



Staff Report

Date: March 21, 2024

Subject: Evolutions Plaza Camera and Network Upgrades

Attachments: Quotes attached.

Background:

At the September 27, 2023, Board meeting, a public comment prompted discussion regarding the need for working security cameras at the Evolutions Plaza, this, as well as concerns with the outdated cabling and network capabilities at the Evolutions plaza prompted a directive from the Board for District staff to obtain quotes for installation of updated cameras and associated necessary cabling and network upgrades. At the November 29, 2023, Board meeting, discussion occurred regarding capital expenditures to upgrade cameras, network cabling and Wi-Fi capabilities at the Evolutions Plaza. Discussion included acknowledgement of the need to obtain additional quotes for this project, which have now been obtained and prepared for review and possible action by the Board.

Quote Comparison:

Multiple quotes for camera upgrades and cabling upgrades have been obtained. Quotes also obtained for upgrades to the conference room, which will facilitate the ability to hold Board meetings in that room. A quote for the labor and equipment necessary to complete network upgrades was also obtained from our contracted network services provider E.M.D. As required, the camera, cabling, and conference room upgrade quotes include prevailing wage labor rates.

Quote comparison listed below:

Ledger: ✓ = Recommended C = Meets Criteria NC = Does not meet Criteria NR = No Response

Network Upgrades

	CONTRACTOR	TOTAL COST
✓	EMD Networking Services	\$9,204.40

Camera Upgrades

	CONTRACTOR	STATUS	RECURRING LICENSE TERM	LICENSE COST	TOTAL COST
	Metro Networks (Turing)	C	3 Yrs.	\$7,690.00 <i>(\$3,186.33/year – 1st year free)</i>	\$27,552.00
✓	Verkada	C	3 Yrs.	\$8,237.40 <i>(\$2,745.80 /year)</i>	\$29,561.60
	EAVL (Alibi)	C	N/A	N/A	\$33,000.00
	Verkada	C	5 Yrs.	\$13,487.40 <i>(\$2,697.48 /year)</i>	\$34,811.60
	Johnson Controls	C	N/A	N/A	\$69,880.00
	Westcom Systems (Turing)	NR			



Camera Installation and Cabling Upgrades

	CONTRACTOR	STATUS	TOTAL COST
	Metro Networks	C	\$41,101.54
✓	SafeHouse	C	\$42,110.00
	EAVL	C	\$45,000.00
	Johnson Controls	C	\$51,150.00
	Westcom Systems	NR	

Conference Room Upgrades

	CONTRACTOR	STATUS	TOTAL COST
	Metro Networks	C	\$1,721.00
	EAVL Option 1	C	\$50,467.59
	EAVL Option 2	C	\$47,299.89

Total: **\$77,857.94 - \$135,519.01**

Example options:

1. Metro Turing, Metro Conf, Metro Cable, EMD Equipment - Total: **\$77,857.94**
2. Verkada 3-yr, **No Conf**, SafeHouse Cable, EMD Equipment - Total: **\$ 80,876.00**
3. Verkada 3-yr, **No Conf**, EAVL Cable, EMD Equipment – Total: **\$ 83,766.00**
4. Verkada 5-yr, **No Conf**, SafeHouse Cable, EMD Equipment - Total: **\$ 86,126.00**
5. EAVL Cameras, **No Conf**, EAVL Cable, EMD Equipment – Total: **\$87,204.40**
6. Verkada 5-yr, **No Conf**, EAVL Cable, EMD Equipment – Total: **\$ 89,016.00**
7. JC Cameras, **No Conf**, JC Cabling, EMD Equipment - Total: **\$ 130,234.00**
8. Verkada 3-yr, EAVL Conf 01, EAVL Cable, EMD Equipment - Total: **\$134,233.59**
9. EAVL Cameras, EAVL Conf 02, EAVL Cable, EMD Equipment - Total: **\$135,519.00**

Recommendation:

It is our recommendation that the Board approve the following quotes:

- Network Upgrades – EMD Networking Services **\$9,204.40**
 - Camera Upgrades – Verkada (3 Year Term) **\$29,561.60**
 - Camera Installation and Cabling Upgrades – SafeHouse **\$42,110.00**
 - Conference Room Upgrades – No approval recommended at this time, seek additional quotes.
- Total: \$ 80,876.00**

The information presented in this report has been gathered/produced by District staff, and reviewed by/with the following consultant(s):

- Legal Review
- Financial Review
- Other: Reviewed with EMD Networking Services



Anticipated cumulative cost comparison (Turing v. Verkada)

	License Cost Per Year	Term	Initial Cost (Equipment and Initial License Term)	Cumulative Cost* <i>(includes initial cost)</i>		
				6 Years	12 Years	18 Years
Turing	\$ 3,186.33	3 Years	\$ 27,552.00	\$ 37,397.76	\$ 57,984.26	\$ 79,824.48
Verkada	\$ 2,745.80	3 Years	\$ 29,561.60	\$ 38,046.12	\$ 55,786.41	\$ 74,607.08

**Calculated with 3% increase per term*



EXPERIENCE THE EMD WAY!

We have prepared a quote for you

TLHCD Networking Equipment Quote

Quote # 014371
Version 1

Prepared for:

Tulare Local Health Care District

Randy Dodd
rdodd@tulareregional.org

Networking Equipment

Description	Price	Qty	Ext. Price
48 Ports - Manageable - Gigabit Ethernet, 10 Gigabit Ethernet - 1000Base-T, 10GBase-X - 2 Layer Supported - Modular - 76.22 W Power Consumption - 740 W PoE Budget - Optical Fiber, Twisted Pair - PoE Ports - Rack-mountable - Lifetime Limited Warranty	\$2,219.00	2	\$4,438.00
10GBASE-SR SFP+ 850nm 300m DOM Duplex LC MMF Transceiver Module	\$49.00	4	\$196.00
CyberPower Smart App LCD UPS Systems - 500VA/300W, 120 VAC, NEMA 5-15P, 1U, Rackmount, 6 Outlets, LCD, PowerPanel® Business, \$300000 CEG, 3YR Warranty	\$229.00	1	\$229.00
CyberPower CyberPower Cloud Monitoring Card - Black 3YR Warranty - Hardware & Accessories	\$82.00	1	\$82.00
Ubiquiti UniFi 6 Professional U6 Pro Dual Band 802.11ax 5.30 Gbit/s Wireless Access Point - Indoor - 2.40 GHz, 5 GHz - Internal - MIMO Technology - 1 x Network (RJ-45) - Gigabit Ethernet - 13 W - Wall Mountable, Ceiling Mountable - IP54	\$199.00	10	\$1,990.00
Ubiquiti UniFi Cloud Key Gen2 Plus Packet Capture/Analysis Device	\$247.00	1	\$247.00
Tripp Lite Cat5e 350 MHz Molded (UTP) Ethernet Cable (RJ45 M/M) PoE Blue 2 ft. (0.61 m) - Blue	\$4.00	100	\$400.00
Tripp Lite Cat5e 350 MHz Molded (UTP) Ethernet Cable (RJ45 M/M) PoE Blue 1 ft. (0.31 m) - 1ft - 1 x RJ-45 Male - 1 x RJ-45 Male - Blue	\$3.50	30	\$105.00

Subtotal: \$7,687.00

Labor - See PDF for Details

Description	Price	Qty	Ext. Price
This labor amount is an ESTIMATE, and not a fixed quote. This is simply to give you an idea of how much labor we estimate on this project. The actual labor amount when done, may be more or less than this amount.	\$864.00	1	\$864.00
Physically install both switches, fiber cables, UPS/card, and configure. Add and cleanup all cabling in MDF. Install Cloud key/mounting kit, configure, and test.			

Labor - See PDF for Details

Description	Price	Qty	Ext. Price
*EAVL to: Install all access points. Run fiber pairs from MDF to IDF.			
		Subtotal:	\$864.00

TLHCD Networking Equipment Quote



Prepared by:
EMD Networking Services, Inc.
Christopher Pettibone
559-636-7000 x1011
chrisp@emdnet.com

Prepared for:
Tulare Local Health Care District
842 N Gem BLDG MAIN RM TELCO FLR 1
Tulare, CA 93274
Randy Dodd
15596853465
rdodd@tulareregional.org

Quote Information:
Quote #: 014371
Version: 1
Delivery Date: 11/29/2023
Expiration Date: 12/27/2023

Quote Summary

Description	Amount
Networking Equipment	\$7,687.00
Labor - See PDF for Details	\$864.00
Subtotal: \$8,551.00	
Tax: \$653.40	
Total: \$9,204.40	

This Quote is governed under the provisions of the Master Services Agreement (“MSA”) and is also further defined by the conditions and provisions of the statement of services (“Services Guide”). Both of these documents are located at https://www.emdnet.com/msa_sg. The MSA and Services Guide contain important provisions related to the Services (including payment and auto-renewal terms), and by agreeing to this Quote, you agree to the provisions of the MSA and the Services Guide. If you cannot access the MSA or Services Guide, or if you have any questions about those documents, then please do not sign this Quote and contact us for further information.

