

OUR VALUE PROPOSITION:

VISONALITY OFFERS A UNIQUE SET OF SKILLS

LONGEVITY

Visionality was incorporated in 1985. We are seasoned providers and integrators of audiovisual technology with hundreds of customers.

DIVERSITY OF PRODUCTS

We offer numerous products that can provide unique value to our customers. We have a great understanding of the needs of North Richland Hills, City of. This allows us to contribute in a meaningful way to the overall design in this proposal.

CONVERGENCE OF A/V AND IT

Visionality knows that the converged AV/IT world is here to stay. We understand network philosophies, infrastructure, and enterprise-based IT. We know how to intelligently discuss IT AV requirements, concerns, and deployment with your IT staff.

INTEGRATION CAPABILITIES

We are an Infocomm certified provider, which means our personnel have passed certification tests in audio visual systems. Further, our personnel hold certifications in many Audio Visual manufacturers' equipment.

HISTORICALLY UNDERUTILIZED BUSINESS

We are a women-owned business in the state of Texas.

CUSTOMER SERVICE

We excel at customer service and have programs in place to service our customers at all levels. We have many customers, some in the fortune 500 which use our tech support resources to assure that they have support for their existing equipment. Once your equipment is installed, we will provide the level of service that best meets your needs. Whether you require onsite support, phone support, remote diagnostics, or preventative maintenance, our tech support department will take care of you.

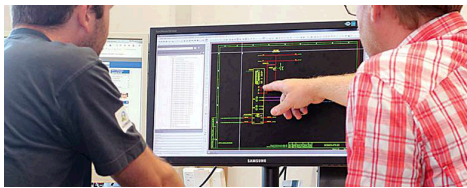
OUR PROCESS

FROM DESIGN TO IMPLEMENTATION, TRAINING, & SERVICE



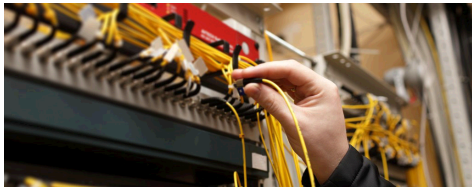
CONSULTATION

Visionality believes that each customer is unique, and therefore each design should be unique. For this reason, Visionality conducts a thorough consultation with each customer to ensure that we understand their individual needs and the layout and unique properties of the location in which the audiovisual technology will be used.



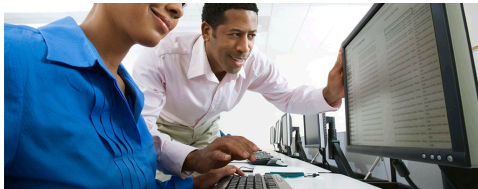
DESIGN

Armed with the knowledge of the customer's needs and the environment in which it will be used, Visionality will create a tailored design that will allow for the optimal use of the technology. Our experienced designers hold manufacturer certifications and are Certified Technology Specialists, a prestigious industry designation.



IMPLEMENTATION AND PROGRAMMING

Once the design has received customer approval, our well-trained implementation team will make the design a reality. They will ensure that all of the equipment is installed according to the design specifications. Our programmers will make sure that the software works properly and to the customer's satisfaction.



TRAINING

Training is a very important component to the success of a project, and Visionality will ensure that the customer has the proper training needed to get the most out of their new equipment and software. We will answer any questions, and provide documentation and training guides when necessary.



SERVICE

Once your equipment is installed, we will provide the level of service that best meets your needs. Whether you require onsite support, phone support, remote diagnostics, or preventative maintenance, our tech support department will take care of you.

References

	The City of Plano	Gavin Metoyer The City of Plano 972-941-5151 gmetoyer@plano.gov
	Kiamichi Technology Centers Visionality has recently completed several AV projects for KTC. These projects range from computer labs, divide/combine classrooms, seminar spaces, and large presentation spaces.	Larry Cravens Kiamichi Technology Centers 918-465-2323 lcravens@ktc.edu
	Dallas County Visionality has completed and is in the process of working on various projects with the Dallas County Courts System. Visionality has completed over 3 million plus of AV Projects with Dallas County over the last 3 years.	Jorge Garcia Dallas County Courts AV Specialist 214-502-0576 jorge.garcia@dallascounty.org
	Texas A&M Central Texas. Visionality has completed various projects recently for TAMUCT from lecture halls, classrooms, and conference rooms with over 900k in the last 2 years.	Scott Chambless Assoc. Director of Academic Technology Services 254-501-5885 schambless65@tamuct.edu
	Region 7 ESC Visionality has completed a variety of AV projects in the past and is currently completing projects for ESC 7 including updates and Divide/Combine spaces with over 500k in the last 2 years.	Steve Vaughn Region 7 ESC Associate Director of Technology 903-988-6922 svaughn@esc7.net

NRH IT Training Room VC Upgrade

10/5/2020



VISIONALITY

DESIGNS THAT COMPUTE
1778 N. PLANO RD #211B
RICHARDSON, TX 75081

Prepared for:

North Richland Hills, City of

Amy Stephens

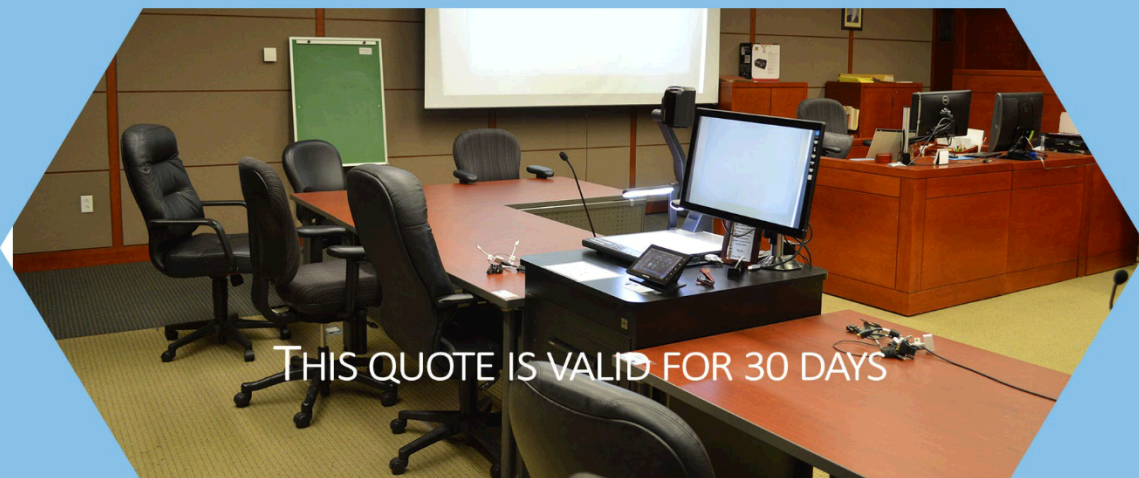
KR061820D-01

Korbin Reeves

Technology Consultant

korbin@visionality.com

(972) 598-1727



THIS QUOTE IS VALID FOR 30 DAYS

Introduction

North Richland Hills: IT Training Room Video Conferencing Upgrade



Executive Summary:

The City of North Richland Hills (NRH) has requested Visionality to provide a proposal for upgrading the IT Training Room's Audio Visual (AV) system to include the ability to conduct Video Conferencing Sessions via a Soft Codec Video Interface.

The intent of this proposal is to provide a system that will provide updated AV technology, reliable system operation, and ease of use for anyone using the space.

Visionality presents the following proposal for programming, supply of required equipment listed herein, and installation of a commercial AV system.

This document defines the role of Visionality and establishes a basis of agreement engaging Visionality in the delivery of the systems for all named locations and the equipment provided in the detailed quote herein.

The acronym OFE as referenced in this document refers to "Owner Furnished Equipment", meaning equipment provided by NRH. All electrical power, network connections, and network wiring required for proper operation of the equipment listed herein is to be provided by NRH. Any required modification of NRH furniture to be provided by NRH*

IT Training Room Video Conferencing Upgrade Designed Functionality:

Upgrade Overview:

The existing AV system uses a Cisco SX-80 which is an End of Life (EOL) product. The Cisco SX-80 does not allow for Soft Codec Video Conferencing Sessions. This upgrade will provide the ability to host video conferencing sessions in the IT Training Room by using the existing OFE PC located in the AV equipment rack or by using an OFE Laptop connected near the OFE Lectern.

