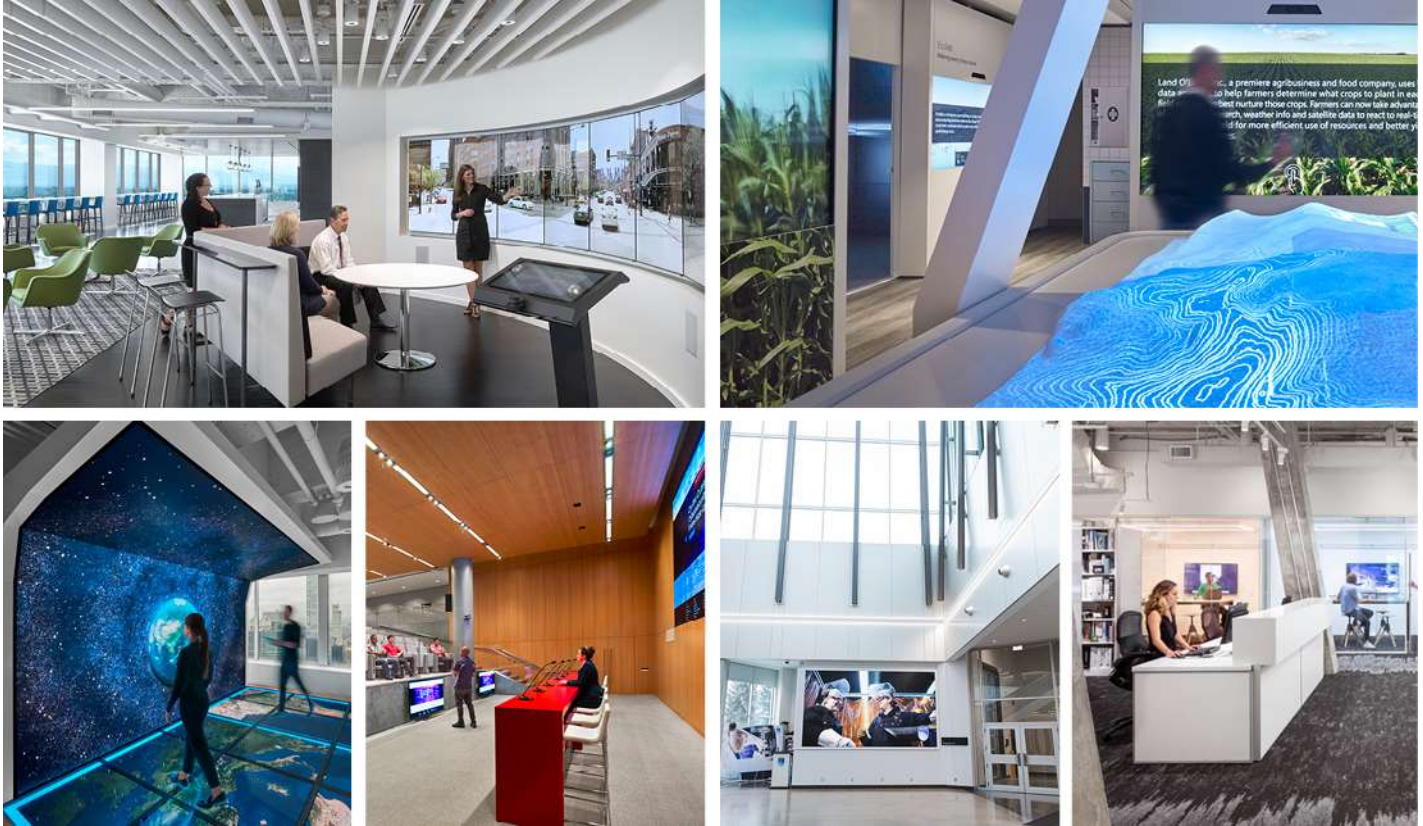


Proposal Prepared For

# DuPage County Sheriff's Office

## DuPage County Sheriff - Kramer Programming



150 N. Martingale Rd  
Suite 1400  
Schaumburg, IL 60173  
(847) 437-7712  
Fax: (847) 437-0271  
www.avispl.com

**Prepared by:** David Rubens  
David.Rubens@avispl.com  
**Proposal no:** 516522-2

# Thank you for the opportunity to provide this proposal.

**We're excited to work with you.**

At AVI-SPL, our goal is to empower meaningful communication and collaboration. By understanding your needs and applying our expertise, we help you improve the user experience of your collaboration systems – anywhere in the world.