Thank you for your order. Your electronic signature, per the Electronic Signature Act, is considered equivalent to your signed and faxed signature, and allows you to accept and place your order. A copy of this acceptance and the attached quote or proposal document will be sent to your email address to complete your order acceptance. You are NOT required to electronically sign your order, and you may fax or scan/email your signed order to us if you prefer. Due to the current computer chip shortage, some hardware prices are subject to change without notice. Once the quote is approved we will notify you immediately if the price, or availability changes when we place the order. Taxes, shipping, handling and other fees may apply. We reserve the right to cancel orders arising from pricing or other errors. Unless specifically quoted, and delivery and installation labor will be charged by the hour at our normal hourly rates. A deposit equaling 80% of the product total is required prior to the ordering of services or hardware. Please do not use a credit card for any transactions over \$1000. Also we’re happy to help you dispose of old computers when applicable, however there is a recycling fee that we must pay if we take them, and there is labor needed to remove the hard drive(s) and destroy them so your data is secure. Our fee for taking care of this is \$30 per computer. For Total Care+ customers that fee is reduced to \$15. To allow us to pay our vendors, we may invoice some or all of the delivered product before the labor portion is complete. Customer agrees to pay for product invoices within 30 days regardless if installation is complete. Labor will not be billed until installation is complete. Unless otherwise specified, all new computers sold by EMD have a 1 year parts and labor warranty (if manufacturers warranty is longer than 1 year, EMD will replace the part but labor will be charged).EMD reserves the right to charge a re-stocking fee in the event that a product is returned, and the vendor does not accept the return for whatever reason.

EMD Networking Services, Inc.

Signature: Christopher Pettibone
Name: Christopher Pettibone
Title: Sales Manager
Date: 11/29/2023

Tulare Local Health Care District

Signature: _____
Name: Randy Dodd
Date: _____



406 E 3rd Ave
San Mateo, CA 94401

Quote Number : 00555537
Expiration Date : 4/19/2024

Verkada Information

Account Executive Peter Boos Created Date 3/20/2024
peter.boos@verkada.com Payment Terms Net 30

Address Information

Bill To 1130 S Ben Maddox Way Ship To 869 N Cherry St
Visalia, CA 93292 Tulare, 93274
US US
Shipping Method Ground

Reseller & End Customer Details

Reseller EMD Networking Services Inc End Customer Evolutions Gym

Model	Description	List Price	Discount (%)	Unit Price	Quantity	Total Price
CD52-256-HW	CD52 Indoor Dome Camera, 256GB, 30 Days Max	\$1,199.00	40	\$719.40	12	\$8,632.80
CD42-256-HW	CD42 Indoor Dome Camera, 256GB, 30 Days Max	\$999.00	40	\$599.40	1	\$599.40
CF81-30E-HW	CF81-E Outdoor Fisheye Camera, 512GB, 30 Days Max	\$1,999.00	40	\$1,199.40	4	\$4,797.60
CD52-256E-HW	CD52-E Outdoor Dome Camera, 256GB, 30 Days Max	\$1,399.00	40	\$839.40	1	\$839.40
CH52-1TBE-HW	CH52-E Outdoor Multisensor Camera, 1TB, 30 Days Max	\$3,599.00	40	\$2,159.40	2	\$4,318.80
CB62-512E-HW	CB62-E Outdoor Bullet Camera, 512GB, 30 Days Max	\$1,799.00	40	\$1,079.40	1	\$1,079.40
ACC-MNT-CORNER-1	Corner Mount	\$199.00	40	\$119.40	2	\$238.80
ACC-MNT-XLARM-1	Large Arm Mount (PTZ)	\$159.00	40	\$95.40	1	\$95.40
ACC-MNT-8	Pendant Cap Mount	\$69.00	40	\$41.40	1	\$41.40
ACC-MNT-7	Angle Mount	\$149.00	40	\$89.40	3	\$268.20
LIC-CAM-3Y	3-Year Camera License	\$549.00	40	\$329.40	19	\$6,258.60
LIC-CH52-3Y	3-Year CH52 Multisensor Camera License	\$1,649.00	40	\$989.40	2	\$1,978.80

following consultant(s):



406 E 3rd Ave
San Mateo, CA 94401

Quote Number : 00555537
Expiration Date : 4/19/2024

Total Price	\$29,148.60
Shipping & Handling	\$413.00
Grand Total	\$29,561.60

Verkada offers pay over time options for end customers and resellers - reach out to your Verkada account executive or paymentplans@verkada.com to learn more

Additional details

- Verkada products come with up to 10-year hardware warranty.
- Verkada software licenses include:
 - Unlimited users and access across web and mobile platforms
 - Unlimited cloud archiving of video clips
 - Automatic firmware and cloud software updates
 - Verkada customer support (available via phone, email, and live chat within Verkada Command).

Terms

1. All Verkada sales must be through an authorized Verkada partner.
2. Sales tax is not included unless otherwise specified.
3. The fees set forth above are exclusive of import duties, taxes and fees, where applicable.
4. Unless otherwise noted, all currency values are in USD.
5. Shipping and Handling subject to change based on shipping rates at time of order.
6. For simplicity, the Discount is rounded to the nearest percentage.
7. All use of the products will be subject to [Verkada's End User Agreement](#)



406 E 3rd Ave
San Mateo, CA 94401

Quote Number : 00555487
Expiration Date : 4/19/2024

Verkada Information

Account Executive Peter Boos Created Date 3/20/2024
peter.boos@verkada.com Payment Terms Net 30

Address Information

Bill To 1130 S Ben Maddox Way Ship To 869 N Cherry St
Visalia, CA 93292 Tulare, 93274
US US
Shipping Method Ground

Reseller & End Customer Details

Reseller EMD Networking Services Inc End Customer Evolutions Gym

Model	Description	List Price	Discount (%)	Unit Price	Quantity	Total Price
CD52-256-HW	CD52 Indoor Dome Camera, 256GB, 30 Days Max	\$1,199.00	40	\$719.40	12	\$8,632.80
CD42-256-HW	CD42 Indoor Dome Camera, 256GB, 30 Days Max	\$999.00	40	\$599.40	1	\$599.40
CF81-30E-HW	CF81-E Outdoor Fisheye Camera, 512GB, 30 Days Max	\$1,999.00	40	\$1,199.40	4	\$4,797.60
CD52-256E-HW	CD52-E Outdoor Dome Camera, 256GB, 30 Days Max	\$1,399.00	40	\$839.40	1	\$839.40
CH52-1TBE-HW	CH52-E Outdoor Multisensor Camera, 1TB, 30 Days Max	\$3,599.00	40	\$2,159.40	2	\$4,318.80
CB62-512E-HW	CB62-E Outdoor Bullet Camera, 512GB, 30 Days Max	\$1,799.00	40	\$1,079.40	1	\$1,079.40
ACC-MNT-CORNER-1	Corner Mount	\$199.00	40	\$119.40	2	\$238.80
ACC-MNT-XLARM-1	Large Arm Mount (PTZ)	\$159.00	40	\$95.40	1	\$95.40
ACC-MNT-8	Pendant Cap Mount	\$69.00	40	\$41.40	1	\$41.40
ACC-MNT-7	Angle Mount	\$149.00	40	\$89.40	3	\$268.20
LIC-CAM-5Y	5-Year Camera License	\$899.00	40	\$539.40	19	\$10,248.60
LIC-CH52-5Y	5-Year CH52 Multisensor Camera License	\$2,699.00	40	\$1,619.40	2	\$3,238.80



406 E 3rd Ave
San Mateo, CA 94401

Quote Number : 00555487
Expiration Date : 4/19/2024

Total Price	\$34,398.60
Shipping & Handling	\$413.00
Grand Total	\$34,811.60

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Additional details

- Verkada products come with up to 10-year hardware warranty.
- Verkada software licenses include:
 - Unlimited users and access across web and mobile platforms
 - Unlimited cloud archiving of video clips
 - Automatic firmware and cloud software updates
 - Verkada customer support (available via phone, email, and live chat within Verkada Command).