Audio from the OFE Clearone Ceiling Microphones Arrays will be delivered to the far end video conferencing participants while audio from the far end participants will be delivered to the existing OFE Speakers ceiling speakers. A PTZ Camera will be installed to provide a Video Feed from the room that will be sent to the far end participants and serve as the video feed from the room for all video conferencing sessions. Video conferencing sessions can be initiated from either the OFE PC in the AV Rack or via an OFE Laptop connected via a USB Connection. This setup allows users to use Cisco Webex or any other soft-codec video conferencing software installed on the OFE Rack PC and/or an OFE Laptop.

The existing OFE Crestron and OFE BiAmp programs will be used to provide the foundation of the AV programming for this update. The existing OFE Touch-Screen layouts and functionality will remain as they are now with exceptions for any additions needed to provide proper functionality for the video conferencing upgrade (such as PTZ Camera control). The existing Audio Settings will also remain as they are now with the exception for any additions and/or changes needed to provide proper functionality for the video conferencing upgrade.

Installation, Testing, and Training expected to take 2-3 days. The currently installed OFE Crestron and BiAmp programming files will need to be provided one (1) week prior to installation. All programming pricing contained here within is contingent on Visionality's receipt of the currently installed OFE Crestron and BiAmp programming.

System Details:

Video Conferencing System:

- Visionality will provide, program, and install one (1) Vaddio PTZ Camera. This device connects the OFE Rack PC and an OFE Laptop to the AV Bridge AV Encoder. This device provides preset pan, tilt, and zoom recalls and will be controlled via the OFE Touch-Screens on the room.



Image: Vaddio PTZ Camera

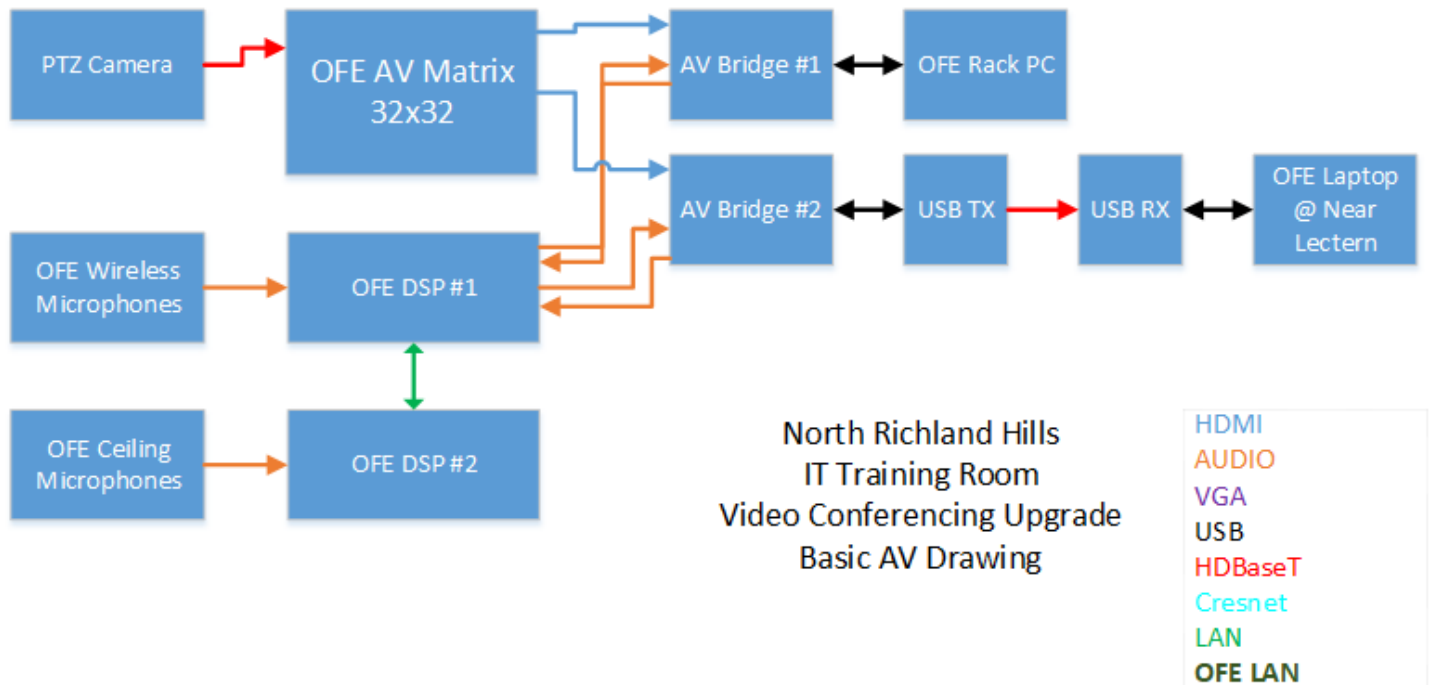
- Visionality will provide, program, and install two (2) Vaddio AV Bridge Mini Audio/Video Encoders. These devices allow for bridging any HD HDMI video source and audio source into soft conferencing



Image: Vaddio AV Bridge Mini

- applications such as Zoom, WebEx, and more with a powerful USB 3.0 interface. These devices connect via USB 3.0 to the OFE Rack PC and to an OFE Laptop with also connecting to the OFE Ceiling Microphones via the OFE BiAmp DSP and connecting to the PTZ Camera via the OFE Crestron 32x32 AV Matrix in the AV to create a professional Video Conferencing System.
- Visionality will provide and install one (1) Vaddio USB 3.0 Extender that will provide USB 3.0 connection near the OFE Lectern between the OFE Laptop and the Vaddio AV Bridge Encoder located in the AV Rack.

IT Training Room Video Conferencing Upgrade Basic Line Drawing:



North Richland Hills
IT Training Room
Video Conferencing Upgrade
Basic AV Drawing

Notes:

IT TRAINING ROOM

Qty	Manufacturer Part Number	Description	Unit List Price	Discount Price	Total Price
This Quote is produced for the The Interlocal Purchasing System Contract #171001					
VIDEO CONFERENCING SYSTEM UPGRADE - IT TRAINING ROOM					
1.00	1 x Vaddio PTZ Camera 2 x Vaddio AV Bridges 1 x Vaddio Rack Mount 1 x USB 3.0 Extender		\$11,377.00	\$9,797.47	\$9,797.47
1.00	Project Professional Services and Programming		\$5,410.00	\$3,516.50	\$3,516.50
1.00	Installation, Integration, and Comissioning		\$6,086.00	\$3,932.88	\$3,932.88
				Total List	\$22,873.00
				Total Discount Price	\$17,246.85
				Shipping	\$0.00
				Sales Tax	\$0.00
				Grand Total	\$17,246.85

Notes:

Please contact me if I can be of further assistance.

