

# PROPOSAL

## Control Room Furniture Revamp

### DeKalb County School District

1701 Mountain Industrial Boulevard  
Stone Mountain, GA 30083  
678.676.1200



Presented By:

### Atlanta Soundworks, Inc.

580 Marksmen Court  
Fayetteville, GA 30214  
(770) 716-7400

**October 4, 2022**



*Impress your audience.™*

Pro AVL - Connectivity - VoIP - Access Control - Security

# SCOPE OF WORK

## INTRODUCTION

ASW is pleased to present a proposal to DeKalb County School District (DCSD) for the replacement of the BoE video control room console furniture. The existing furniture is antiquated and no longer practical for the space. In addition, there are cables that are no longer being used and should be removed for a cleaner more manageable workspace. Finally, the main program and preview displays need upgrading to 4K.

## SOLUTION

ASW will replace the existing production furniture with a new console bay that can support up to three to four personnel (director, graphics, tech director, etc.). ASW will replace the audio engineer desk. ASW will provide and install a workstation desk for editing. ASW will provide and install a small lighting console desk at the location near the tall rack and new main console. ASW will rewire all equipment that is still in use in the main rack and/or new small rack. ASW will remove wire no longer in use and clean up wiring where feasible. ASW will provide and install two (2) 65" HDTV for program and preview video content. The two new displays will replace the existing displays currently mounted on the wall. DCSD is responsible for disposing or repurposing the old displays. ASW will provide and install two video recorders in the console turret racks. ASW will provide and install a second camera controller to control cameras in the cabinet room. All cameras may be controlled by RS422 (if IP control is not deemed sufficiently stable). DCSD will provide displays (2), for the main console desk, lighting console (single (1) VGA based) and broadcast rated display (desk mount 4K monitor).

## STATEMENT OF WORK / DIVISION OF RESPONSIBILITIES

ASW will install new equipment as specified and pull new cables to device locations and terminate to devices as required. ASW will interconnect new equipment as required to result in a fully functioning system.

ASW will de-install existing equipment that is being replaced and return to DCSD.

Installation on site will be conducted during normal business hours (8:00 am – 5:00 pm), unless otherwise agreed. DCSD must provide continuous uninterrupted access to the space by ASW personnel during the installation period. Following the completion of the systems installation, ASW will provide qualified personnel to fully commission the system on site. Where applicable, ASW will test and verify complete system functionality as well as configure the system for optimum performance.

All AC power provisions to support the new system(s) are the responsibility of DCSD.

Any data network provisions required to support or interface with the proposed systems are the responsibility of DCSD. ASW will coordinate with IT personnel as needed.

A 90-day warranty, including parts and labor, will be provided beginning at the date of customer acceptance or first beneficial use of the system, whichever is earlier. The warranty does not apply to legacy or customer supplied equipment. Refer to item 8 of the integration contract for additional details.

Additional servicing and support of purchased equipment beyond the standard warranty can be provided at a special annually contracted rate.

Other terms and conditions are described in the included Agreement.

# BILL OF MATERIALS

## Control Room

### AV System

- 1 Marco ED3072**  
Edit Desk, Straining 72"W x30" D (2) (Black)  
1 Marco EC  
12 RU Equipment Counter Cut Out
- 2 Marco MA-9112-S-28"-BL**  
LCD Monitor Arm, Single
- 1 Marco MV-2824-06**  
MaxView 6 Bay Low Profile Console (Black)
- 3 Marco MV-CE**  
Rear Counter Extension
- 2 Marco MV-RB-04-19**  
MaxView Sloped Rack Turrent (4RU)
- 1 Marco MV-RB-06-19**  
6RU Sloped Rack Turret
- 2 LG 65UR640S0UD**  
65" Class HDR 4K UHD Smart Digital Signage IPS LED TV  
2 Chief LTM1U  
Large fusion micro-adjustable tilt wall mount
- 1 Datavideo RMC-300A**  
Control up to 24 PTZ cameras via IP or 8 PTZ cameras via serial and 16 PTZ cameras via IP.
- 2 Blackmagic Design BMD-CONVCMIC/SH03G/WPSU**  
Micro Converter SDI to HDMI 3G PSU
- 2 Blackmagic Design BMD-HYPERD/ST/DCHP**  
HyperDeck Studio HD Plus
- 1 FeelWorld LUT215**  
[OFE] - 4K HDMI/SDI Broadcast Studio

# BILL OF MATERIALS

- 2 LG 34WL550-B**  
[OFE] - 34" 21:9 UltraWide FreeSync HDR10 IPS Monitor
- 1 Samsung LF24T350FHNXZA**  
[OFE] - 24" 16:9 FreeSync 75 Hz IPS Monitor
- 1 ODYSSEY DJ Werk Station 3T**  
Light Workstation
- 1 Cables, Connectors, & Misc. Hardware**  
Allowance for miscellaneous cables, connectors, and hardware required for complete installation.
- 1 Rack Allowance**  
Allowance for AV Equipment Rack & Accessories
- 1 Incoming Freight**  
ASW inbound shipping costs
- 1 ASW Tech Services**  
General Labor, Engineering & Programming, Project Management, Training, Travel