Terms

1. All Verkada sales must be through an authorized Verkada partner.
2. Sales tax is not included unless otherwise specified.
3. The fees set forth above are exclusive of import duties, taxes and fees, where applicable.
4. Unless otherwise noted, all currency values are in USD.
5. Shipping and Handling subject to change based on shipping rates at time of order.
6. For simplicity, the Discount is rounded to the nearest percentage.
7. All use of the products will be subject to [Verkada's End User Agreement](#)

Quote No. 1151

The District

1425 E. Prosperity Ave.
Tulare
California 93274

Date: 03/21/2024

Quote valid until: 03/31/2024

Contact person: Joey Guglielmo

Product name and additional info	Quantity	Price	Sum
<p>Safe House Professional Installation</p> <p>Safe House will provide the following for cameras:</p> <ul style="list-style-type: none"> -Pull (21) Cat6 cable for new Verkada cameras -Mount and angle (21) new Verkada cameras -Create organization in Verkada command and name each device. <p>Safe House will provide the following for access points:</p> <ul style="list-style-type: none"> - Pull (10) Cat6 cable for each access point - Mount (10) access points <p>Safe House will provide the following for fiber:</p> <ul style="list-style-type: none"> - Lay conduit for (1) fiber line - Pull fiber to (2) IDFs <p>If the onsite contact engages the installer with out of scope work additional fees will apply.</p> <p>**lift included**</p> <p>Assumptions:</p> <ul style="list-style-type: none"> **PoE+ port available for each Verkada device **PoE++ port available for Verkada multisensor (2) **Safe House Corp has not been asked to provide network devices. This quote is not inclusive of procuring network devices.** 	1	42,110.00	42,110.00

Subtotal:	42,110.00
Tax:	0.00
Total (USD):	42,110.00

Video Surveillance Project - 3 Year
Quote #006288 v3

Prepared For:
Tulare Local Healthcare District
 Eva Edge
 842 N Gem St
 Tulare, CA 93274

P: (559) 509-2574
 E: EEdge@TulareRegional.org

Prepared By:
Metro Networks, LLC
 Eric Freitas

P: 559-492-5985
 E: efreitas@metronetllc.com

Date Issued:
03.20.2024

Expires:
03.28.2024

Hardware		Price	Qty	Ext. Price
Camera Hardware and Licenses				
TE-AMS5AV2E	Turing TF-AMS5AV2 5MP x 4 Multi-Sensor PTZ Remote Adjustable Camera, Motorized 2.7-13.5mm Lens	\$1,919.00	4	\$7,676.00
TV-CORE3Y	Turing Video Vsaas Core Platform - Subscription - 1 Camera - 3 Year	\$247.00	16	\$3,952.00
TE-PCWM	Turing TP-PCWM Video Wall Mount	\$41.00	4	\$164.00
TP-PCCM	Turing TP-PCCM Video Corner Mount	\$47.00	3	\$141.00
TP-POE65W	Turing Video PoE Injector - 65 W	\$104.00	4	\$416.00
TP-MFD8M28-1Y	Turing Video Smart 8MP 4K Network Camera - Color - Dome - 100m Infrared Night Vision - - 3840 x 2160 - 2.8mm Fixed Lens - 30 fps - CMOS	\$311.00	21	\$6,531.00
TV-CORE1Y	Turing Video SaaS Core Platform - Subscription - 1 Camera - 1 Year	\$89.00	42	\$3,738.00
NVR				
TE-TRMR64RB	Turing Video Smart 64-Channel Performance NVR with Turing Vision Bridge - Network Video Recorder - HDMI - 4K Recording	\$1,982.00	1	\$1,982.00
WD142PURP	WD Purple Pro 14 TB Hard Drive - Internal - SATA	\$369.00	8	\$2,952.00
AirTame				
AT-DG2	Airtame 2 Wireless Device - Make screens smarter with professional digital signage, wireless screen sharing, and remote management subscription of all your Airtame enabled screens simultaneously. Enjoy quick and user-friendly screen sharing from any PC or	\$593.00	1	\$593.00
AT-ETH	Airtame Ethernet Adapter - Micro USB - 1 Port(s) - 1 - Twisted Pair - 10Base-T - Desktop	\$28.00	1	\$28.00
Infrastructure				
ICCMSR4P84	ICC ICCMSR4P84 7' Adjustable Distribution Rack with 4 Posts, 84" H x 19" W x 27-32" D, 45U RMS	\$0.00	1	\$0.00
SRW6UDP	Tripp Lite by Eaton SmartRack 6U Low-Profile Switch-Depth-Plus Wall-Mount Mini Rack Enclosure - For Server - 6U Rack Height x 19" Rack Width x 20.50" Rack Depth - Wall Mountable - Black - Steel - 200 lb Maximum Weight Capacity - 90.70 lb Static/Stationary	\$265.00	1	\$265.00
M-5-IPOJ6-D.N.A-REEL	Berk-Tek Plenum Premises Distribution Cable With Interlocking Armor, Fiber Count: 6, Aqua, MS100R We're estimating a maximum of 1000 feet of fiber, but will only bill for what is installed.	\$1,950.00	1	\$1,950.00

The information presented in this report has been gathered/produced by following consultant(s)

Hardware		Price	Qty	Ext. Price
95-050-41-X	Corning Unicam High-performance Connector, SC, 50 µm Multimode (OM3/OM4 Compatible), Ceramic Ferrule Corning Unicam High-performance Connector, SC, 50 µm Multimode (OM3/OM4 Compatible), Ceramic Ferrule	\$20.00	24	\$480.00
5F100-2QC	Leviton SDX Network Patch Panel - 12 x Duplex - Aqua - Rack-mountable, Wall Mountable	\$100.00	4	\$400.00
5R1UM-F03	Leviton Opt-X 1000i Rack-Mount Enclosures - 1U Rack Height - Rack-mountable - Black Powder Coat - Steel	\$218.00	3	\$654.00
INF_MISC	Miscellaneous Parts and Hardware	\$1,500.00	1	\$1,500.00
		Subtotal		\$33,422.00

Services		Price	Qty	Ext. Price
INF_CABLE-1D	Metro Networks Inc - Cable Drop - Includes all Materials and Services - Camera Cables Metro Networks Inc - Cable Drop - Includes all Materials and Services - Labor Included is Prevailing Wage	\$285.00	25	\$7,125.00
INF_CABLE-1D	Metro Networks Inc - Cable Drop - Includes all Materials and Services - Data Cables Metro Networks Inc - Cable Drop - Includes all Materials and Services - Labor Included is Prevailing Wage Original quote was for 10, that counted changed to 30 with EMD's new office plan	\$285.00	30	\$8,550.00
INF_SERVICE	Metro Networks Inc - Infrastructure Labor Services - \$125 Per Hour Prevailing Wage	\$125.00	104	\$13,000.00
Shipping	Shipping - Fed Ex Ground Shipping - Fed Ex Ground	\$15.00	1	\$15.00
TRIP_CHARGE	Trip Charge - For onsite visit more than 30 minutes travel time (10 Days) Trip Charge - For onsite visit more than 30 minutes travel time	\$65.00	10	\$650.00
INF_LIFT	Misc Items - Lift - 33ft Knuckle Boom - 2 Week Rentals, with Delivery and Pickup	\$2,800.00	1	\$2,800.00
		Subtotal		\$32,140.00

Quote Summary	Amount
Hardware	\$33,422.00
Services	\$32,140.00
Subtotal:	\$65,562.00
Estimated Tax:	\$3,091.54
Total:	\$68,653.54

Taxes, shipping, handling and other fees may apply. We reserve the right to cancel orders arising from pricing or other errors.



Acceptance

Metro Networks, LLC

Tulare Local Healthcare District

Eric Freitas

Signature / Name

03/20/2024

Date

Signature / Name

Initials

Date

PROPOSAL

Tulare Local Healthcare District
Evolutions Camera System,
fiber, IDF Cabinet, Wifi
BUDGET

Client / Location: Tulare Local Healthcare District
P.O Box 1136
Tulare, Ca. 93275-1136

Contact: Eva Edge
Eedge@tulareregional.org
1-559-656-1301

Johnson Controls: Direct to Tulare Local Healthcare District

Site: Evolutions
1425 E. Prosperity Ave
Tulare, Ca. 93274

Project Description:

Johnson Controls shall remove and replace existing camera system. Provide, Install, terminate fiber from IDF to MDF. Johnson Controls shall provide and install new Wall Mounted IDF Cabinet. I will provide a budget for Wi-Fi This is budget based upon final design. Final pricing to be determined by final design for WiFi

JCI Base Scope of Work:

Johnson Control shall provide multi-sensor and single camera from Hanwha JCI shall provide and install Qumulex NVR with 30days storage with 15 Fps. Fiber will be provided and pulled from 1st Floor IDF to MDF on 2nd floor. New Wall mounted IDF cabinet with 24 Port switch, 24 Port Patch Panel, 3 foot patch cord Johnson Controls shall provide/pull cable, remove/replace existing cameras, programming, testing, training, drawings/data submittals, project management.