Visionality

1778 N. Plano Rd. #211b

KR061820D-01
Richardson, TX 75081 1

(214) 276-0124

NRH City Manager's CR

10/5/2020



VISIONALITY

DESIGNS THAT COMPUTE
1778 N. PLANO RD #211B
RICHARDSON, TX 75081

Prepared for:

North Richland Hills, City of

Amy Stephens

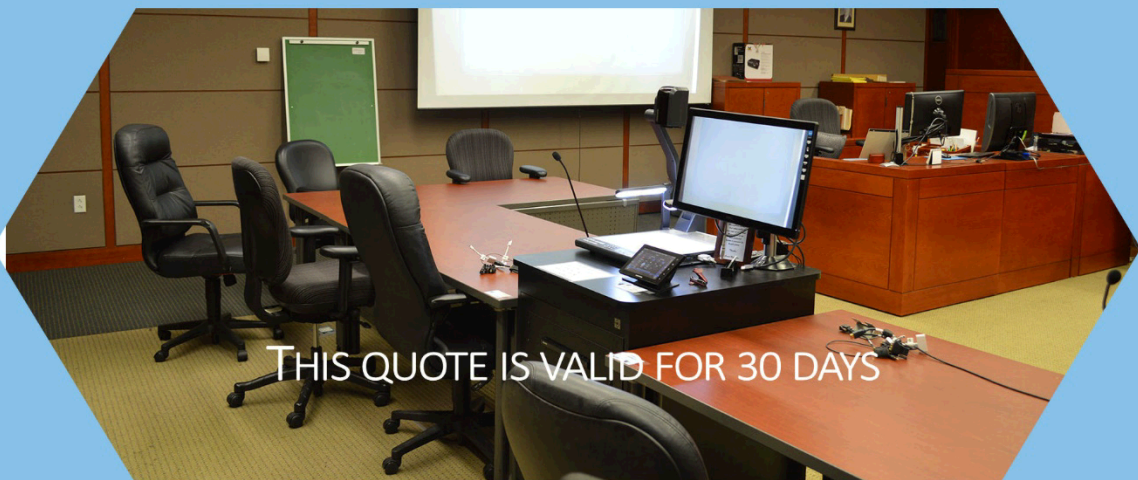
KR061820C-01

Korbin Reeves

Technology Consultant

korbin@visionality.com

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THIS QUOTE IS VALID FOR 30 DAYS

Introduction

North Richland Hills: City Manager's Conference Room Video Conferencing Upgrade



Executive Summary:

The City of North Richland Hills (NRH) has requested Visionality to provide a proposal for upgrading the City Manager's Conference Room's Audio Visual (AV) system to include the ability to conduct Video Conferencing Sessions.

The intent of this proposal is to provide a system that will provide updated AV technology, reliable system operation, and ease of use for anyone using the space.

Visionality presents the following proposal for programming, supply of required equipment listed herein, and installation of a commercial AV system.

This document defines the role of Visionality and establishes a basis of agreement engaging Visionality in the delivery of the systems for all named locations and the equipment provided in the detailed quote herein.

The acronym OFE as referenced in this document refers to "Owner Furnished Equipment", meaning equipment provided by NRH. All electrical power, network connections, and network wiring required for proper operation of the equipment listed herein is to be provided by NRH. Any required modification of NRH furniture to be provided by NRH*

City Manager's CR Video Conferencing Upgrade Designed Functionality:

Upgrade Overview:

The existing AV system uses a Cisco SX-10 which is an End of Life (EOL) product. This upgrade will provide the ability to host video conferencing sessions in the City Manager's CR by using the OFE Laptops connected at the OFE Conference Table via a USB Connection.

Audio from a newly installed Ceiling Mounted Microphone Array will be delivered to the far end video conferencing participants while audio from the far end participants will be delivered to the existing OFE Speakers ceiling speakers. A PTZ Camera will be installed to provide a Video Feed from the room that will be sent to the far end participants and serve as the video feed from the room for all video conferencing sessions. Video conferencing sessions will be initiated from an OFE Laptop connected via a USB Connection. This setup allows users to use Cisco Webex or any other soft-codec video conferencing software installed on the OFE Laptop.

A BiAmp Digital Signal Processor (DSP) will also be installed to professionally mix and process all the content, microphone, and video conferencing audio in the system. This device also provides Acoustic Echo Cancellation (AEC).

The existing OFE Crestron programs will be used to provide the foundation of the AV programming for this update. The existing OFE Touch-Screen layouts and functionality will remain as they are now with exceptions for any additions needed to provide proper functionality for the video conferencing upgrade (such as PTZ Camera control). The existing Audio Settings will also remain as they are now with the exception for any additions and/or changes needed to provide proper functionality for the video conferencing upgrade.

Installation, Testing, and Training expected to take 2-3 days. The currently installed OFE Crestron programming files will need to be provided one (1) week prior to installation. All programming pricing contained here within is contingent on Visionality's receipt of the currently installed OFE Crestron programming.

System Details:

Video Conferencing System:

- Visionality will provide, program, and install one (1) BiAmp Tesira Forte Digital Signal Processor (DSP). This device provides advanced switching and mixing of the Content Audio with Video Conferencing signals in the room. This device allows for content audio to be mixed video conferencing audio while allowing that audio to be distributed to the speakers in the space. This device also provides Acoustic Echo Cancellation (AEC) that removes naturally occurring echoes from Video Conferencing Calls. Independent level control is provided for both overall audio and microphone audio.

- Visionality will provide, program, and install one (1) Vaddio PTZ Camera. This device connects an OFE Laptop to the AV Bridge AV Encoder. This device provides preset pan, tilt, and zoom recalls and will be controlled via the OFE Touch-Screen on the room.



Image: Vaddio PTZ Camera

- Visionality will provide, program, and install one (1) Vaddio AV Bridge Mini Audio/Video Encoder. This device allow for bridging any HD HDMI video source and audio source into soft conferencing applications such as Zoom, WebEx, and more with a powerful USB 3.0 interface. These devices connect via USB 3.0 to the OFE Laptop with also connecting to the Ceiling Microphone Array via the BiAmp DSP and connecting to the PTZ Camera via the OFE Crestron AV System to create a professional Video Conferencing System.



Image: Vaddio AV Bridge Mini

- Visionality will provide and install one (1) Vaddio USB 3.0 Extender that will provide USB 3.0 connection at the conference between the OFE Laptop and the Vaddio AV Bridge Encoder located in the AV Rack.
- Visionality will provide, program, and install one (1) Shure Intellimix Ceiling Array Microphone for use in video conferencing sessions. This specialized microphone array delivers speech that's naturally intelligible, providing widespread coverage for video conferencing needs of all sizes. This device allows for free movement and various seating arranges in the space without the need for wires.

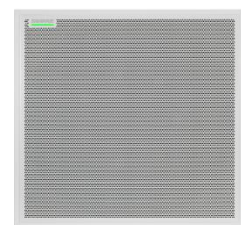
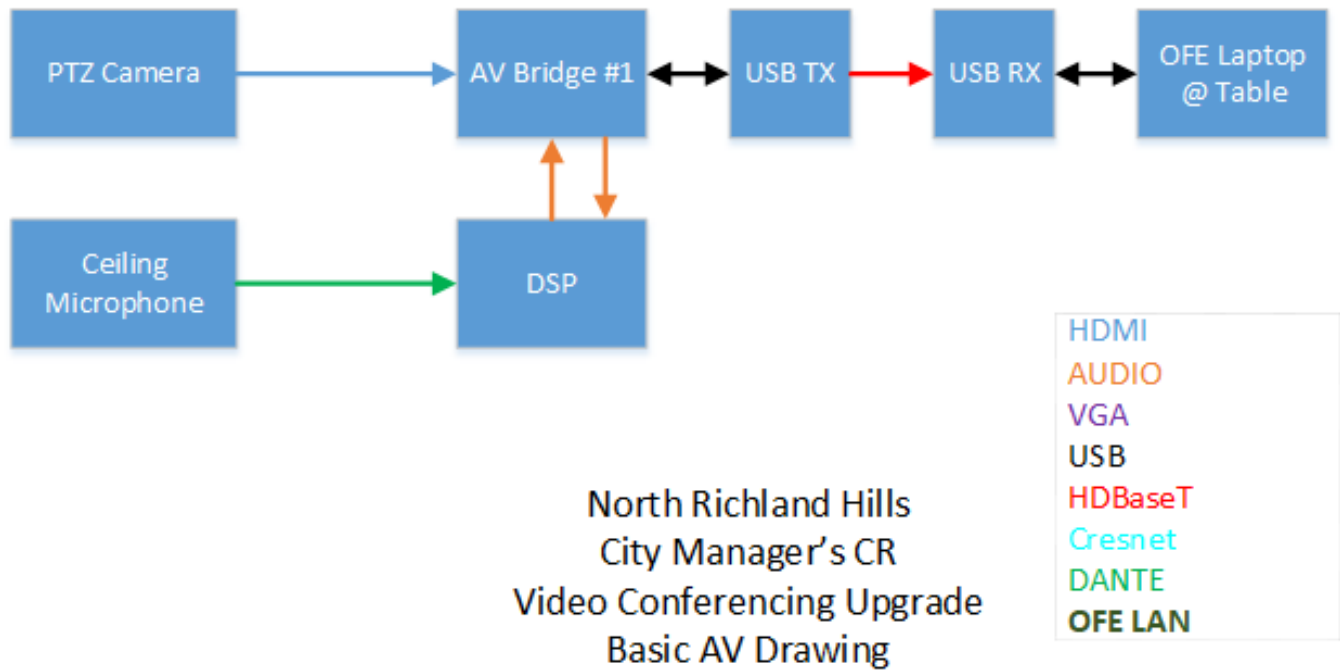


