



# DATA PROJECTIONS

## UOC Training Room - Add VC- Crestron Automate VX System

Quote Number: 14215 *Revision No.1*

Contract Number: DIR-CPO-5087

Date: 04/12/2023

Expiry Date: 03/31/2025

Prepared for:

**City Of Seguin**

Justin Ramirez

Jramirez@Seguintexas.Gov



## Summary

## System Description

### UOC Training Room

#### Functionality Description:

*DPI was asked to present a Video Conference Solution for the UOC training room. The solution will provide an intelligent camera system from Crestron that will allow for the various room configurations for the Training Room. DPI programming and commissioning managers, along with Crestron Professional Services team, will configure the Crestron 1 Beyond system for the following six room orientations as requested by the customer. Reference the provided files to reference each setup below:*

1. Training
2. Large Boardroom
3. Small Boardroom
4. Hybrid Meeting
5. Town Hall Narrow
6. Town Hall Wide

*There will be one intelligent tracking camera mounted on the back wall to capture the presenter. A total of nine PTZ cameras will be mounted in strategic locations throughout the room to accomodate any of the room configurations discussed. The camera locations are noted on the setup drawings for reference. An Automate VX system will be configured for voice tracking automation with the quoted ceiling microphone arrays within the room. Depending on the selected room configuration, the system will automatically determine what cameras will be activated based on the virtual and ceiling microphone triggers.*

*DPI will install Shure's round ceiling microphone arrays that will be lowered to a specific height for the best coverage of the room. These will be used for conference audio only. The existing wireless handheld and lavalier microphone will remain in the design for added flexibility for presenters. The handheld microphone(s) can be configured to be a trigger for one of the setups. This will be determined during the pre-installation configuration meeting with DPI and Crestron engineering.*

*An Owner provided mini PC will be located behind Display 1 (nearest the entrance). The system will have ability to allow for streaming of any meetings in this room. For example, City Council Meetings while the room is in the Boardroom/Council Meeting configuration.*

Source Devices: No changes to Sources

Displays: No changes to front wall displays, but DPI is proposing new articulating mounts that will allow for easier access behind the displays for servicing, etc. In addition, a new Samsung 75" display will be mounted on the back left wall above the credenza and will show the selected source for viewing during meetings.

#### Audio:

DPI is adding new ceiling microphone arrays to sufficiently cover the entire space for conference calls. The existing handheld and lavalier



microphones will stay in place.

- 4 Shure Ceiling Microphone arrays - round
- 1 new Biamp Digital Signal Processor

Conferencing: Users will use the wireless keyboard and mouse to initiate the Teams meeting from the Mini-PC mounted behind Display One.

#### Controls:

- The two existing iPads will continue to be used to control the Training Room.
- DPI and Crestron Professional Services will program and configure the Automate VX system for the six room setups discussed above.
- The interface will be modified to show the added six room setups on a page flip.
- This quote does not include any other modifications to the existing interface.

#### Equipment Location:

- The new OFE Mini PC will be located behind Display One.
- DPI will install new tilt mounts behind all four displays for easy access to equipment.
- The DSP will be located in the shared equipment rack in the IDF. NOTE: DPI is proposing a lift rental due to the ceiling height. If this is not needed upon site evaluation or if the facility has a lift that can be used, we will remove this line item from the quote.

Note: DPI will have Master's Electric under this contract for the electrical work needed. This is reflected in the "Installation" line item of the quote.

Note: Crestron Professional Services will work with DPI and play an integral part in the overall layout configuration of the system.

#### Data Projections Service and Maintenance Agreement:

- Our **Gold Service and Maintenance Agreement** minimize risk by performing four annual preventative maintenance on your technology solutions to proactively identify potential issues that can lead to future service disruptions. With the Gold Service Agreement, you will enjoy peace of mind knowing if an issue does arise, our dedicated service team will address it quickly and efficiently, at no additional cost, to provide you with optimal usage of your audio/visual solutions. Data Projections covers all services and hardware purchased through Data Projections through the life of the Service and Maintenance agreement even if it is no longer covered under the manufacturer warranty.