Owner:

Tulare healthcare local district would be responsible for 120vac

Bill of Materials / Equipment Provided by Johnson Controls, Inc.- JCI

SCOPE OF WORK: CAMERA SYSTEM

Remove/replace/add Hanwha Cameras
Provide and Install Qumulex
Programming
Testing
Drawings/Data Submittals
2 Hours of Training

Investment Schedule- Low Voltage Systems

Budget Camera system:	\$ 69,880.00
Budget Fiber	\$ 8,370.00
Budget IDF Cabinet	\$ 7,780.00
Budget WiFi	\$ 35,000.00

SCOPE OF WORK: FIBER

Provide, pull, test 1- 6 strand multi-Mode 50 micron fiber from IDF to MDF
 Provide and Install 12 Port Patch Panel
 Provide and Install 6-Patch Cords
 Provide, install, terminate 12-Sc Connectors
 Drawings and Data Submittals

SCOPE OF WORK: IDF CABINET

Provide and Install Wall Mounted Cabinet
 Provide and Install Power Supply/strip
 Provide and Install 1-48 Port Patch panel
 Provide and Install 24-3 Foot Patch Cords
 Provide 1-24 Port switch-Programming by owner

Exceptions and Clarifications

1. Any work to be done on weekends, afterhours, holidays
2. All door hardware (electrical and mechanical) provided and installed by others.
3. Preexisting conditions
4. Not responsible for any tying into any other system
5. Network Connectivity including all materials and connections provided and installed by others.
6. Power, including but not limited to 120VAC with connections provided and installed by others.
7. Painting, patching and any wall and ceiling repairs to be provided by others.
8. Customer Responsible to provide IP scheme to put on network prior to beginning work.
9. Due to supply chain disruption and availability, delivery and lead times will not be provided until a PO and architectural approval is issued. Once this is completed the material will be ordered and only at that time can a lead time be provided. The lead time and availability may be changed at any given time based on manufacturer and distribution availability. JCI will not be responsible for any additional costs, any penalties and/or any liquidated damages due to lead times.
10. Demolition
11. Deviation to site conditions
12. Structural Calculations
13. Testing
14. Conduit and Rough-In
15. Patching, painting, Ceiling tile replacement
16. 120 Vac
17. Permits. Bonds, licenses

CUSTOMER APPROVAL:	
Customer Name:	
Signature (*)	
Date:	
<p>* By signing this proposal, you agree to purchase the bill of material as described in this proposal document, pursuant to the attached standard terms and conditions and for the Total Price documented on the above line.</p> <p>Please check the applicable box indicating Customer Purchase Order (PO) Requirements:</p> <p style="text-align: center;"> <input type="checkbox"/> No PO Required <input type="checkbox"/> Single PO Required for Initial Term <input type="checkbox"/> Annual PO Required </p>	

By accepting this proposal, Purchaser agrees to be bound by the following terms and conditions:

SCOPE OF WORK. This proposal is based upon the use of straight time labor only. Plastering, patching and painting are excluded. "in-line" duct and piping devices, including, but not limited to, valves, dampers, humidifiers, wells, taps, flow meters, orifices, etc., if required hereunder to be furnished by Johnson shall be distributed and installed by others under Johnson's supervision but at no additional cost to Johnson. Purchaser agrees to provide Johnson with required field utilities (electricity, toilets, drinking water, project hoist, elevator service, etc.) without charge. Johnson agrees to keep the job site clean of debris arising out of its own operations. Purchaser shall not back charge Johnson for any costs or expenses without Johnson's written consent.

Unless specifically noted in the statement of the scope of work or services undertaken by JCI under this agreement, JCI's obligations under this agreement expressly exclude any work or service of any nature associated or connected with the identification, abatement, clean up, control, removal, or disposal of hazardous or dangerous materials, to include but not be limited to asbestos or PCBs, discovered in or on the premises. Any language or provision of the agreement elsewhere contained which may authorize or empower the purchaser to change, modify, or alter the scope of work or services to be performed by JCI shall not operate to compel JCI to perform any work relating to hazardous or dangerous materials without JCI's express written consent.

INVOICING & PAYMENTS. Johnson may invoice Purchaser monthly for all materials delivered to the job site or to an off-site storage facility and for all work performed on-site and off-site. Ten percent (10%) of the contract price is for engineering, drafting and other mobilization costs incurred prior to installation. This 10% shall be included in Johnson's initial invoice. Purchaser agrees to pay Johnson the amount invoiced upon receipt of the invoice. Waivers of lien will be furnished upon request, as the work progresses, to the extent payments are received. If Johnson's invoice is not paid within 30 days of its issuance, it is delinquent.

MATERIALS. If the materials or equipment included in this proposal become temporarily or permanently unavailable for reasons beyond the control and without the fault of Johnson, then in the case of such temporary unavailability, the time for performance of the work shall be extended to the extent thereof, and in the case of permanent unavailability, Johnson shall (a) be excused from furnishing said materials or equipment, and (b) be reimbursed for the difference between the cost of the materials or equipment permanently unavailable and the cost of a reasonably available substitute thereof.

WARRANTY. Johnson warrants that the equipment manufactured by it shall be free from defects in material and workmanship arising from normal usage for a period of one (1) year from delivery of said equipment, or if installed by Johnson, for a period of one (1) year from installation. Johnson warrants that for equipment furnished and/or installed but not manufactured by Johnson, Johnson will extend the same warranty terms and conditions which Johnson from the manufacturer of said equipment. For equipment installed by Johnson, if Purchaser provides written notice to Johnson of any such defect within thirty (30) days after the appearance or discovery of such defect, Johnson shall, at its option, repair or replace the defective equipment. For equipment not installed by Johnson, if Purchaser returns the defective equipment to Johnson within thirty (30) days after the appearance or discovery of such a defect, Johnson shall, at its option, repair or replace the defective equipment and return said equipment to the Purchaser. All transportation charges incurred in connection with the warranty for equipment not installed by Johnson shall be borne by Purchaser. These warranties do not extend to any equipment which has been repaired by others, abused, altered or misused, or which has not been properly and reasonably maintained. THESE WARRANTIES ARE IN LIEU OF ALL OTHER WARRANTIES, EXPRESS OR IMPLIED, INCLUDING, BUT NOT LIMITED TO, THOSE OF MERCHANTABILITY AND FITNESS FOR A SPECIFIC PURPOSE.

LIABILITY. Johnson shall not be liable for any special, indirect or consequential damages arising in any manner from the equipment or material furnished or the work performed pursuant to this agreement.

TAXES. The price of this proposal does not include duties, sales, use, excise, or other similar taxes, unless required by federal, state or local law. Purchaser shall pay, in addition to the stated price, all taxes not legally required to be paid by Johnson or, alternatively, shall provide Johnson with acceptable tax exemption certificates. Johnson shall provide purchaser with any tax payment certificate upon request and after completion and acceptance of the work.

DELAYS. Johnson shall not be liable for any delay in the performance of the work resulting from or attributed to acts or circumstances beyond Johnson's control, including, but not limited to, acts of God, fire, riots, labor disputes, conditions of the premises, acts or omissions of the Purchaser, Owner or other Contractors or delays caused by suppliers or subcontractors of Johnson.

COMPLIANCE WITH LAWS. Johnson shall comply with all applicable federal, state and local laws and regulations and shall obtain all temporary licenses and permits required for the prosecution of the work. Licenses and permits of a permanent nature shall be procured and paid for by the Purchaser.

DISPUTES. All disputes involving more than \$15,000 shall be resolved by arbitration in accordance with the rules of the American Arbitration Association. The prevailing party shall recover all legal costs and attorney's fees incurred as a result. Nothing here shall limit any rights under construction lien laws.

INSURANCE. Insurance coverage in excess of Johnson's standard limits will be furnished when requested and required. No credit will be given or premium paid by Johnson for insurance afforded by others.

INDEMNITY. The Parties hereto agree to indemnify each other from all liabilities, claims, expenses, losses or damages, including attorney's fees, which may arise in connection with the execution of the work herein specified and which are caused, in whole or in part, by the negligent act or omission of the Indemnifying Party.

OCCUPATIONAL SAFETY AND HEALTH. The Parties hereto agree to notify each other immediately upon becoming aware of an inspection under, or any alleged violation of, the Occupational Safety and Health Act relating in any way to the project or project site.

ENTIRE AGREEMENT. This proposal, upon acceptance, shall constitute the entire agreement between the parties and supersedes any prior representations or understandings.