Image: Shure Ceiling Microphone Array

City Manager's CR Video Conferencing Upgrade Basic Line Drawing:



Notes:

City Manager's Conference Room

Qty	Manufacturer Part Number	Description	Unit List Price	Discount Price	Total Price
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This Quote is produced for the The Interlocal Purchasing System Contract #171001**VIDEO CONFERENCING SYSTEM UPGRADE - CITY MANAGER'S CONFERENCE ROOM**

1.00	1x Digital Signal Processor (DSP) with Acoustic Echo Cancellation and Dante Audio 1 x Vaddio PTZ Camera 1 x Shure Ceiling Microphone Array 1 x USB 3.0 Extender	\$15,879.00	\$12,878.40	\$12,878.40
1.00	Project Professional Services and Programming	\$5,410.00	\$3,516.50	\$3,516.50
1.00	Installation, Integration, and Comissioning	\$6,086.00	\$3,932.88	\$3,932.88

Total List \$27,375.00**Total Discount Price** \$20,327.78**Shipping** \$0.00**Sales Tax** \$0.00**Grand Total** \$20,327.78**Notes:**

Please contact me if I can be of further assistance.

NRH CID Work Room VC Upgrade

10/08/2020



VISIONALITY

DESIGNS THAT COMPUTE
1778 N. PLANO RD #211B
RICHARDSON, TX 75081

Prepared for:

North Richland Hills, City of

Amy Stephens

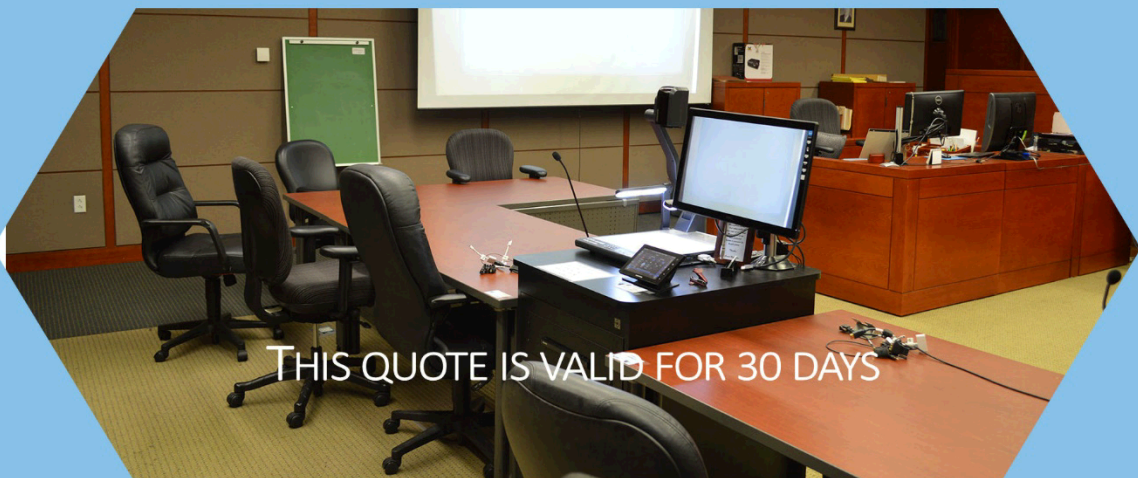
KR061120B-01

Korbin Reeves

Technology Consultant

korbin@visionality.com

(972) 598-1727



THIS QUOTE IS VALID FOR 30 DAYS

Introduction

North Richland Hills: CID Work Room Video Conferencing Upgrade



Executive Summary:

The City of North Richland Hills (NRH) has requested Visionality to provide a proposal for upgrading the CID Work Room's Audio Visual (AV) system to include the ability to conduct Video Conferencing Sessions.

The intent of this proposal is to provide a system that will provide updated AV technology, reliable system operation, and ease of use for anyone using the space.

Visionality presents the following proposal for programming, supply of required equipment listed herein, and installation of a commercial AV system.

This document defines the role of Visionality and establishes a basis of agreement engaging Visionality in the delivery of the systems for all named locations and the equipment provided in the detailed quote herein.

The acronym OFE as referenced in this document refers to "Owner Furnished Equipment", meaning equipment provided by NRH. All electrical power, network connections, and network wiring required for proper operation of the equipment listed herein is to be provided by NRH. Any required modification of NRH furniture to be provided by NRH*

CID Work Room Video Conferencing Upgrade Designed Functionality:

Upgrade Overview:

The existing AV system uses a Cisco SX-10 which is an End of Life (EOL) product. The OFE Cisco SX-10 also does not allow user to incorporate the existing OFE Clearone Ceiling Microphones for video conferencing sessions. This upgrade will provide the ability to host video conferencing sessions in the CID Work Room by using the existing OFE PC located in the AV equipment rack or by using an OFE Laptop connected at the conference table.

Audio from the OFE Clearone Ceiling Microphones will be delivered to the far end video conferencing participants while audio from the far end participants will be delivered to the existing OFE Speakers ceiling speakers. A PTZ Camera will be installed to provide a Video Feed from the room that will be sent to the far end participants and serve as the video feed from the room for all video conferencing sessions. Video conferencing sessions can be initiated from either the OFE PC in the AV Rack or via an OFE Laptop connected via a USB Connection. This setup allows users to use Cisco Webex or any other soft-codec video conferencing software installed on the OFE Rack PC and/or an OFE Laptop.

The existing OFE Crestron and OFE BiAmp programs will be used to provide the foundation of the AV programming for this update. The existing OFE Touch-Screen layouts and functionality will remain as they are now with exceptions for any additions needed to provide proper functionality for the video conferencing upgrade (such as PTZ Camera control). The existing Audio Settings will also remain as they are now with the exception for any additions and/or changes needed to provide proper functionality for the video conferencing upgrade.

Installation, Testing, and Training expected to take 2-3 days. The currently installed OFE Crestron and BiAmp programming files will need to be provided one (1) week prior to installation. All programming pricing contained here within is contingent on Visionality's receipt of the currently installed OFE Crestron and BiAmp programming.

System Details:

Video Conferencing System:

- Visionality will provide, program, and install one (1) Vaddio PTZ Camera. This device connects the OFE Rack PC and an OFE Laptop to the AV Bridge AV Encoder. This device provides preset pan, tilt, and zoom recalls and will be controlled via the OFE Touch-Screen on the room.



