

**Salem State College  
Standard System Designs 2008  
Audio Visual System Proposal**

Project #: 08-40995  
Engineer: CD  
12/1/2008  
Revision: 0

Item	Manufacturer	Description	Quan	Unit	Extended
<b>LEVEL I</b>					
<b><u>Display System</u></b>					
1	Sharp	Multimedia Projector, LCD, XGA res, 4000 ANSI Lumens	1	\$ 2,095.00	\$ 2,095.00
2	Chief	Fixed Projector Mount	1	\$ 175.00	\$ 175.00
3	OENE	Adjustable Pipe	1	\$ 178.00	\$ 178.00
4	OENE	Misc. Mounting Materials	1	\$ 143.00	\$ 143.00
<b><u>Projection Screen</u></b>					
5	Da-Lite	Manual Wall Projection Screen 60" x 80"	1	\$ 275.00	\$ 275.00
6	Dalite	Wall Mount Brackets, 6" Extension	1	\$ 15.00	\$ 15.00
<b><u>Media Inputs</u></b>					
7	Laptop	Laptop Computer	1		Owner Furnished
<b><u>Interfaces and Signal Routing</u></b>					
8	Extron	Extender WM World, 1- Gang, (white)	1	\$ 300.00	\$ 300.00
9	Extron	VGA M-M MHRA Cable w/ Audio, 12ft	1	\$ 42.00	\$ 42.00
<b><u>Control System</u></b>					
10	Extron	MLC 104 IP Plus (White)	1	\$ 779.00	\$ 779.00
<b><u>Cables and Connectors</u></b>					
11	OENE	Misc Cables and Connectors	1	\$ 296.00	\$ 296.00
<b>EQUIPMENT TOTAL</b>					\$ 4,298.00
<b>TAX</b>					Exempt
<b>ENGINEERING AND CAD</b>					\$ 350.00
<b>ARCH MARKUPS W/SCOPE OF WORK</b>					Not Included
<b>RACK BUILD AND STAGING</b>					N/A
<b>FINAL TEST &amp; COMMISSIONING</b>					\$ 275.00
<b>NON-UNION INSTALLATION</b>					\$ 2,200.00
<b>PROGRAMMING</b>					N/A
<b>PROJECT MANAGEMENT</b>					\$ 400.00
<b>TRAINING</b>					Not Included
<b>PERMITS AND FEES</b>					TBD and paid by client
<b>DELIVERY</b>					\$ 129.00
<b>BUDGETARY GRAND TOTAL</b>					<b>\$ 7,652.00</b>
<b><u>Level I Option 1</u></b>					
add	Extron	MPA 181T, 70 Volt Mono Mini Power Amplifier	1	\$ 250.00	\$ 250.00
add	Extron	PMK 300 Multi-Product Projector Mount Kit	1	\$ 50.00	\$ 50.00
add	Atlas Sound	5.25" Two-way Loudspeaker, white	2	\$ 123.00	\$ 246.00
add	Extron	3.5mm M-M Stereo Audio Cable, 6ft	1	\$ 4.00	\$ 4.00
add	OENE	Misc Cables and Connectors	1	\$ 38.00	\$ 38.00
<b>EQUIPMENT TOTAL</b>					\$ 588.00
<b>TAX</b>					Exempt
<b>ENGINEERING AND CAD</b>					N/A
<b>ARCH MARKUPS W/SCOPE OF WORK</b>					N/A
<b>RACK BUILD AND STAGING</b>					N/A
<b>FINAL TEST &amp; COMMISSIONING</b>					N/A
<b>NON-UNION INSTALLATION</b>					\$ 350.00
<b>PROGRAMMING</b>					N/A
<b>PROJECT MANAGEMENT</b>					N/A
<b>TRAINING</b>					N/A
<b>PERMITS AND FEES</b>					TBD and paid by client
<b>DELIVERY</b>					\$ 18.00
<b>BUDGETARY GRAND TOTAL</b>					<b>\$ 956.00</b>
<b><u>Level I Option 2</u></b>					
delete	Extron	MLC 104 IP Plus (White)	-1	\$ 779.00	\$ (779.00)
add	Extron	MLC 104 IP Plus DV+ (black & white)	1	\$ 1,065.00	\$ 1,065.00

