

System Order Checklist

Order Number >> (Required) A# K2724900 O# 59032
 Proposal Number >> (Required) 20-0094
 Customer Purchase Order Number >> (Required) p-card \$1,274.00
 System Order Entry that Includes... run Cindy's card when complete

1	Today's Date:	1/24/2020
2	Bill to name and address:	no
3	Ship to name and address:	no
4	Customer Purchase Order hardcopy enclosed:	no
5	Customer desired completion date	ask Chris
6	Salesperson number (two if applicable w/ proper split)	23- Rick O'Donnell
7	Is this system job taxable?	No
8	Are we billing freight to the customer?	NO
9	Explain Payment terms (standard VSI Terms 50% / 40% / 10%)	net 30 MEEC TU-1901-1
10	Main Contact Information: (For all written & phone correspondence)	
	Company: TOWSON UNIVERSITY	
	Name: BRIAN RALEY (on presale)	LI0232
	Title: Cindy Davis is the P-card holder & send rpt to	labor only
	Address 1: 8000 YORK RD	
	Address 2:	
	City: TOWSON STATE: MD ZIP: 21252	
	Phone: 410-704-6271 Fax:	
	E-Mail Address: BRALEY@TOWSON.EDU	

System Documentation that Includes...

11	VSI Proposal w/ detailed scope of work	TU bid sheet
12	Equipment w/ price, cost and SKU's	n/a
13	Soft Cost sheet from Technical Operations	No, new FM way
14	Quote from Sub Contractor (If Applicable)	N/A
15	If Bid; the complete specs	N/A
16	Site Survey form	N/A
17	Any manufacturer quotes (ex; AMX, Crestron, Draper, etc.)	no
18	Type of Service Agreement sold	TU-1901
19	Quotes for Freight	No

- 1 System Checklist
- 2 Filemaker Order View
- 3 Filemaker POI
- 4 Towson University Excel/bid sheet
- 5 Statement of Work
- 6 Customer PO
- 7 Additional Documentation

Total Number of Pages

7

Order Date 1/24/2020

STATUS: 8 -

VS Customer # K2724900

VS Order # 59032

BILL ONLY

Bill To

ACCOUNTS PAYABLE
TOWSON UNIVERSITY
8000 YORK RD
TOWSON, MD 21252

Ship To

ATTN: CINDY DAVIS
TOWSON UNIVERSITY
8000 YORK RD
LI0232
BALTIMORE MD 21252
410-704-2862

Ship Comments

☐ Do not add shipping Customer's PO # p-card

Ship via

Install MD

Sales Dept # 51

Site: LI0232 touch panel phone calls- labor only

Invoice Note

Labor only

Sales Rep

23

Rick

Sales Tax

Payment Method

Visa

Contract Name: Brian Raley

SKU	Qty	Cost	Description	Price	Ship Via
985047	4	105.00	PGM OSL PROGRAM CNTRL SYSTEM ON	135.00	Install MD
985044	4	90.00	ET-OSL ENGINEERING TECH ON SITE	119.00	Install MD
985040	2	90.00	PM IHL PROJECT MGT IN HOUSE LABOR	118.00	Install MD
985108	1	17.00	G&A General & Admin	22.00	Install MD
985036	1	38.22	CREDIT CARD PROCESSING FEE VISUAL		Install MD
985069	1		VSI CUSTOMER ACCEPTANCE		Install MD

Credit Approved

Subtotals

Subtotal \$1,274.00

cost \$1,015.22

S&H Charge

price \$1,274.00

Tax \$0.00

margin 20.3%

Total Due \$1,274.00

Created By:

Modified By:

Andrea LeDonne

Andrea LeDonne

Order View- Internal Copy
Site: LI0232 touch panel phone calls- labor only
Contract: MEEC TU-1901

Sold To: JK272490
JOB- TOWSON UNIVERSITY
ACCOUNTS PAYABLE

DO NOT MAIL
TOWSON, MD 21252

Ship To:
TOWSON UNIVERSITY
ATTN: CINDY DAVIS
8000 YORK RD
LI0232
BALTIMORE, MD 21252

ORDER DATE	PROMISE DATE	ORDER#	PO NUMBER	DEPT.#	SHIPPING	Project Manager	Engineer	Proposal#	Pre Eng	Prevail Wage?		Sales#(s)				
1/24/20	2/14/20	59032	p-card	51				20	Robert Woodruff	Non-	23	O'Donnell,				
Inv #	Item #	ShipDt	Ship Via	Ship'd	ValQty	Description		Price	Ext. Price	Cost	Ext. Cost	Order Dt	GP%	ER	Pickup#	
200745	985036		Instal		1	CREDIT CARD		0.00	0.00	38.22	38.22	1/24/2020	0.00%		NewV	
200745	985040		Instal		2	PM IHL PROJECT MGT IN		118.00	236.00	90.00	180.00	1/24/2020	23.73%		NewV	
200745	985044		Instal		4	ET-OSL ENGINEERING		119.00	476.00	90.00	360.00	1/24/2020	24.37%		NewV	
200745	985047		Instal		4	PGM OSL PROGRAM		135.00	540.00	105.00	420.00	1/24/2020	22.22%		NewV	
200745	985069		Instal		1	VSI CUSTOMER		0.00	0.00	0.00	0.00	1/24/2020	0.00%		NewV	
200745	985108		Instal		1	G&A General & Admin		22.00	22.00	17.00	17.00	1/24/2020	22.73%		NewV	

23	O'Donnell, Rick	100%	1,274.00	1,015.22	258.78	20.31%	-Total Price	1,274.00
			0.00	0.00	0.00	0.00%	-Total Cost	1,015.22
							=Gross Profit	258.78
							Total GP%	20.31%

TU-1901 Classroom Technology Cost Sheet

Please note: Procurement cannot issue a purchase order without an electronic copy of this form.

Visual Sound, Inc - Rick O'Donnell
Phone: 610-690-1342
485 Park Way
Broomall PA 19008

TU Contact and Phone
TU Project #
VSI Quote #
TU Building & Room #(s)

Brian Raley 410-704-6271
STF-200061 / SR 304764
19-2699 Change Order

Linthicum LI0232 Calls from Touch Panel

Model	Equipment	unit					
Da-Lite 21857LS - White Case 113 D / 60 x 96	Electric screen HD 0.9	Ea.	\$3,696.00	30.00%	\$2,587.20		\$0.00
Panasonic PT-RZ570WU - WUXGA 5000	Laser Projector	Ea.	\$5,999.00	47.00%	\$3,179.47		\$0.00
Panasonic PT-RZ770WU - WUXGA 7200	Laser Projector	Ea.	\$19,949.00	55.00%	\$8,977.05		\$0.00
Sony VPL-FHZ58-W	Laser Projector	Ea.	\$7,000.00	35.00%	\$4,550.00		\$0.00
ClearTouch 86" CTI-6065K-UH20	Interactive Display	Ea.	\$8,499.00	20.00%	\$6,799.20		\$0.00
ClearTouch 75" CTI-6075K-UH20	Interactive Display	Ea.	\$5,499.00	20.00%	\$4,399.20		\$0.00
ClearTouch 65" CTI-6065K-UH20	Interactive Display	Ea.	\$3,999.00	20.00%	\$3,199.20		\$0.00
ClearTouch Adj.Height mount CTI-MOUNT-ADJW-V3	Display Mount	Ea.	\$899.00	10.00%	\$809.10		\$0.00
Peerless PRG-UNV	Projector Mount	Ea.	\$199.00	40.00%	\$119.40		\$0.00
Peerless CMJ-455	Projector Tray	Ea.	\$98.00	40.00%	\$58.80		\$0.00
Peerless ST670	Flat Panel Wall Mount	Ea.	\$270.00	40.00%	\$162.00		\$0.00
Ergotron 45-241-026	Articulating Arm Mount	Ea.	\$350.00	30.00%	\$245.00		\$0.00
Secure-It Sonic Shock SSA-100	Security alarm	Ea.	\$105.95	15.00%	\$90.06		\$0.00
Elmo PX-30	Visual Presenter	Ea.	\$3,289.00	30.00%	\$2,302.30		\$0.00
Wolfvision EYE-14	Visual Presenter	Ea.	\$4,940.00	20.00%	\$3,952.00		\$0.00
Wolfvision EYE-14 Ceiling Tile Install Kit	Visual Presenter	Ea.	\$290.00	10.00%	\$261.00		\$0.00
WolfVision 8plus4	Visual Presenter	Ea.	\$5,650.00	20.00%	\$4,520.00		\$0.00
WolfVision VZ-3neo	Visual Presenter	Ea.	\$2,850.00	20.00%	\$2,280.00		\$0.00
Mersive Solstice Pod E Unlimited SP-8000-E1	Wireless Collaboration	Ea.	\$1,399.00	14.00%	\$1,203.14		\$0.00
Mersive Solstice Pod E Small Group SP-8100-E1	Wireless Collaboration	Ea.	\$1,199.00	14.00%	\$1,031.14		\$0.00
Atlas Sound FAP-62T ceiling spkr	Speaker	Ea.	\$138.99	30.00%	\$97.29		\$0.00
Bose EdgeMax EM90	Speaker	Ea.	\$790.00	25.00%	\$592.50		\$0.00
Bose EdgeMax EM180	Speaker	Ea.	\$790.00	25.00%	\$592.50		\$0.00
Bose Free Space ZA190	Amplifier	Ea.	\$504.00	25.00%	\$378.00		\$0.00
Bose Rack Kit for ZA190	Amplifier accessory	Ea.	\$30.00	25.00%	\$22.50		\$0.00
Extron Cable Cubby CC700 with inserts	Cable Management	Ea.	\$900.00	35.00%	\$585.00		\$0.00
Creston DMPS3-4K-350-C	DM Presentation System	Ea.	\$10,000.00	40.00%	\$6,000.00		\$0.00
Creston DM-XIO-DIR-80 XIO Director	DM Presentation System	Ea.	\$5,000.00	40.00%	\$3,000.00		\$0.00
Creston DM-NVX-350	DM AV over IP encoder	Ea.	\$1,800.00	40.00%	\$1,080.00		\$0.00
Creston TSW-760-B-S	Touch Screen	Ea.	\$1,400.00	40.00%	\$840.00		\$0.00
Creston TSW-760-TTK-BS	Touch Screen Stand	Ea.	\$200.00	40.00%	\$120.00		\$0.00
Creston DM-RMC-4KZ-100-C	DM Receiver	Ea.	\$900.00	40.00%	\$540.00		\$0.00
Creston DM-TX-4KZ-202-C	DM Transmitter	Ea.	\$1,500.00	40.00%	\$900.00		\$0.00
TVOne 1T-C2-750	Dual PIP DVI-I scaler	Ea.	\$995.00	10.00%	\$895.50		\$0.00
NetGear JGS516PE	Router	Ea.	\$266.00	20.00%	\$212.80		\$0.00

10/23/20
Linthicum LI0232
Calls from Touch Panel
SR 304764
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STF-200061 / SR 304764

Vaddio 999-9909-000 RoboSHOT 12 QUSB	HD PTZ USB Camera	Ea.	\$5,604.00	20.00%	\$4,483.20	\$0.00
Vaddio 999-8210-000 AV Bridge	AV to USB	Ea.	\$2,158.00	20.00%	\$1,726.40	\$0.00
Vaddio 999-8530-000 EasyUSB Mixer/Amp	Microphone mixer	Ea.	\$1,025.00	20.00%	\$820.00	\$0.00
Vaddio 999-8510-000 EasyMic Ceiling MicPOD	Microphones	Ea.	\$613.00	20.00%	\$490.40	\$0.00
ClearOne 910-001-013-W Ceiling Mic Array	Microphones	Ea.	\$599.00	20.00%	\$479.20	\$0.00
ClearOne 910-001-013-W Ceiling Mic Array	Microphones	Ea.	\$599.00	20.00%	\$479.20	\$0.00
Biamp TCM 1 Beamtracking	Microphones	Ea.	\$1,598.00	38.00%	\$990.76	\$0.00
Biamp TCM-1EX Expansion	Microphones	Ea.	\$850.00	38.00%	\$527.00	\$0.00
Biamp TCM-1A POE + Amplifier	Microphones	Ea.	\$1,998.00	38.00%	\$1,238.76	\$0.00
Biamp Tesira Forte AVB CI	Digital Audio Processor	Ea.	\$3,698.00	38.00%	\$2,292.76	\$0.00
Shure SLX14/85	Lavalier wireless	Ea.	\$824.00	30.00%	\$576.80	\$0.00
Shure SLX24/SM58	Handheld wireless	Ea.	\$749.00	30.00%	\$524.30	\$0.00
Shure MX418SC - shock mount	Podium microphone	Ea.	\$294.00	30.00%	\$205.80	\$0.00
Williams Sound FM-457 PRO	Assitive Listening Device	Ea.	\$1,681.00	35.00%	\$1,092.65	\$0.00
Cable/Labor						
Installation Cables - maximum mark-up 8%						
Incidental Installation Materials - maximum mark-up 8%					1.08	\$0.00
Subcontractor services - maximum mark-up 10%					1.08	\$0.00
Labor - TECHNICAL					1.1	\$0.00
Labor - NON-TECHNICAL					8	\$728.00
Labor - PROGRAMMING						\$0.00
Labor - SERVICE					6	\$546.00
Labor - TRAINING						\$0.00
Warranty						\$0.00
Shipping					1	\$0.00
					1	\$0.00
Sub-Total (All Contract Items)						
						\$1,274.00

Andrea LeDonne

From: Davis, Cindy <cdavis@towson.edu>
Sent: Thursday, January 23, 2020 5:36 PM
To: Rick O'Donnell; Andrea LeDonne
Cc: Raley, Brian J.
Subject: Quote 20-0094

Rick, please process this quote for the VOIP calling pilot in LI0232. This will not be a change order to the existing project. We are handling it as its own repair/maintenance project. The project number is RM-200101. Once the work is complete, please invoice my PCard and reference SR 322689 and RM-200101 on the invoice.

Thanks
Cindy



Cindy Davis

Manager, Classroom and Computer Lab Technologies | Office of Technology Services (OTS)

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P: 410-704-3182

cdavis@towson.edu | www.towson.edu/cclt

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Classroom Support 410-704-8324 (4TECH)



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