Image: Vaddio PTZ Camera

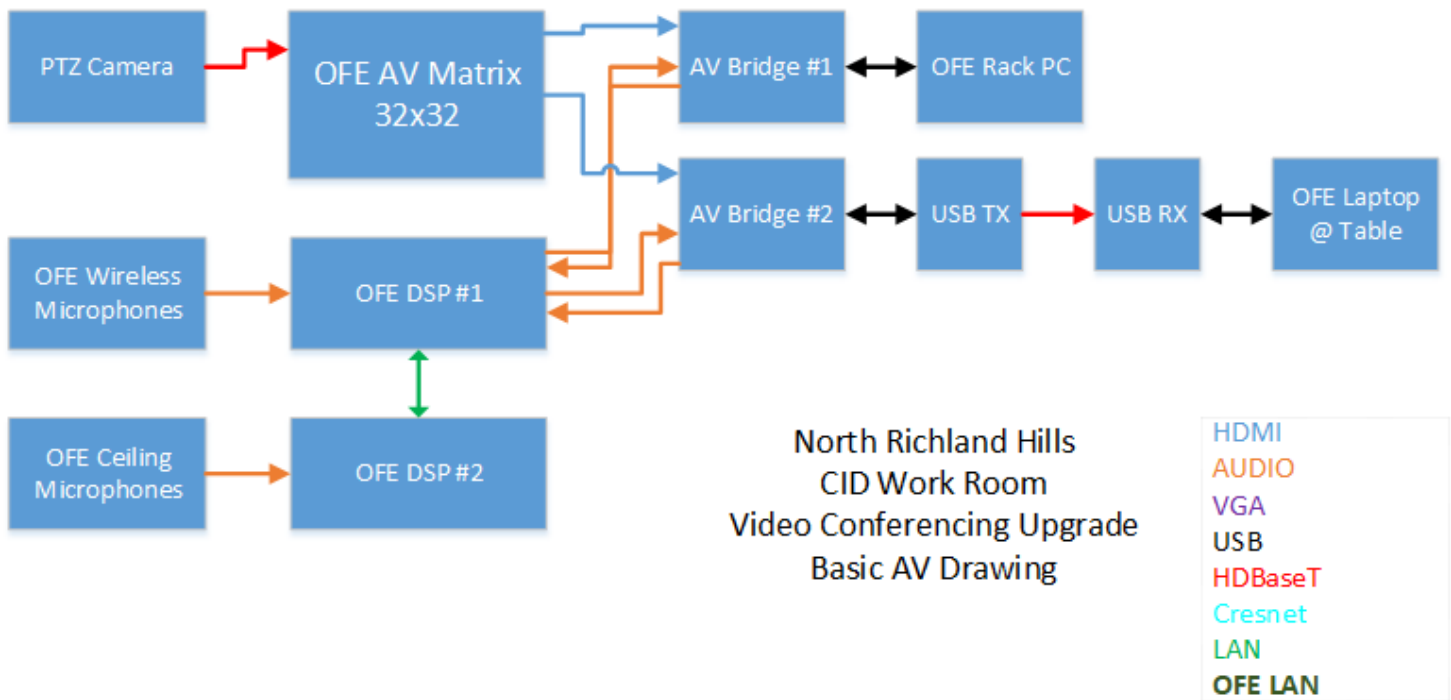
- Visionality will provide, program, and install one (2) Vaddio AV Bridge Mini Audio/Video Encoders. These devices allow for bridging any HD HDMI video source and audio source into soft conferencing



Image: Vaddio AV Bridge Mini

- applications such as Zoom, WebEx, and more with a powerful USB 3.0 interface. These devices connect via USB 3.0 to the OFE Rack PC and to an OFE Laptop with also connecting to the OFE Ceiling Microphones via the OFE BiAmp DSP and connecting to the PTZ Camera via the OFE Crestron 32x32 AV Matrix in the AV System to create a professional Video Conferencing System.
- Visionality will provide and install one (1) Vaddio USB 3.0 Extender that will provide USB 3.0 connection at the conference between the OFE Laptop and the Vaddio AV Bridge Encoder located in the AV Rack.

CID Work Room Video Conferencing Upgrade Basic Line Drawing:



Notes:

CID WORK ROOM

Qty	Manufacturer Part Number	Description	Unit List Price	Discount Price	Total Price
This Quote is produced for the The Interlocal Purchasing System Contract #171001					
VIDEO CONFERENCING SYSTEM UPGRADE - CID WORK ROOM					
1.00	1 x Vaddio PTZ Camera 2 x Vaddio AV Bridges 1 x Vaddio Rack Mount 1 x USB 3.0 Extender		\$11,377.00	\$9,797.47	\$9,797.47
1.00	Project Professional Services and Programming		\$5,410.00	\$3,516.50	\$3,516.50
1.00	Installation, Integration, and Comissioning		\$6,086.00	\$3,932.88	\$3,932.88
				Total List	\$22,873.00
				Total Discount Price	\$17,246.85
				Shipping	\$0.00
				Sales Tax	\$0.00
				Grand Total	\$17,246.85

Notes:

Please contact me if I can be of further assistance.

NRH Council Chambers Video Conferencing Upgrade

10/2/2020



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DESIGNS THAT COMPUTE
1778 N. PLANO RD #211B
RICHARDSON, TX 75081

Prepared for:

North Richland Hills, City of

Amy Stephens

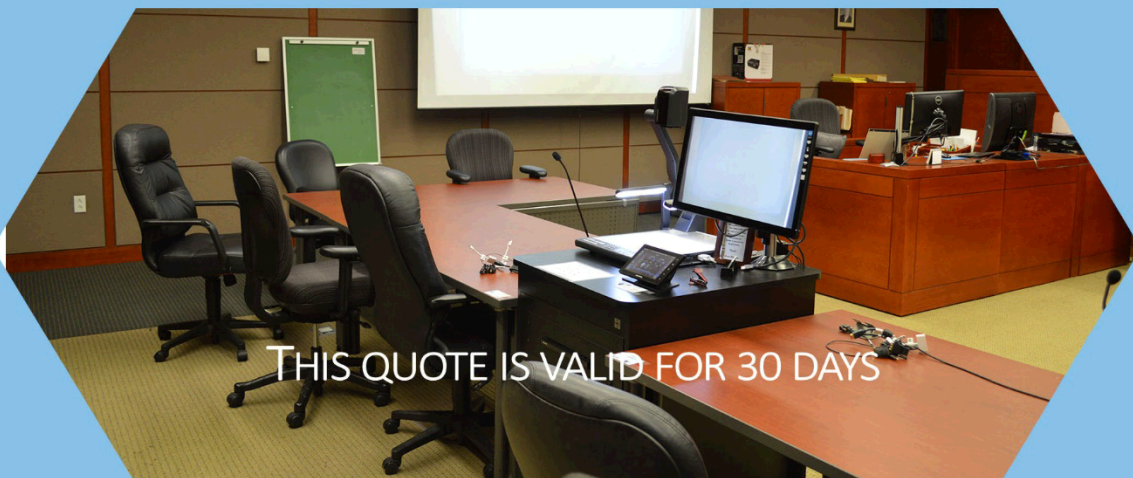
KR061020A-02

Korbin Reeves

Technology Consultant

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(972) 598-1727



THIS QUOTE IS VALID FOR 30 DAYS

Introduction

North Richland Hills: Council Chambers Video Conferencing Upgrade



Executive Summary:

The City of North Richland Hills (NRH) has requested Visionality to provide a proposal for upgrading the City Council Chambers Audio Visual (AV) system to include the ability to conduct Video Conferencing Sessions.

The intent of this proposal is to provide a system that will provide updated AV technology, reliable system operation, and ease of use for anyone using the space.

Visionality presents the following proposal for programming, supply of required equipment listed herein, and installation of a commercial AV system.

This document defines the role of Visionality and establishes a basis of agreement engaging Visionality in the delivery of the systems for all named locations and the equipment provided in the detailed quote herein.

The acronym OFE as referenced in this document refers to "Owner Furnished Equipment", meaning equipment provided by NRH. All electrical power, network connections, and network wiring required for proper operation of the equipment listed herein is to be provided by NRH. Any required modification of NRH furniture to be provided by NRH*

Council Chambers Video Conferencing Upgrade Designed Functionality:

Upgrade Overview:

The existing AV system does not provide the proper functionality for conducting video conferencing sessions. This upgrade will provide the ability to host video conferencing sessions in the council chambers by using the existing OFE PC located in the AV equipment rack along with the existing OFE Microphones and OFE Cameras.

Audio from the council chambers microphones will be delivered to the far end video conferencing participants while audio from the far end participants will be delivered to the existing OFE Speakers in the council chambers. The existing OFE Video Feed from Rushworks will be sent to the far end participants and serve as the video feed from the council chambers for all video conferencing sessions. Control over which camera(s) is selected and/or the positions of the those camera(s) is provided by Rushworks and/or NRH staff who control the camera system.

The existing OFE Crestron and OFE BiAmp programs will be used to provide the foundation of the AV programming for this update. The existing OFE Touch-Screen layouts and functionality will remain as they are now with exceptions for any additions needed to provide proper functionality for the video conferencing upgrade. The existing Audio Settings will also remain as they are now with the exception for any additions and/or changes needed to provide proper functionality for the video conferencing upgrade.

One (1) Wireless microphone will added to the system to provide the ability to have two (2) Council Members sit somewhere other than the dais during council sessions.