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			<b>EQUIPMENT TOTAL</b>	\$	286.00
<b><u>LEVEL II</u></b>					
<b><u>Display System</u></b>					
1	Sharp	Multimedia Projector, LCD, XGA res, 4000 ANSI Lumens	1	\$ 2,095.00	\$ 2,095.00
2	Chief	Fixed Projector Mount	1	\$ 175.00	\$ 175.00
3	OENE	Adjustable Pipe	1	\$ 160.00	\$ 160.00
4	OENE	Misc. Mounting Materials	1	\$ 150.00	\$ 150.00
<b><u>Projection Screen</u></b>					
5	Dalite	Manual Wall Screen, 120" diagonal (69"x92"), Matte White	1	\$ 289.00	\$ 289.00
6	Dalite	Wall Mount Brackets, 6" Extension	1	\$ 15.00	\$ 15.00
<b><u>Media Inputs</u></b>					
7	Computer	Laptop Computer	1		Provided by Client
8	Sony	DVD/VCR Combo Unit <b>NO tuner</b>	1	\$ 125.00	\$ 125.00
9	Middle Atlantic	Rack mount kit for Sony SLVD380P DVD/VCR	1	\$ 101.00	\$ 101.00
<b><u>Computer Interface</u></b>					
10	Extron	Extender WM World, 1- Gang, (white)	1	\$ 300.00	\$ 300.00
11	Extron	VGA M-M Molded HRA Cable w/ Audio, 12ft	1	\$ 58.00	\$ 58.00
<b><u>Sound System</u></b>					
12	JBL	6.5" two-way vented ceiling speaker with transformer	6	\$ 152.00	\$ 912.00
13	Biamp	6-channel mixer, 75watt Amplifier	1	\$ 528.00	\$ 528.00
<b><u>Control System</u></b>					
14	Extron	MLC226 MediaLink Controller with IP Link, DVD/VCR Transport Controls	1	\$ 1,350.00	\$ 1,350.00
<b><u>Rack</u></b>					
15	Middle Atlantic	14 Space (24 1/2") Portable Rolling Rack, Solid Front and Rear Metal Doors	1	\$ 463.00	\$ 463.00
16	Middle Atlantic	Rear Rail Kit for PTRK-14	1	\$ 26.00	\$ 26.00
17	Middle Atlantic	Rack Power	1	\$ 79.00	\$ 79.00
18	Middle Atlantic	1 Space (1 3/4") Flanged Blank	1	\$ 7.00	\$ 7.00
19	Middle Atlantic	1 Space Vent Panel, Fine Perforation	2	\$ 11.00	\$ 22.00
20	Middle Atlantic	3 Space(5 1/4") Vented Rackshelf, 17" Deep	1	\$ 97.00	\$ 97.00
