

**VILLAGE OF WINDSOR  
VILLAGE BOARD RESOLUTION 2024-23**

**AWARDING CONSTRUCTION CONTRACTS FOR A  
NEW WINDSOR MUNICIPAL BUILDING LOCATED AT 4430 WINDSOR ROAD**

**WHEREAS**, the Village of Windsor engaged ADCI to perform architectural, civil, structural, plumbing, HVAC, and electrical design services for the new Windsor Municipal Building (the "Project"); and

**WHEREAS**, the plans, specifications, and cost estimates for the Project were reviewed by Maas Brothers Construction Co., acting as construction manager advisor to the Village of Windsor (the "Construction Manager"); and

**WHEREAS**, the Construction Manager developed bid packages for the Project and distributed them to the construction industry for bidding; and

**WHEREAS**, sealed bids were accepted until 1 pm on February 23, 2024 and read aloud at the bid opening held at the Windsor Municipal Building located at 4084 Mueller Road; and

**WHEREAS**, the Construction Manager has reviewed the bids received and recommends awarding contracts as set for in Exhibit A; and

**WHEREAS**, Village staff have worked with AVI Systems to design an audio/visual system for the chamber room of the Project as provided in Exhibit B and recommends approval thereof; and

**WHEREAS**, Village staff have worked with Globalcom Technologies to design a building surveillance and access control system for the Project as provided in Exhibit C and Exhibit D and recommends approval thereof; and

**NOW THEREFORE, BE IT RESOLVED**, by the Village Board of the Village of Windsor that it hereby awards contracts for the Project as set forth in Exhibit A, Exhibit B, Exhibit C, and Exhibit D for the scope of services and amounts identified in the respective bids. The Village President, Village Attorney and Staff are authorized to prepare, negotiate and execute contracts and all associated documents, therewith.

**BE IT FURTHER RESOLVED**, the Village President and Administrator are authorized to approve and execute construction contract change orders totaling up to 50% of the construction contingency allocated for the Project.

The above and foregoing Resolution was duly adopted at a meeting of the Village Board of the Village of Windsor on February 29, 2024, by a vote of 5 in favor and 0 opposed.

VILLAGE OF WINDSOR

Robert E. Wipperfurth  
Robert E. Wipperfurth, President

**Attested by:**

Christine Capstran  
Christine Capstran, Clerk

**Incorporated by Reference:**

Exhibit A: Construction Bid Recommendations, Awards & Tabulation

Exhibit B: AVI Systems Agreement

Exhibit C: Globalcom Technologies Access Control Agreement

Exhibit D: Globalcom Technologies Building Surveillance Agreement

920 · 261 · 1682  
Fax 920 · 261 · 3521  
P.O. Box 108  
410 Water Tower Court  
Watertown, WI 53094-0108



www.maasbros.com  
maasbros@maasbros.com

February 28, 2024

***Village of Windsor***  
4084 Mueller Road  
Deforest, WI 53532

Attn: Mrs. Tina Butteris

Re: Municipal Building Project Bid Packages #1-#14

Dear Mrs. Butteris:

Attached herewith is the bid tabulation for Bid Package #1-#14.

Based on pricing, schedule and completeness of scope, Maas Brothers Construction Co., Inc. acting as Construction Manager Advisor recommends the award of the following bid packages to the stated contractors:

BP#01 Sitework/Utilities – Wondra Construction, Inc.  
BP#02 Asphalt/Curb & Gutter - Wolf Paving & Excavating of Madison, Inc.  
BP#04 Cast-in-Place Concrete – Middleton Construction  
BP#05 Masonry – Walsh Masonry, Inc.  
BP#06 General Construction – Tri-North Builders  
BP#07 Flooring/Tile Work – Macco's Commercial Interiors, Inc.  
BP#08 Ceilings – Badger Acoustics  
BP#09 Painting – Hess Sweitzer Painting LLC  
BP#10 Electric Traction Elevator – TK Elevator Corp.  
BP#11 Fire Protection – Nelson Fire Protection  
BP#12 Plumbing – Monona Plumbing & Fire Protection, Inc.  
BP#13 HVAC – North American Mechanical Inc.  
BP#14 Electrical/Communications/Electronic Safety & Security – Next Electric LLC

Sincerely,

Maas Bros. Construction Co., Inc.

*Mark A. Stafford*

Mark A. Stafford, Vice President/Senior Project Manager

## Village of Windsor New Municipal Building - Bid Tabulation

Item	Description	Base Bid	Bid Bond	Alternate #1 Lightning Prot.	UC#1	UC#2A	UC#2B	UC#2C	UC#3	Addendums
<b>1.01</b>	<b>BC#01 - Sitework-Site Utilities</b>									
	Wondra	\$509,900.00	Yes		\$ 64.50	\$ 27.50	\$ 40.00	\$ 165.00	\$2.25	1-5
	RG Huston Company	\$597,000.00	Yes		\$75.00	\$75.00	\$50.00		\$6.00	1-5
<b>1.02</b>	<b>BC#02 - Asphalt &amp; Curb &amp; Gutter</b>									
	Wolf Paving	\$93,600.00	Yes							1-5
	Tri-County	\$106,800.00	Yes							1-4
	Poblocki Paving Corp	\$112,456.00	Yes		\$ 61.20				\$3.45	1-5
	Payne & Dolan	\$129,850.00	Yes							1-5
<b>1.03</b>	<b>BC#03 - Landscaping (REBID)</b>									
	Badger State Maintenance	\$67,650.83	Yes							none noted
	Tim Theder Landscape Contractor	\$525,928.40	Yes							none noted
<b>1.04</b>	<b>BC#04 - Cast-in-Place Concrete</b>									
	Middleton Construction	\$ 540,000.00	Yes					\$ 150.00		1-5
	Cullen	\$ 586,062.00	Yes					\$ 181.03		1-5
	Lewis Construction	\$ 597,675.00	Yes					\$ 250.00		1-5
	Findorff	\$ 733,000.00	Yes					\$ 200.00		1-5
	Tri-North	\$ 796,000.00	Yes							1-5
<b>1.05</b>	<b>BC#05 - Masonry</b>									
	Walsh Masonry	\$ 1,405,130.00	Yes							1-5
	JP Cullen	\$ 1,534,114.00	Yes							1-5
	Cornerstone Construction of Janesville	\$ 1,562,000.00	Yes							1-5
	Findorff	\$ 2,159,000.00	Yes							1-5
<b>1.06</b>	<b>BC#06 - General Construction</b>									
	Tri-North Builders	\$ 5,062,000.00	Yes							1-5
	Findorff	\$ 5,998,000.00	Yes							1-5
<b>1.07</b>	<b>BC#07 - Flooring/Tile Work</b>									
	Macos Commercial Interior	\$ 307,100.00	Yes							1-5
	Hughes Flooring	\$ 429,000.00	Yes							1-5
<b>1.08</b>	<b>BC#08 - Ceilings</b>									
	Badger Acoustics	\$ 276,716.00	Yes							1-5
	Advantage Acoustical	\$ 279,961.00	Yes							1-5
	Central Ceiling Systems	\$ 288,475.00	Yes							1-4
	PCI Austad	\$ 451,765.00	Yes							1-5