**Here's how we do it.**

Like you, we take a holistic approach. No matter where you are on your journey to plan, deploy, and operate your optimal collaboration environment, we can guide and support you. Together, we'll achieve a new state of working together and manage the full lifecycle of the technology powering it.

**And here's why.**

As a digital enablement solutions provider, we transform how people and technology connect to elevate experiences, create new value, and enable organizations such as yours to thrive and grow. Our vision – to help your teams work smarter and live better.

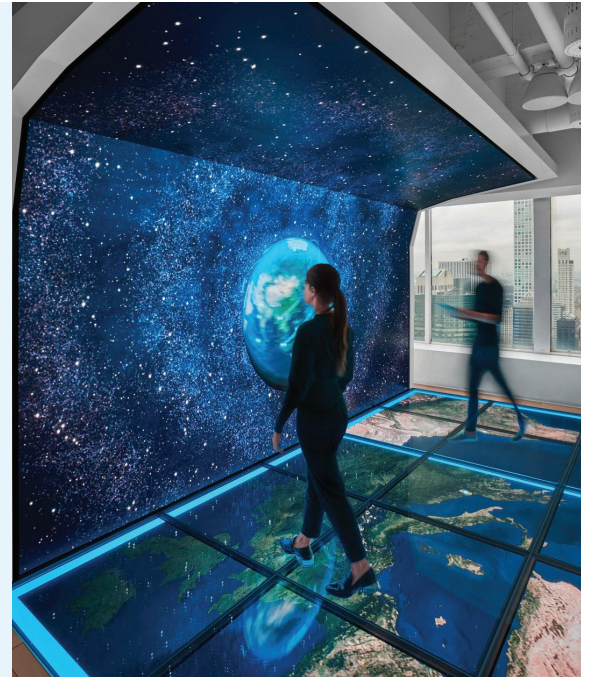


At AVI-SPL, our goal is to empower meaningful communication and collaboration.

## We take your investment in collaborative solutions as seriously as you do.

That’s why we’re with you every step of the way, making sure you have the support to keep your business running smoothly and that you get the return on investment you expect.

The hallmark of AVI-SPL’s client success is our ability to keep pace with the technology trends that drive the way organizations operate, and to innovate and improve upon them so that we can offer customers a standard of quality that no other company can match.



## When you partner with us as your trusted guide, you will experience:



### Commitment

A partner **committed** to your success and making a positive impact on your organization and our world



### Expertise

**Expertise** you can trust to guide your digital transformation and realize your business objectives



### Proven Record

A **proven** track record of supporting deployment and managed services in-country, wherever needed



### Global Reach

Optimized **global deployment** teams with in-country support teams to deliver localized solutions and service – anywhere in the world



### Customer Experience

World-class **customer experience** with a continual improvement mindset informed by the ITIL methodology



### Analytics

Focus on **actionable** business intelligence with routine reporting on key success metrics and usage analytics powered by our patented Symphony application

# Our Integration Process



World-class approach to defining client needs and delivering with consistent approach to execution.  
 Detailed Operations Playbook = Consistent, High Quality Project Outcomes

- **Each step defined and documented:** based on AVI-SPL best practices & globally recognized standards
- **Standardized documents, forms & instructions:** a cadence for reporting & communications methods
- **Companywide adoption & training:** measurable deliverables
- **Full range of engagement types:** small & simple to large & complex
- **Continuous improvement:** CSAT/NPS focus w/ root cause analysis & action-oriented outcomes

AVI-SPL provides innovative solutions seamlessly integrated with simple but effective user experiences. To that end, AVI-SPL utilizes a five-step process to provide you with consistent communication and flawless execution from project conception to completion.

## Phase I **Initiate**

- The initiate phase is critical to the success of both the solution implementation and post deployment services to ensure acclimation, adoption and continued use of the technology.
- During this phase, your project team is selected based on the size, scope and complexity of the solutions to be implemented. All details and information are successfully transitioned to the internal project team via a comprehensive kick-off meeting.
- External kick-off discussions are organized and conducted with your key stakeholders to formally discuss project parameters of scope, schedule and communication strategy along with any other key topics to ensure proper alignment. The output of these discussions initiates engineering finalization, equipment procurement & programming services.