<b><u>Cables and Connectors</u></b>					
21	OENE	Custom Double Gang Wall Plate w/ 2-1/4" Grommet Opening	1	\$ 9.00	\$ 9.00
22	OENE	Misc Cables and Connectors	1	\$ 561.00	\$ 561.00
			<b>EQUIPMENT TOTAL</b>		\$ 7,522.00
			<b>TAX</b>		Exempt
			<b>ENGINEERING AND CAD</b>	1	\$ 450.00 \$ 450.00
			<b>ARCH MARKUPS W/SCOPE OF WORK</b>	1	Not Included
			<b>RACK BUILD AND STAGING</b>	1	\$ 1,246.00 \$ 1,246.00
			<b>FINAL TEST &amp; COMMISSIONING</b>	1	\$ 275.00 \$ 275.00
			<b>NON-UNION INSTALLATION</b>	1	\$ 3,500.00 \$ 3,500.00
			<b>PROGRAMMING</b>	1	N/A N/A
			<b>PROJECT MANAGEMENT</b>	1	\$ 484.00 \$ 484.00
			<b>TRAINING</b>	1	Not Included
			<b>PERMITS AND FEES</b>		TBD and paid by client
			<b>DELIVERY</b>	1	\$ 226.00
			<b>BUDGETARY GRAND TOTAL</b>		<b>\$ 13,703.00</b>
<b><u>Level II - Option 1</u></b>					
add	Computer Source	2nd Computer Source - Desktop PC or Doc Camera	1		Desktop - Provided By Client / Doc Cam - see Option 3 price listed below
add	Extron	RGB192V Compact Interface w/ Audio, Grey, Includes under desk mount	1	\$ 465.00	\$ 465.00
add	Extron	VGA M-M MHRA Cable w/ Audio, 6ft	1	\$ 28.00	\$ 28.00
add	OENE	Misc Cables and Connectors	1	\$ 192.00	\$ 192.00
			<b>EQUIPMENT TOTAL</b>		\$ 685.00
			<b>TAX</b>		Exempt
			<b>ENGINEERING AND CAD</b>	1	N/A N/A
			<b>ARCH MARKUPS W/SCOPE OF WORK</b>	1	Not Included
			<b>RACK BUILD AND STAGING</b>	1	N/A N/A
			<b>FINAL TEST &amp; COMMISSIONING</b>	1	N/A N/A
			<b>NON-UNION INSTALLATION</b>	1	\$ 300.00 \$ 300.00
			<b>PROGRAMMING</b>	1	N/A N/A
			<b>PROJECT MANAGEMENT</b>	1	N/A N/A
			<b>TRAINING</b>	1	Not Included
			<b>PERMITS AND FEES</b>		TBD and paid by client
			<b>DELIVERY</b>	1	\$ 21.00
			<b>BUDGETARY GRAND TOTAL</b>		<b>\$ 1,006.00</b>

