



PROPOSAL SUMMARY

Prepared For
Florida Atlantic University

5353 Parkside Drive

 Jupiter FL
Joanne Julia

Prepared By: Martin A. Lois

Date Prepared: June 6, 2012

Proposal Number:
Project Name: AD206

Valid Until: August 6, 2012

TOTAL EQUIPMENT COST
\$36,366.24

Includes: cable, connectors, hardware, switches, relays, terminal blocks, panels, etc., to insure a complete and operational system.

PROFESSIONAL INTEGRATION SERVICES
\$14,422.39

Includes: Engineering, project management, CAD, on-site installation and wiring, coordination and supervision, testing, checkout, owner training, etc. performed on the Owner's premises. Also includes all fabrication, modification, assembly, rack wiring, programming, warranties, etc., some performed at AVI-SPL

DIRECT COSTS
\$0.00

Includes: Non equipment or labor costs such as travel expenses, per diem, lift and vehicle rentals.

GENERAL & ADMINISTRATIVE
\$0.00

Includes all G & A expenses: clerical, bonds, vehicle mileage, shipping & insurance

CUSTOMER SUPPORT
\$0.00

90 Day Full System Warranty - Includes on site diagnostics and labor, bench repair labor, and all parts necessary to complete a repair.

SUBTOTAL
\$50,788.63
TAXES
As Applicable
TOTAL
\$50,788.63

Plus Applicable Sales Tax

MONTHLY EXPENSE OPTIONS

AVI-SPL Financial Solutions makes it easy for you to secure the best possible technology solutions. Our leasing options are perfect for companies that demand the best, but don't want to consume valuable capital dollars or credit line.

60 Month SHIELD Lease

Monthly Expense _____

The Shield Program is a unique Operating expense used for the acquisition of today's Video Teleconferencing Solutions. The Shield program includes a "System Replacement Guarantee" SRG, that ensures that you will always have access to the best Video

Not included: Structural, ceiling, millwork, or AC/heat modifications, HV electrical or conduit.

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Customer Signature

Print

Date



CUSTOMER CARE PROGRAM

Prepared For

Florida Atlantic University
5353 Parkside Drive
Jupiter FL

Prepared By: Martin A. Lois

Date Prepared: June 6, 2012

Proposal Number:

Project Name: AD206

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1ST YEAR CUSTOMER CARE PROGRAM

\$2,353.84

Plus Applicable Sales Tax

YES - I would like the first year Customer Care Program _____ Client Initials

NO - I do don't want the first year Customer Care Program _____ Client Initials

2ND YEAR CUSTOMER CARE PROGRAM

\$2,973.27

Plus Applicable Sales Tax

YES - I would like the 2nd year Customer Care Program _____ Client Initials

NO - I do don't want the 2nd year Customer Care Program _____ Client Initials

PROGRAM BENEFITS

OUTSTANDING CUSTOMER SUPPORT

❖ 24/7 Technical Help Desk - Staffed By AVI-SPL Engineers

- ❖ Trouble ticket generation & tracking
- ❖ Dedicated toll free number for access to the help desk
- ❖ CISCO certified experts on staff
- ❖ Certified Videoconferencing Engineers (CVE) on staff
- ❖ Cisco Certified Network Associate and Professional (CCNA & CCNP) on staff
- ❖ Cisco Certified Design Associate and Professional (CCDA & CCDP) on staff
- ❖ Certified Technology Specialist (CTS) on staff

SEMI ANNUAL PREVENTATIVE MAINTENANCE

- ❖ Inspect all surfaces, electrical and signal connections, clean as needed
- ❖ Inspect all VCR's, DVD & CD players, clean and lubricate as needed
- ❖ Inspect all displays, clean and adjust as need for optimal image quality
- ❖ Complete system functionality test to ensure 100% functionality
- ❖ Perform walk through with client to demonstrate 100% functionality
- ❖ Provide report of findings and recommendations

WARRANTY REPAIR BY CERTIFIED TECHNICIANS

- ❖ AVI-SPL will provide all labor and parts to effectively perform repairs
- ❖ Unlimited service calls with priority response
- ❖ Overnight shipping on replacement parts

Note: Owner provided equipment is not covered under the Customer Care Program

RECYCLING PROGRAM

AVI-SPL is dedicated to making sure that you get the best experience from the products that we recommend for your audio/video solution. We also understand that when you are ready for a new solution, proper steps must be taken to ensure that the components of your old equipment are disposed of in a safe and environmentally responsible manner, which is why we have created formal recycling programs for our customers. Working with an ISO certified third party environmentally responsible recycling company with over 20 years of reliable experience, AVI-SPL provides waste management options to make sure that we keep as much toxic waste out of landfills as possible.