# Our Integration Process

## Phase II Plan

- The planning phase begins with development of the project schedule including detailed work breakdown tasks identifying key deliverables, dependencies and both internal and external milestones required to successfully execute the project.
- Detailed communication plans are developed to provide your key stakeholders with project progress reporting to indicate status against the project schedule along with any identified risks.
- Acceptance test plan procedures are developed and communicated to ensure agreed upon scope and functionality requirements are achieved.

## Phase III Execute

- During the execution phase, all engineering, programming, fabrication and on-site installation activities are completed in accordance with the agreed upon project scope and schedule.
- Daily progress reports are completed, sent back to our Project Management staff and consolidated into weekly progress reports that you will receive.
- Upon completion of on-site installation activities, test and commissioning takes place in accordance with the agreed upon test plan procedures to ensure fully functional solutions.
- Final inspection and walk-through of the project is conducted in coordination with your key stakeholders to administer acceptance of the deployed solutions.



# Our Integration Process

## Phase IV Monitor

- The monitor phase is ongoing throughout the entire project lifecycle.
- All project work activities are consistently reviewed to ensure alignment with the approved schedule and milestones, adjusting resource planning as required. All changes to scope, schedule and budget are closely controlled to eliminate or minimize change management.
- Quality assurance is adhered to through checks and balances along with consistent testing at specified intervals in the project lifecycle. Risk management plans are constantly reviewed, and risk mitigation strategies deployed to ensure scope and schedule remain on track.
- External reporting is critical to this phase to align your key stakeholders to both internal and on-site status of our progress.

## Phase V Close

- The final phase is focused on completion of all contractual and operational activities to obtain sign-off for the completed project. This includes demonstration and training on use of the installed solutions.
- All final project documentation for future warranty and service work is gathered and submitted to your key stakeholders as well as to our internal service team for onboarding purposes.
- Automated Customer Satisfaction Score (CSAT) and Net Promoter Score (NPS) surveys are deployed to obtain your feedback regarding our performance and leveraged as part of our continuous improvement practice.



# Scope of Work

DuPage County Sheriff – Wheaton, IL - Kramer Programming

## Project Overview

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Customer installed equipment located in 4 rooms within the Wheaton, IL DuPage County Sheriff's Office building requires programming to properly integrate and provide a user interface. This proposal covers the programming effort estimated to be required to provide each room with the client's requested control functionality. No physical installation or modifications are included. System drawings will be developed as required to complete the programming scope of work.

Please note that Kramer equipment will require onsite programming utilizing ethernet control via "Kramer Control" and AVISPL technicians will need sufficient access to network resources to accommodate system programming.

Additional physical system clean-up, troubleshooting, re-installation, re-configuration, and/or programming changes outside of the scope detailed here will be provided as a separate change request and are not included in this proposal.

Due to the large amount of owner furnished and installed equipment and recycled/aged equipment, every attempt will be made to integrate with the new owner furnished Kramer equipment. If a device is not capable of the requested controls, or a suitable driver is unavailable within Kramer Control, AVISPL will inform the client and provide a change request for a suitable replacement product.

## TRAINING ROOMS – 1014/1019 – Programming Only

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### Design Narrative

Training rooms feature single front display (VIEWSONIC VS19390), single or dual desktop display(s), rack mount PCs and local HDMI/Doc Camera sources, single front USB camera, single ceiling mounted array microphone with DSP, ceiling mounted speakers, and tabletop touch panel (KRAMER KT-208). The touch panel will be programmed to control the AV system components as possible within the "Kramer Control" platform allows.

A centralized rack room (1019A) includes presentation switcher/scalers(KRAMER VP-554X), blu-ray players (TASCAM BD-MP1MKII), Rack Mount PCs (LENOVO THINKCENTRE), USB switchers (KRAMER SWT3-4I-U), DSPs (SHURE P300), and amplifiers (JBL CSA 2300Z) as well as various HDbT transmitter/receivers.

A networked "Kramer Control Virtual Brain" capable of supporting all AV systems is in the central rack and connected to the client provided network switch shared with all networked AV equipment.