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<b><u>Level II - Option 2</u></b>						
delete	Dalite	Manual Wall Screen, 120" diagonal (69"x92"), Matte White	-1	\$	289.00	\$ (289.00)
delete	Dalite	Wall Mount Brackets, 6" Extension	-1	\$	15.00	\$ (15.00)
add	DaLite	Motorized Recessed Screen, 120" diagonal (69"x92"), Matte White	1	\$	1,566.00	\$ 1,566.00
add	Dalite	Low Voltage Controller	1	\$	208.00	\$ 208.00
add	OENE	Misc Cables and Connectors	1	\$	36.00	\$ 36.00
<b>EQUIPMENT TOTAL</b>						\$ 1,506.00
<b>TAX</b>						Exempt
<b>ENGINEERING AND CAD</b>						N/A
<b>ARCH MARKUPS W/SCOPE OF WORK</b>						Not Included
<b>RACK BUILD AND STAGING</b>						N/A
<b>FINAL TEST &amp; COMMISSIONING</b>						N/A
<b>NON-UNION INSTALLATION</b>						\$ 875.00
<b>PROGRAMMING</b>						N/A
<b>PROJECT MANAGEMENT</b>						\$ 242.00
<b>TRAINING</b>						Not Included
<b>PERMITS AND FEES</b>						TBD and paid by client
<b>DELIVERY</b>						\$ 46.00
<b>BUDGETARY GRAND TOTAL</b>						<u>\$ 2,669.00</u>
<b><u>Level II - Option 3</u></b>						
add	Samsung	XGA Digital Presenter	1	\$	3,429.00	\$ 3,429.00
<b><u>LEVEL III</u></b>						
<b><u>Display System</u></b>						
1	Sharp	Multimedia Projector, LCD, XGA res, 4000 ANSI Lumens	1	\$	2,095.00	\$ 2,095.00
2	Chief Mfg	Mount for projector	1	\$	171.00	\$ 171.00
3	OENE	False Ceiling Plate or Adjustable Pipe	1	\$	160.00	\$ 160.00
4	OENE	Misc Mounting Hardware and connectors	1	\$	150.00	\$ 150.00
<b><u>Projection Screen</u></b>						
5	Dalite	Manual Wall Screen, 120" diagonal (69"x92"), Matte White	1	\$	289.00	\$ 289.00
6	Dalite	Wall Mount Brackets, 6" Extension	1	\$	15.00	\$ 15.00
<b><u>Media Source Inputs</u></b>						
7	Computer	Desktop Computer	1			Provided by Client
8	Computer	Laptop Computer	1			Provided by Client
9	Sony	DVD/VCR Combo Unit <b>NO tuner</b>	1	\$	125.00	\$ 125.00
10	Middle Atlantic	Rack mount kit for Sony SLVD380P DVD/VCR	1	\$	101.00	\$ 101.00
11	Samsung	XGA Digital Document Camera	1	\$	3,000.00	\$ 3,000.00
12	BTX	USB A to USB B 15t Cable	1	\$	8.00	\$ 8.00
<b><u>Computer Interface</u></b>						
13	Extron	RGB192V Compact Interface w/ Audio, Grey, Includes under desk mount	1	\$	465.00	\$ 465.00
14	Extron	VGA M-M Molded HRA Cable w/ Audio, 6ft	1	\$	38.00	\$ 38.00
15	Extron	VGA M-M Molded HRA Cable w/ Audio, 12ft	2	\$	58.00	\$ 116.00
<b><u>Control</u></b>						
16	Extron	Enhanced MLC - MediaLink Controller with IP Link, DVD/VCF	1	\$	1,350.00	\$ 1,350.00
17	Extron	Medialink Switcher	1	\$	1,135.00	\$ 1,135.00
18	Extron	Lectern Mount Plate-5 gang for Medialink Controller, Black	1	\$	50.00	\$ 50.00
<b><u>Sound System</u></b>						
19	JBL	6.5" two-way vented ceiling speaker with transformer	6	\$	152.00	\$ 912.00
20	Biamp	6-channel mixer, 75watt Amplifier, 70volt ,rack ears, modules	1	\$	528.00	\$ 528.00
<b><u>Lectern</u></b>						
21	Marshall	Custom Lectern 32"x30" with steel reinforced hinges and lockable doors, rear access panel, internal fan, vent, medium cable resevoir, surge protector. Golden Oak, 14	1	\$	4,286.00	\$ 4,286.00
22	Middle Atlantic	Rack Power	1	\$	79.00	\$ 79.00
23	Middle Atlantic	1 Space (1 3/4") Flanged Blank	4	\$	7.00	\$ 28.00
24	Middle Atlantic	2 Space (3 1/2") Flanged Blank	2	\$	9.00	\$ 18.00
25	Middle Atlantic	1 Space Vent Panel, Fine Perforation	4	\$	11.00	\$ 44.00
26	Middle Atlantic	3 Space(5 1/4") Vented Rackshelf, 17" Deep	1	\$	97.00	\$ 97.00
<b><u>Cables and Connectors</u></b>						
27	OENE	Custom Single Gang Wall Plate w/ 1-1/2" Grommet Opening	1	\$	10.00	\$ 10.00
28	OENE	Misc Cables and Connectors	1	\$	504.00	\$ 504.00
<b>EQUIPMENT TOTAL</b>						\$ 15,774.00
<b>TAX</b>						Exempt

