

**IT'S  
TIME TO  
CAPTIVATE.**



**SBcera**

**Tenant Improvement AV  
Systems Proposal, rev. A**

**August 5, 2019**

Prepared by:

**Western Audio Visual**  
**Steve M. Hollingsworth**  
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Client SBCera  
Project Name Suite 201, 102 and 101 AV Upgrades

Representative Steve Hollingsworth  
Mobile 858.442.9623  
Office 760.438.1200  
Email [SteveH@wav1.com](mailto:SteveH@wav1.com)  
Date 8/5/2019

Project Contact  
Contact Joe Michael  
Address 348 W. Hospitality Lane, 3rd Floor  
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Phone 9098857980  
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Email [jmichael@sbcera.org](mailto:jmichael@sbcera.org)

Audio Visual Investment Summary

Room	Room Qty	Equipment	Shipping	Sales Tax	eWaste	Engineering	Programming	Project Management	Assembly & Staging	Install	Training & Closing	Travel	G&A	Subcontract	Total Labor	Maintenance	Bond	Cost Per Room	TOTAL
1st Floor Boardroom (Suite 101)	1	\$ 35,077.00	\$ 1,036.00	\$ 2,889.04	\$ 21.00	\$ 3,400.00	\$ 6,400.00	\$ 734.00	\$ 367.00	\$ 15,125.00	\$ 3,667.00	\$ -	\$ 702.00	\$ -	\$ 30,395.00	\$ 1,599.00	\$ -	\$ 71,017.04	\$ 71,017.04
1st FLR Hearing RM (Suite 102)	1	\$ -	\$ -	\$ -	\$ -	\$ 1,134.00	\$ -	\$ 367.00	\$ -	\$ 1,834.00	\$ -	\$ -	\$ -	\$ -	\$ 3,335.00	\$ 154.00	\$ -	\$ 3,489.00	\$ 3,489.00
IS Conference Room	1	\$ 8,768.00	\$ 259.00	\$ 722.16	\$ 7.00	\$ 1,700.00	\$ 3,200.00	\$ 367.00	\$ 184.00	\$ 4,813.00	\$ 1,284.00	\$ -	\$ 176.00	\$ -	\$ 11,724.00	\$ 499.00	\$ -	\$ 21,979.16	\$ 21,979.16
Base Project Total \$																			\$ 94,233.20

ALTERNATE OPTIONS (Not included in Project Total Unless Box is Checked)

	Select	ALT Pricing
ALT1	1	\$ -
ALT2	1	\$ -
ALT3	1	\$ -
ALT4	1	\$ -
ALT5	1	\$ -
		Alternate Options Total \$ -

EXTENDED WARRANTY & MAINTENANCE AGREEMENT

	Years	Monthly Rate	Annual Rate
EXTENDED WARRANTY	1	\$ 187.67	\$ 2,252.00
Year One Discount	25%	\$ 1,689.00	After discount for Year One—renews at \$2252
		Extended Warranty Total \$	1,689.00

PROJECT TOTAL: \$95,692.20

NOTES:

Billing Terms: 30% Deposit Upon Approval

Client Authorized Signature Printed Name & Title Date

This quote is valid for 30 days. The sales tax is subject to change—in the event of a tax increase, the client agrees to pay the current sales tax rate. This proposal is not to be copied, reproduced or forward to any third party as its contents are the property of Western Audio Visual.

Billing Inquiries:  
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SBcera  
Suite 201, 102 and 101 AV Upgrades

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Revision A

## 1st Floor Boardroom (Suite 101) Typical of 1 - Proposal Includes 1

Item	Quantity	Manufacturer	Model	Description	Unit Price	Ext Price
Display System						
1	2	Samsung	QM85F	85" 4K LED Commercial Display (Side Displays)	\$ 6,095.00	\$ 12,190.00
2	1	Samsung	QM65H	65" 4K LED Commercial Display (Confidence Monitor in Front of Staff Desk)	\$ 1,681.00	\$ 1,681.00
3	2	Premier	AM300-B	Swingout mount for flat-panels up to 300 lb.	\$ 383.00	\$ 766.00
4	2	Premier	INW-AM325	In-Wall Box for Swingout Mounts	\$ 331.00	\$ 662.00
5	1	Premier	P4263T	Tilting low-profile mount for flat-panels up to 175 lb.	\$ 78.00	\$ 78.00
6	11	HP	P224	21.5 Inch LED Monitor (Dais Monitors)	\$ 123.00	\$ 1,353.00
7	11	Ergomart	Limbo	Low Profile Monitor Mount (Dais Monitors)	\$ 83.00	\$ 913.00