### Scope of Work – Software Integration

User experience and specific functionality

- A graphical user interface (GUI) will be created, utilizing one of the Kramer Control standard graphic themes.
- The GUI will feature a set of intuitive "User-level" controls that help an average user operate the system with minimal to no training.
  - Intended "User-level" controls to be included based on initial discussion:

---

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- Video source selection and routing (MIRRORED MAIN AND DESKTOP DISPLAY)
  - Rack PC – (NO VTC)
  - Rack PC – Sheriff Office Use ONLY
  - Rack PC – Sheriff Office Use ONLY – DEDICATED PC PERMINATELY ROUTED TO SECOND DESKTOP MONITOR IN ROOM 1019 ONLY (Left Monitor)
  - Document Camera (EPSON ELPDC21)
  - Wall Plate HDMI Input (Kramer WP-20)
- Program audio volume and mute (JBL CSA 2300Z Drivecore & JBL Ceiling Tile Speakers LCT 81C/T)
- In ceiling microphone audio volume and mute (SHURE MXA920 & P300)
- USB camera PTZ controls (LOGITECH RALLY CAMERA)
- Lighting and shade control will not be included
- Please See the “Graphical User Interface” section at the end this scope of work for further details regarding finalizing the functionality and design of the GUI.

## TRAINING ROOM - 1018A – Programming Only

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### Design Narrative

Training room will feature single front display (SMARTBOARD 1029788-10), local HDMI wallplate source, and wall mounted touch panel (KRAMER KT-208). The touch panel will be programmed to control the AV system components as possible within the “Kramer Control” platform allows.

A centralized rack room (1019A) includes amplifiers (unknown) as well as various HDbT transmitter/receivers.

A networked “Kramer Control Virtual Brain” capable of supporting all AV systems is installed in the central rack and connected to the client provided network switch shared with all networked AV equipment.

### Scope of Work – Software Integration

User experience and specific functionality

- A graphical user interface (GUI) will be created, utilizing one of the Kramer Control standard graphic themes.
- The GUI will feature a set of intuitive “User-level” controls that help an average user operate the system with minimal to no training.
  - Intended “User-level” controls to be included based on initial discussion:
    - Video source selection and routing
      - Wall Plate HDMI Input (Kramer WP-20)
    - Program audio volume and mute (DISPLAY ONLY)
- Lighting and shade control will not be included
- Please See the “Graphical User Interface” section at the end this scope of work for further details regarding finalizing the functionality and design of the GUI.

## TRAINING ROOM – LEB TRAINING DIVISION – Programming Only

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### Design Narrative

Training room features dual front displays (SAMSUNG) and single Smartboard (SBID-MX065-V5), rack mount PCs and local HDMI source, ceiling mounted speakers, and tabletop touch panel (KRAMER KT-208). The touch panel will be programmed to control the AV system components as possible within the “Kramer Control” platform allows.

A centralized rack room (1019A) includes presentation switcher/scaler(KRAMER VS-44H2A), Rack Mount PCs (LENOVO THINKCENTRE), USB switcher (KRAMER SWT3-4I-U), and amplifier (JBL CSA 2300Z) as well as various HDBT transmitter/receivers.

A networked “Kramer Control Virtual Brain” capable of supporting all AV systems is installed in the rack and connected to the client provided network switch shared with all networked AV equipment.

### Scope of Work – Software Integration

User experience and specific functionality

- A graphical user interface (GUI) will be created, utilizing one of the Kramer Control standard graphic themes.
- The GUI will feature a set of intuitive “User-level” controls that help an average user operate the system with minimal to no training.
  - Intended “User-level” controls to be included based on initial discussion:
    - Video source selection and routing (MIRRORED MAIN AND DESKTOP DISPLAY)
      - Rack PC – (NO VTC)
      - Rack PC – Sheriff Office Use ONLY
      - Wall Plate HDMI Input (Kramer WP-20)
    - Program audio volume and mute (JBL CSA 2300Z Drivecore & JBL Ceiling Tile Speakers LCT 81C/T)
- Lighting and shade control will not be included
- Please See the “Graphical User Interface” section at the end this scope of work for further details regarding finalizing the functionality and design of the GUI.

### Project Considerations

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#### Client Responsibilities (unless otherwise specified)

- Any display walls shall need to be properly backed to withstand the weight of the display with a safety factor of at least 5:1
- All required backing and any other wall reinforcement required to safely accommodate displays
- All AC power at the equipment locations, including hardwired power connections
- Any required conduit for low voltage cable paths to AV equipment
- All ceiling work required to accommodate the projectors, projection screens, or other equipment
- Any required millwork modifications to tables or other millwork
- Proper heat dissipation venting for the equipment in this system utilizing powered venting utilizing thermostatically controlled quiet fans in enclosed spaces where convection cooling is not possible.
- Any network connections to the client network
- Configuration of any network connection to the client network
- Configuration of any required accounts