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ENGINEERING AND CAD	1	\$	650.00	\$	650.00
ARCH MARKUPS W/SCOPE OF WORK	1				Not Included
RACK BUILD AND STAGING	1	\$	1,395.00	\$	1,395.00
FINAL TEST & COMMISSIONING	1	\$	275.00	\$	275.00
NON-UNION INSTALLATION	1	\$	2,950.00	\$	2,950.00
PROGRAMMING	1		N/A		N/A
PROJECT MANAGEMENT	1	\$	726.00	\$	726.00
TRAINING	1				Not Included
PERMITS AND FEES					TBD and paid by client
DELIVERY	1			\$	474.00
<b>BUDGETARY GRAND TOTAL</b>				<b>\$</b>	<b>22,244.00</b>

**Level III - Option 1**

delete	Dalite	Manual Wall Screen, 120" diagonal (69"x92"), Matte White	-1	\$	289.00	\$	(289.00)
delete	Dalite	Wall Mount Brackets, 6" Extension	-1	\$	15.00	\$	(15.00)
add	Smart Technology	77" Diagonal Interactive Whiteboard	1	\$	1,399.00	\$	1,399.00
add	Extron	SW2 USB - Two Input USB Switcher	1	\$	495.00	\$	495.00
add	Extron	Rack Mount Shelf	1	\$	95.00	\$	95.00
add	D-Link	4 Port USB Hub, Powered	1	\$	35.00	\$	35.00
add	IOGear	USB to CAT 5 Transmitter and Receiver	1	\$	150.00	\$	150.00
add	BTX	USB A to USB B 15ft Cable	4	\$	8.00	\$	32.00
add	OENE	Misc Cables and Connectors	1	\$	44.00	\$	44.00
		<b>EQUIPMENT TOTAL</b>				\$	1,946.00
		<b>TAX</b>					Exempt
		ENGINEERING AND CAD	1		N/A		N/A
		ARCH MARKUPS W/SCOPE OF WORK	1				Not Included
		RACK BUILD AND STAGING	1		N/A		N/A
		FINAL TEST & COMMISSIONING	1		N/A		N/A
		NON-UNION INSTALLATION	1	\$	475.00	\$	475.00
		PROGRAMMING	1		N/A		N/A
		PROJECT MANAGEMENT	1	\$	242.00	\$	242.00
		TRAINING	1				Not Included
		PERMITS AND FEES					TBD and paid by client
		DELIVERY	1			\$	59.00
		<b>BUDGETARY GRAND TOTAL</b>				<b>\$</b>	<b>2,722.00</b>

**Level III - Option 2**

delete	Dalite	Manual Wall Screen, 120" diagonal (69"x92"), Matte White	-1	\$	289.00	\$	(289.00)
delete	Dalite	Wall Mount Brackets, 6" Extension	-1	\$	15.00	\$	(15.00)
add	DaLite	Motorized Recessed Screen, 120" diagonal (69"x92"), Matte White	1	\$	1,566.00	\$	1,566.00
add	Dalite	Low Voltage Controller	1	\$	208.00	\$	208.00
add	OENE	Misc Cables and Connectors	1	\$	36.00	\$	36.00
		<b>EQUIPMENT TOTAL</b>				\$	1,506.00
		<b>TAX</b>					Exempt
		ENGINEERING AND CAD	1		N/A		N/A
		ARCH MARKUPS W/SCOPE OF WORK	1				Not Included
		RACK BUILD AND STAGING	1		N/A		N/A
		FINAL TEST & COMMISSIONING	1		N/A		N/A
		NON-UNION INSTALLATION	1	\$	900.00	\$	900.00
		PROGRAMMING	1		N/A		N/A
		PROJECT MANAGEMENT	1	\$	242.00	\$	242.00
		TRAINING	1				Not Included
		PERMITS AND FEES					TBD and paid by client
		DELIVERY	1			\$	46.00
		<b>BUDGETARY GRAND TOTAL</b>				<b>\$</b>	<b>2,694.00</b>

**LEVEL IV**  
**Display System**

1	Sharp	Data/Video Projector, XGA Res, 4000 Lumens	2	\$	3,000.00	\$	6,000.00
2	Chief	Fixed Projector Mount	2	\$	175.00	\$	350.00
3	OENE	Adjustable Pipe	2	\$	160.00	\$	320.00
4	OENE	Misc. Mounting Materials	2	\$	150.00	\$	300.00

**Projection Screen**

5	DaLite	Motorized Recessed Screen, 84" diagonal (50"x67"), Matte White, Includes 12" Extra Black Drop	1	\$	1,509.00		\$1,509.00
6	Dalite	Low Voltage Controller	1	\$	208.00	\$	208.00

**Interactive Technology**

7	Smart Technology	77" Diagonal Interactive Whiteboard	1	\$	1,399.00	\$	1,399.00
8	Extron	SW2 USB - Two Input USB Switcher	1	\$	495.00	\$	495.00