Item	Description	Base Bid	Bid Bond	Alternate #1 Lightning Prot.	UC#1	UC#2A	UC#2B	UC#2C	UC#3	Addendums
<b>1.09</b>	<b>BC#09 - Painting</b>									
	Hess Sweitzer	\$ 140,000.00	Yes							1-5
<b>1.10</b>	<b>BC#10 - Electric Traction Elevator</b>									
	TK Elevator Corp	\$ 122,842.00	Yes							1-4
	Otis Elevator	\$ 179,800.00	Yes							1-5
<b>1.11</b>	<b>BC#11 - Fire Protection</b>									
	Nelson Fire Protection	\$ 130,378.00	Yes							1-5
	Hooper Corporation	\$ 133,680.00	Yes							1-5
	HJ Pertzborn	\$ 166,199.00	Yes							1-5
	JF Ahern	\$ 176,671.00	Yes							1-5
<b>1.12</b>	<b>BC#12 - Plumbing</b>									
	Monona Plumbing	\$ 311,189.00	Yes							1-5
	HJ Pertzborn	\$ 364,190.00	Yes							1-5
	North American Mechanical	\$ 365,500.00	Yes							1-5
	Hooper Corporation	\$ 377,458.00	Yes							1-5
	1901	\$ 378,116.00	Yes							1-5
	JF Ahern	\$ 396,721.00	Yes							1-5
	Dave Jones Plumbing (No Bid Form)									
<b>1.13</b>	<b>BC#13 - HVAC</b>									
	North American Mechanical	\$ 1,665,000.00	Yes							1-5
	JF Ahern	\$ 1,864,500.00	yes							1-5
	Sure Fire Inc.	\$ 1,924,000.00	Yes							1-5
<b>1.14</b>	<b>BC#14 - Electrical/Communications/Electronic Safety &amp; Security</b>									
	Next Electric	\$ 1,888,989.00	Yes	\$ 49,790.00						1-5
	United Electric	\$ 2,035,800.00	Yes	\$ 24,500.00						1-5
	Westphal and Company	\$ 2,201,257.00	Yes	\$ 51,123.00						1-5
	KW Electric	\$ 2,232,300.00	Yes	\$ 44,800.00						1-5
	<b>Combined Bids</b>									
	Findorff #4 & #6	\$ 6,631,000.00					\$ 200.00			1-5
	Findorff #5 & #6	\$ 8,065,000.00								1-5
	Findorff #4, #5, #6	\$ 8,696,000.00								1-5
	JP Cullen #4 & #5	\$ 2,082,650.00					\$ 181.03			1-5



# Retail Sales Agreement

**Reference Number: 1218802**  
Prepared For: Village of Windsor  
**Attn: Tina Butteris**

**Date: February 21, 2024**  
Village of Windsor - New Build Boardroom Community Room

Prepared By: Rod Schwegel  
Phone: (608)513-9067  
Email: rod.schwegel@avisystems.com

AVI Systems Inc.  
5201 Femrite Drive, Madison, WI 53718  
Phone: (608)221-8888  
Fax: (608)221-9252

**INVOICE TO**

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Attn: Tina Butteris  
Village of Windsor  
4084 Mueller Rd.  
DeForest, WI 53532

Phone:  
Email: tbutteris@windsorwi.gov  
Customer Number: VOW008

**SITE**

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Attn: Tina Butteris  
Village of Windsor  
4084 Mueller Road  
DeForest, WI 53532

Phone:  
Email: tbutteris@windsorwi.gov

**COMMENTS**

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Full design for new village boardroom including 1<sup>st</sup> year of support services.

**PRODUCTS AND SERVICES SUMMARY**

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Equipment	\$116,314.26
Integration	\$92,118.05
PRO Support	\$14,591.00
Shipping & Handling	\$5,793.00
<b>Grand Total</b>	<b>\$228,816.31</b>

Unless otherwise specified. The prices quoted reflect a discount for a cash payment (i.e., check, wire transfer) made by Customer in full within the time stated for payment on each invoice. Discount only applies to new items included on the invoice, and only applies if the balance on the invoice is paid in full.

All returned equipment is subject to a restocking charge. The prices are valid for 15 days and may be locked in by signing this Retail Sales Agreement.

Overdue balances are subject to a finance charge of 1.5% per month, or interest at the highest rate permitted by applicable law. In the event AVI must pursue collection of unpaid invoices, Customer agrees to pay all of AVI's costs of collection, including its attorneys' fees.

**INVOICING AND PAYMENT TERMS**

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Customer and AVI have agreed on the payment method of CHECK. Payment must be remitted by stated method. To the extent Customer seeks to use of any payment methods other than stated, and that payment method results in an increased transaction cost to AVI, the new payment must be approved in writing, and the Customer shall be responsible for paying the increased transaction cost to AVI associated with the change in payment method. Payments shall be made 30 days from invoice date. So long as the invoice has been sent and the Customer's payment is made within the terms work will continue.

AVI uses progress billing, and invoices for equipment and services allocated to the contract on a monthly basis. Unless otherwise specified, all items quoted (goods and services) as well as applicable out of pocket expenses (permits, licenses, shipping, etc.) are invoiced in summary (including applicable sales taxes due for each category of invoiced items).

**Customer agrees to pay 50% of project cost at time of order. The remaining 50% will be progress billed per existing terms on a net 30 day.**

Customer is to make payments to the following "Remit to" address:

AVI Systems  
PO Box 842607  
Kansas City, MO 64184-2607

Customer must make all payments in the form of bank wire transfers or electronic funds transfers through an automated clearinghouse with electronic remittance detail, in accordance with the payment instructions AVI Systems provides on its invoice to Customer.

A monthly summary of detailed equipment received is available upon request. Equipment received may be different than equipment billed based on agreed billing method.

**TAXES AND DELIVERY**

Unless stated otherwise in the Products and Services Summary above, AVI will add and include all applicable taxes, permit fees, license fees, and delivery charges to the amount of each invoice. Taxes will be calculated according to the state law(s) in which the product(s) and/or service(s) are provided. Unless Customer provides a valid tax exemption certificate for any tax exemption(s) claimed, AVI shall invoice for and collect all applicable taxes in accordance with state law(s), and Customer will be responsible for seeking a tax credit/refund from the applicable taxing authority.

**AGREEMENT TO QUOTE AND DOCUMENTS CONSTITUTING YOUR CONTRACT WITH AVI**

Customer hereby accepts the above quote for goods and/or services from AVI. When duly executed and returned to AVI, AVI's Credit Department will check Customer's credit and approve the terms. After approval by AVI's Credit Department and signature by AVI, this Retail Sales Agreement will, together with the AVI General Terms & Conditions (which can be found at <http://www.avisystems.com/TermsOfSale>) form a binding agreement between Customer and AVI. (This Retail Sales Agreement and the AVI General Terms & Conditions of Sale (the T&Cs) are referred to collectively as the Agreement). If not defined in this Agreement, all capitalized terms shall have the meaning given to them in the T&Cs. Should AVI's Credit Department determine at any point prior to AVI commencing work that Customer's credit is not adequate, or should it otherwise disapprove of the commercial terms, AVI reserves the right to terminate the Agreement without cause and without penalty to AVI.

**AGREED AND ACCEPTED BY**

Company	<b>AVI Systems, Inc.</b> Company
Signature	Signature
Printed Name	Printed Name
Date	Date

**CONFIDENTIAL INFORMATION**

The company listed in the "Prepared For" line has requested this confidential price quotation, and shall be deemed "Confidential Information" as that term is defined in the T&Cs. This information and document is confidential and is intended solely for the private use of the customer identified above. Customer agrees it will not disseminate copies of this quote to any third party without the prior written consent of AVI. Sharing a copy of this quote, or any portion of the Agreement with any competitor of AVI is a violation of this confidentiality provision. If you are not the intended recipient of this quote (i.e., the customer), you are not properly in possession of this document and you should immediately destroy all copies of it.

