5YR** Video Wall Processor	**$10,920.00** Discount %	$7,701.33 30.00%	$7,701.33

Qty	Item	MSRP	DIR Price	Price
1	**Datapath WALLCON10STD** License dongle forWallControl 10 standard version	**$3,195.00** Discount %	$2,253.27 30.00%	$2,253.27
68	**Liberty 111S08080091C34** Category 6 Shielded 8P8C RJ45 Plug Bag	**$3.22** Discount %	$2.36 40.00%	$160.48
33	**Liberty 152G6S0007** CAT6A STP Patch Cable 7' Blk	**$16.84** Discount %	$10.18 40.00%	$335.94
6800	**Liberty 24-4P-P-L6SH-BLK** Black Category 6 F/UTP EN Series 23 AWG 4 Pair Shielded Cable Reel	**$6.34** Discount %	$0.59 40.00%	$4,012.00
3	**NETGEAR GSM4352PA-100NES** 48x1G PoE+ 480W, 2x10G, 2xSFP+ Managed Switch (Americas, Europe)	**$3,993.42** Discount %	$2,414.02 40.00%	$7,242.06
2	**NETGEAR M4300-48XF** 48xSFP+ and 2x10G (shared) Managed Switch	**$6,629.71** Discount %	$4,007.66 40.00%	$8,015.32

| **EOC: Head End Total** | | | | **$85,759.59** |

General and Administrative

Qty	Item	MSRP	DIR Price	Price
1	**DTS Special Item Delivery**	**$0.00** Discount %	$3,810.00 0.00%	$3,810.00

| **General and Administrative Total** | | | | **$3,810.00** |

Project Subtotal:	$371,028.13

Equipment:	$371,028.13
Installation Labor:	$93,879.70
Labor Discount:	($7,510.38)
Grand Total:	**$457,397.45**

Client: **Christopher Stokes**   **Date**

Contractor: **Digital Display Solutions, Inc. DBA DTS**   **Date**