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9	Extron	Rack Mount Shelf	1	\$	95.00	\$	95.00	
10	IOGear	USB to CAT 5 Transmitter and Receiver	1	\$	150.00	\$	150.00	
11	BTX	USB A to USB B 15ft Cable	4	\$	8.00	\$	32.00	
12	D-Link	4 Port USB Hub, Powered	1	\$	35.00	\$	35.00	
<b><u>Media Inputs</u></b>								
13	Laptop	Laptop Computer	1				Provided By Client	
14	Desktop	Desktop Computer	1				Provided By Client	
15	Sony	DVD/VCR Combo Unit <b>NO tuner</b>	1	\$	125.00	\$	125.00	
16	Middle Atlantic	Rack mount kit for Sony SLVD380P DVD/VCR	1	\$	101.00	\$	101.00	
17	Samsung	XGA Digital Presenter	1	\$	3,429.00	\$	3,429.00	
18	BTX	USB A to USB B 15t Cable	1	\$	8.00	\$	8.00	
<b><u>Interfaces and Matrix Routing</u></b>								
19	Extron	RGB 109xi computer interface	2	\$	636.00	\$	1,272.00	
20	Extron	Ultra 8x4 Wideband Matrix Switcher with Audio	1	\$	2,565.00	\$	2,565.00	
<b><u>Sound System</u></b>								
21	JBL	6.5" two-way vented ceiling speaker with transformer	6	\$	152.00	\$	912.00	
22	Biamp	6-channel mixer, 75watt Amplifier, 70volt	1	\$	525.00	\$	525.00	
<b><u>Control System</u></b>								
23	AMX	Modero Color Video 7" Lectern Mount	1	\$	2,715.00	\$	2,715.00	
24	AMX	Integrated Master/NXI controller, 8 IR, 8 I/O, 8 Relays, and 7 RS-232/422/485 Ports	1	\$	2,400.00	\$	2,400.00	
25	AMX	12VDC, 6.5A Power Supply	1	\$	288.00	\$	288.00	
26	AMX	Accessory Rack Kit (3 module capacity, 1RU)	1	\$	50.00	\$	50.00	
27	Netgear	FS105 5-Port Fast Ethernet Switch	1	\$	50.00	\$	50.00	
28	Extron	IPL T S4, IP Link Ethernet-to-Serial Interface w/ 4 Serial Ports	1	\$	593.00	\$	593.00	
<b><u>Instruction Station</u></b>								
29	Marshall	Custom Wood Lectern with casters, document camera drawer, Rack Bay, Space for desktop computer. Client must approve drawings prior to ordering.	1	\$	6,072.00	\$	6,072.00	
30	Middle Atlantic	Rack Power	1	\$	79.00	\$	79.00	
31	Middle Atlantic	1 Space (1 3/4") Flanged Blank	1	\$	8.75	\$	8.75	
32	Middle Atlantic	1 Space Vent Panel, Fine Perforation	1	\$	13.75	\$	13.75	
<b><u>Cables and Connectors</u></b>								
33	OENE	Custom Single Gang Wall Plate w/ 1-1/2" Grommet	1	\$	10.00	\$	10.00	
34	OENE	Misc Cables and Connectors	1	\$	1,221.00	\$	1,221.00	
<b>EQUIPMENT TOTAL</b>							\$	<b>33,330.50</b>
<b>TAX</b>								Exempt
<b>ENGINEERING AND CAD</b>							1	\$ 850.00 \$ 850.00
<b>ARCH MARKUPS W/SCOPE OF WORK</b>							1	N/A N/A
<b>RACK BUILD AND STAGING</b>							1	\$ 1,738.00 \$ 1,738.00
<b>FINAL TEST &amp; COMMISSIONING</b>							1	\$ 1,199.00 \$ 1,199.00
<b>NON-UNION INSTALLATION</b>							1	\$ 5,000.00 \$ 5,000.00
<b>PROGRAMMING (Based on Modifying Standard SSC Programming Code)</b>							1	\$ 1,650.00 \$ 1,650.00
<b>PROJECT MANAGEMENT</b>							1	\$ 968.00 \$ 968.00
<b>PERMITS AND FEES</b>								TBD and paid by client
<b>DELIVERY</b>							1	\$ 1,000.00
<b>BUDGETARY GRAND TOTAL</b>								<b>\$ 45,735.50</b>

**NOTE:** Programming and Installation fees are calculated based on the aggregate total of all rooms proposed. Any changes in the total number of rooms will affect the individual room fees. Service is provided on a room by room basis and shall begin upon substantial completion.