Installation, Testing, and Training expected to take 2-3 days. The currently installed OFE Crestron and BiAmp programming files will need to be provided one (1) week prior to installation. All programming pricing contained here within is contingent on Visionality's receipt of the currently installed OFE Crestron and BiAmp programming.

System Details:

Video Conferencing System:

- Visionality will provide, install, program, and test two (2) BiAmp Digital Signal Processor (DSP) Units that provide advanced switching and mixing of the Content Audio, Sound Reinforcement Audio, and Video Conferencing signals in the space. This device allows for content audio to be mixed with microphone audio and video conferencing audio while allowing that audio to be distributed to the speakers in the space. This device also provides Acoustic Echo Cancellation (AEC) that removes naturally occurring echoes from Video Conferencing Calls. Independent level control is provided for both overall audio and microphone audio.
- Visionality will provide, program, and install one (1) Vaddio AV Bridge Mini Audio/Video Encoder. This device allows for bridging any HD HDMI video source and audio source into soft conferencing applications such as Zoom, WebEx, and more with a powerful USB 3.0 interface. This device connects via USB 3.0 to the OFE PC to the OFE Rush Works video feed and OFE Council Chamber Microphones in the room to create a professional Video Conferencing System.
- Visionality will provide, program, and install one (1) Crestron Digital Media Receiver that will be used to feed the OFE Rush Work Video Feed from the OFE Crestron 32x32 AV Matrix into the Vaddio AV Bridge. This device will also scale the video output to a resolution that will provide a consistent video feed for video conferencing sessions.



Image: Vaddio AV Bridge Mini

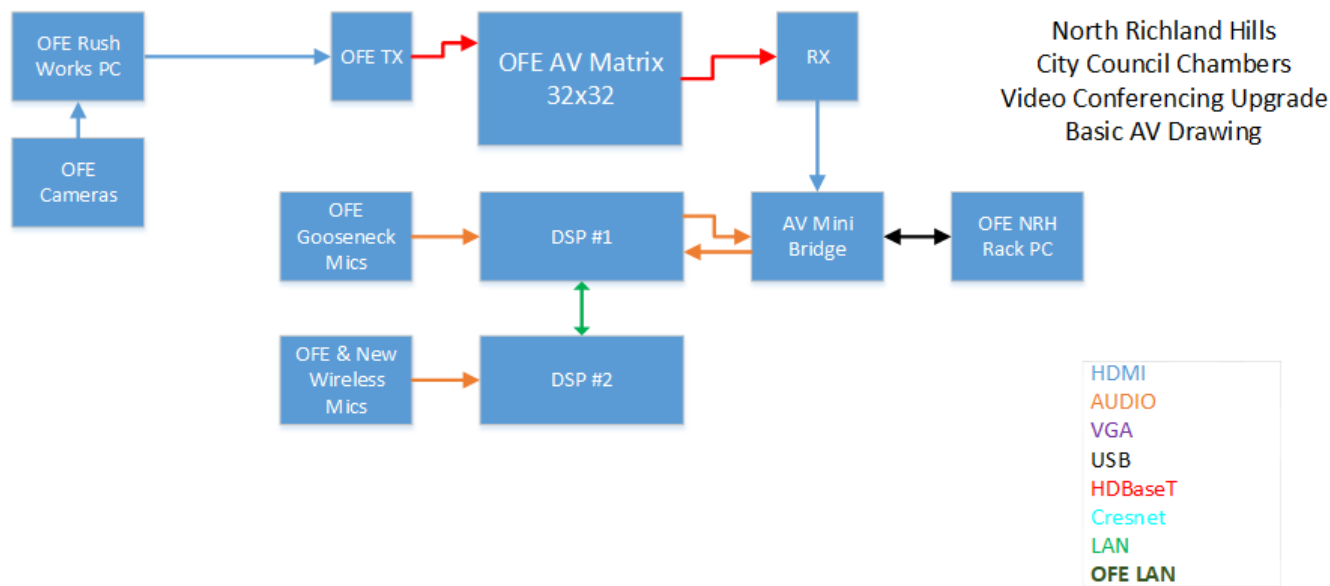
Video System:

- Visionality will provide and install one (1) Crestron HDMI Splitter used to provide HDMI Video output connection to two (2) OFE Monitors placed on tables in front of the Dais. The OFE Video Feed for the OFE Displays will mirror that of the OFE Confidence Monitor in the OFE Lectern. This will be a temporary install.

Audio System:

- Visionality will provide, program, and install one (1) Shure Basic Wireless Microphone with table top microphone stand.

Council Chambers Video Conferencing Upgrade Basic Line Drawing:



Notes:

Here is the quote you requested.

Qty	Manufacturer Part Number	Description	Unit List Price	Discount Price	Total Price
This Quote is produced for the The Interlocal Purchasing System Contract #171001					
VIDEO CONFERENCING SYSTEM					
1.00		2 x BiAmp DSPs with Acoustic Echo Cancellation 1 x Crestron DM Receiver 1 x Crestron PoDM++ Power Injector 1 x Wireless Microphone 1 x HDMI Splitter 2 x Table Top Microphone Stands	\$14,231.00	\$9,838.57	\$9,838.57
1.00		Project Professional Services and Programming	\$6,270.00	\$4,075.50	\$4,075.50
1.00		Installation, Integration, and Comissioning	\$7,230.00	\$4,679.50	\$4,679.50
				Total List	\$27,731.00
				Total Discount Price	\$18,593.57
				Shipping	\$0.00
				Sales Tax	\$0.00
				Grand Total	\$18,593.57

Notes:

Please contact me if I can be of further assistance.

Visionality

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KR061020A-02

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(214) 276-0124

NRH Fire Admin CR

10/5/2020



VISIONALITY

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RICHARDSON, TX 75081

Prepared for:

North Richland Hills, City of

Amy Stephens

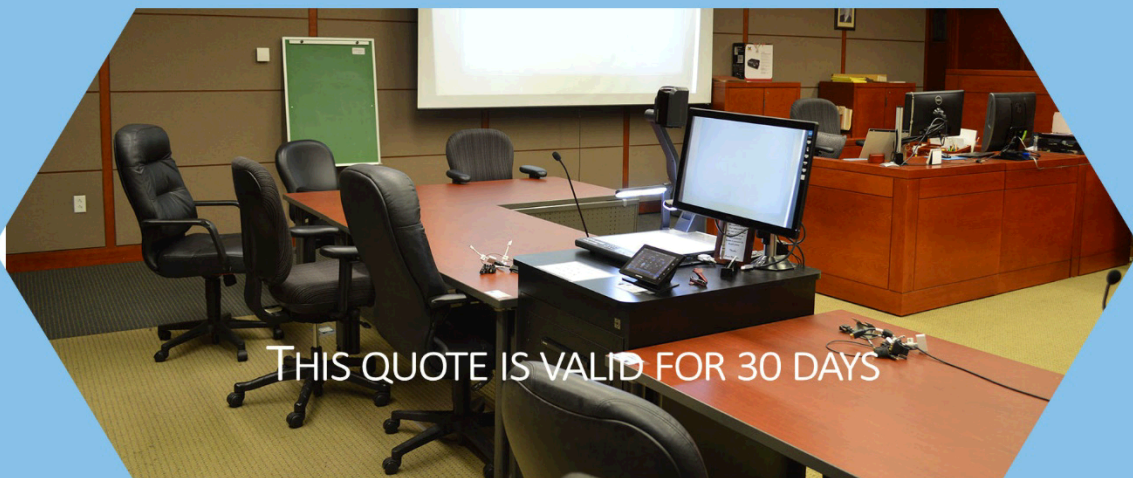
KR082320A-01

Korbin Reeves

Technology Consultant

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THIS QUOTE IS VALID FOR 30 DAYS

Introduction

North Richland Hills: Fire Admin Conference Room Video Conferencing Upgrade



Executive Summary:

The City of North Richland Hills (NRH) has requested Visionality to provide a proposal for upgrading the Fire Admin's Conference Room's Audio Visual (AV) system to include the ability to conduct Video Conferencing Sessions.