#### **\*\*Payment Terms Update\*\***

**Due to component shortages and backorder delays, Data Projections reserves the right to progress bill for all projects impacted by delays outside of Data Projections control. Progress billing may include hardware received and stored by Data Projections or the client, and for services rendered at the time of billing.**



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## IN ROOM

PART NUMBER	DESCRIPTION	QTY	MSRP	UNIT PRICE	TOTAL PRICE
<b>VIDEO SYSTEM</b>					
QM75C	SAMSUNG - 75INCH/3840X2160/500NIT	1.00	\$4,310.00	\$2,827.06	\$2,827.06
DM-TX-4KZ-100-C-1G-W-T	CRESTRON - DIGITALMEDIA 8G+ 4K60 4:4:4 HDR WALL PLATE TRANSMITTER, WHITE	1.00	\$1,100.00	\$660.00	\$660.00
DM-RMC-4KZ-SCALER-C	CRESTRON - DIGITALMEDIA 8GPLUS 4K60 4:4:4 HDR RECEIVER AND ROOM CONTROLLER WITH SCALER	1.00	\$1,980.00	\$1,188.05	\$1,188.05

PART NUMBER	DESCRIPTION	QTY	MSRP	UNIT PRICE	TOTAL PRICE
<b>CONFERENCING SYSTEM</b>					
IV-CAM-I20-W	CRESTRON - 1 BEYOND I20 INTELLIGENT PTZ CAMERA, 20X OPTICAL ZOOM, BRIGHT WHITE	1.00	\$6,000.00	\$5,760.23	\$5,760.23
IV-CAM-P20-W	CRESTRON - 1 BEYOND P20 PTZ CAMERA, 20X OPTICAL ZOOM, BRIGHT WITE	9.00	\$2,375.00	\$2,280.09	\$20,520.81
IV-SAM-VXN-1B	CRESTRON - 1 BEYOND AUTOMATE VX PLUS VOICE-ACTIVATED, MULTI-CAMERA SWITCHING SOLUTION	1.00	\$11,244.00	\$10,794.43	\$10,794.43
IV-PROSERVICE-1B	CRESTRON - 1 BEYOND CAMERA SYSTEMS REMOTE PROFESSIONAL SERVICES	5.00	\$2,500.00	\$2,400.10	\$12,000.50
DM-NUX-L2	CRESTRON - DM NUX USB OVER NETWORK WITH ROUTING, LOCAL	1.00	\$660.00	\$396.02	\$396.02
DM-NUX-R2	CRESTRON - DM NUX USB OVER NETWORK WITH ROUTING, REMOTE	1.00	\$660.00	\$396.02	\$396.02

PART NUMBER	DESCRIPTION	QTY	MSRP	UNIT PRICE	TOTAL PRICE
<b>AUDIO SYSTEM</b>					
MXA920W-R	SHURE - ROUND - WHITE CEILING ARRAY MICROPHONE, ROUND CEILING ARRAY MICROPHONE, DIGITALLY STEERABLE COVERAGE	4.00	\$4,732.00	\$3,938.75	\$15,755.00
A900W-R-PM	SHURE - POLE MOUNT KIT WITH WHITE COVER, TO INSTALL WHITE MXA920-R ON 1.5-INCH THREADED NPT POLE	4.00	\$198.00	\$123.75	\$495.00

IN ROOM SUBTOTAL: \$70,793.12

## EQUIPMENT RACK

PART NUMBER	DESCRIPTION	QTY	MSRP	UNIT PRICE	TOTAL PRICE
<b>VIDEO SYSTEM</b>					
DMC-4KZ-C	CRESTRON - DIGITALMEDIA 8GPLUS 4K60 4:4:4 HDR INPUT CARD FOR DM SWITCHERS, HDBASET COMPATIBLE	1.00	\$1,210.00	\$726.00	\$726.00

PART NUMBER	DESCRIPTION	QTY	MSRP	UNIT PRICE	TOTAL PRICE
<b>AUDIO SYSTEM</b>					
911.0447.900	BIAMP SYSTEMS - TESIRAFORTE DAN CI, FIXED I/O DSP WITH 12 ANALOG INPUTS, 8 ANALOG OUTPUTS, 8 CHANNELS CONFIGURABLE U	1.00	\$4,730.00	\$2,956.25	\$2,956.25

PART NUMBER	DESCRIPTION	QTY	MSRP	UNIT PRICE	TOTAL PRICE
<b>CONFERENCING SYSTEM</b>					
4KXUSB3	INOGENI - INOGENI 4KXUSB3 HDMI TO USB3.0 CONVERTER	1.00	\$635.00	\$627.06	\$627.06