**THIS PROPOSAL IS VALID FOR 30 DAYS.**

**AUDIO VISUAL**

ITEM	ROOM	TOTALS
1	Level I	\$ 7,652.00
2	Level II	\$ 13,703.00
3	Level III	\$ 22,244.00
4	Level IV	\$ 45,735.50
<b>GRAND TOTAL</b>		

**GroupCare Basic Service Plan**

- Unlimited Support Calls 8.30 am to 5.00 pm EST, Monday thru Friday, excluding Holidays
  - o 4 Hour Call Back (during PPM)
- Unlimited On-Site Maintenance Visits
  - o 4 Business Day Response Response
- Email Communication: Open service tickets, service visits date/time and closed service ticket
- All labor, and travel included. All parts excluded.

**GroupCare Gold Service Plan**

- Unlimited Support Calls
  - o Guaranteed Phone response within 2 hours.
- Unlimited On-Site Maintenance Visits Monday thru Friday, excluding Holidays
  - o 48 Business Hour On-Site Response and Parts Replacement
- Product Loaners during Service
- 2 Scheduled Preventive Maintenance Visits
- All parts, labor, and travel included, except consumables.

**GroupCare Platinum Service Plan**

- Unlimited Support Calls
  - o Guaranteed Phone response within 2 hours.
- Unlimited On-Site Maintenance Visits Monday thru Friday, excluding Holidays
  - o 48 Business Hour On-Site Response and Parts Replacement
- Product Loaners during Service
- 2 Scheduled Preventive Maintenance Visits
- All parts, labor, and travel included, except consumables.
- 24/7 Emergency Support
  - o Telephone and Onsite Support 24 Hrs.a day, 7 days a week for Priority Red Only.
  - o One Hour Phone Response, Four Hour Onsite Response

**PAYMENT TERMS:**

- 33 1/3 % Upon Submittal of Signed Sales Acknowledgement
- 33 1/3 % Complete on delivery of Equipment
- 33 1/3 % Full Completion

**THIS PROPOSAL IS VALID FOR 30 DAYS.**



## TERMS AND CONDITIONS OF AGREEMENT

The following terms and conditions represent the full statement of agreement between Buyer and Office Environments of New England, LLC. (Hereinafter called "Seller"). The term "Buyer" as used herein is hereby defined as the person, firm or any entity purchasing goods and/or services directly from Seller. Any amendments to these terms and conditions must be in writing and shall not take effect unless signed by an authorized officer of Seller. All pricing is valid of 30 days from the date of the proposal.

A. **Deposit Requirement** – Pending credit approval, a deposit of at least  $\frac{1}{3}$  of the order price is required with all orders. Refer to quote for actual deposit requirements.

B. **Payment Terms** – Payment of the net amount of the purchase price for goods and/or services is due 10 days from the date of the invoice. Goods and/or services will be invoiced as delivered and/or provided to Buyer. Please refer to quotation for milestone payment schedule where appropriate.

C. **Installation Charges** – Unless otherwise stated, all labor is nonunion, non-prevailing wage. Upon request, a union or prevailing wage quote for labor can be provided. Installation pricing is based on an estimate, which will be finalized upon a pre-installation walk-through. The pre-installation walk-through will be scheduled upon receipt of the Purchase Order and signed contract. At the completion of the pre-installation walkthrough, if it is determined that additional labor is required, a change order will be created for the additional charges. The client has 3 business days to cancel the order or accept the additional labor change order.

D. **Delayed Delivery Payment Terms** - If deliveries to Buyer are delayed at customer's request, and the factory order cannot be postponed, invoices will be rendered, subject to regular terms as though the order was delivered to Buyer on the original delivery date.

E. **Interest Charge** – Interest at the rate of  $1\frac{1}{2}\%$  per month (18% per annum) will accrue from the date payment is due on all delinquent payments and will be added to the balance outstanding.

F. **Taxes** - Buyer is required to pay any sales, use or other similar tax on goods or services provided under this agreement, Buyer agrees to promptly reimburse Seller such costs even though such tax may not be shown in Seller's proposal. Buyers who are exempt from taxes shall provide Seller with copies of exemption certificates.