The intent of this proposal is to provide a system that will provide updated AV technology, reliable system operation, and ease of use for anyone using the space.

Visionality presents the following proposal for programming, supply of required equipment listed herein, and installation of a commercial AV system.

This document defines the role of Visionality and establishes a basis of agreement engaging Visionality in the delivery of the systems for all named locations and the equipment provided in the detailed quote herein.

The acronym OFE as referenced in this document refers to "Owner Furnished Equipment", meaning equipment provided by NRH. All electrical power, network connections, and network wiring required for proper operation of the equipment listed herein is to be provided by NRH. Any required modification of NRH furniture to be provided by NRH*

Fire Admin's CR Video Conferencing Upgrade Designed Functionality:

Upgrade Overview:

This upgrade will provide the ability to host professional video conferencing sessions in the Fire Admin's CR by using the OFE Rack PC or OFE Laptops connected at the OFE Conference Table via a USB Connection.

Audio from a newly installed Ceiling Mounted Microphone Array will be delivered to the far end video conferencing participants while audio from the far end participants will be delivered to the existing OFE Speakers ceiling speakers. A PTZ Camera will be installed to provide a Video Feed from the room that will be sent to the far end participants and serve as the video feed from the room for all video conferencing sessions. Video conferencing sessions will be initiated from the OFE Rack PC or an OFE Laptop connected via a USB Connection. This setup allows users to use Cisco Webex or any other soft-codec video conferencing software installed on the OFE Rack PC or OFE Laptop.

A QSC Digital Signal Processor (DSP) will also be installed to professionally mix and process all the content, microphone, and video conferencing audio in the system. This device also provides Acoustic Echo Cancellation (AEC).

The existing OFE Crestron programs will be used to provide the foundation of the AV programming for this update. The existing OFE Touch-Screen layouts and functionality will remain as they are now with exceptions for any additions needed to provide proper functionality for the video conferencing upgrade (such as PTZ Camera control). The existing Audio Settings will also remain as they are now with the exception for any additions and/or changes needed to provide proper functionality for the video conferencing upgrade.

Installation, Testing, and Training expected to take 2-3 days. The currently installed OFE Crestron programming files will need to be provided one (1) week prior to installation. All programming pricing contained here within is contingent on Visionality's receipt of the currently installed OFE Crestron programming.

System Details:

Video Conferencing System:

- Visionality will provide, program, and install one (1) QSC Digital Signal Processor (DSP). This device provides advanced switching and mixing of the Content Audio with Video Conferencing signals in the room. This device allows for content audio to be mixed video conferencing audio while allowing that audio to be distributed to the speakers in the space. This device also provides Acoustic Echo Cancellation (AEC) that removes naturally occurring echoes from Video Conferencing Calls. Independent level control is provided for both overall audio and microphone audio.

- Visionality will provide, program, and install one (1) Vaddio PTZ Camera. This device connects an OFE Laptop to the AV Bridge AV Encoder. This device provides preset pan, tilt, and zoom recalls and will be controlled via the OFE Touch-Screen on the room.



Image: QSC PTZ Camera

- Visionality will provide, program, and install one (1) QSC AV Bridge Audio/Video Decoder. This device allows for bridging the PTZ Camera and Ceiling Microphone Array into a soft conferencing application such as Zoom, WebEx, and more with a USB interface.



Image: QSC AV Bridge Mini

- Visionality will provide, program, and install one (1) Shure Intellimix Ceiling Array Microphone for use in video conferencing sessions. This specialized microphone array delivers speech that's naturally intelligible, providing widespread coverage for video conferencing needs of all sizes. This device allows for free movement and various seating arranges in the space without the need for wires.

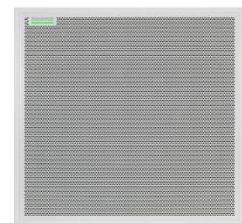
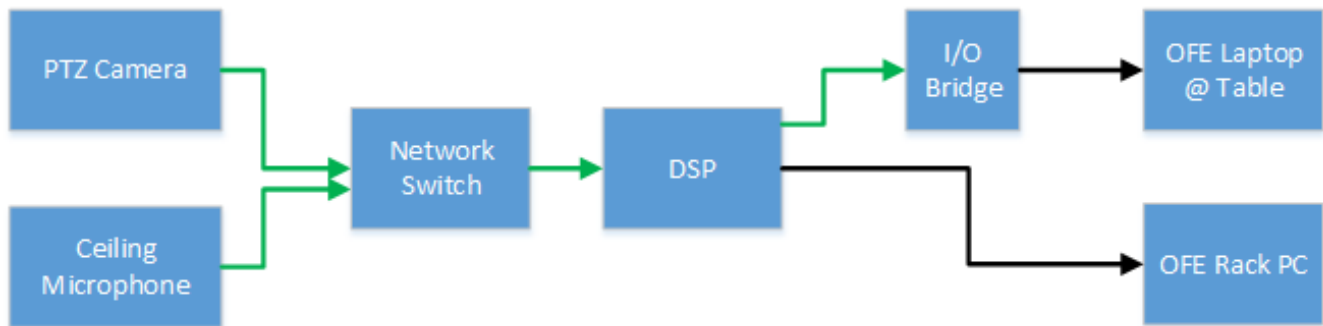


Image: Shure Ceiling Microphone Array

Fire Admin's CR Video Conferencing Upgrade Basic Line Drawing:



North Richland Hills
Fire Admin's CR
Video Conferencing Upgrade
Basic AV Drawing

HDMI
AUDIO
VGA
USB
HDBaseT
Cresnet
DANTE
OFE LAN

Notes:

Fire Admin CR

Qty	Manufacturer Part Number	Description	Unit List Price	Discount Price	Total Price
This Quote is produced for the The Interlocal Purchasing System Contract #171001					
VIDEO CONFERENCING SYSTEM UPGRADE - CITY MANAGER'S CONFERENCE ROOM					
1.00		1x QSC Dgital Signal Processor (DSP) with Acoustic Echo Cancellation and Dante Audio 1 x QSC PTZ Camera 1 x Shure Ceiling Microphone Array 1 x QSC USB Bridge	\$15,688.50	\$12,701.79	\$12,701.79
1.00		Project Professional Services and Programming	\$7,860.00	\$5,109.00	\$5,109.00
1.00		Installation, Integration, and Comissioning	\$6,086.00	\$3,932.88	\$3,932.88
				Total List	\$29,634.50
				Total Discount Price	\$21,743.67
				Shipping	\$0.00
				Sales Tax	\$0.00
				Grand Total	\$21,743.67

Notes:

Please contact me if I can be of further assistance.

Visionality

1778 N. Plano Rd. #211b

KR082320A-01

Richardson, TX 75081

(214) 276-0124

Qty	Manufacturer Part Number	Description	Unit List Price	Discount Price	Total Price
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Responsibilities *(Unless otherwise specified above)*

Visonality Obligations

Visonality will be responsible for the following:

- Testing new system and making sure all is properly operational from both the hardware and software perspective.
- Visonality will provide drawings that call out power and network locations, which must be installed prior to installation.
- Note Drawings supplied are not-to-scale and often are estimates of actual room measurements.