PART NUMBER	DESCRIPTION	QTY	MSRP	UNIT PRICE	TOTAL PRICE
<b>CONTROL SYSTEM</b>					
GSM4230P-100NAS	NETGEAR - NETGEAR M4250 26G4F POE+ MNGD SWITCH	1.00	\$1,871.91	\$1,153.54	\$1,153.54
EQUIPMENT RACK SUBTOTAL:					\$5,462.85

## OTHER ITEMS

PART NUMBER	DESCRIPTION	QTY	MSRP	UNIT PRICE	TOTAL PRICE
<b>MISCELLANEOUS HARDWARE</b>					
TSS25TU	CHIEF - THIN SWING ARM (LARGE)	5.00	\$711.00	\$506.59	\$2,532.95
CMA110W	CHIEF - CMA-110 FLAT CEILING PLATE WHITE	4.00	\$82.00	\$58.43	\$233.72
CMS072W	CHIEF - FIXED PIPE 72" WHITE	4.00	\$133.00	\$94.76	\$379.04
3309727	UNITED RENTALS - LIFT MATERIAL 24-25' 400-650# MANUAL	10.00	\$105.00	\$150.15	\$1,501.50



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PART NUMBER	DESCRIPTION	QTY	MSRP	UNIT PRICE	TOTAL PRICE
OTHER ITEMS					
MISCELLANEOUS MATERIALS	- MISCELLANEOUS MATERIALS	1.00	\$0.00	\$4,316.49	\$4,316.49
OTHER ITEMS SUBTOTAL:					\$8,963.70
OTHER ITEMS					
Installation Services Details					TOTAL PRICE
INSTALLATION LABOR					\$21,804.21
PROJECT MANAGEMENT					\$6,750.00
DESIGN/ENGINEERING					\$7,583.25
PROGRAMMING LABOR					\$8,000.00
COMMISSIONING LABOR					\$10,200.00
OTHER ITEMS SUBTOTAL:					\$54,337.46
SERVICE & MAINTENANCE AGREEMENT					
Service Agreement Details					TOTAL PRICE
GOLD MAINTENANCE AGREEMENT 1 YR					\$7,194.14
SERVICE AGREEMENT SUBTOTAL:					\$7,194.14



## UOC Training Room - Add VC- Crestron Automate VX System

Prepared by:

**Data Projections, Inc.**

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Job Location:

**Utilities Operations Center**

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Quote Information:

**Quote Number: 14215** *Revision No.1*

Contract No: DIR-CPO-5087

Date: 04/12/2023

Expiry Date: 03/31/2025

P.O. No:

## Quote Summary

DESCRIPTION	AMOUNT
EQUIPMENT & MATERIALS	\$85,219.67
PROFESSIONAL INSTALLATION SERVICES	\$54,337.46
SERVICE & MAINTENANCE AGREEMENT	\$7,194.14
<b>Subtotal:</b>	\$146,751.27
<b>Shipping:</b>	\$0.00
<b>Estimated Tax:</b>	\$0.00
<b>Total:</b>	\$146,751.27

Interested in our AVaaS offering or other service options? Contact your sales representative.

By signing this agreement, you are accepting our Terms and Conditions. This does not negate the need for a purchase order or any other purchasing requirement which your company necessitates. Data Projections reserves the right to require a customer down payment/deposit contingent on the creditworthiness of the customer.

### Data Projections, Inc.

SIGNATURE: \_\_\_\_\_

NAME: Roxanne Coiner

TITLE: Account Executive

DATE: 03/12/2025

### City Of Seguin

SIGNATURE: \_\_\_\_\_

NAME: \_\_\_\_\_

TITLE: \_\_\_\_\_

DATE: \_\_\_\_\_





## GENERAL TERMS AND CONDITIONS

### Exclusions

The following work is **not included** in our Scope of Work:

- All conduit, high voltage, wiring panels, breakers, relays, boxes, receptacles, etc.
- Concrete saw cutting and/or core drilling.
- Firewall, ceiling, roof, and floor penetration.
- Necessary gypsum board replacement and/or repair.
- Necessary ceiling tile or T-bar modifications, replacements, and/or repairs.
- All millwork (moldings, trim, cut-outs, etc.).
- Patching and Painting.
- Permits (unless specifically provided for and identified within the contract).