CHANGES. No change or modification of any of the terms and conditions stated herein shall be binding upon Johnson unless accepted by Johnson in writing.



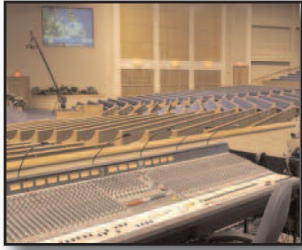
Integrated Systems Proposal

Security Camera System & Equipment Rack Replacement

Evolutions Healthcare

1425 E. Prosperity Ave.
Tulare, CA 93274
(559) 685-3800

Prepared by:
Experience AVL LLC
Rodney Wright
rodney@experienceavl.com
(559) 667-4130



design

The first step in your project is planning. Think about all the possibilities, not only technology needs are... If you can dream it, we can build it.



engineering

With the aid of our electrical, lighting and audio/video engineers, we develop diagrams and detailed layouts for the system. We consider all details, from room and seating arrangements to the selection of equipment, lighting, and safety requirements.



equipment

Your equipment comes from a world class selection of the very finest designs available anywhere. From the smallest component to the largest projection and speaker systems, we sift through literally thousands of products to choose the exact components for your needs.



programming

Before any equipment is installed, it is tested and configured for one-touch operation based on your unique operational design. You'll be able to control your electronic system from any room or anywhere in the world.

installation

Whether you are constructing a new building or adding electronics to a completed one, we ensure the highest level of craftsmanship. Our installation crew is regularly trained and nationally certified by the most respected electronics industry organizations.

support

We pride ourselves on taking care of your system, today and in the future. As a full-service electronics integration company, you can rely on our world class service. Whenever you need us, we'll be there.

Security Camera System

SECURITY CAMERA SYSTEM	QTY
------------------------	-----

Security

Alibi Security ALI-NR321P-8-INS 1
 Alibi Vigilant Performance Series 32-Channel Ultra H.265 NVR

Alibi Security Seagate Skyhawk AI 10TB H 6
 Seagate SkyHawk 10TB 3.5" SATA AI Hard Drive

Alibi Security ALI-FB81-UA 25
 8MP IP Bullet 164 ft IR Starlight 2.8 mm WDR H.265 Camera

Alibi Security ALI-JB05-B-IN 25
 Junction Box

West Penn 4246EZGY1000 12
 West Penn Wire - 4246 4 Pair Cat 6 F/UTP CMR Cable - 1000'

Inhouse 34-35' Articulating Lift 1
 34-35' Articulating Man Lift Electric Narrow

Inhouse Misc Install 1
 Misc. Installation materials and camera mounts, EMT condui

Network

Discount Low Voltage 10 Giga Bit Fiber SFP+ 2
 10 Gigabit Fiber SFP+ Optical Transceiver Module Singlemode

Discount Low Voltage 6 Strand Fiber Opt Indoor 1
 Preterminated fiber optic cable - 6 fiber indoor Singlemode
 Plenum cable terminated with LC connectors

Dynacom Fiber Enclosure - 3 Panel 2
 Dynacom 1U Slide-Out Rackmount Fiber Enclosure - 3 Panel

Dynacom 6 Port (12F) Loaded LC 2
 Dynacom 6 Port (12F) Loaded LC Singlemode Adapter Panel (Blue)

Dynacom Blank Fiber Panel 4
 Dynacom Blank Fiber Enclosure Adapter Panel

West Penn 48 Port Cat 6A Rack panel 3
 48 Port Cat6 Patch Panel

Liberty AV Solutions RJ45 Cat6A ea. 50
 Clear RJ45 Cat6A 10Gig Shielded Connector

Middle Atlantic Products SNE24D-4536-P1 SNE Wide Security Network Enclosure Kit Series 4536	1
Biamp Systems, Inc. Tesira Forte AVB VT4 4 mic/line level inputs with AEC, 4 mic/line level outpts, USB audio, VOIP	1

PROJECT SUMMARY

Equipment Total	\$31,866.72
Programming	\$795.00
Installation Total	\$40,455.00
Design, Project Management	\$750.00
Shipping & Handling	\$2,519.00
Tax	<u>\$2,629.00</u>
TOTAL	\$79,014.72

Product Details



ALI-NR321P-8-INS
Alibi Vigilant Performance Series 32-Channel Ultra H.265 NVR



Seagate Skyhawk AI 10TB H
Seagate SkyHawk 10TB 3.5" SATA AI Hard Drive



ALI-FB81-UA
8MP IP Bullet 164 ft IR Starlight 2.8 mm WDR H.265 Camera



ALI-JB05-B-IN
Junction Box



4246EZGY1000
West Penn Wire - 4246 4 Pair Cat 6 F/UTP CMR Cable - 1000'
23 AWG.- 4 PAIR Solid bare copper conductors, Shielded with an overall jacket.



34-35' Articulating Lift
34-35' Articulating Man Lift Electric Narrow
25-26' Electric Scissor Lift Narrow



10 Giga Bit Fiber SFP+
10 Gigabit Fiber SFP+ Optical Transceiver Module Singlemode



6 Strand Fiber Opt Indoor
Preterminated fiber optic cable - 6 fiber indoor Singlemode
Plenum cable terminated with LC connectors



Fiber Enclosure - 3 Panel
Dynacom 1U Slide-Out Rackmount Fiber Enclosure - 3 Panel



6 Port (12F) Loaded LC
Dynacom 6 Port (12F) Loaded LC Singlemode Adapter Panel (Blue)



Blank Fiber Panel
Dynacom Blank Fiber Enclosure Adapter Panel



48 Port Cat 6A Rack panel
48 Port Cat6 Patch Panel



RJ45 Cat6A ea.
Clear RJ45 Cat6A 10Gig Shielded Connector
Clear RJ45 Cat6A 10Gig Shielded Connector



SNE24D-4536-P1
SNE Wide Security Network Enclosure Kit Series 4536
24W,45SP/36D,DIG ENCL



Tesira Forte AVB VT4

4 mic/line level inputs with AEC, 4 mic/line level outputs, USB audio, VOIP

Fixed I/O DSP with 4 analog inputs, 4 analog outputs, 8 channels configurable USB audio, 128 x 128 channels of AVB, AEC technology (all 4 inputs), 2 channel VoIP, and standard FXO telephone interface

Scope of Work

- Remove current security cameras and obsolete cables.
- Installed conduit to IDF and MDF from camera locations.
- Install Fiber Optic Data cable MDF to IDF
- Install new Cat6 Data cable to each camera location.
- Install new security mounts and cameras at pre-determined locations.
- Install new Network and Security equipment rack.
- Consolidate all network, camera and building audio equipment into new equipment rack.
- Test and confirm each camera for operation.
- Focus and adjust as necessary for each camera.
- Train local staff in the operation of the new security camera system.

Your satisfaction is important to us, and we plan to exceed your expectations!
This proposal is a complete package, including design, wiring, equipment, installation, and coordination of plans with architects, decorators, electricians, and cabinetmakers.

All equipment is warranted by the manufacturers. We guarantee all installation work to be free of defects for a period of one year from installation date. If service is required, we will be happy to provide you with excellent service for your system. Experience AVL LLC assumes no responsibility for damages, either direct or consequential, that may result from accidents associated with the design, installation, and operation of the sound and video equipment listed herein.

Responsibilities of others: High voltage electrical wiring and cabinetry are to be supplied by others. Any 'prewire' locations do not include termination of wiring or wall outlets. Cabinetry must be adequate to fit this equipment and drawings must be submitted for our approval. Media cabinets must provide adequate ventilation to dissipate the heat of electronic equipment. In some cases, quiet fans may be needed for ventilation. Any conduits or trenching required to bury outdoor cabling (including Satellite and Cable Company wiring) are not included and will be provided by others.

Audio Video Manufacturer's regularly update their product offerings. In our efforts to provide you with the very latest technology, we reserve the right to substitute the most up to date models available at the time of installation.

Terms & Acceptance

Terms: 30% with acceptance, 30% at start of project, and balance (40%) upon completion of the installation.

This equipment shall remain the property of Experience AVL until all installation and equipment charges have been paid in full.

Prices contained in this proposal are valid for 30 days. Any changes to this proposal will be submitted in writing for approval.

I accept this proposal and authorize the work to be done and accept responsibility for payments due.

Due to the supply chain issues that have affected all manufacturers. We are not able to give firm delivery times or pricing guarantee beyond 30 days. If this proposal is approved 30 days from the date received, it will need to be requoted.

MANUFACTURER NOTICE:

Due to the current pricing fluctuations and extended lead times, pricing may be subject to change at the time of shipment. We will make every effort to hold pricing, but in the event that we cannot, you will be notified by email or phone and given the option to accept the corrected price or cancel the order.