### INTEGRATION SERVICES INTEGRATION SCOPE OF WORK

#### A. SUMMARY:

The Village of Windsor is finalizing designs for their new Municipal Campus to be built in 2024 and 2025. This new campus includes a new Village Boardroom intended to provide an improved meeting experience for all participants, both in-room and remote. The new Boardroom will be used by the Village Board and various other Boards, Commissions, and Committees. Typical participants in these meetings include Board/Commission/Committee Members, Village Staff, Village Consultants (i.e. attorney, planner, engineer, etc.), Potential Subject Matter Experts, Consultants, or Guests, Members of the Public.

The Boardroom is on the second floor and is one large room approximately 60' wide and 50' deep. There is a large area for public seating and a raised Dais that seats seven members across the front and has side wings for additional staff and admin members. The room narrows slightly to frame the Dais as you enter the room. The ceilings are mostly acoustic tile throughout the space at 11' AFF with a small soffit above the Dais. The acoustic tile ceiling lowers to 9' on the rear and side perimeter of the seating area. There is a Server Room directly attached to the boardroom where the AV equipment rack will be housed. There will be two tables in front of the Dais for use by guests and the public.

Based on the desired outcomes shared by the Village of Windsor through the Pro Development discovery process, AVI Systems is recommending that the Village of Windsor proceed with a new Boardroom design specifically intended to create meeting equity for all meeting participants whether in-person or remote. Please reference the Pro Development report for further detail on that discovery process. This design concept is referred to as providing the "Individual Meeting Experience" for meeting participants. It consists of a base room technology solution to drive the meeting room coupled with dedicated conferencing locations and technology for each key participant. The Functional description below identifies key elements of how this design would function in the Village of Windsor's Boardroom.

#### B. SYSTEM DESCRIPTION:

##### Village Boardroom

- Functionality Description:
  - Individual Meeting Experience
    - There are (15) total locations that will require Individual Meeting Experience systems:
      - (7) at the main Dais for the board members
      - (6) on the side "wings" of the Dais for staff and admin (four on one side two on the other)
      - (2) at tables in front of the Dais for the public and guests (one at each table)
    - Further description provided in sections below
  - Content Sharing
    - The Agenda and Content of Meetings are all managed through "Granicus." This content is shared on a computer using a web browser, typically by a staff member, and needs to be visible in-room and remotely.
    - Each Member has a laptop to have the ability to independently browse the agenda/content/etc.
    - A Common Content source is shared in-room and remotely during a meeting to ensure all individuals can view the same content. Sources defined in the "Source Device" section below.
  - Collaboration/Participation
    - All User groups defined above may actively participate in the meeting at various times.
    - User Groups may be attending in-room or may be unable to make it in person and need to join via a video conferencing platform.
    - Public participants in the room would be required to come to a defined spot at the tables in front of the Dais to participate in the conversation.
  - Video Conferencing
    - Currently the Village is using Zoom for board meetings; however, will be transitioning to Teams.
    - It is important for those remote to be able to see all meeting members in the meeting like they could if they were in the room.
    - Members need to be identified by name in the meeting.
  - Recording/Streaming
    - Currently the meetings within the boardroom are not being recorded or streamed other than through the real-time video conference call; however, the ability to record and/or stream could utilize the features of the Teams platform.
- Displays:
  - (4) LCD displays will be mounted from the ceiling and will be used to allow the audience to view the content being shared and any far end video conference participants when the system is in a video call.



- The elevation and viewing angles around the Dais are unknown, so the size of these displays nearest to the Dais may need to be adjusted as further design conversations with the customer can be held as construction progresses.
    - Locations near each wing of the Dais and further into the audience section were pre-defined from owner infrastructure drawings and are understood to be appropriate locations based on current construction information. These locations may need to adjust as construction progresses and seating and viewing angles are defined.
    - Because they will be mounted from the ceiling, these displays will need to be mounted above 80" AFF to bottom of display at a minimum to meet ADA requirements.
  - Each of the (15) participant locations at the Dais and the Guest/Public Table locations will have a touchscreen display to serve as a content viewing monitor and dedicated display for their Individual Meeting Experience.
    - This display is connected to the dedicated Individual Meeting Experience PC only and will not be connected to the OFE laptop at the table. It is dedicated for conferencing or program content viewing.
- Source Devices:
  - (1) HDMI input will be available at one of the Admin/Staff locations that is occupied by the staff member running the meeting content (exact location TBD). This input will be visible on the in-room displays and available in far end video calls.
    - The OFE Granicus content laptop or PC would use this HDMI input to drive content sharing into the Teams meeting and room monitors.
  - When in a Teams meeting, wireless content sharing is also available through the native Teams content sharing workflow.
    - This could be used for remote participants to share content into a meeting, or specific users within the room.
    - It is understood that most of the meetings require content to be submitted ahead of time and then presented through the agenda via the Granicus PC only, so wireless sharing will be a rarer use case.
    - Permission settings for wireless sharing would be managed by the Owner in the Teams admin settings.
  - OFE Laptops or PC's will be at each member location for dedicated use of individual agenda/content browsing not tied to the AV or video conferencing system.
- Audio:
  - (15) gooseneck microphones with mute capabilities tied to the muting/unmuting in Teams will be provided for each of the (15) individual meeting experience locations.
  - (1) wireless handheld microphone will be included for any needed flexibility in the space.
  - Other Audio Sources include:
    - Content audio from available video input(s)
    - Conferencing Audio from participants
  - A new audio DSP will be provided for audio signal processing, echo-cancellation, and routing.
  - Zone ceiling speakers will support voice lift from the gooseneck microphones and wireless handheld mic as well as program audio from the "other audio sources" listed above.
  - An Assisted Listening System will be provided with (2) receiver packs with earbuds and neck-loops included for anyone with a hearing disability.
  - (1) XLR output wall plate will be added for a Media/Press audio feed from the audio DSP.
    - Location TBD by owner.
- Conferencing:
  - The room will be based on a Native Microsoft Teams workflow for audio and video conferencing.
  - The room will use a Microsoft Teams Room (MTR) system. Licensing will be required by the customer to support the Microsoft Teams Room System.
    - Note: licenses will not be required for the (15) Individual Meeting Experience locations, only the base MTR device.
  - (2) PTZ cameras are included to cover wider views and angles of the overall room.
    - (1) camera will be mounted on the center rear wall of the room for a wide view of the Dais
    - (1) camera will be mounted from the ceiling above or just in front of the Dais for a wide view of the room seating.
      - This camera's exact placement and height must be coordinated between AVI and the Village of Windsor to best accommodate both the function of the viewing angle and aesthetic of the location.
  - Individual Meeting Experience
    - Each of the (15) locations will receive a dedicated microphone, dedicated USB camera, and a dedicated computer with a touchscreen and Teams software.
    - Using a Meeting ID and Password, a user would join a scheduled Teams meeting from these stations as a guest where they are prompted to enter their name when joining the meeting. Once in the meeting, each user would be able to see all participants and content using the native Teams application.
    - Once in the meeting, each user will have an individual presence in the meeting including full grid representation. In addition, the systems will be integrated in a way to drive active speaker tracking across all the active locations. Mute status between the microphone and Microsoft Teams instance will be in sync.
    - Individual Locations use a guest-join workflow meaning they cannot be "invited" to the meeting. They must be joined manually by the Meeting ID/Password Workflow.