### This Scope of Work is delivered based on the following Assumptions:

- Site preparation by the Customer includes electrical, wall reinforcement, telephone, and data network infrastructure placement per Data Projections specification.
- All work areas should be clean and dust-free before the beginning of on-site integration of electronic equipment.
- Customer communication of readiness will be considered accurate and executable by the Data Projections project manager.
- In-Room(s) where installation is to be completed is to be made available for Data Projections exclusive use on the days of the scheduled installation. Unless specifically arranged in advance, rooms will be available during normal business hours, defined as Monday through Friday, 8:00 AM to 5:00 PM excluding holidays. All required spaces (rooms, access points, etc.) must be available at the start of the installation and remain available for the duration of the Project. Any required space that is unavailable during the scheduled installation timeframe may result in delayed delivery of the Project and/or additional charges. Additional rates will only be applied after execution of Data Projections generated Project Change Request according to the Change Management Procedure section following and signed approval by Owner or Owner's representative.
- The project schedule must allow for sufficient time for completion of all installation and final testing of systems before occupancy of the site. If sufficient time is not allowed, Data Projections will be held harmless for systems that do not meet requirements. In this case, all costs associated with the completion of work, including overtime labor rates, will be considered outside the scope of this offering and billable to the Client. Unless otherwise stated, the installation shall be scheduled contiguously from start to finish. Projects requiring multiple site visits and/or intervals of inactivity between events must be noted as such before acceptance of this SOW. If notification is made after initial acceptance of this SOW, the Change Management Procedure section following shall be implemented and additional charges may apply. Data Projections reserves the right to revise the proposal/scope of work based upon information obtained from subsequent site surveys and other sources not available at the time that the original proposal was issued.
- Data Projections reserves the right to substitute equipment of similar specifications should any of the specified equipment be unavailable at the time of order from the manufacturer. This will be done in an effort to maintain the completeness of the proposed audiovisual system and meet the anticipated installation schedule. Data Projections will notify the client in the event there is a need for any equipment substitutions.
- Client is to provide secure storage for equipment during a multiple-day integration. If secure storage is not available for the duration of the multiple-day integration period, Data Projections reserves the right to; delay the installation until secure storage is available which could result in project completion delays and additional storage and delay fees; payment in full for the materials and equipment that cannot be secured thus constituting transfer of ownership and relieving Data Projections of its responsibility and liability for security and protection of said materials and equipment against damage and theft.
- If Customer furnished equipment and existing cabling are to be used, Data Projections assumes that these items are in good working condition and will integrate into the designed solution. Any troubleshooting, repair, replacement, and/or configuration of these items that may be necessary will be made at an additional cost.
- All Network configurations including IP addresses are to be provided, operational, and functional before Data Projections' integration begins. Data Projections will not be responsible for testing the LAN connections.
- Cable or Satellite drops must be in place with converter boxes operational before the completion of integration. Any delay resulting in extra work caused by the late arrival of these items will result in a change order for time and materials.
- Document review/feedback on touch panel layout/correspondence will be completed by the Customer within two business days

### Integration Project Management Processes

Data Projections will follow a foundational project management process which may include the following actions/deliverables (based on the size/complexity/duration of the integration project):





- Needs Analysis - performed before Scope of Work
- Project Welcome Notice - emailed upon receipt of Purchase Order/Notice to proceed
- Project Kick-Off meeting with Customer Representative(s) - either by phone or in-person
- Project Status updates - informal or formal - either by phone, email, or in-person (based on the size/complexity/duration of the project)
- Project Change Control - comprised of Field Directed Change Order and/or Contract Change Order submittals
- Substantial Completion- Client walk-through and user acceptance training before project is transitioned to Service department

## User Acceptance Training

This is geared specifically towards the end-user/operator. The purpose of this training is to provide operators with the necessary knowledge to confidently and comfortably operate all aspects of the integrated system. Areas of training include the following:

- Equipment and system overview
- Equipment operation and function
- Equipment start-up, stop, and shut Down
- Equipment automatic and manual operation
- Discussion and documentation relating to control system operation
- Discussion and documentation relating to system processor and its control applications
- Powering up, powering down AV system via a control system
- Manual operation of display systems, audio systems, and all other related components
- Use/operation of patch panels, when and where to be used
- Who to contact if help is required.

## Change Management Procedure

Any changes to the scope of the project that effect the contractual value of the project must be in writing signed by the Client and an authorized representative of Data Projections, Inc. Oral changes to the project scope, equipment, or materials shall not be binding upon the parties. Changes may impact the ability of Data Projections, Inc. to deliver the desired solution per the original terms of the Contract. After acceptance of this Scope of Work, such signed and approved change orders will be incorporated by reference into and become part of this Contract.