Initial _____ (acceptance of this contingency)

Rodney Wright
Submitted by Print
Experience AVL LLC

Rodney Wright
Signature

11/21/2023
Date

Accepted by Print

Date

Signature



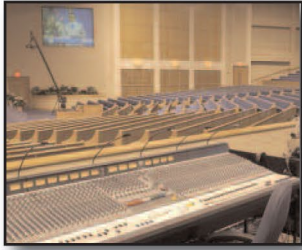
Integrated Systems Proposal

Conference Room AV

Evolutions Healthcare

1425 E. Prosperity Ave.
Tulare, CA 93274
(559) 685-3800

Prepared by:
Experience AVL LLC
Rodney Wright
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design

The first step in your project is planning. Think about all the possibilities, not only technology needs are... If you can dream it, we can build it.



engineering

With the aid of our electrical, lighting and audio/video engineers, we develop diagrams and detailed layouts for the system. We consider all details, from room and seating arrangements to the selection of equipment, lighting, and safety requirements.



equipment

Your equipment comes from a world class selection of the very finest designs available anywhere. From the smallest component to the largest projection and speaker systems, we sift through literally thousands of products to choose the exact components for your needs.



programming

Before any equipment is installed, it is tested and configured for one-touch operation based on your unique operational design. You'll be able to control your electronic system from any room or anywhere in the world.

installation

Whether you are constructing a new building or adding electronics to a completed one, we ensure the highest level of craftsmanship. Our installation crew is regularly trained and nationally certified by the most respected electronics industry organizations.

support

We pride ourselves on taking care of your system, today and in the future. As a full-service electronics integration company, you can rely on our world class service. Whenever you need us, we'll be there.

Experience AVL LLC

116 N Valley Oaks Drive Suite B
 Visalia, CA 93292
 (559) 667-4130
 CSLB # **1085730**

System Design For

Evolutions Healthcare
 1425 E. Prosperity Ave.
 Tulare, CA 93274
 (559) 685-3800

Conference Room AV

BOARD ROOM	QTY
------------	-----

Video

Da-Lite DL14963LS 1
 Tensioned Advantage, 58"x104" Diag. 119" (16:9) HD Parallax 1.0

Eiki International, Inc. EK-700LU 1
 EK-700LU 7,000 Lumens; 5,000,000:1 Contrast; 20,000 Hour Laser

Eiki 0173-4293 1
 Projection Ceiling Mount

Kramer VP-440X 1
 Kramer VP-440X - Video scaler / switcher

Kramer RK-1 1
 19-inch rack adapter

Luxul Luxul XMS-1208P 1
 Luxul 12-Port/8 PoE+ Gigabit Managed Switch

Vaddio RoboShot 12E HDMI 1
 Vaddio RoboShot 12E

Vaddio AV Bridge Mini 1
 AV Bridge Mini HD Audio/Video Encoder

Vaddio Single Rack Mount Kit 1
 Single 1/2 Rack Mounting Kit

West Penn 4246EZBL1000 0.25
 West Penn Wire - 4246 4 Pair Cat 6 F/UTP CMR Cable - 1000'

Liberty AV Solutions RJ45 Cat6A ea. 24
 Clear RJ45 Cat6A 10Gig Shielded Connector Bag (100)

Audio

Biamp Systems, Inc. Tesira Forte AVB VT4 1
 4 mic/line level inputs with AEC, 4 mic/line level outpts, USB audio, VOIP

Biamp Systems, Inc. Parle TCM-XA 1
 Parle TCM-XA ,AVB low-profile ceiling microphone and PoE+

Biamp Systems, Inc. Parle TCM-XEX 1
 Parle Low profile expansion Beamtracking ceiling microphone

Powersoft MEZZO 322 A 1
 2 Channel Compact Install Amplifier 160 watts

Martin Audio Limited C6.8T Two-Way Vented Enclosure Ceiling Mounted Speaker, 150° Dispersion	6
West Penn West Penn 291 West Penn 22 AWG foil shielded Mic/line cable, gray jacketed	0.1
Shure SLXD14-G58 Shure SLX14 Bodypack System	2
Shure SLX24/SM58 SLX24/SM58 Wireless Microphone System	2
Shure UA845UWB UA84-5UWB UHF Antenna Distribution Amplifier 470-952 MHz	1
Shure UA825 Shure UA825 - Antenna cable - 25 ft - BNC to BNC	2
Control	
Kramer SL240C Compact 16-Port Master / Room Controller with PoE	1
Kramer RK-T2B Kramer RK-T2B Rack bracket adapter	1
Apple iPad Air WiFi 10.5" 32GB Apple iPad Air WiFi 10.5" 32GB (Space Gray)	1
Smart;)Things sDock S32Fixed ipad Black Smart;)things sDock s32 Fix Wall Mount for iPad Air 10.9" Black	1
Smart;)Things s26L PoE+D Smart Things Solutions s26L Charger PoE+D lightning	1
Equip. Rack	
Middle Atlantic CFR-8-18 8SP,CABINET FRAME RK,18"D	1
Middle Atlantic QBP-2 QUIET 2 BLWR PNL,1SP BL	1
Middle Atlantic U1V 1SP VENTED UTILITY SHELF	1
Middle Atlantic PD-915R PD-915R 9-Outlets, power conditioner	1
Middle Atlantic HP 100PC 10-32 RACK SCREWS W	1
Experience AVL Misc Install Misc. Installation materials	1

PROJECT SUMMARY

Equipment Total	\$35,563.70
Programming	\$2,185.00
Installation Total	\$7,307.50
Design, Project Management	\$750.00
Shipping & Handling	\$1,727.38
Tax	<u>\$2,934.01</u>
TOTAL	\$50,467.59

Product Details



DL14963LS

Tensioned Advantage, 58"x104" Diag. 119" (16:9) HD Parallax 1.0
Tensioned Advantage, 58"x104" Diag. 119" (16:9) HD Parallax 1.0



EK-700LU

EK-700LU 7,000 Lumens; 5,000,000:1 Contrast; 20,000 Hour Laser



0173-4293

Projection Ceiling Mount
Ceiling Mount



VP-440X

Kramer VP-440X - Video scaler / switcher

The VP-440X is a high-performance presentation scaler / switcher with four HDMI and two computer graphics



RK-1

19-inch rack adapter

19-inch rack adapter for mounting multiple desktop and/or MultiTOOLS models into a 1U rack space.



Luxul XMS-1208P

Luxul 12-Port/8 PoE+ Gigabit Managed Switch

The XMS-1208P is a 12 port/8 PoE+ front-facing rackmount switch that provides silent fan-less operation, 24Gbps switching capacity, Layer 3 static routing, 802.1Q VLAN support with trunking, and QoS prioritization - perfect for security and small business installations. The 8 Gigabit 802.3af/at PoE+ ports and 130W budget provide robust power and simple management for security cameras, VoIP phones, and other PoE powered devices. The two Gigabit Ethernet or two SFP ports can be used for devices or uplinking to other switches.



RoboShot 12E HDMI

Vaddio RoboShot 12E

1920 x 1080 60p Native PTZ Camera, Single 1/2.8" Exmor Sensor, 12x Optical Zoom, Video, Power, Network, and Control, Supports Cable Runs up to 328'



AV Bridge Mini
 AV Bridge Mini HD Audio/Video Encoder



Single Rack Mount Kit
 Single 1/2 Rack Mounting Kit



4246EZBL1000
 West Penn Wire - 4246 4 Pair Cat 6 F/UTP CMR Cable - 1000'
 23 AWG.- 4 PAIR Solid bare copper conductors, Shielded with an overall jacket. APPLICATION:
 Indoor - Category 6 Applications- Ethernet, IP Cameras, Digital Integration, DVI, HDMI Meets or
 exceeds TIA/EIA 568C.2 Category 6 Specifications



RJ45 Cat6A ea.
 Clear RJ45 Cat6A 10Gig Shielded Connector Bag (100)
 Clear RJ45 Cat6A 10Gig Shielded Connector Bag



Tesira Forte AVB VT4
 4 mic/line level inputs with AEC, 4 mic/line level outputs, USB audio, VOIP
 Fixed I/O DSP with 4 analog inputs, 4 analog outputs, 8 channels configurable USB audio, 128 x
 128 channels of AVB, AEC technology (all 4 inputs), 2 channel VoIP, and standard FXO
 telephone interface



Parle TCM-XA
 Parle TCM-XA ,AVB low-profile ceiling microphone and PoE+



Parle TCM-XEX
 Parle Low profile expansion Beamtracking ceiling microphone



MEZZO 322 A
2 Channel Compact Install Amplifier 160 watts
 Amplifier Type - Power Amplifier Rackmountable – Yes Loudspeaker Voltage - 70V Loudspeaker Voltage - 100V Spec Sheet available - Yes



C6.8T
Two-Way Vented Enclosure Ceiling Mounted Speaker, 150° Dispersion
 Two-way high performance flush mounting ceiling speaker
 6.5 inch (165mm) UL94V-0 carbon fibre loaded polypropylene cone bass driver, Very wide dispersion – 150 degree conical up to 7kHz. High & low impedance operation – transformer included 106dB continuous max SPL @ 1 metre



SLXD14-G58
Shure SLX14 Bodypack System
 (1) SLX1 Bodypack Transmitter, (1) SLX4 Diversity Receiver with PS24US (1) Zippered Transmitter Accessory Bag, (2) ¼ Wave Antennas (4) Protective Rubber Bumpers, (1) Single and Dual Rack Mount Kit



SLX24/SM58
SLX24/SM58 Wireless Microphone System
 Shure SLX24/SM58 Includes: (1) SLX4 Diversity Receiver with PS21US power supply, (1) SLX2 Handheld Transmitter with SM58 Microphone, 1/4 Wave Antennas, Single and Dual Rack Mount Kit.



