



Proposal To:

Cross Insurance Arena

For:

Tech Booth Renovation

May 7, 2024

SYSTEM DESIGN

Hi Michael,

This proposal pulls out the components from the original proposal (P-2617) that are involved in renovating the tech booth. A few of the components in this proposal were designed to be installed in the fan room nearest the tech booth. Since you aren't updating the amplifiers at the time these components will be installed in the equipment rack in the tech booth. If you decide to update the amplifiers and speakers in the future, these components would move from the tech booth to the fan room. This is the most efficient way of accomplishing the current phase while keeping an eye on an easy transition to future phases.

AUDIO DSP/CONTROL

The audio DSP and the 10.1" touchscreen will live in the equipment rack in the tech booth. The exact location of the touchscreen will be determined during installation. The DSP will receive its audio input from the house audio console located in the booth.

The exact implementation of the audio DSP in this phase will depend on how the system is currently used. I'm not proposing any changes to zones - we will duplicate the existing zones and use the DSP to integrate the console with the existing amplifiers and speakers.

AUDIO CONSOLE

A 48-channel digital console has been specified for the tech booth. Two I/O expanders will live in the equipment rack in the tech booth and will handle the existing audio inputs and also the outputs to the system audio DSP. The connection from the I/O expanders will be with a CAT6 cable - the connection will be finished with a wall plate to be located near the audio console.

The proposal also includes a 64x64 Dante card for the audio console. The Dante card will be connected to the house Dante VLAN via the same wall panel mentioned in the previous paragraph. Dante is an AV-over-IP protocol and represents the current and future state of the industry. This gives you great flexibility by letting the audio console connect to any other Dante device also located on the house Dante VLAN. It will let you pass up to 64 channels to and 64 channels of audio from the audio console to other devices without running additional cabling.

REQUIRED WORK

- A wired connection to the house network is required in the tech booth. Since this connection is for use with Dante the port must be on a VLAN which has been properly configured for Dante. This connection is to be provided by Cross Insurance Arena and should be in place and working prior to the audio installation. Since this connection will be installed on a wall panel in the booth please coordinate the exact location of the cable with SMS prior to running it.

NOTES

- Reconfiguration of the equipment rack in the tech booth is included in this proposal. During the installation all equipment which is unused or is being upgraded will be removed and set aside. All equipment which is still necessary for operation will be retained in the newly configured rack.
- We provide one training/orientation session as standard with all of our installations. The length of the training depends on the complexity of the sessions and the number of questions that come up.
- Our full terms are provided in our contract and PCMA document but to address our warranty and support - the equipment itself is warrantied by the manufacturer and the length and terms vary. Installation and programming is warrantied by Stone Mountain Systems. This usually takes the form of a limited version of our Preventive Care and Maintenance Agreement with a term of 6 months. If you wanted to move this proposal to the contract stage I would propose a 1 year term of our full PCMA agreement.

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This would not only give you phone support and up to two "emergency" site visits during the term, but also a standard maintenance visit towards the end of the term to go through the entire system, update firmware, clean out racks, make any adjustments to the system as recommended by staff. At the end of the PCMA term there would be an option to extend the term.

EQUIPMENT RACK

AUDIO

QTY	DESCRIPTION	PRICE	PRICE EXT
1	QSC Q-Sys Core 110f Bundle Integrated Q-SYS network + analog I/O processor (v2)	\$4,910.00	\$4,910.00
1	Netgear M4250-40G8XF-PoE+ 40x1G PoE+ 960W and 8xSFP+ Managed Switch	\$2,799.99	\$2,799.99
1	CAT6 Bundle, Plenum Rated	\$11.40	\$11.40
1	QSC TSC-101-G3 Q-SYS 10.1" PoE Touch Screen Controller for In-Wall Mounting. Color - Black only	\$3,170.00	\$3,170.00
1	CAT6 Bundle, Plenum Rated	\$60.00	\$60.00
1	Custom Panel AVP-001 TS Rackmount	\$39.00	\$39.00
1	Allen & Heath SQ-5 48-channel Digital Mixer, with 17 Faders, 6 Fader Layers, 32 x 32 USB Interface, and Network Audio Support	\$3,999.00	\$3,999.00
1	Allen & Heath AP11332 SQ-5 Dust Cover	\$89.99	\$89.99
1	Allen & Heath AH-M-SQ-SDANTE64-A 64 X 64 Dante card for SQ / AHM Series, 96kHz / 48kHz	\$999.00	\$999.00
2	Allen & Heath DX88-P Allen & Heath DX88-P 96kHz DX Expander Designed for Fixed Installations	\$999.99	\$1,999.98
1	Allen & Heath AH-DX88-P-RK19 Rack Mount kit for DX88-P	\$99.99	\$99.99
1	Custom Panel AVP-002 - booth console connections	\$99.70	\$99.70
1	CAT6 Bundle, Plenum Rated	\$27.60	\$27.60
1	CAT6 Bundle, Plenum Rated	\$33.00	\$33.00
1	Custom Panel AVP-003 - audio feed	\$25.60	\$25.60
6	Middle Atlantic EB1 Economy Blank Steel Panel, 1SP	\$13.95	\$83.70
1	Middle Atlantic EB2 2SP FLANGED ECONO BLANK	\$18.90	\$18.90
2	Middle Atlantic VTF1 1SP FINE PERF VENT PANEL	\$24.30	\$48.60
1	Furman FUR-P8PROC Furman P-8 PRO C Power Conditioner - 20 Amp	\$599.95	\$599.95
AUDIO TOTAL			\$19,115.40

EQUIPMENT RACK TOTAL**\$19,115.40**

ACCEPTANCE

FINANCIAL

PAYMENT SCHEDULE
To be determined

EQUIPMENT TOTAL	\$19,115.40
SHIPPING TOTAL	\$80.00
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LABOR TOTAL	\$4,845.00
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SUBTOTAL	\$24,040.40
TOTAL TAX	\$0.00
PROJECT TOTAL	\$24,040.40

TERMS

All equipment is subject to 5.5% Maine State tax. Full terms will be provided in the contract, issued on acceptance of this proposal.

60% due upon signing of contract (deposit) and 40% due upon final invoice. Invoices overdue by 30 days or more will accrue interest at the rate of 1.5% per month.

Project scheduling will occur and work will begin only after the contract has been signed (or a purchase order issued) and the deposit received. The scope of work and relationship between the parties shall be governed by the terms of an Agreement, to be executed upon your agreement to proceed with the contemplated work; the terms of the Agreement will supersede the terms outlined within this Proposal. Additional terms and conditions will be included on Agreement.

TERMS and CONDITIONS of this quote:

The pricing in this contract is valid for 30 days from the date indicated above. Import tax may change at any time. Any additional tax will be added to the purchase if the import tax laws change abruptly during the sales process. The tax will be the responsibility of the purchaser and can be up to 25%. This pricing is based on the assumptions set forth above. If any assumptions prove invalid, the price could change. Pricing is established based upon the best information provided by the client at the time the pricing is determined. If circumstances change, or different information becomes available prior to the contract being signed, the price could change.