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<b>AV System Total</b>	<b>\$28,953.25</b>
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<b>Control Room Total</b>	<b>\$28,953.25</b>
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# PROJECT SUMMARY

**Subtotal:**

**\$28,953.25**

**Grand Total:**

**\$28,953.25**

# CONTRACT

**October 4, 2022**

## **DeKalb County School District**

1701 Mountain Industrial Boulevard  
Stone Mountain,, GA 30083  
678.676.1200

## Control Room Furniture Revamp

This Agreement is by and between Atlanta Soundworks, Inc. located at 580 Marksmen Ct., Fayetteville, GA 30214, hereinafter called the "Company" and DeKalb County School District hereinafter called the "Client." The Company and Client agree as follows:

- 1. Company Performance:** Company shall furnish all equipment and perform the work necessary to install the components in the Bill of Materials and as described in the Scope of Work. The Company agrees to perform the work at the cost listed in the Proposal. No verbal communication will override the Scope of Work unless agreed to by both parties in writing.
- 2. Responsibility of Others:** Unless otherwise noted in the Scope of Work, the Client shall be responsible for all electrical work such as, but not limited to, AC power, conduit systems, and outlet boxes. Floor track or trenching a floor is not included unless noted. Client is responsible for all custom millwork and any other adaptations to Client furnishings or décor, unless specifically noted in the Scope of Work. All finishes will be supplied as standard manufacturer's finish. All other work necessary to the completion of the project and not specifically defined in the Scope of Work as being furnished by the Company shall be the responsibility of the Client.
- 3. Existing Equipment:** Existing Owner-furnished equipment (OFE) is to be reused or installed only as defined in the Scope of Work. Existing equipment being replaced and removed from service will be uninstalled and returned to Client.
- 4. Installation:** Client hereby grants Company or its agent the right to install the equipment and will provide access to the premises for the installation specified.
- 5. Commencement:** The work to be performed under the terms of this Agreement shall be commenced on a date agreed to by both parties, after receipt of the signed Agreement and down payment.
- 6. General:** Company reserves the right to defer the date of delivery, or to cancel the contract, or to reduce the volume of the goods ordered by Client (without liability to Client) if Company is prevented from or delayed in the carrying on of Company's business due to circumstances beyond Company's reasonable control, such as, but not limited to "Acts of God," delays in material delivery, accessibility to the facility, and delays of work by others where such work is necessary for the completion of the project. If additional costs to the Company are incurred as a result of these conditions, the Company may choose to recover those costs through a change order.
- 7. Restocking:** The Company may charge a restocking fee for any returns according to the manufacturer's policy. All returns must be approved in writing with an RMA # before the Company will accept equipment for return and a change order will accompany any RMA.
- 8. Warranty:** The Company will provide a 90-day limited installation warranty against defects in material and workmanship from the date of system completion or first beneficial use, whichever comes first, for all equipment furnished and installed by Company. All equipment, labor, and freight for warranty work are included. Some components will have a manufacturer's warranty which extends beyond the Company warranty. It is the responsibility of Client to complete and submit any warranty

# CONTRACT

registration information directly to the appropriate manufacturer. Client misuse, abuse and "Acts of God" are not covered. This warranty is in effect only if the product remains at the place of original installation. De-installation and re-installation of equipment will void this limited warranty at the Company's discretion.

- 9. **Training:** The Company will provide post-sale training support as described in the Scope of Work.
- 10. **Deliverables:** The Company will provide Operations Manuals and As-built drawings within 2 weeks after final payment is made. ASW will provide equipment and warranty information to the customer as part of the deliverables.
- 11. **Sales Tax:** N/A
- 12. **Time for Acceptance:** The terms of this Agreement will be valid for fifteen (15) days following the publish date of this Agreement set forth above. If not accepted within that time, the offer of such terms may be revoked without notice to Client. If this Agreement is signed by the Client and the Company, it shall be valid, remain in force and not be revoked.
- 13. **Pricing:** Pricing is valid for thirty (30) days following the publish date of this Agreement for equipment manufactured in the USA. **Unfortunately, due to ongoing government tariff negotiations, equipment pricing cannot be guaranteed beyond the publish date of this Agreement for equipment manufactured outside the USA.** With respect to these conditions, if additional costs to the Company are incurred as a result of manufacturers' price increases, the Company may choose to recover these costs through a change order. Company will endeavor to minimize any impact to the Client.
- 14. **Shipping:** Freight costs are included in the Proposal - FOB to a single destination. Expedited delivery and/or compound routing options are available at additional cost.
- 15. **Payment:** The Agreement sum is a fixed price inclusive of all materials, installation labor, technical services, freight, and taxes for the successful delivery of the project as described in the Scope of Work. Payment shall be made according to the following schedule. Standard payment terms are NET 15 from invoice date. When applicable, an initial payment may be required (NET DUE). Payment made by credit card is subject to a 3.5% processing fee.

Payment Schedule	%	Amount	Due Date
Down Payment	50	\$14,476.63	
Project Completion	50	\$14,476.62	

Client: **DeKalb County School District**

Date:

Company: **Atlanta Soundworks, Inc.**

Date: