

Sales Quotation

Client Details: Cambridge Conservation Initiative
The David Attenborough Building
Pembroke Street
Cambridge
CB2 3QZ

Client Contact: Oliver Denning
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Project title: Tower Meeting Room – Indicative Costs **Date:** 6th July 2017

AAVS ref.: S-3540-CCI.01 **Prepared by:** Matt Foster

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1 CLIENT BRIEF / REQUIREMENT

Absolute Audio Visual Solutions (AAVS) provide herewith indicative costs to meet your AV requirements for the Tower Meeting Room at the David Attenborough Building in Cambridge as requested in your emails of 29th June 2017.

- Ceiling mounted projector and fixed frame screen – Option 1
- Large format flat panel display – wall mounted – Option 2
- Small audio system for program sound – Option 1
- Room control system with AV switcher scaler and CATx output
- 7" lectern mounted touch panel
- Lectern / presentation station to match those in other meeting rooms – includes vinyl logo and flexible arm for a single monitor
- Ceiling mounted USB PTZ camera for integration with software video conferencing packages
- Ceiling mounted microphone array for integration with software video conferencing packages
- 10" tablet and wall mount as previously supplied for Cloud Booking system

Note:

1. This quotation is subject to review following further discussion with Cambridge Conservation Initiative and a site visit to review cable routes etc.
2. It is assumed that mains power supplies and building network points will be installed by others
3. It is assumed that UIS / CCI will supply a PC and network switch for installation into the lectern.

2 SYSTEM DESCRIPTION

To meet the above mentioned brief/requirement, AAVS will supply, install and commission the following AV equipment as part of a complete system design.

1. General
The system designs are intended to give similar functionality to the existing meeting rooms with the addition of camera and microphone equipment for integration with software based video conferencing equipment.
2. Displays
Option 1: A 5000 lumen WUXGA (full HD) projector will be ceiling mounted. This will project onto a fixed frame projection screen located centrally on the wall opposite the door.

Option 2: a 75" UHD (4K) commercial display will be mounted on the wall opposite the door. The display has integrated loudspeakers for audio support of presentations.

In both cases the display will be connected to the switcher / scaler in the lectern using an HDMI over CATx cable solution to overcome the distance and resolution issues of HDMI cabling.

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3. Input switching
A Crestron DMPS3-4K switcher scaler will be installed in the lectern. Inputs to the system will be:
 - i. Lectern PC – supplied by CCI/UIS
 - ii. VGA laptop via input plate on lectern surface
 - iii. HDMI laptop via input plate on lectern surface
 4. Audio System
For option 1 only a pair of loudspeakers will be installed either side of the projection screen. These will be powered by an energy efficient audio amplifier located in the lectern.
 5. Ceiling mounted PTZ camera
A camera with powered PTZ will be ceiling mounted to provide a view of the room that includes the lectern and projection screen. The camera will connect to the lectern PC via USB. The camera will be controlled using the supplied remote control. Professional USB 3.0 extension cabling will be used for quality and reliability over the required distance.
 6. Ceiling Microphone
A ceiling microphone will be installed. This has an array of capsules for 360 degree pickup of audio within the room. The microphone will be located as close to the centre of the room as possible
 7. Microphone USB interface
A microphone interface will be installed to allow connection of the ceiling microphone to the lectern PC using USB.
 8. Control
The Crestron DMPS3-4K switcher has an integrated room control processor which will provide control of the following:

Display: Power, input and blanking
Input switching
Audio: Volume control and muting
System: On / Off

The control system will also link to the installed fusion system if required – Details to be discussed.
 9. Room Booking
A 10" Android tablet will be mounted outside the room for integration with the existing CloudBooking system.

Provision has been made to set up the tablet with on the room booking system, details to be provided by CCI / CloudBooking
 10. The system has been designed assuming that suitable mains power network and cable routes are available for the installation of the equipment. If these items are not available / accessible additional costs may be incurred.

3 ADDITIONAL SCOPE OF WORKS

Our scope of works is for a full turnkey solution and covers/includes:

1. Project Management

Project Management from receipt of order through to project sign-off by client is included in this offer. Where applicable AAVS will provide risk assessments and method statements for installation and/or commissioning works. Should CDM Regulations (Construction, Design and Management Regulations 2007) apply to this project, AAVS have made no allowance for acting as Principal Contractor. If required by the client, AAVS can provide this service for an additional cost.

2. System Engineering Design

Our solution takes into account AV industry design practices as recommended by ISCE and/or InfoComm and our design team has Crestron and Extron certification. As an independent system integrator we only select equipment from industry known and reliable manufacturers where we have established long term strategic partnerships. Our offer is therefore cost effective and innovatively designed using reliable and proven products. Where applicable, our system design is future-proof to allow for upgrades, enhancements and expansions.

3. System Installation / Acceptance Test

Complete system installation is included in this offer. System integration to 3rd-party equipment / systems is not included in this offer. If required by the client, AAVS can provide this service for an additional cost. Factory Acceptance Test (FAT) and/or Site Acceptance Test (SAT) is not included in this offer. If required by the client, AAVS can provide this service for an additional cost.

4. Test & Commissioning

Complete system test and system commissioning is included in this offer. System testing and integration to 3rd-party equipment/systems is not included in this offer. If required by the client, AAVS can provide this service for an additional cost.

5. Client hand-over and Project sign-off

The supplied system will be demonstrated to the client to prove the workings of the new equipment. After successful completion of this test and completion of the AAVS Practical Completion Certificate, this will constitute the hand-over to the client and their acceptance for invoicing.

6. Documentation

Standard User / Operator Manuals / Data Sheets as supplied free of charge by the product manufacturer will be provided. Any additional documentation which might be required by the client, i.e. system diagrams, block diagrams, parts lists, maintenance & operator manual, etc. can be provided for an additional cost.

7. Training

Basic introductory training is included in this offer. This training will cover basic operations and be limited to no more than two hours in duration and not resulting in an additional site visit. Note that no formal training material will be available, however a more comprehensive bespoke training package can be provided at additional cost.

8. Warranty and Support

Unless otherwise indicated or where a pre-existing maintenance contract is in-place, AAVS's Standard Warranty Terms (essentially 12 month Return to Base) will apply for products and system solutions provided by AAVS.

- Standard Warranty is offered for a period of 12 months from the time the product or system solution is supplied to the client and covers only the hardware components supplied by AAVS and excludes software and any third party components which may interface with the AAVS system solution. It is the client's responsibility to return the defective hardware component to AAVS and the client shall bear all transportation costs. Any warranty claims must be reported to AAVS during normal office hours. AAVS will issue the client with a goods return (GRN) number and the return address details. AAVS shall use reasonable efforts to diagnose the fault, repair and return to the client. If the hardware component cannot be repaired, AAVS may, at its sole discretion, supply the client with a replacement hardware component (subject to availability) or replace the item with an equivalent make or model not affecting the performance of the complete system. If the received hardware component is found to be fault free AAVS reserves the right to charge the client for the costs associated with the diagnostics investigation. Nothing within this Standard Warranty obliges AAVS to repair a fault within a specific time period nor to visit the client's site to investigate the fault or complete the repair.

To enhance these warranty provisions and improve response times, we can offer Enhanced Warranty for an additional cost.

- Enhanced Warranty is offered for a period of 12 months from the time the product or system solution is supplied to the client and covers only the hardware components supplied by AAVS and excludes software and any third party components which may interface with the AAVS system solution. If a fault occurs an AAVS service engineer will visit the client's site during AAVS normal office hours, investigate the fault and, if it is associated with an AAVS supplied hardware component covered by the Enhanced Warranty, the service engineer will return it to AAVS for repair or replacement. AAVS shall use reasonable efforts to diagnose the fault, repair and re-install. If the hardware component cannot be repaired AAVS may, at its sole discretion, supply the client with a replacement hardware component (subject to availability) or replace the item with an equivalent make or model not affecting the performance of the complete system. If the service engineer finds no fault AAVS reserves the right to charge the client for the costs associated with the diagnostics investigation. Nothing within this Enhanced Warranty statement obliges AAVS to visit the client's site or repair a fault within a specific time period.

To extend the service beyond this, please contact us to arrange for a service and maintenance contract which can be customised with Key Performance Indicators in line with your required levels of response and maintenance/support.

9. Timescales & Lead-times

The Start date is to be agreed between both parties once an order is received.

A minimum of 5 working days from receipt of your order is required before any work commences.

Please note that some hardware items can be subject to a 4 to 6 week lead-time.

The estimated duration of work on site (installation, commissioning, training, etc.) is 3 working days.

4 ASSUMPTIONS, DEPENDENCIES & EXCLUSIONS

For the avoidance of doubt, we draw your attention to the following assumptions, dependencies & exclusions relevant to our offer.

- If required, all local planning permissions, approvals, etc. and related paperwork will be obtained by the customer/end client prior to commencement of the works.
- At the time of preparing this quotation it has been assumed that no hazardous material, chemicals or substances are present. The costs stated herein reflect this situation and scope of the works specified. If our understanding of the site conditions is incorrect, or the site conditions change, we request that we are advised in writing so that we may reassess the situation. Where a change in sited conditions is identified, either by our own personnel or others, this may result in an increase in cost and/or refusal to undertake certain areas of the specified work. Please Note: If hazardous materials are identified by either party while work is being carried out, we reserve the right to cease work immediately and to only reconvene upon receiving written confirmation that any hazardous materials have been removed or made safe.
- Provision of access for delivery and a secure storage area for uninstalled equipment may be required and will be provided by the customer/end client.
- Onsite (free) courtesy parking will be required for the duration of the works. Alternatively, any parking charges occurred will be passed on at cost.
- Access to all sites and work locations required during the installation works and for the purposes of completion and commissioning will be free and un-encumbered at all times.
- Traffic Management and/or pedestrian management will not be required during installation.
- All works will be conducted during normal office hours (0800-1700 Mon-Fri excluding national holidays). If required, AAVS can provide a quotation for evening and weekend working.
- An NIC/EIC BS7671:2008 17th Edition Test Certified mains power supply (230V +10% -6%) will be available free of charge locally to be used by our site engineers during installation and commissioning.
- Where applicable, existing (or new) ducting is roped, clear and free for AAVS to use.
- Any required (data) network cabling infrastructure will be available (supplied, installed and tested by others) with a termination point within 1m of each agreed AV equipment position. Data provision and content is the responsibility of others.
- Mains power (230V +10% -6% power points, tested and certified in accordance with NIC EIC regulations) will be available (supplied, installed and tested by others) within 1m of each agreed AV equipment position.
- All individual products and/or sub-systems offered in this document are quoted subject to availability. AAVS reserve the right without further notice to replace any item (or sub-system) with an equivalent make or model not affecting the performance of the complete system.

- AAVS reserve the right to charge additional cost for time incurred in identifying faults in equipment not supplied by us.
- AAVS reserve the right to charge additional cost for any delays and/or return visits not caused by Absolute AVS.
- Any additional requirement identified whilst under contract will be at extra cost and will be covered under a Variation Order.
- Where applicable/necessary, the end client will provide remote (network) access to the installed system to enable AAVS to carry out final checks, commissioning and maintenance of the system remotely.

5 PRICING & EQUIPMENT SCHEDULE

EQUIPMENT - Option 1 - Projector

Item	Unit Price	Qty	Total
Sony CH375 5000 lumen full HD multimedia projector - integrated HDBaseT receiver	1678.88	1	1678.88
Ceiling mount for above	120.00	1	120.00
Frame Vision Light fixed frame projection screen. 170 x 106cm viewing area	395.00	1	395.00
Crestron DMPS3-4K-100-C 8 input switcher scaler - integrated room control processor	1975.00	1	1975.00
Crestron TSW-760 7" touch screen	915.00	1	915.00
Mini stereo audio amplifier - 15W/channel - Energy Star compliant	192.00	1	192.00
Compact wall mount loudspeakers - White	68.00	2	136.00
Teamate Educator lectern with 1200mm top - input / control housing - single monitor arm - Vinyl logo. Note: final specification TBC	3104.00	1	3104.00
Custom Floor Box plates for lectern position	180.00	2	360.00
Cabling and fittings for lectern	250.00	1	250.00
Logitech Pro PTZ USB camera	659.00	1	659.00
Ceiling mount for above	202.65	1	202.65
USB extension cable set for camera	193.72	1	193.72
Vaddio ceiling microphone array - White	641.55	1	641.55
Vaddio Easy USB interface for ceiling microphone array	1077.00	1	1077.00
10.1" Commercial grade Android tablet with PoE for Cloud Booking System - Plastic case, 24/7 operation Android 4.4.4	395.00	1	395.00
VESA wall mount with security screw	45.10	1	45.10
Installed cabling	150.00	1	150.00
Fixings and installation accessories	55.00	1	55.00