- The internet connection to the facility should have enough bandwidth to sustain these multiple concurrent Teams calls. Bandwidth to be assessed by the Owner.
    - These PC's will require an Owner Network connection for each of the (15) locations and are expected to be managed by the Owner on their network for updates, security, etc.
  - Recording and Streaming uses would use the native Teams workflow.
- Switching:
  - Video switching and distribution will be based on a Video Over IP System. This allows for greater flexibility and future system revisions/additions.
    - A dedicated AV Network Switch will be provided for this as well as all other AV networking needs.
- Controls:
  - The base MTR system will have a touch panel to allow for intuitive system control. This touch panel will reside at the Admin/Staff location that is occupied by the staff member running the meeting content.
    - The look and feel of the touch panel will be the same as the native Teams touch panel interface.
    - Upon entering the room and touching the touch panel, you will have the option to turn the system on which will power on the (4) ceiling mounted LCD monitors.
    - Once the system has started up, you will have two options to choose from: In-Room Presentation -or- Teams Meeting
      - In-Room Presentation mode is for when users do not need to include any remote participants and will only be presenting within the Boardroom. The controls will be as follows:
        - Microphone mute/unmute
        - Content Sharing start/stop
        - System off
      - Teams Meeting mode is for when remote participants will be included in the Boardroom meeting. The main page will have the native Teams meeting controls such as meeting join, content sharing, etc. There will also be a "Room Controls" page for additional system control that will allow for the following:
        - Camera Selection
        - Manual PTZ Camera controls
          - Camera location presets - up to (4) presets per camera
        - Mute control for each microphone
        - System off
    - When the system is turned off, the (4) LCD monitors will be powered off, and video routing to the Individual Meeting Experience locations will default to PC routing.
  - The Chairman location at the Dais would like to have control of microphone muting in case of any unruly participants during a Teams meeting. It was determined by the Owner that adding a touch panel at this location would add too much clutter alongside the additional equipment planned by others.
    - Instead, once joined to a meeting, the Owner will be able to "promote" this location's guest account in Teams for the ability to mute or unmute participants via the IME touchscreen monitor.
      - The exact workflow and process of this will be worked out in further detail in future programming meetings to be coordinated by the AVI PM.
    - During installation, AVI will run a spare network cable to this location in case a touch panel needs to be added in the future.
  - The Individual Meeting Experience locations will not be controlled by the system touch panels. The PC's will be set to wake/sleep based on activity, and the touch monitor will be set to go to wake/sleep automatically based on the PC's wake/sleep activity.
- Equipment Location:
  - An OFE 48-space standalone AV equipment rack will be provided to house all the head end AV equipment.
    - This rack is slated to reside in the adjacent Server Room 212.
  - The (15) Individual Meeting Experience locations at the Dais and public tables will have a gooseneck microphone, touchscreen monitor, USB cam, and PC mounted underneath the countertop.
  - Speakers to be mounted in ceiling tiles
  - (1) PTZ camera mounted on rear wall, (1) PTZ camera mounted to ceiling above Dais.
  - (4) LCD displays mounted from the ceiling in the audience area.
- Owner Requirements:
  - During the Pro Development phase, floor plan infrastructure mark-ups were provided to the Village of Windsor and were reviewed in meetings with the EC. Those requirements included the following:
    - (1) 120V duplex power in the ceiling at each LCD display location – (4) total.
    - (1) 120V duplex power, (1) owner network jack, and (1) floor core for AV cable pathway to Server Room 212 at each of the (15) Individual Meeting Experience locations.
    - (15) 2" grommets provided in the countertop of the Dais and Public tables for each of the (15) Individual Meeting Experience locations.
    - (3) 2" conduit pass throughs from Server Room 212 to above the accessible ceiling in the Boardroom

- (3) 2" conduit or equivalent floor core in Server Room 212 for AV cable pathways from the (15) Individual Meeting Experience locations.
- (2) 120V 20A quad power outlets at the AV rack location in Server Room 212
- Owner data connections at the AV rack location in Server Room 212. Quantity is TBD.
- Coordination may be required for the mounting of the LCD monitors to the building structure.
- Coordination and scheduling with the room on the 1<sup>st</sup> floor below the Boardroom will be required as all cable pathways from the Boardroom to Server Room 212 are planned to be free aired through the 1<sup>st</sup> floor ceiling.
  - Pathways for this cabling to be provided by the GC/EC.

## **User Orientation Scope**

**Included** in every Project is our standard User Orientation. Specifically geared to the end-user, its purpose is to provide the necessary knowledge to confidently and comfortably operate the integrated system.

At AVI Systems, this is a critical element to the overall success of any project.

### **Our Orientation includes:**

- **System Overview**
- **Basic User Operation**
  - Includes a one-page laminated Quick Start guide
  - Paper copies for all attendees
- **Review of Selected Pro Support Plan**
  - How to contact AVI Support
- **Electronic versions of:**
  - Final User Orientation Guide
  - As-built CAD drawings
  - Delivered after training with any revisions noted

Our User Orientation will be scheduled approximately one week after final commissioning. Our **Client Advocate** will contact you to set a time and review the details. Training will be approximately two to three hours at your location. The Client Advocate will also contact you 30 – 45 days after Orientation to check progress and develop an action plan if needed.

## **MTR Scope of Work**

### **1.0 AVI Master Number: UC-MSFT-SERV-FULL Identified in Products & Services Detail:**

To expand collaboration capabilities, the client is seeking to deploy Microsoft Teams Room ("MTR") system(s) in their meeting room spaces. The Client is utilizing Microsoft Teams as their unified collaboration platform and would like a native Teams room device within more of their meeting rooms. These room systems natively register to Microsoft Teams.

Users will be able to invite the conference room to their scheduled Teams meetings which will in turn display the meeting on the MTR device touch panel. The meeting can then be started by pressing the Join button. The MTR utilizes the room video display as well as room microphones/speakers and camera. All aspects of the meeting are controlled by the touch control panel.

The scope of this project involves assistance from AVI's powered by company, Magenium Solutions Holdings, LLC ("Magenium"). MTR solutions come in several forms, but all bring the same consistent user experience, regardless of the type of space in which they're deployed. Magenium will lead all phases of the project and implement all changes with the assistance and approval from the Client. The Project will include the following:

#### **1.1 METHOD OF IMPLEMENTATION DEFINITIONS**

- 1.1.1 Remote - Implementation services are delivered via remote desktop sharing or VPN.
- 1.1.2 Customer is responsible for providing remote desktop sharing or VPN access

#### **1.2 PREREQUISITES AND DEPENDENCIES**

- 1.2.1 Client is responsible for completion of prerequisites and dependencies.
- 1.2.2 The following will be reviewed at the start of the project:
  - 1.2.2.1 Current State Overview
  - 1.2.2.2 Microsoft Teams Room Readiness and Deployment

#### **1.3 IMPLEMENTATION SCOPE OF WORK**

- 1.3.1 Microsoft Conference Room Overview
  - 1.3.1.1 Conferencing environments
  - 1.3.1.2 Scheduling Meetings
  - 1.3.1.3 O365, Exchange, Active Directory, Azure
  - 1.3.1.4 Group Policies
  - 1.3.1.5 Licensing Review
  - 1.3.1.6 PSTN Calling
  - 1.3.1.7 Microsoft Teams Interoperability
- 1.3.2 Overview of MTRs
  - 1.3.2.1 Feature comparison between Android and Windows MTRs
  - 1.3.2.2 MTR Roadmap
  - 1.3.2.3 Device Feature Description for MTRs on Windows (MTRoW)
    - a. Management and Monitoring
    - b. Device Operation
    - c. Device Scheduling
    - d. Device Patching