Company/Customer Obligations

The following items shall be provided by the Company and are not part of this scope or proposal:

- All 120V Electrical provisions must be present and hot at time of installation (Specifications and call-outs will be provided by Visonality after acceptance of the proposal).
- All conduit and raceway as required by local code.
- Conveyance (pathway) for AV cabling- includes any core drilling or structural modifications.
- "Hard Points" for mounting of equipment and structural supports will be provided and installed by the Company prior to Visonality deployment. The customer is responsible to ensure current structures can sustain the weight any mounted equipment or displays. When in doubt the Company should contact a certified Structural Engineer for safety factors.
 - For Displays other than video walls, Visonality will provide backing and blocking.
- Custom millwork, construction, or trim. Includes ceiling, floor and structural amendments or repairs.
- Required Local Permits and/or plan approvals.
- Required local inspection and compliance procedures.
- Hazardous material discovery and/or abatement.
- Ready Access to room. Unless otherwise stated, installation and commissioning are quoted as a single, contiguous period of days with unimpeded access 8 A.M – 5 P.M. daily. Monday through Friday at a minimum.
- Security and Safety
 - Prior to installation, if equipment is to be shipped in advance, the customer is responsible for receiving and storing this equipment in a safe location.
 - During installation, customer is responsible for making sure rooms can be secured and equipment is safe.
- Rooms are clean and ready for installation. All equipment, furniture, debris, or other objects need to be removed from the room for access or safety, prior to onset of installation.
- Sufficient on-site support, persons readily available to answer questions
- Prior to Visonality installation, Telephony, Computer and other Network connections are to be installed configured and tested.
 - Computer Network jacks are to be tested with information for connection readily available.
 - Firewalls and routers will be configured with proper ports opened.
 - Switchports must be patched-in and correct VLAN, with network IP addresses, subnet mask, and gateway provided for specified equipment.
 - Adequate bandwidth will be provided for the equipment chosen.
- IT staff will be available during the installation process if there is a connectivity issue
- Customer will assure that any customer furnished equipment is in working order.
- For maintenance purposes, customer will work with Visonality to create a mutually acceptable method that will allow remote access to installed equipment.

Visonality

1778 N. Plano Rd. #211b

KR061820D-01, KR082320A-01, KR061820C-01,
KR061120B-01, KR061020A-02

Richardson, TX 75081 2

(214) 276-0124

Project Management Procedures

Each entity will appoint one designee as the prime project manager. These two people will ensure that the products are installed the way the project was envisioned. Any problems need to be funneled through these persons. For example, if there is a change in the room layout, this should be discussed between the two project managers and a change order written.

Status Reviews. Project implementation is taken seriously at Visionality. A weekly status meeting with management is held during all phases of the implementation to address issues early. Visionality Project Management is available to the customer for regular status meetings (via telephone or video) prior to the onset of installation. During the installation process, Visionality Project management will be available daily to discuss the status and needs of the installation with the customer designated representative.

Payments. Payment for the goods delivered is due when goods are shipped to site. If customer delays installation after goods have been ordered, customer will pay for goods and any shipping charge required to get goods to site, or customer will pay for goods and storage fee. Payment for installation is due when the installation is substantially complete. That is all work has been done and the equipment is operational. However there may be some tasks remaining (e.g. bug list).

Change Orders. All change orders must be submitted in writing from the customer designee to the Visionality project manager. If such a change is a material change of scope either in parts or labor, the project manager will provide an estimate of the change in price. Visionality will proceed with this change when the change order has been completed and approved by both parties.

Integration, Commissioning, and Sign-Off:

Prior to Visionality programming, Visionality will meet with the customer's designated personnel to review the touchpanel and system operation. Additional feature requests beyond those scoped in this document and accepted during this meeting will require a change order.

A required walk-through with the customer's designated personnel will occur the day before commissioning completion, to evaluate system performance, create bug lists, and establish a final sign-off punchlist.

A final walk-through with customer's designated personnel will occur upon completion for final sign-off. Inability of key personnel attendance will not affect invoicing or signoff timelines, and additional walkthroughs will incur trip and/or change charges.

Terms and Conditions

Disclaimers

Visionality - Designs That Compute (DTC) is a reseller of electronic equipment. Warranty and liability for use of any product sold is limited to what is stated by the manufacturer of these products. DTC creates no warranties express or implied beyond the manufacturer's warranty.

Limitations

Except in the event of negligence or intentional misconduct on the part of DTC, the express obligation stated above is in lieu of all liabilities or obligations of DTC for damages, including but not limited to any liability due to or associated with infringement of a third party's intellectual property rights or any loss, damage, or injury, direct or consequential (including any loss of profits, use, business or the like, even if DTC has been advised of the possibility of same), arising out of or in connection with the delivery, use or performance of products resold by DTC, and it is agreed that repair or replacement, in accordance with the foregoing warranty, is DTC's sole liability and buyer's sole remedy for such liability, loss, damage, or injury. This limitation of DTC's liability will apply regardless of the form of action, whether in contract or tort (including negligence) or based on a warranty. Any action against DTC must be brought within 24 months after the cause of action arises. The parties expressly agree that the products are not consumer goods.

To the extent any limitation of liability contained herein is construed by a court of competent jurisdiction to be a limitation of liability in violation of state law, such limitation of liability shall be void, however the validity of the remaining parts, terms or provisions shall not be affected thereby, and said illegal or invalid part, term or provision shall be deemed not to be a part of this limitation of liability.

At times, the goods and services in this proposal may be purchased by a government entity under a specific purchasing contract and that contract may have a clause which conflicts with this clause. In that case the terms of the purchasing contract will take precedence.

Statement of Confidentiality

This proposal is the work product of DTC and as a result, remains the property of DTC. This proposal has been submitted for the express interest of offering products and services. The particulars of this proposal must remain confidential, to the extent permitted by the Texas Public Information Act (TPIA). The parties acknowledge that DTC may consider this proposal confidential. If there is a request for this document under the TPIA or any other open records law, the Customer will notify DTC of such request in writing, and DTC shall respond to Customer within five (5) days of such notification whether it considers the proposal confidential. If DTC considers the proposal confidential, DTC shall submit any arguments and file any and all necessary objections to disclosure of the proposal. The terms and conditions of this Agreement, and any information related to expenses incurred by the Customer shall be considered public and subject to disclosure under the TPIA.

Notices for DTC shall be sent to:

Name:	Richard Barnett
Title:	Vice President
Address:	1778 N. Plano Rd #211b, Richardson, TX 75081
Email:	richard@visionality.com
Phone:	(972) 598-1717

Installation (if applicable)

Installation prices are estimated based on the customers stated requirements. Unless otherwise noted, the customer is responsible for standard installation preparation and assistance; this include but is not limited to: Site security before and during the installation; fee access to perform installation during business hours while scheduled on site; customer furnished installation or materials are ready prior to Visionality installation; and resources are available quickly to resolve issues. A full list of these requirements is in the proposal above. If these conditions are not met, additional charges may apply.

Product Returns

DTC does not accept product returns unless defective and only for replacement.

Non-Solicitation.

Customer agrees that for a period of twelve (12) months immediately following the Effective Date of this Agreement or Last Date of Service on this Agreement, whichever comes later, Customer shall not either directly or indirectly solicit, induce, recruit or encourage any of Design That Compute's employees to leave their employment, or take away such employees, or attempt to solicit, induce, recruit, encourage, take away or hire employees of the Designs That Compute, either for the customer or any other person or entity. Should the Customer infringe on this, it will be seen as a referral of the employee and the client agrees to pay Designs that Compute a one-time referral fee of two hundred (200) percent of the candidates total annual starting compensation with a minimum referral fee of fifty-thousand dollars (\$50,000). Should the employee be hired as an hourly their annual compensation will be calculated at two thousand (2,000) times their hourly rate. Referral Fees will be invoiced immediately upon hiring of an employee by the Customer and will be due net thirty (30).

Payment Terms

Prepayment may be required. If terms are extended, payment is due immediately upon receipt of goods. Any objections to delivery or installation by the customer that many delay payment must be submitted to DTC in writing with 15 day of delivery of invoice to purchasing. When DTC resolves the problem they will resubmit invoice to purchasing. At that time customer must respond within 15 days if there is a further problem. DTC fully expects any invoice to be paid within 30 days of submittal. Failure to pay in a timely manner will constitute charges at the rate of 2% per month from date of invoice submittal.

Products delivered for an installation, are billed and due at the time of delivery. Installation will be billed and due when substantial completion has occurred. DTC will work with the customer to assure the highest quality products and services are delivered and installed. At the customer's request a payment schedule can be designed that withholds a percentage of the invoice based upon successful installation.

Some equipment has service or warranty that starts at the time of delivery. If installation is delayed this may affect the time coverage of those products is in effect after installation.

At times, the goods and services in this proposal may be purchased by a government entity or under a specific purchasing contract. In the cases where be a law or contract has conflicts with the above terms, the terms of a purchasing contract or law will take precedence.

Non-Taxable Entities

Please include a copy of your Sales Tax Exemption Form along with any Purchase Order sent to Designs That Compute dba Visionality