UA845UWB
UA84-5UWB UHF Antenna Distribution Amplifier 470-952 MHz
 The Shure UA845-UWB is a five-way active antenna splitter and power distribution system that distributes a boosted radio-frequency signal from Shure wireless microphone transmitters, to four receivers. Each UA845 allows up to four receivers to use the same antennas.



UA825
Shure UA825 - Antenna cable - 25 ft - BNC to BNC
 Shure UA825 - Antenna cable - 25 ft - BNC to BNC



SL240C
Compact 16-Port Master / Room Controller with PoE



RK-T2B

Kramer RK-T2B Rack bracket adapter

The Kramer Electronics RK-2TB 19" Rack Adapter is a rack adapter designed for mounting up to (2) Kramer MegaTOOLS units in 1U of a standard 19" equipment rack. Move your components to a rack to improve access and management in your setup.



iPad Air WiFi 10.5" 32GB

Apple iPad Air WiFi 10.5" 32GB (Space Gray)



sDock S32Fixed ipad Black

Smart:)things sDock s32 Fix Wall Mount for iPad Air 10.9" Black

Make your iPad a control panel! Wall mount for 10.5" iPads | | The sDock Fix Pro | For permanent installation . - Wall mounts for permanent installations



s26L PoE+D

Smart Things Solutions s26L Charger PoE+D lightning

Power and Data for Apple Lightning devices
Compatible to sDock Fix Serie.



CFR-8-18

8SP,CABINET FRAME RK,18"D

8SP,CABINET FRAME RK,18"D



QBP-2

QUIET 2 BLWR PNL,1SP BL

QUIET 2 BLWR PNL,1SP BL



PD-915R

PD-915R 9-Outlet, power conditioner

9 x NEMA 5-15R - 1.88 kVA - 1U Rack-mountable, 9-Outlet, power conditioner

Scope of Work

- Remove current AV Equipment for rack, and ceiling.
- Install new Video and Audio cables to each new device location.
- Install new In-Ceiling electric screen and controls.
- Install new audio system, DSP mixer, ceiling speakers and wireless microphones.
- Install new wireless microphone antenna system distro and connect each wireless microphone.
- Install new laser projector mount and projector, adjust image for new screen.
- Install Video Conference Camera, and microphones om ceiling.
- Configure and install new wall mounted touch screen controller.
- Confirm operation of video, audio, and control systems.
- Train local staff on the operation of new Conference System.

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Rodney Wright _____

Submitted by Print
Experience AVL LLC

Rodney Wright
Signature

11/21/2023 _____

Date

Accepted by Print

Date

Signature



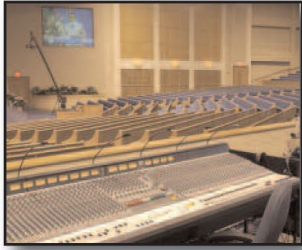
Integrated Systems Proposal

Conference Room AV Op2

Evolutions Healthcare

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Whether you are constructing a new building or adding electronics to a completed one, we ensure the highest level of craftsmanship. Our installation crew is regularly trained and nationally certified by the most respected electronics industry organizations.

support

We pride ourselves on taking care of your system, today and in the future. As a full-service electronics integration company, you can rely on our world class service. Whenever you need us, we'll be there.

Experience AVL LLC

116 N Valley Oaks Drive Suite B
 Visalia, CA 93292
 (559) 667-4130
 CSLB # **1085730**

System Design For

Evolutions Healthcare
 1425 E. Prosperity Ave.
 Tulare, CA 93274
 (559) 685-3800

Conference Room AV Op2

BOARD ROOM	QTY
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Video

Da-Lite Cinema Contour 29966V 1
 Da-Lite cinema Contour 29966V 65" x 116" Dia 133" Parallax Stratos 1.0 Fabric

Eiki International, Inc. EK-700LU 1
 EK-700LU 7,000 Lumens; 5,000,000:1 Contrast; 20,000 Hour Laser

Eiki 0173-4293 1
 Projection Ceiling Mount

Kramer VP-440X 1
 Kramer VP-440X - Video scaler / switcher

Kramer RK-1 1
 19-inch rack adapter

Luxul Luxul XMS-1208P 1
 Luxul 12-Port/8 PoE+ Gigabit Managed Switch

Vaddio RoboShot 12E HDMI 1
 Vaddio RoboShot 12E

Vaddio AV Bridge Mini 1
 AV Bridge Mini HD Audio/Video Encoder

Vaddio Single Rack Mount Kit 1
 Single 1/2 Rack Mounting Kit

West Penn 4246EZBL1000 0.25
 West Penn Wire - 4246 4 Pair Cat 6 F/UTP CMR Cable - 1000'

Liberty AV Solutions RJ45 Cat6A ea. 24
 Clear RJ45 Cat6A 10Gig Shielded Connector Bag (100)

Audio

Biamp Systems, Inc. Tesira Forte AVB VT4 1
 4 mic/line level inputs with AEC, 4 mic/line level outpts, USB audio, VOIP

Biamp Systems, Inc. Parle TCM-XA 1
 Parle TCM-XA ,AVB low-profile ceiling microphone and PoE+

Biamp Systems, Inc. Parle TCM-XEX 1
 Parle Low profile expansion Beamtracking ceiling microphone

Shure SLXD14-G58 2
 Shure SLX14 Bodypack System

Shure SLX24/SM58 SLX24/SM58 Wireless Microphone System	2
Shure UA845UWB UA84-5UWB UHF Antenna Distribution Amplifier 470-952 MHz	1
Shure UA825 Shure UA825 - Antenna cable - 25 ft - BNC to BNC	2
Powersoft MEZZO 322 A 2 Channel Compact Install Amplifier 160 watts	1
Martin Audio Limited C6.8T Two-Way Vented Enclosure Ceiling Mounted Speaker, 150° Dispersion	6
West Penn West Penn 291 West Penn 22 AWG foil shielded Mic/line cable, gray jacketed	0.1
Control	
Kramer SL240C Compact 16-Port Master / Room Controller with PoE	1
Kramer RK-T2B Kramer RK-T2B Rack bracket adapter	1
Apple iPad Air WiFi 10.5" 32GB Apple iPad Air WiFi 10.5" 32GB (Space Gray)	1
Smart;)Things sDock S32Fixed ipad Black Smart;)things sDock s32 Fix Wall Mount for iPad Air 10.9" Black	1
Smart;)Things s26L PoE+D Smart Things Solutions s26L Charger PoE+D lightning	1
Equip. Rack	
Middle Atlantic CFR-8-18 8SP,CABINET FRAME RK,18"D	1
Middle Atlantic QBP-2 QUIET 2 BLWR PNL,1SP BL	1
Middle Atlantic U1V 1SP VENTED UTILITY SHELF	1
Middle Atlantic PD-915R PD-915R 9-Outlets, power conditioner	1
Middle Atlantic HP 100PC 10-32 RACK SCREWS W	1
Experience AVL Misc Install Misc. Installation materials	1

PROJECT SUMMARY

Equipment Total	\$32,378.95
Programming	\$2,185.00
Installation Total	\$7,753.50
Design, Project Management	\$750.00
Shipping & Handling	\$1,561.18
Tax	<u>\$2,671.26</u>
TOTAL	\$47,299.89

Product Details



Cinema Contour 29966V
Da-Lite cinema Contour 29966V 65" x 116" Dia 133" Parallax Stratos 1.0 Fabric



EK-700LU
EK-700LU 7,000 Lumens; 5,000,000:1 Contrast; 20,000 Hour Laser



0173-4293
Projection Ceiling Mount
Ceiling Mount



VP-440X
Kramer VP-440X - Video scaler / switcher
The VP-440X is a high-performance presentation scaler / switcher with four HDMI and two computer graphics



RK-1
19-inch rack adapter
19-inch rack adapter for mounting multiple desktop and/or MultiTOOLS models into a 1U rack space.