- e. Device Security
  - f. Software Security
  - g. Hardware Security
  - h. Account Security
- 1.3.2.4 Device Feature Description for MTRs on Android (MTRoA)
  - a. Android Kiosk Mode
  - b. Android Security Updates
  - c. File System Encryption
  - d. Android OS Updates
  - e. Conditional Access and Intune Requirements
- 1.3.3 Network Readiness Review
  - 1.3.3.1 Review Network requirements
  - 1.3.3.2 Ports and Protocols
  - 1.3.3.3 Quality of Service (QoS) in Teams
  - 1.3.3.4 Ethernet Connection and VLAN
  - 1.3.3.5 WAN acceleration and optimization
  - 1.3.3.6 Traffic redirection and inspection devices
  - 1.3.3.7 Bypass Proxy solutions
  - 1.3.3.8 Split Tunnel VPN
  - 1.3.3.9 Cloud Access Security Brokers (CASB)
  - 1.3.3.10 Secure Web Gateways (SWG)
  - 1.3.3.11 Perform a network readiness assessment to assess if client network meets the jitter, packet loss and latency requirements that are needed to provide an optimal experience.
- 1.3.4 Management and Monitoring Review (Device, application, and peripheral device monitoring)
  - 1.3.4.1 Teams Managed Rooms Portal
  - 1.3.4.2 Installer and Data
  - 1.3.4.3 Configuration Management
  - 1.3.4.4 Update Management
  - 1.3.4.5 Security Management
  - 1.3.4.6 MTR Insights
- 1.3.5 MTR Readiness and Deployment
  - 1.3.5.1 Resource account provisioning and creation
    - a. Assist with licensed cloud account creation
    - b. Best Practices
    - c. Mail Tips
    - d. Places
    - e. Dynamic Lists
  - 1.3.5.2 Device software installation
  - 1.3.5.3 Device deployment
  - 1.3.5.4 MTR application and peripheral device configuration
  - 1.3.5.5 Asset management
  - 1.3.5.6 Provision Active Directory/Azure Active Directory user account
  - 1.3.5.7 Review Certificate Services and Requirements
  - 1.3.5.8 Teams Meeting Room settings
  - 1.3.5.9 Exchange account settings
  - 1.3.5.10 Direct Guest Join requirements
  - 1.3.5.11 Account access requirements, Modern Authentication & Conditional Access
  - 1.3.5.12 Android Conditional Access requirements
  - 1.3.5.13 Licensing Requirements - Pro & Basic
  - 1.3.5.14 Review Calling Plans and Direct Routing PSTN calling
- 1.3.6 Testing and validation of system working as designed
- 1.3.7 Equipment
  - 1.3.7.1 MTR bill of materials provided separately within this RSA (AVI Branch Responsibilities)
  - 1.3.7.2 MTR hardware installation SOW to be provided separately within this RSA (AVI Branch Responsibilities)
- 1.3.8 Testing and validation of MTR (AVI Branch Responsibilities)
  - 1.3.8.1 Factory Acceptance Testing (FAT)
  - 1.3.8.2 Site Acceptance Testing (SAT)

#### 1.4 SCOPE OF WORK EXCLUSIONS / ASSUMPTIONS / CLIENT RESPONSIBILITIES

- 1.4.1 If prerequisites are not met, assistance on meeting these may be requested at an additional cost (e.g., Exchange, Skype/Teams, Office 365 implementations)
- 1.4.2 This project assumes the Microsoft environment is in a functioning production state up to and including O365, M365, Exchange/Outlook, and Teams environments.
- 1.4.3 This SOW assumes that a local AVI Systems branch or regional office will be assisting with the physical installation of the MTR.
- 1.4.4 All licensing costs if not purchased through AVI.
- 1.4.5 All end user training materials or programs unless purchased through AVI.
- 1.4.6 Microsoft identity and authentication, or external identity and authentication providers. Any identity or authentication issues that delay the project may result in a change order and additional labor costing.
- 1.4.7 Work will be performed remotely. Onsite presence may be requested at an additional cost.
- 1.4.8 Client will ensure timely availability of its resources, its other vendors, and necessary equipment, software and infrastructure prior to the commencement of the Project.
- 1.4.9 Client is responsible for managing and coordinating the schedules of third-party providers.

- 1.4.10 All required software licenses for the design are purchased by Client prior to the configuration date.
- 1.4.11 Available current state documentation, including an accurate network diagram detailing link speeds and available bandwidth, firewall and security restrictions will be provided by Client.
- 1.4.12 Maintenance windows based on details in the implementation plan will be provided by Client to the project team for the migration process. Proper change control will be submitted by Client.
- 1.4.13 Communication to end-users (scheduling, downtime, training, etc.) will be handled by Client's staff. Magenium will assist in providing content for these communications.
- 1.4.14 Any licensing costs for end-user training materials/programs will be paid by Client.
- 1.4.15 Client is responsible for those aspects of the performance that are not within Magenium immediate responsibilities.
- 1.4.16 Client will provide administrative access to the systems required for the implementation of the described technologies.
- 1.4.17 Testing and validation will be performed on certified peripherals. Custom peripheral testing and validation may be requested at an additional cost.
- 1.4.18 Scope assumes Microsoft identity and authentication. Magenium can assist Client with external identity provider (e.g., Okta, Ping Identity, Duo etc.) configuration and troubleshooting on a time and materials basis.
- 1.4.19 Client is responsible for troubleshooting any connectivity issues with their network that may be preventing the project from moving forward.
- 1.4.20 Training on Skype/Teams/Exchange usage and use of room system is out of scope but may be requested on a time and materials basis.
- 1.4.21 Orientation workflow and system functionality will not exceed 30 minutes by remote engineer. Additional training can be provided with a change order.
- 1.4.22 Project will be completed within eight weeks of project start or additional charges will apply through a change order.
- 1.4.23 Support or troubleshooting of client network or Microsoft environment that delay project start or completion is not included in implementation. Troubleshooting client environment issues may result in a change order and additional labor costing.
- 1.4.24 Network remediation for discovered issues during the deployment process
- 1.4.25 O365 Policy creation and implementation are the responsibility of the client.
- 1.4.26 Customer expressly acknowledges and agrees that once delivery of services has commenced, cancellation of services either during or after completion without the express written consent of AVI is prohibited.

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

- All conduits, 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 repair
- Structural support of equipment \*AVI Systems is not responsible for building-related vibrations
- All millwork (moldings, trim, cutouts, etc.)
- Patching and Painting
- Permits (unless specifically provided for and identified within the contract)
- Unless otherwise stated, the pricing in this agreement does not include prevailing wage or union labor
- Unless specifically noted, lifts and scaffolding are not included

**D. CONSTRUCTION CONSIDERATIONS:**

In order to accomplish the outlined goals of this project, the Customer will be responsible for contracting with an outside entity to make the necessary modifications to the space as directed by AVI Systems. The costs associated with these modifications are not included in this proposal.

**E. NOTICE: THIS SCOPE OF WORK IS DELIVERED ON THE BASIS OF THE FOLLOWING ASSUMPTIONS:**

- The room(s) match(es) the drawings provided.
- Site preparation by the Customer and their contractors include electrical and data placement per AVI Systems specification.
- Site preparation will be verified by AVI Systems project manager or representative before the scheduling of the installation. All work areas should be clean and dust free prior to the beginning of the on-site integration of electronic equipment.
- Customer communication of readiness will be considered accurate and executable by AVI Systems project manager.
- In the event of any arrival to the site that AVI Systems is not able to execute work efficiently and definably progress, the Customer will be charged a fee to reimburse AVI Systems for all lost time and inefficiencies. At this time, the Customer will be presented with a Contract Change Order and will/may halt work until acceptance by the Customer and rescheduling of the integration effort is agreed upon.
- Rescheduling and redeployment of AVI Systems technicians due to unacceptable site preparation may cause scheduling delays of up to 10 business days.
- There is ready access to the building/facility and the room(s) for equipment and materials.
- There is secure storage for equipment during a multi-day integration.
- If Customer furnished equipment and existing cabling are to be used, AVI Systems assumes that these items are in good working condition at this time and will integrate into the designed solution. Any 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 AVI Systems integration begins. AVI Systems 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 drawings/correspondence will be completed by the Customer within two business days (unless otherwise noted).