G. **Cancellations** - All orders are firm and not subject to cancellation without Seller's written agreement. If Seller agrees to cancellation of any order, any cancellation, restocking and handling charges incurred as a result of such cancellation shall be paid by Buyer.

H. **Change Orders** - Changes in order quantity or specification are subject to the approval of the Seller and manufacturer. Approval for changes to the order must be delivered to Seller in writing. Any charges from the manufacturer incurred by Seller as a result of changes to the order requested by Buyer shall be borne by Buyer.

I. **Schedule Changes or Delays** - In the event of Buyer's inability to receive goods as scheduled, Seller will arrange for storage of goods, if required. All costs of double handling, demurrage, extra trucking, storage, risk of loss and insurance incurred by Seller as a result of such changes or delays will be borne by Buyer. In the event that goods must be stored beyond 10 days, Seller will invoice Buyer for goods as though the order was delivered to Buyer. Placement of the goods in storage by Seller is deemed tender by Seller and receipt by Buyer. Any delays caused that are outside of Seller's control will be charged to the client at \$100 per installer, per hour with a minimum charge of 4 hours per occurrence.

K. **Disputed Items** - If any invoiced items are disputed, payment on the specific items in dispute may be withheld. Payment on all undisputed items is due pursuant to section A above. Written notice of the dispute setting forth in detail the dispute, deducted amount and the disputed items are to be included with Buyer's payment, so as to enable Seller to understand the dispute and take appropriate action.

M. **Condition of the Job Site** - The job site shall be clean, clear and free of all debris prior to delivery or installation. Any expenses incurred by Seller in meeting these requirements shall be borne by Buyer.

N. **Job Site Services and Scope of Work** - Electric current, heat, hoisting and/or elevator service will be furnished by Buyer without charge to Seller. Adequate facilities for off-loading, staging, moving and handling of merchandise shall also be provided by Buyer without charge to Seller. All electrical, conduits, ceiling work, drilling or cutting of wood work and floor coring and floor boxes must be performed by others. Seller is not responsible for any delays of work caused by others. Failure to complete such work prior to installation may result in project delays.

O. **Delivery During Normal Business Hours** - Delivery and installation will be made during normal work hours, namely 8:00 a.m. to 4:30 p.m. Monday through Friday. Additional labor costs resulting from overtime work performed at Buyer's request or due to the condition of the job site, will be paid by the Buyer.

Q. **Protection of Goods to be Installed** - Goods delivered and to be installed by Seller shall be deemed tendered by Seller and received by Buyer upon delivery to the job site. Goods installed by Seller shall be deemed accepted by Buyer three (3) business days after installation is complete absent a notice of dispute received by Seller from Buyer within three (3) business days of completion of the installation.

**WARRANTY.** Seller warrants to Buyer that it will repair or replace, at its sole option, any goods or parts thereof which are defective in materials and/or workmanship at the time the same are delivered to Buyer by Seller but only on the following terms and conditions:

From the date of the last day of the installation to and including 60 days thereafter, Seller will repair or replace such defective goods or parts thereof at no charge to Buyer for replacement goods or parts and labor or shipping or handling, provided that Seller shall have received from Buyer written notice of the claimed defect within 60 days from the last day of installation. No other warranties, either express or implied, are extended by Seller except as shall be shown in writing and signed by a duly authorized representative of Seller. To the maximum extent permitted by applicable law, seller further disclaims all other warranties either expresses or implied, including, without limitation, any implied warranties of merchantability of fitness for a particular purpose.

### LIMITATION OF LIABILITY

No liability shall accrue against Seller as a result of any breach of these terms and conditions resulting from any strike, lockout, work stoppage, accident, act of God, or any other delay beyond Seller's control.

Seller shall not be required to perform connection of electrical panels or components to the building power source. Such work will be performed by Buyer's licensed employee or electrical contractor. We can not be responsible for building vibration and its affects on visual displays and cameras.

### Attorney's Fees

Buyer agrees to pay any fees, costs, or expenses, including but not limited to, reasonable attorney's fees, incurred by Seller in collecting any amounts past due

\_\_\_\_\_  
Duly Authorized

\_\_\_\_\_  
Date