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- Any licensing not specifically provided in this scope of work or associated bill of materials
- Where VoIP is utilized, provide all required configuration information to AVI-SPL prior to installation
- Cable/Satellite/Over-the-Air connections, and all associated hardware
- All owner furnished equipment to be in good working condition. Any troubleshooting and diagnosis of non-working hardware may result in a change order

### AVI-SPL Responsibilities (unless otherwise specified)

- Provide and install all low voltage cabling to support the Audio Video equipment specified in this proposal, excluding any network connections to the client network
- Labor to install Audio Video equipment specified with work being performed on consecutive days during normal business hours
- Any computer interface provided shall provide EDID information to the connected PC and all digital video connections shall support HDCP as applicable

### Software & Licensing

- The Customer is responsible for providing system credentials as needed for a properly provisioned and licensed account no less than two (2) weeks prior to system deployment.
  - The customer may decide not to provide credentials to AVI-SPL, and to provision the installed hardware themselves. In this case AVI-SPL will be unable to fully test the system before receiving sign-off for the installation. All system components will be tested individually to ensure proper stand-alone function, and project sign-off will be requested before technicians leave site.
  - If AVI-SPL is unable to properly commission and test the system at the time of installation due to issues with the supplied credentials, an additional site visit may be required. Any additional visits will be billed at the standard contracted labor rate, and scheduling will be done on a best effort basis.

### Network and Network Security

The integration of Audio-Visual hardware can consist of many different devices and systems with varying network requirements, impacts, and security considerations. AVI-SPL will work with the stakeholders to discover the network requirements and hardware capabilities.

AVI-SPL will design the system to meet the network requirements and provide construction drawings and a list of devices to be integrated into the Customer's network. At the time of installation, AVI-SPL will connect devices based on the design and requirements to begin verification.

- The Customer is responsible for providing and provisioning all network connections, routing, and addressing.
- AVI-SPL shall coordinate with the client's IT personnel establishing WAP usage and IP addresses where a stand-alone AV LAN is utilized. Where the control system is on the client LAN, AVI-SPL shall provide a list of A/V network appliances along with their MAC addresses. The client will then provide AVI-SPL with a static IP address range for those devices.
- Careful attention should be paid to the network architecture that will be supporting the video data. An improperly configured network, or one that does not always have adequate bandwidth to support a stable conference, will have a negative impact on the conferencing experience. When installing equipment (control systems, VoIP interfaces, etc.) operating on the Customer network, coordination between client IT and the AVI-

SPL project team is critical. Please see the network information and requirements in this specification for further details.

## Room Environmental Considerations

To maximize the user experience in a conferencing room, the following parameters should be observed:

- The room should have a measured ambient noise level of no more than NC35. For new spaces, the design parameters for the mechanical engineering within the room should have a target NC of 35 or less. Ambient noise includes noise from the air handling systems, mechanical systems and noises outside the building. Noise levels above this specification adversely affects the meeting environment and may degrade the overall audio quality and intelligibility of a conference call. This is especially important when ceiling microphones are utilized. If a problem is identified with ambient noise levels, AVI-SPL can work with your mechanical engineer to identify possible solutions to lower the NC rating and improve the meeting experience.
- Reverberation time ( $T_{60}$ ) for typical conference rooms should be less than 0.6 seconds in the 125 - 4000 Hz octave bands to provide an optimum meeting experience and acceptable audio quality in a conference call. A significant number of hard surfaces in a room (glass, drywall or other surfaces) can adversely affect audio intelligibility and the meeting experience overall. Acoustic treatment is advised for rooms with higher  $T_{60}$  levels. If the room requires acoustically treatment, AVI-SPL can provide direction and solutions to overcome this issue and enhance the meeting experience for the participants.
- Evenly distributed lighting is important for videoconferencing applications. Lighting on the faces of the participants should be at least 40-foot candles and should be evenly distributed throughout the camera's field of view. Where the camera's field of view includes windows, recommended window treatment should be employed to provide an acceptable background for the camera to view the participants.
- When microphones are used for local voice reinforcement, the amount of available gain before feedback is dependent on the microphone's location within the room. Placement of the microphone immediately below a ceiling speaker may adversely affect the overall required audio level and cause feedback. Care should be taken to reduce the volume level of the microphone or locate the microphone(s) correctly to minimize the possibility of feedback.

## Graphical User Interface

Functionality and design process for Graphical User Interfaces

- "Tech-level" GUI controls may allow access to advanced features, such as those listed in the room's main "Scope of Work – Software Integration" section and other features deemed needed during the programming and design process.