- The documented Change Control process will be used to the maximum extent possible – the Customer will have an assigned person with the authority to communicate/approve project Field Directed Change Orders and Contract Change Orders (see Appendix).
- In developing a comprehensive proposal for equipment and integration services, AVI Systems' Sales Representatives and Engineering teams must make some assumptions regarding the physical construction of your facility, the availability of technical infrastructure, and site conditions for installation. If any of the conditions we have indicated in the site survey form are incorrect or have changed for your project or project site, please let your Sales representative know as soon as possible. Conditions of the site found during the integration effort, which are different from those documented, may affect the price of the system solution, integration, or services. To ensure that you have an accurate proposal based on your facility and specific to the conditions of your project, please review all project documentation carefully.

#### **F. INTEGRATION PROJECT MANAGEMENT PROCESSES**

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

- Site Survey – performed prior to Retail Sales Agreement and attached
- Project Welcome Notice – emailed upon receipt of Purchase Order
- Project Kick-Off meeting with Customer Representative(s) – either by phone or in-person
- Project Status reviews – informal or formal – either by phone 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 (see Appendix)
- Notice of Substantial Completion (see Appendix) – at Customer walk-through – prior to Service Transition
- 

#### **G. KNOWLEDGE TRANSFER (TRAINING)**

- See section “B” above.

#### **H. AVI SYSTEMS INTEGRATION SERVICES RESPONSIBILITIES**

AVI Systems will provide services/work for the project as described above in the Scope of Work or per the attached separate Scope of Work document detailing the scope of work to be performed.

- Provide equipment, materials, and service items per the contract products and services detail.
- Provide systems equipment integration and supervisory responsibility for the equipment integration.
- Provide systems configuration, checkout, and testing.
- Provide project timeline schedules.
- Provide necessary information, as requested, to the owner or other parties involved with this project to ensure that proper AC electrical power and cableways and/or conduits are provided to properly integrate the equipment within the facilities.
- Provide manufacturer-supplied equipment documentation.
- Provide final documentation and “as built” system drawings (CAD) - if purchased.
- Provide system training following integration to the designated project leader or team.

#### **I. CUSTOMER INTEGRATION SERVICES RESPONSIBILITIES**

- Provide for the construction or modification of the facilities for soundproofing, lighting, electrical, HVAC, structural support of equipment, and decorating as appropriate. Includes installation of any ceiling-mounted projection screen.
- Provide for the ordering, provisioning, installation, wiring, and verification of any Data Network (LAN, WAN, T1, ISDN, etc.) and Telephone Line (Analog or Digital) equipment and services prior to on-site integration.
- Provide all necessary cableways and/or conduits required to facilitate AV systems wiring.
- Provide all necessary conduits, wiring, and devices for technical power to the AV systems equipment.
- Provide reasonable access of AVI Systems personnel to the facilities during periods of integration, testing, and training, including off hours and weekends.
- Provide a secure area to house all integration materials and equipment.
- Provide a project leader who will be available for consultation and meetings.
- Provide timely review and approval of all documentation (Technical Reports, Drawings, Contracts, etc.).

## CUSTOMER CARE

### CUSTOMER CARE SERVICES TO BE PROVIDED

Customer Care is the ongoing care and maintenance services delivered to keep your System(s) functioning as originally designed and installed. AVI Systems will perform the services below, as further described in the Definitions, for covered Systems.

#### Customer Care Entitlement Matrix

Entitlement	Definition	System Support	Service Level
Incident Management	AVI Systems provides Priority Support to troubleshoot, remediate, and escalate all Incidents through to resolution.	Included	Remote initiation within two (2) business hours, Monday through Friday, during standard hours (8 am-5 pm local time, excluding holidays)
Remote Support	AVI Systems provides remote Priority Support for supported systems to diagnose and resolve incidents.	Included	Remote response within (8) business hours, Monday through Friday during standard hours (8 am-5 pm local time, excluding holidays)
Onsite Support	AVI Systems provides Priority Support for technician dispatch to the client location to diagnose and resolve an Incident.	Included	Onsite response within eight (8) business hours, Monday through Friday, during standard hours (8 am-5 pm local time, excluding holidays)
Advanced Parts Replacement	AVI Systems provides advanced replacement of failed hardware components. Does not include consumables or obsolete equipment.	Included	Repair and/or replacement is manufacturer dependent. Loaner Equipment on Best Effort basis
Software Update Assistance	AVI Systems provides labor to implement updates of existing software to correct software errors and/or resolve incidents	Included	
System Training	AVI Systems conducts user training to cover the operation of the system and how to contact AVI Systems for support. Technical, Administrative, or Product Specific training is available separately from this agreement.	Included	Remote user training, scheduled at least one (1) week in advance
System Health Checks	AVI Systems personnel perform preventative maintenance. Includes cleaning, adjustments, functional tests, and replacement of parts to keep the system equipment in efficient operating condition.	Included	Two (2) System Health Checks per year, each scheduled at least one (1) week in advance
Asset Management	AVI Systems tracks asset information for Systems.	Included	

### CUSTOMER CARE DEFINITIONS

**System** – the items listed in the Products and Services Detail section of this Agreement or listed on an attached Equipment List with the exception of Consumables, Owner Furnished Equipment, and Obsolete Equipment.

**Priority Support** – all work under AVI Systems support agreements with Customers is scheduled ahead of any other on-demand work.

**Remote Support** – a service whereby remote calls are made to communications and terminal equipment via Customer provided IP connection to determine failures and remedies. Only available where equipment is capable and configured by AVI Systems to provide same.

**Onsite Support** - Service level response assumes the client location is within 60 miles of an AVI Systems Service Center. Additional travel costs may apply if the client's location is beyond 60 miles of an AVI Systems Service Center.

**Consumables** – parts such as recording media, batteries, projection lamps, bulbs, etc. Consumables are parts that are not included in this Agreement.

**Obsolete Equipment** – items (though possibly still in use) that are outdated with no manufacturer support or parts availability or products with the formal end of life as defined by their manufacturer. Obsolete Equipment is parts that are not included under this Agreement.

**Loaner Equipment** – tabletop LCD projectors and flat-screen monitors under 50". Tabletop projectors are not integrated into a system. Flat screen monitors will be installed onto a wall if reasonably possible.

**Best Effort** – AVI Systems strives to provide the Service or repair any Incident in an appropriate and generally accepted manner using the resources available but makes no promise in this reference.

**Advanced Parts Replacement** - Provides for recycling of equipment covered in a system or consumables with no additional fees.

Includes coverage for shipping to/from the manufacturer for equipment sent for warranty diagnosis, repair, or exchange.

Software Update Assistance – revisions of existing software, which provide maintenance to correct software errors. Assumes software is provided at no charge by the manufacturer or covered under a valid manufacturer maintenance contract. Cascading software dependencies may impact the ability to issue updates. Software and features which require additional licensing are not included under this Agreement. Changes to custom templates or scripts after initial deployment are available separately from this agreement.

#### **SYSTEM SUPPORT TERMS**

Coverage Dates – Unless otherwise stated, the service coverage date will be effective as of substantial completion or the System Support Agreement invoice date, whichever is applicable. Coverage will extend for the duration specified by the corresponding line-item description found in the Product and Services Detail section of this Agreement. AVI Systems reserves the right to withhold services until the invoice is paid in full.