## **\*\*Remove Existing Screen and Projector. Leave Ceiling Mounted Monitors and Lifts Operational**

Signal Distribution System						
1	3	Crestron	DM-RMC-4KZ-SCALER-C	DigitalMedia 8G+@ 4K60 4:4:4 HDR Receiver and Room Controller with Scaler (2 Side Displays and Confidence Monitor)	\$ 1,000.00	\$ 3,000.00
2	2	Crestron	DMC-4KZ-CO-HD	2-Channel DigitalMedia 8G+@ 4K60 4:4:4 HDR Output Card	\$ 723.00	\$ 1,446.00
3	1	Crestron	DM-TX-4K-100-C-1G-B-T	Wall Plate 4K DigitalMedia 8G+@ Transmitter 100, Black Textured (Clickshare Input)	\$ 389.00	\$ 389.00
4	1	Crestron	DMC-4KZ-C	DigitalMedia 8G+@ 4K60 4:4:4 HDR Input Card (Clickshare Input)	\$ 612.00	\$ 612.00
5	1	Crestron	HD-DA8-4KZ-E	1:4 HDMI@ Distribution Amplifier w/4K60 4:4:4 & HDR Support (Dais Monitors)	\$ 306.00	\$ 306.00
6	1	Crestron	HD-DA8-4KZ-E	1:8 HDMI@ Distribution Amplifier w/4K60 4:4:4 & HDR Support (Dais Monitors)	\$ 556.00	\$ 556.00
7	1	Crestron	DM-RMC-SCALER-C	DigitalMedia 8G+™ Receiver & Room Controller w/Scaler (Reuse Projector Endpoint for Dais Monitors)		
8	1	Barco	R9861521NA	CSE-200+ Wireless Presentation Gateway	\$ 2,000.00	\$ 2,000.00
Audio System						
1	4	Biamp	Tesira EX-LOGIC	Tesira PoE logic expander with 16 logic GPIO	\$ 349.00	\$ 1,396.00
2	1	Denon	DN-700R	Network SD and USB Recorder	\$ 888.00	\$ 888.00
3	17	Shure	MX418/C	18" Gooseneck Condenser Microphone	\$ 176.00	\$ 2,992.00
4	17	Clock Audio	TS-001	Through Table / Desk / Flush Mount Electronic Capacitive Touch	\$ 127.00	\$ 2,159.00

1st Floor Boardroom (Suite 101) Equipment Sub-Total: \$ 33,387.00

### Miscellaneous Materials

Cable & Connectors	\$ 751.00
Installation Hardware & Accessories	\$ 751.00
Equipment Rack Hardware (Lacing Bars, Blanks, Vents, etc.)	\$ 188.00

Miscellaneous Materials Sub-Total \$ 1,690.00

### Integration Labor

Engineering & Drafting	\$ 3,400.00
Control Programming	\$ 6,400.00
Project Management	\$ 734.00
Staging & Assembly	\$ 367.00
Installation & Testing	\$ 15,125.00
Training, Closing, & Commissioning	\$ 3,667.00
Travel	\$ -
Sub-Contract	\$ -
G & A	\$ 702.00

Integration Labor Sub-Total \$ 30,395.00

### Extended Warranty & Maintenance Agreement

Years	Price
Extended Service Plan 1	\$ 1,599.00

Service Sub-Total \$ 1,599.00

### 1st Floor Boardroom (Suite 101) Totals

Total Equipment	\$ 35,077.00
Total Labor	\$ 30,395.00
Equipment and Labor Subtotal	\$ 65,472.00
Total Shipping	\$ 1,036.00
Additional Shipping for Overnight or Large Items	\$ -
Subtotal	\$ 66,508.00
Sales Tax 8.00%	\$ 2,889.04
Electronic Waste Fee 4" - 14" (\$5.00) QTY: 0	\$ -
Electronic Waste Fee 15" - 34" (\$6.00) QTY: 0	\$ -
Electronic Waste Fee 35" and Greater (\$7.00) QTY: 3	\$ 21.00
Electronic Waste Fee Total	\$ 21.00
Total Service Agreement	\$ 1,599.00
Bond (if required)	\$ -