EQUIPMENT TOTAL

£12,544.90

PROJECT LABOUR & LOGISTICS

Description	Unit Price	Qty	Qty Price
System Control Programming - Crestron & AMX	650.00	2	1300.00
Equipment Rack Build & test	325.00	1	325.00
System Installation - 1st & 2nd Fix	325.00	3	975.00
System Set Up, Test & Commissioning (half day)	275.00	1	275.00
Delivery, Packing & Logistics	30.00	1	30.00
LABOUR & TRANSPORT TOTAL			£2,905.00

Option 1 – Projector Total project price **£15,449.90** excluding VAT.

EQUIPMENT - Option 2 - Flat Panel Display

Item	Unit Price	Qty	Total
Sony 75" UHD commercial display with integrated loudspeakers	2481.25	1	2481.25
Wall mount bracket for 75" display	75.32	1	75.32
HDBaseT receiver and power supply	171.00	1	171.00
Crestron DMPS3-4K-100-C 8 input switcher scaler - integrated room control processor	1975.00	1	1975.00
Crestron TSW-760 7" touch screen	915.00	1	915.00
Teamate Educator lectern with 1200mm top - input / control housing - single monitor arm - Vinyl logo. Note: final specification TBC	3104.00	1	3104.00
Custom Floor Box plates for lectern position	180.00	2	360.00
Cabling and fittings for lectern	250.00	1	250.00
Logitech Pro PTZ USB camera	659.00	1	659.00
Ceiling mount for above	202.65	1	202.65
USB extension cable set for camera	193.72	1	193.72
Vaddio ceiling microphone array - White	641.55	1	641.55
Vaddio Easy USB interface for ceiling microphone array	1077.00	1	1077.00
10.1" Commercial grade Android tablet with PoE for Cloud Booking System - Plastic case, 24/7 operation Android 4.4.4	395.00	1	395.00
VESA wall mount with security screw	45.10	1	45.10
Installed cabling	150.00	1	150.00
Fixings and installation accessories	55.00	1	55.00

EQUIPMENT TOTAL**£12,750.59**

PROJECT LABOUR & LOGISTICS

Description	Unit Price	Qty	Qty Price
System Control Programming - Crestron & AMX	650.00	2	1300.00
Equipment Rack Build & test	325.00	1	325.00
System Installation - 1st & 2nd Fix	325.00	2	650.00
System Set Up, Test & Commissioning (half day)	275.00	1	275.00
Delivery, Packing & Logistics	30.00	1	30.00
LABOUR & TRANSPORT TOTAL			£2,580.00

Option 1 – Projector Total project price **£15,330.59** excluding VAT.

6 OPTIONS

There are no options included in this offer.

7 VALUE ADDED TAX

All prices quoted do not include Value Added Tax or any other statutory charges. VAT will be charged at the rates relevant on the day of invoicing.

If the equipment supplied is intended for export, it is the buyer's responsibility to re-claim VAT at the time of export.

8 VALIDITY AND TERMS & CONDITIONS

This proposal is valid for 30 days from the date on the front of the document, unless otherwise stated in the covering letter / email.

This offer is made strictly on AAVS terms and conditions of sale (available on request) and AAVS will submit progress invoices for mobilisation, materials, and labour on a monthly basis.

AAVS will consider alternative terms, but reserves the right to renegotiate them, decline to accept them and/or to vary the price in order to accommodate them.

E. & O.E. (errors and omissions excepted)