Lamp Recycling

AVI-SPL is pleased to offer projector lamp recycling at no cost to you - you pay only the shipping costs to ship the lamp to our recycling center. While many companies offer a recycling service, they often charge for the recycling - AVI-SPL pays the recycling cost - and keeps our carbon footprint small by having you ship directly to our recycling center. It's quick, easy and inexpensive to be environmentally responsible.

Did you know?

- ❖ Most projection lamps contain mercury, which is toxic and can leak into the ground water if placed into a landfill
- ❖ Shipping a projection lamp to our centralized recycling facility via standard mail is only about \$3 per lamp

Recycling for Technology Upgrades

Technology upgrades require the safe removal of obsolete equipment before the installation of any new technology is put into your facility. AVI-SPL has partnered with an ISO certified national recycling company to ensure that all waste equipment is disposed of in an environmentally responsible manner. During the recommendation process, our team of specialists will recommend a recycling solution for any outdated A/V equipment that you may need removed during the installation process.

Did you know?

- ❖ Almost all electronic devices contain lead, and such devices are proliferating and becoming obsolete at breathtaking speed.
- ❖ Using our ISO certified recycling partner on your next new project ensures that old technology is properly recycled - keeping it out of landfills.

Recycling During the Fabrication Process

During the process of creating your integrated solution, we generate waste products such as cable and wire clippings, connectors, metal plates and parts, and packaging waste, for instance. Our fabrication plants are able to capture and recycle much of this waste to prevent it from being disposed of through standard means.

Did you know?

- ❖ E-waste is the fastest growing waste stream in the world today. The EPA and National Safety Council put the annual number of discarded cell phones at more than 130 million with more than 250 million computers becoming obsolete in the next five years, and that's just in the U.S.
- ❖ According to the US Environmental Protection Agency, in 2005, discarded electronics totaled about 2 million tons. It's estimated that only about 15 to 20 percent of this was recycled.***

Going Green is Good for Business

Utilizing recycling programs, like the programs outlined on this page, can be good for your business. If you are currently planning new construction projects and are working on a LEED Certified building, AVI-SPL can be a resource for your project team.





EQUIPMENT LIST

PREPARED FOR
Florida Atlantic University

 5353 Parkside Drive
 Jupiter FL
 Joanne Julia

 Prepared By: Martin A. Lois
 Date Prepared: June 6, 2012
 Proposal Number: 0
 Room Name: JUPITER AD206
 Valid Until: August 5, 2012