## Investment Summary

|               |                                       |
|---------------|---------------------------------------|
| Prepared For: | <b>Jason Snow</b>                     |
|               | <b>DuPage County Sheriff's Office</b> |
|               | <b>501 N County Farm Road</b>         |
|               | <b>Wheaton, IL 60187-3986</b>         |

|                |                     |
|----------------|---------------------|
| Prepared By:   | <b>David Rubens</b> |
| Date Prepared: | <b>06/09/2026</b>   |
| Proposal #:    | <b>516522-2</b>     |
| Valid Until:   | <b>07/10/2026</b>   |

### Total Equipment Cost \$100.00

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

### Professional Integration Services \$24,904.00

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. May include disposal of existing equipment where elected.

### Direct Costs \$0.00

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

### General & Administrative \$223.47

Includes all G & A expenses: vehicle mileage, shipping and insurance, as applicable

|                 |                    |
|-----------------|--------------------|
| <b>Subtotal</b> | <b>\$25,227.47</b> |
| <b>Tax</b>      | <b>Exempt (*)</b>  |
| <b>Total</b>    | <b>\$25,227.47</b> |

\* Exemption from sales tax will be recognized only after a valid sales tax exemption certificate or other appropriate documentation of exemption has been provided to and approved by AVI-SPL; otherwise all applicable sales taxes will apply.

### Purchase orders should be addressed to AVI-SPL LLC

Due to global semiconductor ("chip") shortages and supply chain disruptions pricing quoted in this proposal may change. Installation schedules are subject to current (daily) product availability and may be delayed or postponed.

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## Terms and Conditions

This Proposal together with AVI-SPL's General Terms and Conditions and the applicable Addendum(a) located here and incorporated herein by this reference (collectively the "Agreement") constitutes the entire agreement between AVI-SPL LLC ("Seller", "AVI-SPL", "we", "us", "our") and the buyer/customer identified in the Proposal ("Buyer", "Customer", "Client", "you", "your") with respect to its subject matter and supersedes all prior and contemporaneous agreements, representations and understandings of the Parties, written or oral. By signing below, issuing a valid purchase order for the Services and/or Products specified herein or receiving the Products and/or Services specified herein, whichever occurs first, Buyer acknowledges it has read and agrees to the terms of this Agreement. This Agreement shall not be binding upon Seller until accepted by Buyer as set forth in this Agreement and the earlier of Seller's confirmation in writing of Buyer's order and Seller's performance under the applicable Proposal. Any terms and conditions contained in Buyer's purchase order or any other Buyer-provided documents related to this transaction shall have no effect and are hereby rejected. Notwithstanding anything herein to the contrary, if a master services agreement signed by both Parties is in effect covering the sale of the Services and/or Products that are the subject of this Proposal, the terms and conditions of said agreement shall prevail to the extent they conflict or are inconsistent with this Agreement.

## Billing and Payment Terms

Unless otherwise agreed in writing by Buyer and Seller in the Proposal, the total Proposal price, excluding the price for Stand-alone Services (as defined in this section), shall be billed as follows, subject to continuing credit approval: 50% down payment at time of order, 40% upon delivery at Seller; 10% upon project completion and Buyer sign-off or first beneficial use, whichever occurs first, payable net 30 from Buyer's receipt of invoice. For purposes of this Agreement, "Stand-alone Services" means any Services not attached to an installation project. Billing and payment terms for Stand-alone Services are set forth in the applicable Service Addendum(a). Unless otherwise specified in the Proposal, Products are sold F.O.B. origin-Buyer to pay all shipping charges. If this Proposal covers Products or Services for more than one system, room, suite, or location, for purposes of payment in accordance with payment terms stated on the face hereof each room, suite, or location shall be treated as if the subject of a separate sale and payment made accordingly. Unless otherwise specified in the Proposal, all pricing and amounts are in US Dollars and all billing and payment shall be made in US Dollars.