## Proprietary Notice

This proposal contains confidential information and intellectual property of Data Projections and may be legally privileged. The recipient agrees not to reproduce or make this information available in any manner to persons outside the group directly responsible for the evaluation of its contents.

## Returns

The approval of product returns is at the discretion of Data Projections and the specified manufacturer and requires a return authorization number if the request is approved. Products that are defective will be repaired, replaced, or credited in accordance with the manufacturer's warranty. Goods returned for reasons other than warranty or defect must be requested in a timely manner and must be in their original, undamaged, and untarnished condition and must include all original packaging, documentation, and accessories. Restocking fees may apply to the items being returned. Any custom-ordered products are not eligible to be returned. Please consult Data Projections for additional details.

## Warranty

All new equipment provided by Data Projections includes each manufacturer's full warranty from the date of invoice. Data Projections will honor all manufacturer warranty requirements as depot service. Data Projections supplies a 90-day workmanship warranty from the date of completion of the said system unless superseded by an extended warranty, or Data Projections service agreement. Data Projections warrants the system to be free of defects in materials and workmanship and fit for the intended purpose. This warranty does not cover equipment or system abuse, misuse including, but not limited to, operating outside of environmental, electrical, temperature, or humidity specifications, system alterations neither approved nor performed by Data Projections; or repair by a service facility other than those authorized by the manufacturer.

## Indemnification

Data Projections agrees, to the fullest extent permitted by law, to indemnify and hold harmless the Client, its officers, director, and employees (Collectively, Client) against all damages, liabilities, or costs, including reasonable attorney's fees and defense costs, to the extent caused by the Data Projections' negligent performance of professional services under this Agreement and that of its subcontractors or anyone for whom Data Projections is legally liable. The Client agrees, to the fullest extent permitted by law, to indemnify and hold harmless Data Projections, its



officers, directors, employees, and subcontractors (collectively, Data Projections) against all damages, liabilities, or costs, including reasonable attorneys' fees and defense costs, to the extent caused by the Client's negligent acts in connection with the Project and the acts of its contractors, subcontractors or consultants or anyone for whom the Client is legally liable. Neither the Client nor Data Projections shall be obligated to indemnify the other party in any manner whatsoever for the other party's own negligence.

## **No Hire Policy**

During the term of the Contract, and for a period of one (1) year after the termination of the Contract, or the completion of the project, whichever is later, the Client agrees that it will not directly solicit the employment of any individual that was employed by Data Projections during the term of the Contract. In the event Client breaches this provision, the parties agree that it would be difficult to establish the precise amount of damages incurred by Data Projections as a result of such conduct, and therefore the parties agree that immediately upon hiring said individual, Client shall pay to Data Projections an amount equal to 50% of the gross annual salary or wages paid to the individual in question during the twelve months before the termination of that individual's employment with Data Projections. This fee shall not apply if the individual responds to a general employment advertisement through newspapers, online job boards or postings, agencies, open houses, or job fairs.

## **Payment Terms**

The total for this proposal/project is presented as a "not to exceed" unless Data Projections and the Client agree to add hardware, software, or functionality not specifically addressed in this Statement of Work/Executive Summary. If the project is delayed due to the client or client's facility not being ready within the agreed upon timeframes, or as a result of backorder delays outside of Data Projection's control, the Client may be requested to issue payment for the hardware as it is physically received.

The payment schedule is contingent on the established line of credit approved by the company. If credit terms are extended, the standard terms are NET 30 days. If credit terms are not requested or extended, payment will be required in full before hardware is ordered or installation dates are scheduled. Data Projections will assess a surcharge of 2.29% on all credit card transactions to cover our processing costs. The surcharge imposed will not be greater than the direct cost incurred from the processing of credit card payments. Data Projections does not surcharge debit card transactions.

**\*Data Projections reserves the right to invoice for hardware upfront and to progress bill for all projects as necessary. Progress billing may include charges for hardware upon order placement, hardware received and stored by Data Projections or the client, and for services rendered at the time of billing. This ensures project continuity and alignment with procurement and implementation timelines.**

**\*Data Projections reserves the right to adjust equipment pricing if tariffs or duties are imposed by government action that directly increases manufacturer or supplier costs after the proposal date. Any such increases will be transparently communicated and limited strictly to actual cost impacts.**