ITEM	QTY	MFG	MODEL	DESCRIPTION	UNIT PRICE	EXTENDED PRICE	NOTES FOR CLIENT
DISPLAY EQUIPMENT							
2	1	Epson	PRO28050W UNL	Owner Furnished Equipment	\$0.00	\$0.00	
3	1	Epson	V12H004S04	Owner Furnished Equipment	\$0.00	\$0.00	
4	1	Epson	V13H010L52	Owner Furnished Equipment	\$0.00	\$0.00	
5	1	Chief	VCM011E	Owner Furnished Equipment	\$0.00	\$0.00	
6	1	Chief	CMA110	Owner Furnished Equipment	\$0.00	\$0.00	
10	1	Smart	422W	Owner Furnished Equipment	\$0.00	\$0.00	
11	1	Ergotron	45241026	Owner Furnished Equipment	\$0.00	\$0.00	St Lucie County School Board Bid 08-05 21% Discount
13	1	Sharp	LC60LE920UN	Owner Furnished Equipment	\$0.00	\$0.00	Palm Beach County School Board Bid 11-019/MB 21% Discount
16	2	Sharp	PNE601	60" Flat Panel Professional Display	\$2,941.18	\$5,882.36	Palm Beach County School Board Bid 11-019/MB 21% Discount
17	3	Chief	PCSU	Ceiling Mount for Panels	\$242.51	\$727.53	Palm Beach County School Board Bid 11-019/MB 21% Discount
18	3	Chief	CMA100	Flange for Mounts	\$83.92	\$251.76	Palm Beach County School Board Bid 11-019/MB 21% Discount
22	1	Dalite	70192L	137"D Wall Mount Electric Screen	\$1,204.00	\$1,204.00	Charlotte County School Board Bid 07/08-516 21% Discount
SOURCE EQUIPMENT							
27	1	Samsung	UF130ST	Owner Furnished Equipment	\$0.00	\$0.00	Lee County School Board Bid B086662VR Discount 26% Discount
28	1	Sony	BDPSS580	Owner Furnished Equipment	\$0.00	\$0.00	Charlotte County School Board Bid 07/08-516 21% Discount
34	2	Extron	70-678-08	Filter Module	\$29.00	\$58.00	Broward County School Board Bid 29008R 17% Discount
35	1	Extron	60-525-01	Cable Cubby 600	\$406.00	\$406.00	Broward County School Board Bid 29008R 17% Discount
36	1	Extron	70-678-11	VGA and Audio Retractor	\$304.88	\$304.88	Broward County School Board Bid 29008R 17% Discount
38	1	Extron	7061612	HDMI Module	\$46.40	\$46.40	Broward County School Board Bid 29-008R 17% Discount
39	1	Extron	70-362-12	Two USB A Female to Two USB B Female	\$53.33	\$53.33	Broward County School Board Bid 29008R 17% Discount
40	1	Extron	70-090-12	Blank Plate - Double	\$13.33	\$13.33	Broward County School Board Bid 29008R 17% Discount
43	1	Extron	2665006	HDMI Cable	\$40.00	\$40.00	Broward County School Board Bid 29008R 17% Discount
SWITCHING AND ROUTING							
51	4	Creston	DMC-C-DSP	DigitalMedia 8G+™ Input Card w/Down-mixing for DM® Switchers	\$771.51	\$3,086.04	AVI GSA Contract GS-03F-0037M
53	2	Creston	DMC-HD-DSP	HDMI® Input Card w/Down-mixing for DM Switchers	\$593.47	\$1,186.94	AVI GSA Contract GS-03F-0037M
54	1	Creston	DMCO-5333	2 DM 8G+ w/1 HDMI & 6 HDMI w/6 Stereo Analog Audio Output Card for DM-MD16X16	\$2,017.80	\$2,017.80	AVI GSA Contract GS-03F-0037M
55	1	Creston	DMCO-5550	6 DM 8G+ w/3 HDMI Output Card for DM-MD16X16	\$1,157.27	\$1,157.27	AVI GSA Contract GS-03F-0037M
56	4	Creston	DM-TX-201-C	DigitalMedia 8G+™ Transmitter 201	\$771.51	\$3,086.04	AVI GSA Contract GS-03F-0037M
57	1	Creston	DM-MD16X16	Owner Furnished Equipment	\$0.00	\$0.00	
58	5	Creston	DM-RMC-SCALER-C	DigitalMedia 8G+™ Receiver & Room Controller w/Scaler	\$830.86	\$4,154.30	AVI GSA Contract GS-03F-0037M
59	4	Creston	CBH-HD-12	Creston® Certified HDMI® Interface Cable, 12 ft	\$41.54	\$166.16	AVI GSA Contract GS-03F-0037M
60	4	Creston	CBH-AUDIO-12	Creston® Certified Mini-TRS Stereo Audio Interface Cable, 12 ft	\$5.93	\$23.72	AVI GSA Contract GS-03F-0037M