Link to AVI-SPL Terms and Conditions: <https://avispl.com/terms-of-use/>

## Buyer Acceptance

\_\_\_\_\_  
Buyer Legal Entity

\_\_\_\_\_  
Buyer Authorized Signature

\_\_\_\_\_  
Buyer Authorized Signatory Title

\_\_\_\_\_  
Buyer Authorized Signatory Name

\_\_\_\_\_  
Date

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## Room Summary - ROOMS: 1014,1019,1018A, LEB TRAINING CLASS

### Equipment List

| Mfg             | Model | Description            | Qty | Unit Price | Extended Price |
|-----------------|-------|------------------------|-----|------------|----------------|
|                 |       | ***PROGRAMMING ONLY*** |     |            |                |
| <b>Subtotal</b> |       |                        |     |            | <b>\$0.00</b>  |

### Room Support and Maintenance

**Elite Maintenance Services - Room; 12-months** **\$0.00**

|                                     |             |
|-------------------------------------|-------------|
| <b>Equipment Total</b>              | \$0.00      |
| <b>Installation Materials</b>       | \$100.00    |
| <b>Professional Services</b>        | \$24,904.00 |
| <b>Direct Costs</b>                 | \$0.00      |
| <b>General &amp; Administrative</b> | \$223.47    |

**Subtotal** **\$25,227.47**

For informational purposes only – all Purchase Orders must match Investment Summary details.

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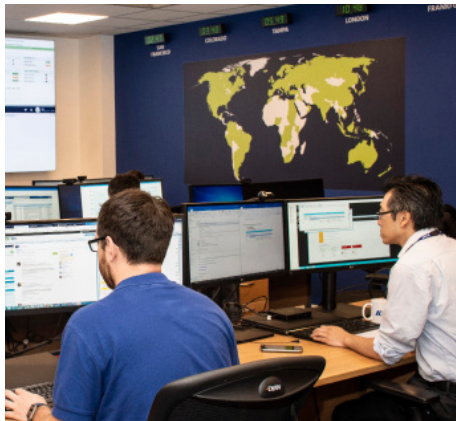
# Global Support and Maintenance

AVI-SPL's Global Support and Maintenance services relieve you of the day-to-day burden of maintaining your collaboration technology estate, keeping your teams connected, and concentrated on delivering business value.

## Elite Support

Our Elite services give you an extra level of onsite responsiveness and support with:

- **Unlimited onsite support M-F, 8am-5pm\***
- **Unlimited remote help desk support – available globally 24x7x365**
- Facilitation of manufacturer repair or replacement programs – **let us navigate your warranty terms**
- **Software and firmware updates** managed remotely for covered assets



## Global Support Operations Centers

- AVI-SPL's Global Support Operations Centers (GSOCs) deliver live help desk support 24x7x365.
- Offering quick and efficient email, phone, and portal communications options.
- The GSOCs will diagnose a problem, implement a repair remotely, or escalate to a specialist.

**Repair/Replacement Facilitation** – Some equipment may be repairable or replaced at no charge under the manufacturer's warranty. The help desk will assist in arranging the return of the defective equipment to the manufacturer for service/replacement as applicable.

**Software Updates and Upgrades** – access to the help desk for software updates and upgrades remotely available per manufacturer recommendation. Updates are provided on an as needed basis. Once an issue is reported, the remote help desk coordinates with you and the manufacturer to determine the best course of action. If a programmer is required, additional charges may apply at the applicable rate for those services.

**Unlimited Onsite Support** – available Monday through Friday, 8 a.m. - 5 p.m.\*, excluding holidays, with travel included. Where applicable, AVI-SPL will provide a two-business day onsite response following the help desk's determination that an onsite dispatch is needed.

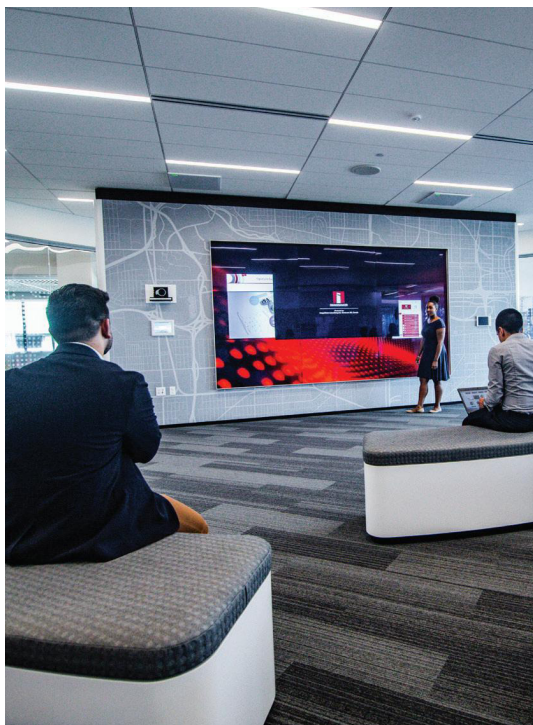
\*Local standard time excluding AVI-SPL holidays.