Exclusions – For situations where AVI Systems is providing service or support under this Agreement, no cost service, maintenance, or repair shall not apply to the Equipment if any person other than an AVI Systems technician or other person authorized by AVI Systems, without AVI Systems, prior written consent, improperly wires, integrates, repairs, modifies or adjusts the Equipment or performs any maintenance service on it during the term of this Agreement. Furthermore, any Equipment service, maintenance, or repair shall not apply if AVI Systems determines, in its sole discretion, that the problems with the Equipment were caused by (a) the Customer's negligence; or (b) theft, abuse, fire, flood, wind, lighting, unreasonable power line surges or brownouts, or acts of God or public enemy; or (c) use of any equipment for other than the ordinary use for which such equipment was designed or the purpose for which such equipment was intended, or (d) operation of equipment within an unsuitable operating environment, or (e) failure to provide a suitable operating environment as prescribed by equipment manufacturer specifications, including, without limitation, with respect to electrical power, air conditioning, and humidity control.

Systems Support Terms are in addition to AVI Systems' General Terms and Conditions of Sale.



**PRODUCTS AND SERVICES DETAIL**

**PRODUCTS:**

<u>Model #</u>	<u>Mfg</u>	<u>Description</u> <u>Boardroom</u>	<u>Qty</u>	<u>MSRP</u>	<u>Price</u>	<u>Extended</u>
FW65BZ30L	SONY	65IN BRAVIA 4K HDR PROFESSIONAL DISPLAY	4	\$1,455.00	\$1,345.70	\$5,382.80
LCM1U	CHIEF	SINGLE CEILING MOUNT, LARGE, BLACK	4	\$459.00	\$335.85	\$1,343.40
CMA345	CHIEF	FLEX JOINT, 1-1/2" NPT	4	\$227.00	\$166.10	\$664.40
UC-MTR-L	QSC	Q-SYS UC Compute Bundle Microsoft Services	1	\$5,650.00	\$4,134.15	\$4,134.15 \$1,707.32
960-001384	LOGITECH	C920E HD 1080P MIC-DISABLED PERP WEBCAM TAA COMPLIANT	15	\$69.99	\$64.82	\$972.30
NV-21-HU	QSC	VIDEO,NV-21-HU,SMB	17	\$2,250.00	\$1,646.34	\$27,987.78
NV-21-PSU	QSC	12v 10a Aux Power Supply for NV-21-HU to enable USB-C device charging	17	\$285.00	\$208.54	\$3,545.18
E155645	ELO	ELO, 1502L 15.6-INCH WIDE LCD MONITOR, FULL HD, PROJECTED CAPACITIVE 10-TOUCH, USB CONTROLLER, ANTI-	15	\$686.00	\$630.77	\$9,461.55
11JN002PUS	LENOVO	Lenovo ThinkCentre M75q Gen 2 11JN002PUS Desktop Computer	15	\$769.00	\$769.56	\$11,543.40
CORE 510I KIT	QSC	Integrated Core with eight I/O card slots, 256 x 256 networked audio channels, dual redundant media	1	\$9,670.00	\$7,075.61	\$7,075.61
SLMST-510-P	QSC	Q-SYS license for Microsoft Teams Room software features, enables both Q-SYS Scripting and UCI Deplo	1	\$1,620.00	\$1,185.37	\$1,185.37
SLQBR-P	QSC	Q-SYS AV Bridging software license for use with Q-SYS Peripherals. Perpetual.	16	\$670.00	\$490.24	\$7,843.84
CIML4	QSC	Four channels of microphone / line-level analog audio input with 48V phantom power (Field Configure	5	\$442.00	\$323.41	\$1,617.05
COL4	QSC	Four channels of balanced, line-level analog output (Field Configured-packaged individually)	1	\$400.00	\$292.68	\$292.68
RP1	QSC	Rear Plate for covering unused card slots above I/O cards (4 ?Pack)	1	\$82.00	\$59.76	\$59.76
QIO-GP8X8	QSC	Q-SYS peripheral providing control expansion with 8 logic inputs and 8 logic outputs. Up to 4 device	2	\$455.00	\$332.93	\$665.86
NV-21-HU	QSC	4K60 4:4:4 Network Video Endpoint for Q-SYSEcosystem, software configurable as Encoder or Decoder. 1	5	\$2,250.00	\$1,646.34	\$8,231.70
NV-21-PSU	QSC	12v 10a Aux Power Supply for NV-21-HU to enable USB-C device charging	5	\$285.00	\$208.54	\$1,042.70
NC-12X80	QSC	VIDEO,NC-12X80,CN	2	\$4,495.00	\$3,384.15	\$6,768.30
MX418D/S	SHURE	Gooseneck Microphone, attached desktop base, supercardioid, length 45 cm (18), with programmable but	17	\$478.00	\$276.89	\$4,707.13
SLXD4=-H55	SHURE	SLXD4 Digital Receiver with 19 rack mount kit, includes two 1/4-wave antennas and short BNC cables f	1	\$562.00	\$369.57	\$369.57
SLXD2/SM58=-H55	SHURE	SLXD2 Digital Handheld Transmitter with SM58 Microphone Cartridge black (dynamic, cardioid), 24 bit/	1	\$349.00	\$230.55	\$230.55
UA834WB	SHURE	Antenna Amplifier, wide band, BNC couplings on both sides	2	\$179.00	\$144.82	\$289.64
UABIAS-1US	SHURE	In-line adapter. Supplies 12V DC bias power over coaxial BNC cable, includes PS23US	2	\$125.00	\$67.20	\$134.40

UA8-500-560	SHURE	1/2 Wave Omnidirectional Antenna for P9T Transmitter, (500-560 MHz)	2	\$32.00	\$26.65	\$53.30
AD-C6T-WH	QSC	6.5" Two-way ceiling speaker, 70/100V transformer with 16O bypass, 140 conical DMT coverage, include	28	\$265.00	\$193.90	\$5,429.20
DSP100-2-CV-D	STEWART AUDIO	100w x 2 @ 70 / 100v - Digital Matrix Processor - 2 Dante/AES67 channels in	2	\$1,285.00	\$862.20	\$1,724.40
LT-800-072-P1	LISTEN	Stationary RF Transmitter Package 1 (72	1	\$899.00	\$735.96	\$735.96
LA-326	LISTEN	UNIVERSAL RACK MOUNTING KIT	1	\$86.00	\$63.41	\$63.41
LA-125	LISTEN	Antenna Kit for Rack Mount (72 MHz)	1	\$69.00	\$50.88	\$50.88
LR-3200-072	LISTEN	Basic DSP RF Receiver (72 MHz)	2	\$135.00	\$110.62	\$221.24
LA-430	LISTEN	Intelligent Ear Phone/Neck Loop Lanyard	2	\$74.00	\$54.57	\$109.14
LA-402	LISTEN	Universal Stereo Headphones	2	\$33.00	\$24.34	\$48.68
GSM4248P-100NAS	NETGEAR	AV LINE M4250-40G8F-POE+ 40X1G POE+ MANAGED SWITCH	1	\$3,429.94	\$2,091.43	\$2,091.43
PD-915R	MIDDLE	9OUT,15A,RCKMNT POWER CEN	1	\$220.00	\$127.44	\$127.44
PD-815SC	MIDDLE	SLIM PWR STRP,8OUT,15A,W/ Professional Services	1	\$190.00	\$110.06	\$110.06

**Sub-Total: Boardroom**

**\$118,921.58**

**Sub-Total: Integration**

**\$89,510.73**

**Total:**

**\$208,432.31**

**PRO SUPPORT:**

<u>Model #</u>	<u>Mfg</u>	<u>Description</u>	<u>Qty</u>	<u>Price</u>	<u>Extended</u>
AVISSA1YR	AVI SYSTEMS	1 Year System Support Agreement	1	\$14,591.00	\$14,591.00

*Refer to Page 1 for the Grand Total that includes Taxes, and Shipping & Handling.*



November 22, 2023

Quote: 2722-0082

Jamie Rybarczyk  
Community Development Director | Deputy Administrator  
Village of Windsor  
4084 Mueller Road.  
DeForest, WI 53532

**Re:** Village of Windsor Municipal Building\_Access Control

Jamie;

Per our TEAMS meeting on 10.31.2023 and documentation emailed by David Camron on 11.1.2023 I am providing the following for your review and consideration.