61	11	Creston	CBH-HD-6	Creston® Certified HDMI® Interface Cable, 6 ft	\$29.67	\$326.37	AVI GSA Contract GS-03F-0037M
62	4	Creston	DM-CBL-8G-P-SP500	DigitalMedia 8G™ Cable, plenum, 500 ft spool	\$356.08	\$1,424.32	AVI GSA Contract GS-03F-0037M
63	1	Creston	DM-8G-CONN-100	DigitalMedia 8G™ Cable Connector, 100-Pack	\$296.74	\$296.74	AVI GSA Contract GS-03F-0037M
64	5	Creston	CBH-HD-3	Creston® Certified HDMI® Interface Cable, 6 ft	\$23.74	\$118.70	AVI GSA Contract GS-03F-0037M
CONTROL SYSTEM							
77	1	FAU	AV2	Owner Furnished Equipment	\$0.00	\$0.00	
79	1	FAU	C2ENET2	Owner Furnished Equipment	\$0.00	\$0.00	
80	1	FAU	CNTBLOCK	Owner Furnished Equipment	\$0.00	\$0.00	
84	1	Creston	V15-TILT-B	Owner Furnished Equipment	\$0.00	\$0.00	
85	1	Creston	SMK-V15	Owner Furnished Equipment	\$0.00	\$0.00	
86	1	Creston	DGE-1	Owner Furnished Equipment	\$0.00	\$0.00	
AUDIO SYSTEM							
102	1	Audio Tech	ES915C21	Owner Furnished Equipment	\$0.00	\$0.00	Seminole County School Board Bid 103050 27% Discount
107	1	Clearone	910151881	Owner Furnished Equipment	\$0.00	\$0.00	Miami Dade County School Board Bid 011-HH11 24% Discount
108	2	Clearone	910151810	Owner Furnished Equipment	\$0.00	\$0.00	Miami Dade County School Board Bid 011-HH11 24% Discount
113	2	Bose	MB12	Owner Furnished Equipment	\$0.00	\$0.00	Miami Dade County School Board Bid 011-HH11 42% Discount
117	8	JBL	Control 26CT	Owner Furnished Equipment	\$0.00	\$0.00	
118	1	Bsmp	MXA75	Owner Furnished Equipment	\$0.00	\$0.00	Palm Beach County School Board Bid 11-019/MB 21% Discount
119	16	Audio Tech	ES961RC	Owner Furnished Equipment	\$0.00	\$0.00	Seminole County School Board Bid 103050 27% Discount
121	1	Revolabs	01HDEVNUNM	Base Station	\$695.63	\$695.63	Palm Beach County School Board Bid 11-019/MB 21% Discount
122	2	Revolabs	01HDEXECMIC11	Lapel Microphone	\$325.73	\$651.46	Palm Beach County School Board Bid 11-019/MB 21% Discount
124	1	Crown	CT600	Owner Furnished Equipment	\$0.00	\$0.00	AVI GSA Contract GS-03F-0037M
MISC EQUIPMENT							
126	1	FAU	Spectrum	Owner Furnished Equipment	\$0.00	\$0.00	
143	1	Extron	2656602	6' VGA and Audio Cable	\$39.50	\$39.50	Broward County School Board Bid 29-008R 17% Discount
144	1	Extron	2656601	3' VGA and Audio Cable	\$39.50	\$39.50	Broward County School Board Bid 29-008R 17% Discount
148	10	Extron	2661801	DVID to HDMI Adapter	\$29.33	\$293.30	Broward County School Board Bid 29-008R 17% Discount
VTC EQUIPMENT							
157	1	Vaddio	999-6946-000AW	WallVIEW HD-19 DVI/HDMI	\$4,526.67	\$4,526.67	Palm Beach County School Board Bid 11-019/MB 21% Discount
166	1	Creston	Capture HD	Capture Device	\$2,255.19	\$2,255.19	AVI GSA Contract GS-03F-0037M
174	1	FAU	CISCOC60	Owner Furnished Equipment	\$0.00	\$0.00	
176	1	FAU	ECHO360	Owner Furnished Equipment	\$0.00	\$0.00	
184	1	Vaddio	HD Instructor Camera	Owner Furnished Equipment	\$0.00	\$0.00	
185	2	Vaddio	IR Sensors	Owner Furnished Equipment	\$0.00	\$0.00	
186	1	Vaddio	Pressure Mat	Owner Furnished Equipment	\$0.00	\$0.00	

Equipment Total	\$34,533.24
Installation Materials	\$1,833.00
Labor And System Warranties	\$14,422.39
Direct Costs	\$0.00
General & Administrative	\$0.00
Subtotal	\$50,788.63
Tax	As Applicable
TOTAL	\$50,788.63

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