# Integration Inclusions and Exclusions

## Inclusions

The following items are **included** in this proposal unless **specifically noted otherwise** within this proposal document or scope of work statement:

- All equipment, wire, and accessories required for a fully functional audio/visual system per the agreed upon scope of work.
- Non-union labor associated with audio/visual system engineering, installation, programming, and testing.
- Documentation package including complete as-built AV system diagrams, and manufacturer's operation manuals.
- Coordination and cooperation with the construction team in regard to installing the system.
- User demonstration of full AV system operation for final sign-off.



Any additional trips, labor, or materials due to failure of the other workforces to have the audiovisual system rough-in work completed as anticipated and previously confirmed, will be added to the project billing as required.

Unless otherwise agreed in writing by AVI-SPL, all work performed by AVI-SPL will take place between the hours of 8:00 a.m. and 6:00 p.m. local time, Monday through Friday, excluding public and bank holidays. If AVI-SPL is required to perform work outside of these hours, customer will be charged AVI-SPL's standard overtime rates. Any changes in the hours or days of performance must be agreed to in writing by AVI-SPL.

Where applicable, the owner's architect will provide AVI-SPL's engineering department with all required architectural floor, reflected ceiling, building elevation, and section plans in AutoCAD® format at no charge to AVI-SPL.

## Exclusions

The following items are **excluded** from this proposal **unless specifically identified otherwise** within this proposal document or scope of work statement.

- All conduits, high voltage wiring panels, breakers, relays, boxes, receptacles, etc. Any related electrical work including, but not limited to, 110VAC, conduit, core drilling, raceway, and boxes.
- Voice/data cabling, IE analogue phone lines, ISDN lines, network ports, etc.
- Network connectivity, routing, switching, and port configuration necessary to support audiovisual equipment.
- Concrete saw cutting and/or core drilling.
- Fire wall, ceiling, roof and floor penetration, patching, removal, or fire stopping.
- Necessary sheet rock replacement, ceiling tile, T-bar replacement, and/or wall/ceiling repair.
- Any and all millwork (moldings, trim, etc.). All millwork or modifications to project millwork/furniture to accommodate the AV equipment is to be provided by others.
- Painting, patching, or finishing, of architectural surfaces.
- Permits (unless specifically provided for elsewhere in this proposal document or scope of work statement).
- Engineered (P.E.) seals and/or stamped structural/system details.
- HVAC and plumbing relocation.
- Rough-in, bracing, framing. or finish trim carpentry for installation.
- Cutting, structural welding, or reinforcement of structural steel members required for support of assemblies, if required.
- Owner furnished equipment or equipment furnished by others that is integrated into the systems (as described above) is assumed to be current, industry acceptable, and in good working order. If it is determined that this equipment is faulty upon installation, additional project charges may be incurred.
- Additional or specific manufacturer’s “User Adoption” training.
- Additional costs for union labor.



## Addendum to General Terms and Conditions – Equipment Ordering

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Due to global supply chain constraints, Seller is experiencing longer than normal lead times on equipment. As a result, Seller cannot guarantee lead times on equipment and will not be liable for any delays in equipment delivery to the extent caused by such constraints. However, as the supply chain continues to improve, we will not be ordering equipment for jobs that start more than 120 days from when the contracted site is ready unless lead times are greater than 90 days.

In order for Seller to appropriately plan and coordinate its resources, Buyer must commit to a **site readiness for installation date**, (subject to timely delivery of equipment) on or about \_\_\_\_\_, 20\_\_.

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| AVI-SPL LLC Initials |

Should Buyer elect to purchase equipment immediately upon placement of order or greater than 120 days prior to the above readiness date, to mitigate delays, Buyer agrees to receive the equipment at their designated location and Seller will immediately bill Buyer upon placement of such order. Buyer shall pay for such equipment within the payment terms (e.g. net 30) specified herein, regardless of any other agreed upon billing terms or billing terms specified herein. Warranty on such equipment shall commence upon delivery of the equipment to Buyer's designated location, notwithstanding any other agreed upon warranty terms or warranty terms specified herein.

By initialing next to this sentence, Buyer elects to purchase equipment immediately upon placement of order in accordance with the terms of this Addendum.

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| Buyer Initials |

### Buyer Acceptance

\_\_\_\_\_  
Signed Name

\_\_\_\_\_  
Company Name

\_\_\_\_\_  
Printed Name, Title

\_\_\_\_\_  
Date