**Scope:**

Globalcom Technologies is proposing to provide and install: (door locations and supporting devices as shown on supplied drawing)

Item No.:	Qty:	Description:
FPO250/250	1	LifeSafety Power Enclosure w/Battery Back-up
LP1502	1	RS2 2-Reader, SCP Board
MR52-S3B	9	RS2 2-Reader, SIO Board
Signo40	20	HID Multi-Tech Card Reader
1386	100	HID Access Control Card
184	24	GRI 184 Series Recessed Door Contact
DS160	20	Bosch Request-to-Exit Motion Sensor
DS9360	8	Bosch 360°, Ceiling Mount Motion Detector
DS1102I	4	Bosch Glass Break Sensor
GR3045CT	3	GRI Panic Button

Globalcom will extend and terminate cable provided by others and through pathway provided by others at the door level and mount devices. Globalcom will provide all headend terminations and program system to communicate with RS2 AccessIt! Software platform currently utilized by the Village.

Products and services to be provided by others include but are not limited to:

- Infrastructure to include cable, pathway, conduit, coring/sleeving and fire-caulking
- Exterior penetration/pathway for card readers
- Rough-in boxes where applicable
- 110V, hardwired connection to power enclosure



November 22, 2023  
Re: Village of Windsor Municipal Building\_Access Control  
Pg.2

Quote: 2722-0082

**Pricing:**

Access Control: ..... \$55,346.00

**Terms & Conditions:**

- The scope of work is based on our knowledge of the current requirements and project goals.
- The fees stated in this engagement will be honored for 30 days from the date of this proposal, except copper materials which are subject to adjustment per market price changes.
- Fees and expenses will be billed as incurred.
- A Change Order for work that is outside the agreed-upon scope of this proposal will require authorization to proceed.
- Payment of our progress billing is expected within 30 days after invoice date.

Globalcom appreciates your continued consideration of our products and services, and I look forward to discussing this proposal with you in further detail at your convenience.

Sincerely,

Kevin Zabel  
*Security Solutions Manager*  
**Globalcom Technologies**  
**Cell: (262) 894-5330**  
[kevinz@gctech.us](mailto:kevinz@gctech.us)



November 22, 2023

Quote: 2722-0081

Jamie Rybarczyk  
Community Development Director | Deputy Administrator  
Village of Windsor  
4084 Mueller Road.  
DeForest, WI 53532

**Re:** Village of Windsor Municipal Building\_Surveillance System

Jamie;

Per our TEAMS meeting on 10.31.2023 and documentation emailed by David Camron on 11.1.2023 I am providing the following for your review and consideration.

**Scope:**

Globalcom Technologies is proposing to provide and install seven (7) exterior and twenty-two (22) interior, Axis Communications IP-based cameras and an exacqVision recording solution; an option is being provided for East and West side building coverage.

Proposed cameras and respective mounting hardware are as follows: (as numbered on the supplied Axis Site Designer drawing)

***Exterior:***

Camera number(s): 1E & 3E (HG1)

Item No.:	Qty:	Description:
P3738-PLE	2	AXIS 32MP, Multi-Sensor IP Dome Camera
T94N01D	2	AXIS Pendant Kit
T91E61	2	AXIS Wall Mount
DTK-MRJPOE	2	DITEK Surge Suppressor

Camera number(s): 2E, 5E, 6E, 7E & 9E (HG2)

Item No.:	Qty:	Description:
P3267-LVE	5	AXIS 5MP, IP Dome Camera
TP3103-E	5	AXIS Pendant Kit
T91E61	5	AXIS Wall Mount
DTK-MRJPOE	5	DITEK Surge Suppressor



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**Exterior:** (cont'd)

Option #1:

Camera number(s): 4E & 8E (HG3)

Item No.:	Qty:	Description:
P3827-PVE	2	AXIS 7MP, Panoramic IP Dome Camera
DTK-MRJPOE	2	DITEK Surge Suppressor

**Interior:** First Floor:

Camera number(s): 1.1.I (HG4)

Item No.:	Qty:	Description:
P3265-LV	1	AXIS 2MP, IP Dome Camera
T94K01D	1	AXIS Pendant Kit
T91E61	1	AXIS Wall Mount

Camera number(s): 1.2.I, 1.3.I, 1.4.I, 1.5.I, 1.6.I, 1.11.I, 1.12.I, 1.13.I & 1.14.I (HG5)

Item No.:	Qty:	Description:
P4707-PLVE	9	AXIS 2 x 5MP, Dual-Sensor IP Dome Camera
T94N02D	9	AXIS Pendant Kit
T91E61	9	AXIS Wall Mount

Camera number(s): 1.7.I, 1.8.I, 1.9.I & 1.10.I (HG6)

Item No.:	Qty:	Description:
P3267-LV	4	AXIS 5MP, IP Dome Camera
TP3201	4	AXIS Recessed Kit



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**Interior: Second Floor:**

Camera number(s): 2.1.I, 2.2.I, 2.3.I, 2.5.I, 2.6.I, 2.7.I & 2.8.I (HG5)

Item No.:	Qty:	Description:
P4707-PLVE	7	AXIS 2 x 5MP, Dual-Sensor IP Dome Camera
T94N02D	7	AXIS Pendant Kit
T91E61	7	AXIS Wall Mount

Camera number(s): 2.4.I (HG4)

Item No.:	Qty:	Description:
P3267-LV	1	AXIS 5MP, IP Dome Camera
T94K01D	1	AXIS Pendant Kit
T91E61	1	AXIS Wall Mount

**exacqVision Server/Recorder & PoE Switch Gear:**

Item No.:	Qty:	Description:
AS12-72T-M1.0	1	Seneca Data, Certainty 400 Server/Recorder - Windows 2022 OS - RAID5 - 72TB Raw / 68TB Usable - (29) exacqVision Enterprise Camera License
T8516	3	AXIS 16-Port, PoE switch

**Miscellaneous:**

Item No.:	Qty:	Description:
ISP-CAT6-10'	22	CAT6, Interior Patch Cord, 10'
OSP-CAT6-5'	7	CAT6, Exterior Patch Cord, 5'
LIFT	1	Lift Rental



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Products and services to be provided by others include but are not limited to:

- Network infrastructure to include cable, pathway, conduit, coring/sleeving and fire-caulking
- Exterior penetration/pathway for cameras
- Rough-in boxes where applicable
- 110V power outlet for Server/Recorder and PoE switches

**Pricing:**

Base System: ..... \$83,651.00  
Option #1: ..... \$2,719.00

**Terms & Conditions:**

- The scope of work is based on our knowledge of the current requirements and project goals.
- The fees stated in this engagement will be honored for 30 days from the date of this proposal, except copper materials which are subject to adjustment per market price changes.
- Fees and expenses will be billed as incurred.
- A Change Order for work that is outside the agreed-upon scope of this proposal will require authorization to proceed.
- Payment of our progress billing is expected within 30 days after invoice date.

Globalcom appreciates your continued consideration of our products and services, and I look forward to discussing this proposal with you in further detail at your convenience.

Sincerely,

Kevin Zabel  
Security Solutions Manager  
Globalcom Technologies  
Cell: (262) 894-5330  
[kevinz@gctech.us](mailto:kevinz@gctech.us)