Luxul XMS-1208P
Luxul 12-Port/8 PoE+ Gigabit Managed Switch
The XMS-1208P is a 12 port/8 PoE+ front-facing rackmount switch that provides silent fan-less operation, 24Gbps switching capacity, Layer 3 static routing, 802.1Q VLAN support with trunking, and QoS prioritization - perfect for security and small business installations. The 8 Gigabit 802.3af/at PoE+ ports and 130W budget provide robust power and simple management for security cameras, VoIP phones, and other PoE powered devices. The two Gigabit Ethernet or two SFP ports can be used for devices or uplinking to other switches.



RoboShot 12E HDMI
Vaddio RoboShot 12E
1920 x 1080 60p Native PTZ Camera, Single 1/2.8" Exmor Sensor, 12x Optical Zoom, Video, Power, Network, and Control, Supports Cable Runs up to 328'



AV Bridge Mini
 AV Bridge Mini HD Audio/Video Encoder



Single Rack Mount Kit
 Single 1/2 Rack Mounting Kit



4246EZBL1000
 West Penn Wire - 4246 4 Pair Cat 6 F/UTP CMR Cable - 1000'
 23 AWG.- 4 PAIR Solid bare copper conductors, Shielded with an overall jacket. APPLICATION:
 Indoor - Category 6 Applications- Ethernet, IP Cameras, Digital Integration, DVI, HDMI Meets or
 exceeds TIA/EIA 568C.2 Category 6 Specifications



RJ45 Cat6A ea.
 Clear RJ45 Cat6A 10Gig Shielded Connector Bag (100)
 Clear RJ45 Cat6A 10Gig Shielded Connector Bag



Tesira Forte AVB VT4
 4 mic/line level inputs with AEC, 4 mic/line level outputs, USB audio, VOIP
 Fixed I/O DSP with 4 analog inputs, 4 analog outputs, 8 channels configurable USB audio, 128 x
 128 channels of AVB, AEC technology (all 4 inputs), 2 channel VoIP, and standard FXO
 telephone interface



Parle TCM-XA
 Parlé TCM-XA ,AVB low-profile ceiling microphone and PoE+



Parlé TCM-XEX
 Parle Low profile expansion Beamtracking ceiling microphone



SLXD14-G58

Shure SLX14 Bodypack System

(1) SLX1 Bodypack Transmitter, (1) SLX4 Diversity Receiver with PS24US (1) Zippered Transmitter Accessory Bag, (2) ¼ Wave Antennas (4) Protective Rubber Bumpers, (1) Single and Dual Rack Mount Kit



SLX24/SM58

Shure SLX24/SM58 Wireless Microphone System

Shure SLX24/SM58 Includes: (1) SLX4 Diversity Receiver with PS21US power supply, (1) SLX2 Handheld Transmitter with SM58 Microphone, 1/4 Wave Antennas, Single and Dual Rack Mount Kit.



UA845UWB

UA84-5UWB UHF Antenna Distribution Amplifier 470-952 MHz

The Shure UA845-UWB is a five-way active antenna splitter and power distribution system that distributes a boosted radio-frequency signal from Shure wireless microphone transmitters, to four receivers. Each UA845 allows up to four receivers to use the same antennas.



UA825

Shure UA825 - Antenna cable - 25 ft - BNC to BNC

Shure UA825 - Antenna cable - 25 ft - BNC to BNC



MEZZO 322 A

2 Channel Compact Install Amplifier 160 watts

Amplifier Type - Power Amplifier Rackmountable – Yes Loudspeaker Voltage - 70V Loudspeaker Voltage - 100V Spec Sheet available - Yes



C6.8T

Two-Way Vented Enclosure Ceiling Mounted Speaker, 150° Dispersion

Two-way high performance flush mounting ceiling speaker

6.5 inch (165mm) UL94V-0 carbon fibre loaded polypropylene cone bass driver, Very wide dispersion – 150 degree conical up to 7kHz. High & low impedance operation – transformer included 106dB continuous max SPL @ 1 metre



SL240C

Compact 16-Port Master / Room Controller with PoE



RK-T2B

Kramer RK-T2B Rack bracket adapter

The Kramer Electronics RK-T2B 19" Rack Adapter is a rack adapter designed for mounting up to (2) Kramer MegaTOOLS units in 1U of a standard 19" equipment rack. Move your components to a rack to improve access and management in your setup.



iPad Air WiFi 10.5" 32GB
 Apple iPad Air WiFi 10.5" 32GB (Space Gray)



sDock S32Fixed ipad Black
 Smart:)things sDock s32 Fix Wall Mount for iPad Air 10.9" Black
 Make your iPad a control panel! Wall mount for 10.5" iPads | | The sDock Fix Pro | For permanent installation . - Wall mounts for permanent installations



s26L PoE+D
 Smart Things Solutions s26L Charger PoE+D lightning
 Power and Data for Apple Lightning devices
 Compatible to sDock Fix Serie.



CFR-8-18
 8SP, CABINET FRAME RK, 18"D
 8SP, CABINET FRAME RK, 18"D



QBP-2
 QUIET 2 BLWR PNL, 1SP BL
 QUIET 2 BLWR PNL, 1SP BL



U1V
 1SP VENTED UTILITY SHELF
 1SP VENTED UTILITY SHELF



PD-915R
 PD-915R 9-Outlet, power conditioner
 9 x NEMA 5-15R - 1.88 kVA - 1U Rack-mountable, 9-Outlet, power conditioner

Scope of Work

- Remove current AV Equipment for rack, and ceiling.
- Install new Video and Audio cables to each new device location.
- Install new permanent wall mounted video screen.
- Install new audio system, DSP mixer, ceiling speakers and wireless microphones.
- Install new wireless microphone antenna system distro and connect each wireless microphone.
- Install new laser projector mount and projector, adjust image for new screen.
- Install Video Conference Camera, and microphones om ceiling.
- Configure and install new wall mounted touch screen controller.
- Confirm operation of video, audio, and control systems.
- Train local staff on the operation of new Conference System.

Your satisfaction is important to us, and we plan to exceed your expectations!
This proposal is a complete package, including design, wiring, equipment, installation, and coordination of plans with architects, decorators, electricians, and cabinetmakers.

All equipment is warranted by the manufacturers. We guarantee all installation work to be free of defects for a period of one year from installation date. If service is required, we will be happy to provide you with excellent service for your system. Experience AVL LLC assumes no responsibility for damages, either direct or consequential, that may result from accidents associated with the design, installation, and operation of the sound and video equipment listed herein.

Responsibilities of others: High voltage electrical wiring and cabinetry are to be supplied by others. Any 'prewire' locations do not include termination of wiring or wall outlets. Cabinetry must be adequate to fit this equipment and drawings must be submitted for our approval. Media cabinets must provide adequate ventilation to dissipate the heat of electronic equipment. In some cases, quiet fans may be needed for ventilation. Any conduits or trenching required to bury outdoor cabling (including Satellite and Cable Company wiring) are not included and will be provided by others.

Audio Video Manufacturer's regularly update their product offerings. In our efforts to provide you with the very latest technology, we reserve the right to substitute the most up to date models available at the time of installation.

Terms & Acceptance

Terms: 30% with acceptance, 30% at start of project, and balance (40%) upon completion of the installation.

This equipment shall remain the property of Experience AVL until all installation and equipment charges have been paid in full.

Prices contained in this proposal are valid for 30 days. Any changes to this proposal will be submitted in writing for approval.

I accept this proposal and authorize the work to be done and accept responsibility for payments due.

Due to the supply chain issues that have affected all manufacturers. We are not able to give firm delivery times or pricing guarantee beyond 30 days. If this proposal is approved 30 days from the date received, it will need to be requoted.

MANUFACTURER NOTICE:

Due to the current pricing fluctuations and extended lead times, pricing may be subject to change at the time of shipment. We will make every effort to hold pricing, but in the event that we cannot, you will be notified by email or phone and given the option to accept the corrected price or cancel the order.

Initial _____ (acceptance of this contingency)

Rodney Wright _____

Submitted by Print
Experience AVL LLC

Rodney Wright
Signature

11/21/2023 _____

Date

Accepted by Print

Date

Signature