1st Floor Boardroom (Suite 101) Total \$ 70,617.29

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Revision A

1st FLR Hearing RM (Suite 102)  
Typical of 1 - Proposal Includes 1

Item	Quantity	Manufacturer	Model	Description	Unit Price	Ext Price
<p><b>**Western AV to Remove the Existing Projector and Screen and Give to SBCERA for Reuse</b>  <b>**Western AV to Remove the Existing Speakers and Re-Install in the IS Conference Room</b>  <b>**Western AV to Remove the Existing Camera, DM Wallplate and DM Receiver. Wallplate and Receiver to be Re-Installed in IS Conference Room. Camera will be a spare unit.</b></p>						
1st FLR Hearing RM (Suite 102) Equipment Sub-Total:						\$ -
Miscellaneous Materials						
					Cable & Connectors	\$ -
					Installation Hardware & Accessories	\$ -
					Equipment Rack Hardware (Lacing Bars, Blanks, Vents, etc.)	\$ -
Miscellaneous Materials Sub-Total:						\$ -
Integration Labor						
					Engineering & Drafting	\$ 1,134.00
					Control Programming	\$ -
					Project Management	\$ 367.00
					Staging & Assembly	\$ -
					Installation & Testing	\$ 1,834.00
					Training, Closing, & Commissioning	\$ -
					Travel	\$ -
					Sub-Contract	\$ -
					G & A	\$ -
Integration Labor Sub-Total:						\$ 3,335.00
Extended Warranty & Maintenance Agreement						
				Years	Price	
				Extended Service Plan	1	\$ 154.00
Service Sub-Total:						\$ 154.00
1st FLR Hearing RM (Suite 102) Totals						
					Total Equipment	\$ -
					Total Labor	\$ 3,335.00
					Equipment and Labor Subtotal	\$ 3,335.00
					Total Shipping	\$ -
					Additional Shipping for Overnight or Large Items	\$ -
					Subtotal	\$ 3,335.00
					Sales Tax	8.00% \$ -
					Electronic Waste Fee 4" - 14" (\$5.00)	QTY: 0 \$ -
					Electronic Waste Fee 15" - 34" (\$6.00)	QTY: 0 \$ -
					Electronic Waste Fee 35" and Greater (\$7.00)	QTY: 0 \$ -
					Electronic Waste Fee Total	\$ -
					Total Service Agreement	\$ 154.00
					Bond (if required)	\$ -
1st FLR Hearing RM (Suite 102) Total						\$ 3,450.50

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Revision A

## IS Conference Room Typical of 1 - Proposal Includes 1

Item	Quantity	Manufacturer	Model	Description	Unit Price	Ext Price
Display System						
1	1	Samsung	QM85F	85" 4K LED Commercial Display	\$ 6,095.00	\$ 6,095.00
2	1	Premier	P5080T	Tilting low-profile mount for flat-panels up to 300 lb.	\$ 117.00	\$ 117.00
Signal Distribution System						
1	1	Crestron	DM-RMC-SCALER-C	DigitalMedia 8G+™ Receiver & Room Controller w/Scaler (Relocate from Suite 102)		
2	1	Crestron	DM-TX-200-C-2G-B-T	Wall Plate DigitalMedia 8G+® Transmitter 200, Black Textured (Relocate from Suite 102)		
3	1	Barco	R9861521NA	CSE-200+ Wireless Presentation Gateway	\$ 2,000.00	\$ 2,000.00
Audio System						
Reuse Existing Speakers, Amplifier and Wireless Microphones from Hearing Room						
IS Conference Room Equipment Sub-Total:					\$	8,212.00
Miscellaneous Materials						
					Cable & Connectors	\$ 324.00
					Installation Hardware & Accessories	\$ 185.00
					Equipment Rack Hardware (Lacing Bars, Blanks, Vents, etc.)	\$ 47.00
					Miscellaneous Materials Sub-Total	\$ 556.00
Integration Labor						
					Engineering & Drafting	\$ 1,700.00
					Control Programming	\$ 3,200.00
					Project Management	\$ 367.00
					Staging & Assembly	\$ 184.00
					Installation & Testing	\$ 4,813.00
					Training, Closing & Commissioning	\$ 1,284.00
					Travel	\$ -
					Sub-Contract	\$ -
					G & A	\$ 176.00
					Integration Labor Sub-Total	\$ 11,724.00
Extended Warranty & Maintenance Agreement						
				Years	Price	
				Extended Service Plan	1	\$ 499.00
					Service Sub-Total	\$ 499.00
IS Conference Room Totals						
					Total Equipment	\$ 8,768.00
					Total Labor	\$ 11,724.00
					Equipment and Labor Subtotal	\$ 20,492.00
					Total Shipping	\$ 259.00
					Additional Shipping for Overnight or Large Items	\$ -
					Subtotal	\$ 20,751.00
					Sales Tax 8.00%	\$ 722.16
					Electronic Waste Fee 4" - 14" (\$5.00)	QTY: 0 \$ -
					Electronic Waste Fee 15" - 34" (\$6.00)	QTY: 0 \$ -
					Electronic Waste Fee 35" and Greater (\$7.00)	QTY: 1 \$ 7.00
					Electronic Waste Fee Total	\$ 7.00
					Total Service Agreement	\$ 499.00
					Bond (if required)	\$ -
					IS Conference Room Total	\$ 21,854.41